

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

August 1988



Teaming Up for Quality

1988 Technical VAB Conference
Monterey, California — September 27-30

HP CHANNELS

Volume 7, No. 10

Editor

Tracy Wester

HP Channels is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

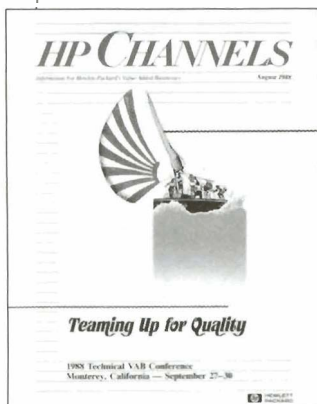
For further information on any of the products and services discussed in *HP Channels*, please contact your HP sales rep.

See back cover for subscription information.

Note: Not all HP computer products are sold and supported in all countries. Please check with your local HP sales office.

Hewlett-Packard does not warrant the accuracy of the information provided in HP Channels and shall not be liable for any use made of the information contained herein. Information provided in HP Channels is subject to change without notice.

On the cover



Team up for quality at the 1988 HP Technical VAB Conference, September 27-30, in Monterey, California. See article on page 1 for more details.

HP CHANNELS
August 1988

Table of Contents

PARTNERS WITH HP

- 1 1988 Technical Value-Added Business Conference

SUCCESSFUL SOLUTIONS

- 2 Carter, Schaefer & Company learn the benefits of successful office integration

PRODUCT NEWS

Customer Support

- 3 **General**
Introducing HP Disaster Recovery Services
- 4 **Training**
MPE XL migration course update

Business Computers

- 4 **General**
Introducing HP LaserRX/MPE: tool for HP 3000 MPE systems
HP NewWave and Cooperative Services added to VAB Integration Program
Save on AdvancePrint as an option to AdvanceLink
- 6 **Small Business Computing**
HP 260 supports affordable data storage

- 7 **HP 3000**
Introducing office products on 900 Series HP 3000
HP 3000 Series 70 upgrade credits to be reduced
Immediate price increases for MPE V add-on memory
ALLBASE/4GL development now here

Technical Computers

- 9 **General**
Gain control in manufacturing with HP Industrial Precision Tools
HP Real-Time Database rolls off the production line
HP Device Interface System for plan floor communication
Announcing HP Interactive Visual Interface HP PCDS 2.0 shown at Design Automation Conference
X Window System introduced for HP workstation and PC products
New instrument controllers with VGA-compatible graphics
HP OfficeShare: connection to HP 9000, HP 1000, and DEC VAX hosts

15 HP 9000

New bundles extend performance range for configured instrument controller systems BASIC 5.11 supports HP 9000 Models 360 and 370
Immediate savings for HP TODAY HP 9000 Series 300 users
Introducing new HP 9000 Series 300 network servers

Personal Computers

18 General

Introducing AdvanceMail II: building on success
Customer subscription services for AdvanceMail II
PC Instruments discontinuance announcement

20 Portable

HP-71 discontinuance

20 Desktop

HP Vectra PC price reduction
HP 150/Touchscreen to Vectra PC upgrades for Lotus® 1-2-3®
New HP 150/Touchscreen PC version of CONDOR 3 database available
PC software upgrade program
Third-party software upgrades
HP 150/Touchscreen PC software discontinuance plan
HP 150 soft fonts to be discontinued

Peripherals

23 Mass Storage

Quick Ship Program for HP 7936 and 7937 discs
HP 7957A and 7958A discontinuance plans
Correction: New 81- and 152-Mbyte disc drives

24 Printers

HP MICRO 3000GX part of HP 2685C print station
New HP PaintJet printer driver opens Microsoft® Windows world

Supplies

- 25 HP Direct order Phone Numbers

CROSS-LICENSING CLASSIFIEDS

- 26 Software Packages Available and Wanted

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

1988 HP Technical VAB Conference agenda taking shape

by Doug Newlin, Value-Added Channel Marcom Manager



The plans for the upcoming 1988 HP Technical VAB Conference in September are beginning to come together.

The fourth annual conference will be held in Monterey, California, at the Doubletree Inn and Monterey Conference Center, September 27-30. This year's theme, "Teaming Up For Quality," incorporates the ideas of teamwork and quality growth as central topics for the event. These ideas are represented in the conference logo and artwork that depict the teamwork required on a competitive racing sailboat.

The list of conference presenters is growing daily. Prominent among the HP executives scheduled to speak in Monterey is HP President and CEO, John Young, who will be participating in his first Technical VAB Conference. The featured speaker will be Red Auerbach who was the Boston Celtics coach during their dynasty years. Auerbach's legendary emphasis on teamwork being more important than individual performance to create championships fits in well with this year's conference theme.

The agenda of presentations and workshops for the conference is nearing completion. Presentations will include updates on HP's Technical Systems Sector (TSS) strategy, the HP Value-Added

Channel programs, networking strategy, HP's participation in the Open Software Foundation, and an HP/VAB issues session. Workshops will be centered around three areas of interest: HP products, HP programs, and "how-to" sessions. Some of the product workshops scheduled so far cover HP NewWave, Rocky Mountain BASIC and HP-UX, distributed computing environment, and the 80386 in TSS. Two of the how-to workshops will cover producing a video demo and managing direct marketing campaigns. Program sessions will give tips on using TSS marketing programs and working with the HP sales force.

An initial promotional mailing was sent out to VABs during the week of June 27. The mailer contained a letter and a poster reminding the recipients to mark the conference dates on their calendars. Registration mailings that contain more complete information on agenda, workshops, and hotel reservation requirements were sent out at the end of July.

If you did not receive the promotional mailing and would like to attend the conference, please contact Doug Newlin, HP Technical Systems Sector Value-Added Marcom Manager, at 303-229-4087.

Teaming Up for Quality

1988 Technical
VAB Conference
Monterey, California
September 27-30

Carter, Schaefer & Company learn the benefits of successful office integration

Carter, Schaefer and Company has successfully marketed its Educational Administrative Systems into school districts across the U.S. since 1984. However, its users' needs are evolving due to organizational and technological changes in the education market. Customers are demanding that PCs throughout the organization be integrated with the host application system. Information within their application must be easily accessible, and the system must provide easy communication between users.

Schaefer realized that it needed to respond to the changing market demands. It discovered that integrating its application with Hewlett-Packard's Business System Plus (BSP) would satisfy its customers' functional demands. The components of Business System Plus include Resource Sharing, HP DeskManager, Information Access, plus PC applications.

Schaefer's successes have been many. Schaefer recently won three large deals with their integrated solution, and several more are in the works. According to Arley Carter, president of Carter, Schaefer and Company, "The resource sharing, electronic mail, and PC access facilities of Business System Plus help us to differentiate our education application by providing a better solution to our users' needs."

Schaefer's K12DATA software is described as a "teacher network," providing services such as attendance and course scheduling, electronic gradebook, student profiles, demographics, and graduation tracking. Administrators and instructors want to access and manipulate data from Schaefer's student services application for analysis in Lotus@1-2-3®, while making use of the personal computer workstations that have permeated their environment. In an attempt to limit the increasing volume of paper throughout the office, these users were looking for an easy way to communicate electronically.

Local HP system engineers, Susan Mitchell and Joe Norton, were instrumental in making the integration of the BSP tools a success. Joe and Susan proved to Schaefer, and subsequently demonstrated to its customers, that BSP's resource-sharing component is the answer to its customers' needs for the solution supplier to tie in the large installed base of PCs into the computer network. Information Access is integrated with Schaefer's application to enable teachers to access and manipulate data from the student services database. HP DeskManager, the electronic mail component of BSP, is used to provide communication between the many users of the system and to distribute PC files.

For more information on this comprehensive educational solution, contact Carter, Schaefer & Company HP sales rep Francis McGarry at 713-776-6035, or Dirk Down, HP VAB Integration Program manager at 408-773-6292.

Lotus® and 1-2-3® are U.S. registered trademarks of Lotus Development Corporation.

SUCCESSFUL SOLUTIONS is a forum for you as HP value-added businesses to share your sales expertise and experiences with our readers. If you have a success story or application article that you feel would benefit other value-added businesses, we would like to hear from you. Please send your ideas, comments, articles, and questions to:

Tracy Wester
Editor, HP Channels
Hewlett-Packard Company
3200 Hillview Avenue
Building 16L
Palo Alto, CA 94304
U.S.A.

Customer Support

General

Introducing HP Disaster Recovery Services

HP announces the introduction of HP Disaster Recovery Services. HP Disaster Recovery Services enable HP 3000 users to continue their critical computer operations should a disaster occur, such as a fire, flood, power failure, or vandalism.

HP Disaster Recovery Services program consists of HP Disaster Recovery Planning and HP Backup. HP Disaster Recovery Planning assists customers in developing and documenting a detailed disaster recovery contingency plan. HP Backup provides customers with a backup HP 3000 system and a computer facility.

Users rely heavily on their computing capabilities. The cost of downtime in the event of a computer disaster are becoming increasingly severe. Users also face mounting pressure from both external auditors and internal staff to protect their data processing capabilities from a disaster.

HP Disaster Recovery Planning

HP Disaster Recovery Planning provides the knowledge and tools necessary to develop, document, and maintain a disaster recovery plan. The product is based on a planning methodology customized for the HP 3000 environment. A recovery plan template, provided in hard copy and in electronic form, enables users to write a disaster recovery plan that conforms to site-specific policies, practices, and conditions.

HP Disaster Recovery Planning includes two days of on-site instruction in using planning methodology, as well as project management software to facilitate plan development.

HP Backup

HP Backup provides users with a fully operational HP 3000 computer facility to which they can transfer their essential operations. The facility is located at the Weyerhaeuser Technology Center near Tacoma, Washington. Recovery facility personnel and other HP support resources provide both technical and nontechnical assistance.

In addition, users receive six days a year at the recovery facility to rehearse their recovery procedures. In the event of an actual disaster, HP also will assist users in restoring normal operations at their disaster site.

HP Disaster Recovery Planning and HP Backup were on the HP Price List in June and July, respectively. For more information, please contact your HP sales rep.

Ordering information

Product No.	Description
50638A	HP Disaster Recovery Planning (single site), must order appropriate Option 001-004, includes: <ul style="list-style-type: none"> ▪ 1 on-site class delivery (2 days) ▪ 1 electronic template (disc or tape) 10 copies of Planning Methodology (hard copy) ▪ 10 copies of Recovery Plan Template (hard copy) ▪ 10 copies of Student Workbook (hard copy) ▪ 1 set DRP wall charts ▪ 1 Project Management Template (disc)
Opt. 001	Template Plan (Executive MemoMaker)
Opt. 002	Template Plan (AdvanceWrite Plus)
Opt. 003	Template Plan (ASCII)
Opt. 004	Template Plan (TDP)
Opt. 102	Methodology, Template, and Student Workbook (additional set of classroom materials)

Product No.	Description
50639A	HP Disaster Recovery Planning (multisite) includes: <ul style="list-style-type: none"> ▪ 3 on-site class delivery (2 days) ▪ 3 electronic template (disc or tape) ▪ 30 copies of Planning Methodology (hard copy) ▪ 30 copies of Recovery Plan Template (hard copy) ▪ 30 copies of Student Workbook (hard copy) ▪ 3 sets DRP wall charts ▪ 3 Project Management Template (disc)
Opt. 001	Template Plan (Executive MemoMaker)
Opt. 002	Template Plan (AdvanceWrite Plus)
Opt. 003	Template Plan (ASCII)
Opt. 004	Template Plan (TDP)
Opt. 101	One additional on-site class delivery
Opt. 102	Methodology, Template, and Student Workbook (additional set of classroom materials)
99031A + 02Z	HP Backup Series 58 Configuration: must order appropriate Option OF1-OF3
Opt. OF1	3-year agreement
Opt. OF2	5-year agreement
Opt. OF3	1-year agreement
Opt. OF4	Additional HP 7937 disc drive
99032A + 02Z	HP Backup Series 70 Configuration: must order appropriate Option OF1-OF3
Opt. OF1	3-year agreement
Opt. OF2	5-year agreement
Opt. OF3	1-year agreement
Opt. OF4	Additional HP 7937 disc drive
Literature	
5957-3797	HP Disaster Recovery Services Brochure
5957-3799	HP Disaster Recovery Planning Data Sheet
5957-3800	HP Backup Data Sheet
5957-3795	HP Backup Configuration Specifications

Training

MPE XL migration course update

"Moving from MPE V to MPE XL" classes for 900 Series HP 3000 migration users have undergone some changes and additions in order to meet the needs of a broader range of migration users.

New classes for system operators

Two new learning products have been developed for migration system operators. The first, a self-paced tutorial entitled, "MPE V to MPE XL: Getting Started, Volume 2" (P/N 30367-90002), is part of the FOS manual set shipped with every 900 Series HP 3000. Since it gives students the ability to learn about basic system commands on their own, the subsequent classroom course has been shortened, saving them money. The manual can also be ordered separately from HP's Direct Marketing Division (DMK) if additional copies are needed. Before attending "Moving from MPE V to MPE XL: System Operator," students will be required to read chapters one through three, plus Appendix A, and do the exercises.

The second learning product is a two-day class. "Moving from MPE V to MPE XL: System Operator" (P/N 31117A) follows the self-paced tutorial and focuses on operational differences between MPE V and MPE XL. Special emphasis is given to startup and backup, as well as to the Initial System Loader.

System managers

"Moving from MPE V to MPE XL: System Manager" (P/N 31110B) has been increased from three to four days. The extra day will give users more time to do important labs and exercises. Modules have also been updated to include new operating system functionality.

Programmers

Additional topics have been added to "Moving from MPE V to MPE XL: Application Programmer." These include modules on the new and changed intrinsics and the Switch Subsystem. Topics more relevant to advanced programming have been removed and will be included in an advanced course at a later date. The length is four days and the P/N is 31114B.

Advanced course to be obsoleted

The advanced programmer course, "Moving from MPE V to MPE XL: Advanced Programmer" (P/N 31115A) became obsolete August 1, since many topics in this course have been added to 31114B. A new advanced topics course will be developed at a later date.

Setting the users' expectations

These classes are designed to help experienced MPE V users understand the differences between MPE V and MPE XL and the new functionalities.

Users will not learn how to migrate their applications in class. They will learn the skills they need to be successful with their system.

Please check with your local HP sales rep for the latest information on data-sheets and course availabilities.

Also in this issue

Customer subscription services for AdvanceMail II

18

Business Computers

General

HP NewWave and Cooperative Services added to VAB Integration Program

Hewlett-Packard is pleased to announce that the HP NewWave Environment Developer Kit and Cooperative Services are now available through the Value-Added Business (VAB) Integration Program, with all the benefits the program offers. The program is designed to allow VABs to integrate HP's office products with their vertical business applications to meet the growing demand for Integrated Business Systems (see January issue of *HP Channels*).

To assist VABs in the integration of HP information services with their vertical market solutions, HP provides:

- Loaner software for products to be integrated, and for the development tools, NewWave and Cooperative Services.
- 35 percent discount off "R" copies for value-added resellers, 6 percent commission for HP software leveraged by software suppliers.
- Integration training and dial-up consulting.
- Assistance with joint merchandising of integrated applications.

Note: Both HP NewWave and Cooperative Services were introduced in the December, 1987, issue of *HP Channels*.

HP NewWave environment

The HP NewWave Developer's Kit is currently available to VABs who have made a commitment to develop under the environment. The HP NewWave environment provides you with an opportunity to differentiate your vertical market solution not only with the popular graphical interface it provides,

but with the advanced integration features that make HP NewWave environment truly unique.

The HP NewWave environment is an effective partner for the HP 3000, and HP 3000-based applications, delivering complete access to host and PC resources. For example, terminal interaction with HP 3000, access to information that is maintained in an HP 3000 IMAGE database, as well as access to communication networks via HP Desk-Manager. The result is that the user benefits from having a single window into the organization's network of information and computing resources.

Because it was designed as an extension to Microsoft® Windows 2.0, the HP NewWave environment offers software developers the benefits of an industry-standard platform, plus significant enhancements developed by HP. Greater flexibility and tailorability, more consistent applications, better integration between applications, and better interaction with other computers on the network are all things the applications developer will enjoy.

The HP NewWave environment features

- The advantages of Microsoft Windows, such as a consistent graphic interface, multiple windows on screen, and pull-down menus
- An environment that considers any type of data (text, graphic, image, etc.) to be an object, for an object-oriented, rather than a file-oriented, approach
- Seamless creation of compound or multimedia objects
- "Hot-links" between objects, which allow automatic updating of objects that have been shared
- Agents that learn and perform tasks across multiple applications and data sources
- Computer-based training (CBT)
Context-sensitive help.

With the HP NewWave Developer's Release, you can take advantage of this market trend to provide a solution that offers your end users the environment they prefer. For more detailed information about the HP NewWave environment, see the articles in the December issue of *HP Channels*.

Cooperative Services

Cooperative Services is a tool to help developers create cooperative-processing applications. Cooperative processing splits your computing resources, making the PC the focal point for processing activities, while the HP 3000, available when needed, can focus on database management and other host-based applications. Software developers can use the PC to design applications that integrate PCs with HP 3000s for commercial transaction processing. Cooperative Services PC-based applications can transparently access and update TurboIMAGE and MPE files on the HP 3000. Users need not know if their information is on the PC or the HP 3000.

Cooperative Services allows a design where users enjoy the faster response of local PC processing. The HP 3000 can then focus on central database management and other product-related applications. MIS enjoys increased efficiency of both the PC and the HP 3000 resources.

Cooperative Services is a communications library that allows developers to use the MS®-DOS programming environment to develop applications that optimize the full power of the PC and HP 3000 operating environments across the network. It consists of an MS-DOS procedure library and an HP 3000 intrinsic server. Using the PC as the development workstation, developers call Cooperative Services routines to provide the programmatic interface between the PC application being developed and the HP 3000.

By developing cooperative processing applications with HP's Cooperative Services, the PC becomes the focal point for development and processing activities. This results in a more effective use of computing resources. Host resources can focus on database management and other host-based applications. Both developers and end users benefit from the superior user interface and the predictable response time of the PC. MIS maintains centralized security and control of the database management system.

For HP 3000 software developers, Cooperative Services provides a familiar development environment with well-known languages and databases. Developers can efficiently migrate all or part of current HP 3000 applications by leveraging much of the existing code. End user productivity can be significantly enhanced by integrating commercial transaction processing applications with popular PC applications.

For current or new users who will be developing applications for the HP NewWave environment, Cooperative Services can be used to integrate the HP NewWave environment with their PC-/host-based transaction-processing applications.

HP NewWave Developer Kit (P/N D1701A) and Cooperative Services (P/N 32570A) are available now. For more information on developing with these products through the VAB Integration Program, contact your HP sales rep.



General

Save on AdvancePrint as an option to AdvanceLink

AdvancePrint continues to be a hit with users because of its ease of installation and use. The AdvancePrint option to AdvanceLink provides users with advanced shared printing and plotting results they can see immediately. When users make decisions on their PC software, AdvanceLink often heads the list. Include the AdvancePrint option and save about 25 percent on the AdvancePrint standalone price.

AdvancePrint and AdvanceLink provide serial-based HP 3000 users with one of the most cost-effective shared resource solutions they can buy. The AdvanceLink/AdvancePrint combination gives users advanced shared printing and plotting, terminal emulation, file transfer, PC backup, and data communications, all using their existing basic serial connections, and all at an unbeatable price.

AdvanceLink/AdvancePrint ordering information

Product No.	Description (HP Vectra PC only)
68333F	AdvanceLink single-user kit
Opt. 003	AdvanceLink, 3%-inch discs
Opt. 100	AdvancePrint single-user kit, 5%-inch discs
Opt. 103	AdvancePrint single-user kit, 3%-inch discs
68333L	AdvanceLink 10-user right to copy
Opt. 100	AdvancePrint 10-user right to copy
68333Q	AdvanceLink 50-user right to copy
Opt. 100	AdvancePrint 50-user right to copy
68333S	AdvanceLink 50-user (50 5%-inch disc sets)
Opt. 003	AdvanceLink 3½-inch discs
Opt. 100	AdvancePrint 50-user (50 5%-inch disc sets)
Opt. 103	AdvancePrint 50-user (50 3%-inch disc sets)

Note: To order 3%-inch HP Vectra PC media for AdvanceLink and AdvancePrint with 68333F and 68333S, you must order both Option 003 and 103.

AdvancePrint's standalone PC-based pricing is still a great deal for advanced shared printing and plotting.

AdvancePrint ordering information

Product No.		Description
HP Vectra PC	HP 150	
32583F	32584A	Single-user license
Opt. 003		3½-inch HP Vectra PC media
32583L	32584L	10-user right to copy license
32583Q	32584Q	50-user right to copy license
325838	325848	50-user license with media
Opt. 003		3%-inch HP Vectra PC media
32583T	32583T	5 documentation sets

Ordered alone or as an option to AdvanceLink, AdvancePrint is a great shared resource answer for serial-based PC users.

Small Business Computing

HP 260 supports affordable data storage

The new HP 9153C disc drive provides low-cost data storage capacity with high reliability and optional microfloppy drive. The following disc drives will be supported on the HP 260 Series 30 and 40 with the operating system revision B.09.00:

Product No.	Description
9153C	Disc drive
Opt. 020	20-Mbyte hard disc with 3½-inch microfloppy
Opt. 021	20-Mbyte standalone hard disc
Opt. 040	40-Mbyte hard disc with 3½-inch microfloppy
Opt. 041	40-Mbyte standalone hard disc

Note: HP-IB interface is required.

The HP 9153C will replace the HP 9153/54B and the 9133/34L. The HP 9133/34L were discontinued on April 1, 1988, and the HP 9153/54B will be discontinued as of July 1, 1988.

Microfloppy capacity and media compatibility

The HP 9153C disc drive is available with an integrated 2-Mbyte (1.26-Mbyte formatted) floppy drive at no price increase over its 0.7-Mbyte formatted predecessor. You get increased backup storage at yesterday's prices. The HP 9153C supports the same data format — *not* IBM compatible — as on the microflopplies of the previous 20- and 40-Mbyte models. Existing 1-Mbyte customer media may be used with confidence in the HP 9153C, although 2-Mbyte media is required to obtain the increased capacity storage.

Disc drive selection — which one fits with the HP 260?

HP 3000

Introducing office products on 900 Series HP 3000

HP announces the following products as the first applications to be released to users on 900 Series HP 3000 hardware (HP Precision Architecture):

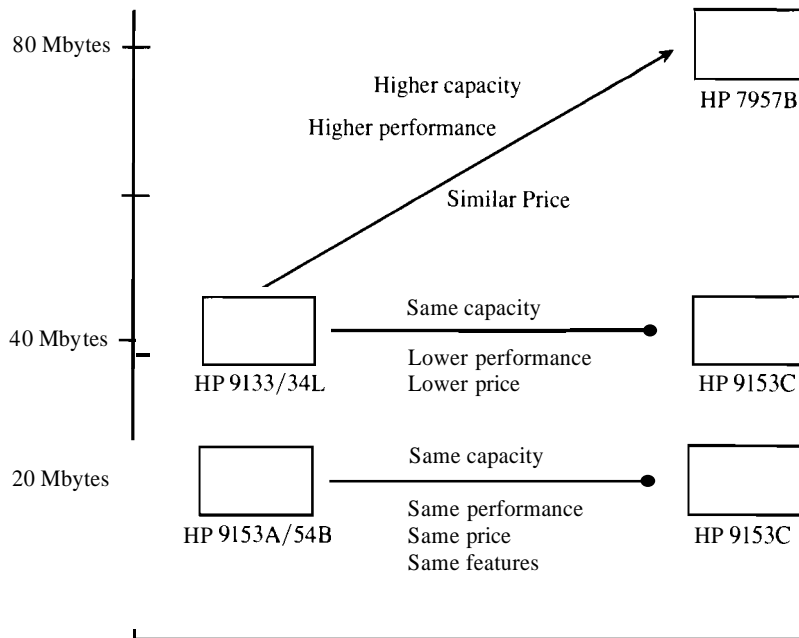
- HP 36570 — HP DeskManager (B.02.01) including the HP Word/PC and AdvanceWrite Converters, MContext, and HP Slate.
- HP 27520 — HP File/Library, A.00.03
- HP 27522 — HP Schedule, A.00.04
- HP 32132 — HP ListKeeper, A.02.02
- HP 32119 — HP Word Programmatic Intrinsic, A.01.04
- HP 27515 — HP OfficeConnect to DISOSS (Internal Node), A.00.05
- HP 27509 — HP Convert/DCA, A.00.04

All of the above products run in Compatibility Mode in the MPE XL environment, and because the products spend the majority of their time executing Operating System code, take advantage of the enhancements in speed offered by Precision Architecture. In fact, HP DeskManager running on a Series 950 offers support for 30 percent more simultaneously active users than on a Series 70, providing a price/performance ratio better than that on a Series 70. In all cases, the same versions of code are running in the MPE XL and MPE V environments.

Testing and testimonials

Running a beta test for products that have no code enhancements is unusual. However, due to the importance of HP's Precision Architecture program, HP decided that running such a test would allow users the opportunity to prove that the solutions were all supportable and

continued on next page



The 20-Mbyte version of the HP 9153C has the same capacity, performance, and price as the HP 9153/54B, but provides almost doubled microfloppy capacity and improved reliability. Those users requiring more data storage capacity will now have the option to prioritize price and performance.

- The HP 9153C with 40-Mbyte storage capacity offers a low cost/low performance solution. Performance profile tests performed on the HP 260 have indicated a 10 to 40 percent lower performance depending on the number of

records transferred when compared to the previous 40-Mbyte disc. However, the impact of the overall performance is application dependent and should be determined with a typical application.

Internal application tests have shown a 10 percent lower overall performance compared to the previous 40-Mbyte disc.

- The HP 7957 disc drive offers a higher capacity and performance at an attractive price. Get 81-Mbyte capacity for a similar price of a 40-Mbyte HP 9134L.

of high quality. This has been the case, and we had seven beta sites, each running a selection of our products. User feedback indicates a high level of satisfaction with the functionality and performance delivered by the products. Some actual quotes are:

"It's clearly faster . . . (than the MPE V version)"

"HP Desk seems more stable on the 950 than it is on the Series 70."

Availability and ordering

All of the above products were submitted to MPE XL 1.0 PR1. This MIT should be shipping now, and since the products have been on the HP Price List for several months, they can be ordered immediately.

Please contact your HP sales rep for more information.

HP 3000

HP 3000 Series 70 upgrade credits to be reduced

As of October 1, 1988, box-swap upgrade credits to the HP 3000 Series 70 will be reduced and will equal the upgrade credits offered to the HP 3000 Series 925 and Series 935. Upgrade credits are a function of the secondary market value of the system, along with the overall positioning and cost structure of the new processor.

The upgrade credit reductions represent significant dollar savings for users who upgrade to the HP 3000 Series 70. Users who intend to upgrade to the HP 3000 Series 70 should place their orders by October 31, 1988. Take advantage of the higher upgrade credits today. Contact your HP sales rep for more information.

HP 3000

Immediate price increases for MPE V add-on memory

Due to the higher costs of dynamic random-access memory chips (DRAMs), we have increased the price of five MPE V add-on memory boards. Price increases are effective August 1, 1988.

Prices have been increased on the following products:

Product No.	Description
30165A	4 Mbytes memory for HP 3000 Series 6X, 70
30462A	2 Mbytes memory for HP 3000 Series 37, 37XE, MICRO 3000XE
30478A	2 Mbytes memory for HP 3000 Series 39, 4X, 5X
30479A	4 Mbytes memory for HP 3000 Series 4X, 5X
30482A	4 Mbytes memory for HP MICRO 3000XE

Contact your HP sales rep for more information.

HP 3000

ALLBASE/4GL development now here

ALLBASE/4GL, announced worldwide at the Interex Conference in Sweden in June, has its first U.S. showing at the Interex Conference in Orlando, Florida, this month. Shipments are expected in the fourth quarter this year.

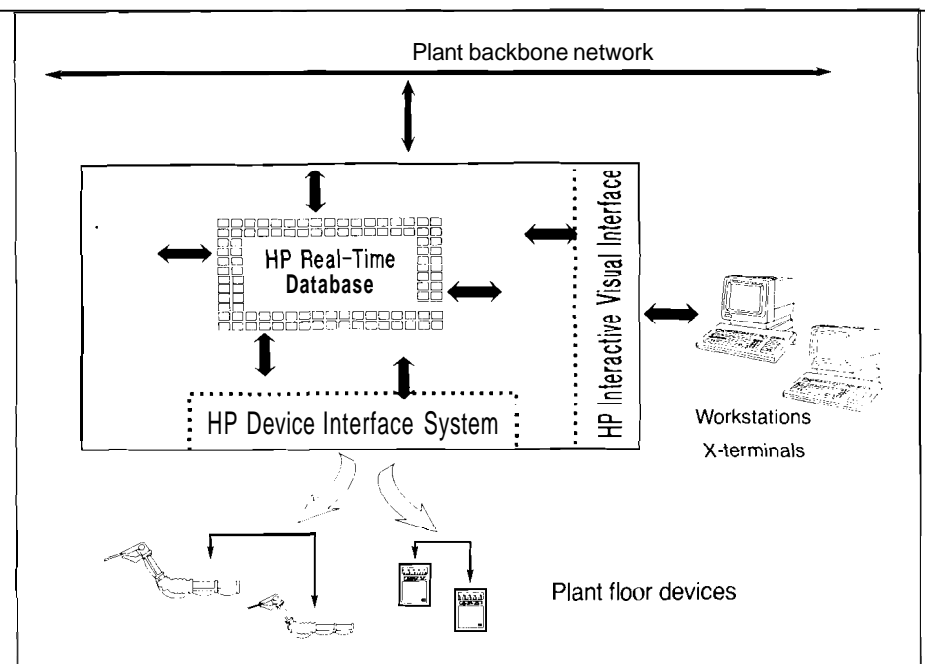
However, as mentioned previously (see July issue of *HP Channels*, page 2),

there is additional incentive for cross-platform developers to make an early start on developing transaction-based applications for ALLBASE/4GL. Prices for entry level systems on HP-UX, under the product's previous name of HP TODAY, have been approximately halved. Please see the article in the Technical Computers section for details.

Also in this issue

<i>Carter, Schaefer & Company learn the benefits of successful office integration</i>	2
<i>Introducing HP Disaster Recovery Services</i>	3
<i>MPE XL migration course update</i>	4
<i>HP NewWave and Cooperative Services added to VAB Integration Program</i>	4
<i>Immediate savings for HP TODAY HP 9000 Series 300 users</i>	16
<i>Introducing AdvanceMail II: building on success</i>	18
<i>Customer subscription services for AdvanceMail II</i>	18
<i>HP MICRO 3000GX part of HP 2685C print station</i>	24

Providing standards-based application development tools for Industrial Automation



How can manufacturing personnel best deal with the increasingly complex information generated by the monitoring and control of devices and processes on the factory floor?

HP Industrial Visual Interface is the ideal tool for developing solutions to those challenges. It is an integrated and consistent user interface development environment that maximizes the use of industry-standard technologies, such as X Window System. Using this tool, you can design a user interface for your manufacturing application that integrates forms, text, and dynamic graphic displays. (See article in this issue about HP Interactive Visual Interface.)

Industrial Applications Center

At the Industrial Applications Center, we are committed to providing developers with the tools needed to make manufacturing processes manageable, whether the tool is a system integrator, off-the-shelf software, or the tools to develop their own software (HP Industrial Precision Tools).

Literature

- HP Industrial Precision Tools
 - Data sheet, P/N 5951-6960
 - Product brief, P/N 5951-6961
- HP Real-Time Database
 - Data sheet, P/N 5951-6953
 - Product brief, P/N 5951-6954
 - User's reference manual, P/N 92572-90001
 - Article reprint, "A New Tool for Better Data Management on the Factory Floor," P/N 5951-6965
- HP Device Interface System
 - Product brief, P/N 5951-6977
 - Data sheet, P/N 5951-4144
 - Magazine article reprint, "Software Tools for Plant Floor Connectivity," *Automation*, April 1988

HP Interactive Visual Interface
- Product brief, P/N 5951-6981

If you would like more information about HP's Industrial Precision Tools or about any of the IAC products and services, contact your HP sales rep.

HP's Industrial Precision Tools provide a solid development foundation for applications that are customized to meet the manufacturing requirements and are high quality and maintainable, meeting the needs of solution developers worldwide.

HP Real-Time Database

More and more, today's automated processes require timely access to information that only high-performance, memory-resident databases can provide. But, creating and managing those databases can consume a large amount of time. Not anymore. HP's Real-Time Database offers high-speed performance and a full-feature set in a flexible, affordable software tool. HP Real-Time Database is designed to create and access these databases. Because the code to develop databases is reusable, it is portable across applications, eliminating the need to write a custom real-time database for each new product or project. (See following article for more information.)

HP Device Interface System

As factory floor device control becomes increasingly automated, manufacturers need to link manufacturing equipment and control devices to specific applications. HP's Device Interface System offers solution creators a productive and cost-effective means of developing such links.

HP Device Interface System dramatically reduces the amount of effort and the cost of implementing and maintaining communication links to any RS-232-supported plant floor devices. Like the other HP Industrial Precision Tools, HP Device Interface System offers a range of routines from which to choose. These routines provide the capability to develop, implement, test, document, and access those devices. (See article in this issue above the HP Device Interface System.)

HP Interactive Visual Interface

While automated processes have had a significant impact in streamlining today's manufacturing environments, they have also created new challenges

General

HP Real-Time Database rolls off the production line

The HP Industrial Applications Center's (IAC) premier HP Industrial Precision Tool appeared on the July 1 HP Price List. A generic and flexible set of software routines, HP Real-Time Database is designed to allow a solution creator to create and access high-performance memory-resident databases. This results in users running their Industrial Automation applications up to 30 percent faster. The essence of computer integrated manufacturing (CIM) is data sharing and high-speed data processing.

HP Real-Time Database provides the manufacturer with a tool designed for speed. Because it can serve as a front end to any traditional database, the HP Real-Time Database eliminates the expense previously associated with customized software.

Feedback from the test sites

One of our beta test sites was Systems Control, a systems integrator. The project manager found HP Real-Time Database to have the functionality that a software developer can easily build off of and was pleased that it is integrated into the operating system and provided by the computer vendor.

Our own alpha site found the software to be of extremely high quality (including functionality, reliability, usability, and consistency) and the R&D team members to be exceptional in their concern for producing a high-quality product.

Additional comments included that the product is well designed; the interactive query is easy to learn and especially useful to set up the database, load initial data, and perform ad hoc queries.

How fast is it?

The following performance test was done on an HP 9000 Model 825.

- Data retrieval
 - Direct Get: approximately 15 microseconds (66,666/sec)
 - Index Get: approximately 71 microseconds (14,085/sec)
 - Input Area Get: approximately 42 microseconds (23,809/sec)

Data update

- Update Tuple: approximately 21 microseconds (47,620/sec)
- Update Input Area: approximately 50 microseconds (20,000/sec)

Insertion/deletion

- Add Tuple: approximately 50 microseconds (20,000/sec)
- Delete Tuple: approximately 37 microseconds (27,027/sec)

Database backup

- Take Database Image: approximately 3.25/second

Literature

Lit. No.	Description
5951-6953	HP Real-Time Database datasheet
5951-6954	HP Real-Time product brief
92572-90001	User's reference manual
5951-6965	Article reprint, "A New Tool for Better Data Management on the Factory Floor"

Ordering information

Product No.	Description
92572	HP Real-Time Database
Opt. AEM	HP 9000 Series 825/835
Opt. AEN	HP 9000 Series 840
Opt. AEP	HP 9000 Series 850/855

General

HP Device Interface System for plant floor communications

The new HP Device Interface System connects HP 9000 Series 800-based applications to any proprietary RS-232 factory-floor device or subnetwork.

HP Device Interface System is a software development tool for programmers to implement communications links to devices on BP 9000 Series 800 computers. Device Interface System is provided for Industrial Automation solution creators, such as system integrators, independent software vendors, original equipment manufacturers, and major accounts with internal software development groups.

User benefits

As a solution creator's tool, HP Device Interface System will dramatically reduce the costs of implementing and maintaining communications software. For example, we estimate savings of as many as 8 engineer months in implementing and maintaining a sophisticated software link to an Allen Bradley PLC 5. This productivity gain would shrink the total implementation and maintenance effort for the link from 14 engineer months to 6 engineer months over a three-year period.

Additionally, HP Device Interface System provides developers with the capability to:

- Implement software links to any RS-232-based device
- Eliminate much of the tedious coding and testing typically involved in implementing communications software
- Improve the reliability of a communications link through automated testing.

continued on next page

Manufacturing end users of HP 9000 Series 800 computers will benefit from the lower overall cost of automation solutions based on HP Device Interface System.

Key features

HP Device Interface System consists of the following four facilities:

- *Communications implementation facility* — allows a developer to implement a communications link without writing a single line of conventional code such as C or FORTRAN
- *Comprehensive testing facility* — automates the testing of a communications link
- *Documentation facility* — automatically generates link documentation for the developer
- *Programmatic access facility* — allows user programs to access a communications link at run-time from C or FORTRAN.

Literature

The following literature is currently available:

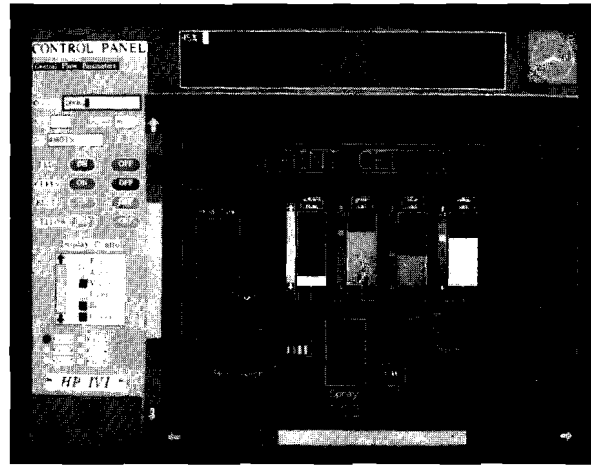
- Data sheet (see the latest HP Advance-Net specifications guide, P/N 5951-4144)
- Product brief, P/N 5951-6977
- Magazine article reprint, "Software Tools for Plant Floor Connectivity," *Automation*, April 1988, P/N 5951-6975.

Availability

HP Device Interface System will be available in fall 1988. Contact your HP sales rep for more information.

General

Announcing HP Interactive Visual Interface



All HP 9000 Series 800 users can look forward to a new, powerful user interface development toolkit built on the industry-standard X Window System: HP Interactive Visual Interface (HP IVI).

HP IVI is one of the HP Industrial Precision Tools being developed at the HP Industrial Applications Center (IAC) and is targeted for solution creators, value-added businesses, and systems integrators — those who develop Industrial Automation applications. It will provide both an INTERACTIVE and PROGRAMMATIC interface to build and manipulate process graphics displays and panels (forms) in an X Window System environment. It will maximize the productivity of its users by providing comprehensive user interface functionality in one package, minimizing the programming effort and shielding the user from the tedious lower-level X primitives.

HP IVI features

- *Powerful screen design capabilities* — its INTERACTIVE build allows a novice user to visually pick from a comprehensive palette of prefabricated widgets (graphical dialog tools provided by the X Toolkit, such as checkboxes) and color graphic objects, such as circles and arcs, and create process displays and data entry formats.

- *Consistent programmatic screen manipulation* — an INTEGRATED library of function calls provided by its Application Programmatic Interface (API).
- *Sophisticated dynamics* — a host of attributes such as color change, scaling, and translation for accurate representation of real-time process changes and alarm conditions.
- *Distributed windowing* — provided by X Window System Version 11.

HP IVI benefits

- Easy to use and intuitive
- Enhanced productivity, as well as reduced application development and maintenance costs
- Cost-effective implementation of the industry-standard X Window System and new process graphics technology
- Ability to merge widgets, text, and graphics in one screen
- Rapid prototyping tool.

HP IVI is scheduled for release in fall 1988. For more information on the product, please contact your HP sales rep.

General

HP PCDS 2.0 shown at Design Automation Conference

The new version of HP Printed Circuit Design System (PCDS), an EE Design-Center product, was announced at the Design Automation Conference in Anaheim, California, June 12–15. This product contains significant enhancements in the areas of:

- Surface Mount Technology (SMT)
- Interactive capabilities
- Automatic placement and routing, including rip-up routing
- Better integration with HP Design Capture System
- Integration with existing design systems, including ME-30, and manufacturing processes

In addition to these enhancements, PCDS will run on the latest HP workstations and servers, offering such benefits as real-time pan and zoom. On the whole, the new features and enhancements allow HP PCDS 2.0 to better compete with systems from Cadnetix, Mentor Graphics, and Recal-Redac.

Contact your HP sales rep for more information on HP PCDS 2.0.

General

X Window System introduced for HP workstation and PC products

On July 1, HP announced one of the first commercially available X11 products. The X Window System from HP is based on the MIT X11 Release 2 specification. HP has added user interface development tools and performance enhancements that make the X11 product a productive tool for application developers and users.

The X Window System is an industry standard for supporting windowed user interfaces across a computer network. X is network transparent, which means that an application running on one computer can display the output over a network on another computer.

Industry-standard, highly portable applications

The X Window System is publicly endorsed as an industry standard by over 20 computer vendors in the U.S., Europe, and Japan, including virtually every major manufacturer of UNIX® operating system workstations.

Applications written to the X Window System library are easily ported to other computer systems that support the X protocol. This results in secure investments for software development, training, and multivendor hardware installations.

Broad range of supported products

X Window System products will be available for HP 9000 Series 300 this summer. The Series 800 X Window System/PC will be available in the fall.

Most currently available HP bit-mapped displays for the HP 9000 Series 300 and Series 800 are supported. X11 can be used with any of the HP 9000 Series 300 CPUs and most of the current graphics cards, from the 512×400 medium-resolution board to the 1,280×1,024 high-resolution color graphics cards. All of the HP 9000 Series 800 bit-mapped displays are supported.

HP also provides enhanced HP-HIL Input Device support by accepting input from devices such as a barcode reader and graphics tablet. In the standard X11 distribution from MIT, only the mouse and keyboard are supported.

User interface tools

X11 includes the tools with which to construct a consistent, friendly, user interface. The Xt intrinsics, which is included in both the HP and MIT distributions, is public domain software endorsed by the X Consortium that provides a layer of functionality between the X library code and the HP X Widgets.

The HP X Widgets—based on the Xt intrinsics—are a set of high-level user interface components, such as scroll bars, buttons, and menus, that are used to make development of an application user interface easier.

continued on next page

X10 users

The X10 product that HP has been shipping for over a year will continue to be available from HP to support X10-based applications. However, since X10 is no longer supported by MIT, developers will want to plan to migrate to X11. To encourage developers to move to X11, upgrades will be provided at no cost to users who have an X10 support contract.

Product No.	Description
HP 9000 Series 300 X Window System	
B1151A	X Window System Version 11 License-To-Use Series 300. Media and manuals must be ordered separately.
B1152A	Media and documentation for B1151A. Order requires prior or concurrent purchase of B1151A.
Opt. AAO	1/4-inch tape cartridge
Opt. AA8	3%-inch software
HP 9000 Series 800 X Window System	
B1155A	X Window System Version 11 for HP 9000 Models 825/835
B1156A	Right-To-Copy B1155A X Window System (Version 11 for HP 9000 Models 823/835; requires prior or concurrent purchase of B1155A)
Opt. OBO	Delete manual set
HP 9000 Model 840	
B1157A	X Window System Version 11 for HP 9000 Model 840
Opt. AAO	K-inch tape cartridge
Opt. AAI	1/2-inch 1600 cpi 9-track tape
B1158A	Right-To-Copy B1159A X Window System (Version 11 for HP 9000 Model 840; requires prior or concurrent purchase of B1157A)
Opt. OBO	Delete manual set

Product No.	Description
HP 9000 Models 850/855	
B1159A	X Window System Version 11 for HP 9000 Models 850/855
Opt. AAO	1/4-inch tape cartridge
Opt. AAI	3/4-inch 1600 cpi 9-track tape
B1160A	Right-To-Copy B1159A X Window System (Version 11 for HP 9000 Models 850/855. Requires prior or concurrent purchase of B1159A)
Opt. OBO	Delete manual set
B1161A	User documentation for HP 9000 Series 300, 800, and X Window System/PC
B1162A	Programmer documentation for HP 9000 Series 300 and 800
X Window System/PC	
D1851A	X Window System/PC Display Server* (includes software on 5%- and 3 1/2-inch media, and Installing and Using the X Window System/PC)
Opt. ABA	U.S./English (language option is required)
Options	
B1161A	X User Documentation (includes Using the X Window System)
B1162A	X Programmers Documentation* - Programming With Xlib - Programming With the HP X Widgets and the X Toolkit Intrinsic
D1800A	ARPA Services/HP Vectra PC**
Opt. AA6	5 1/4-inch software
Opt. AA8	3 1/2-inch software
Opt. OA9	10-user license
Opt. OAA	50-user license
D1801A	ARPA ThinLAN Link/HP Vectra PC**
Opt. AA6	5 1/4-inch software
Opt. AA8	3 1/2-inch software
Opt. OCK	Delete interface card

**Note that the X Programmers Documentation is designed for programming on a UNIX operating system host only. The HP Vectra PC can be used as a display server to do X programming remotely on a UNIX operating system host.*

***Required for X Window System/PC*

UNIX[®] is a registered trademark of AT&T in the U.S.A. and other countries.

General

New instrument controllers with VGA-compatible graphics

HP is announcing four preconfigured instrument controllers featuring its plug-in language processor that runs HP BASIC 5.0/5.1 on an HP Vectra PC and the recently introduced HP Video Graphics Subsystem.

The HP PC-305 and HP PC-308 controllers are designed for engineers or scientists who want the flexibility and power of HP's instrumentation BASIC language and an IBM PC-DOS-compatible personal computer, all in one system. Users can collect data via the HP-IB (IEEE-488) interface on the BASIC Language Processor card and transfer it for statistical or graphical analysis into widely available software packages, such as Lotus 1-2-3.

HP's new VGA-compatible Video Graphics Subsystem has been integrated into the PC-305 and PC-308 controllers. The new models replace those that included the Multimode and EGA video systems. The improved benefits of the new system include higher resolution (up to 640x480), larger number of displayable colors, gray scale, larger color palette, and faster video performance.

The new PC-305M, 305ML, 308ML, and 308CL part numbers were added to the July 1988, HP Price List. A PC-308CM with 40-Mbyte hard disc drive and color video system will be available in August 1988, to meet the needs of large-capacity hard disc users.

Ordering information

All controllers include an HP Vectra PC with 640 Kbytes RAM, 1.44-Mbyte 3 1/2-inch flexible-disc drive, serial/parallel interface, DOS/PAM, HP

BASIC Language Processor card with 512 Kbytes RAM (expandable to 4 Mbytes), HP-IB (IEEE-488) interface

and HP BASIC in ROM, and a 3½-inch special installation disc. The models vary in configuration as listed in the table below:

Product No.	Model	PC Description	Display
HP 82316D	PC-305M	HP Vectra CS PC	Monochrome Video Graphics
HP 82317D	PC-305ML	HP Vectra CS PC plus 20-Mbyte hard drive	Monochrome Video Graphics
HP 82314D	PC-308ML	HP Vectra ES/12 PC plus 20-Mbyte hard drive	Monochrome Video Graphics
HP 82315D	PC-308CL	HP Vectra ES/12 PC plus 20-Mbyte hard drive	Video Graphics Color
HP 82319D	PC-308CM	HP Vectra ES/12 PC plus 40-Mbyte hard drive	Video Graphics Color

The PC-305 is based on the HP Vectra CS PC, an 8086-compatible system. The PC-308 consists of an HP Vectra ES/12 PC, Intel 80286 at 12 MHz.

Lotus" and 1-2-3® are U.S. registered trademarks of Lotus Development Corporation.

General

HP OfficeShare: connection to HP 9000, HP 1000, and DEC VAX hosts

If you use the HP OfficeShare Network Software for PCs to have terminal access to HP 9000, HP 1000, or DEC VAX hosts, please be aware of the following:

- In addition to the NS-User Services Software and the User Configuration and Diagnostics Package, each user also needs *either* the HP Terminal Program Revision A.00.02 **or** AdvanceLink Revision B.02.00. These versions are needed to support the driver for this terminal access.
 - The HP Terminal Program Revision A.00.02 has been shipping with every HP Vectra PC since March 1988, and is also available separately (P/N 24597A). PCs already in the distribution channel during March may have been shipped in February, so they may have had the previous version.
- AdvanceLink Revision B.02.00, which was scheduled for the same timeframe, is not yet available.

Thus, those users who need terminal access to the HP 9000, HP 1000, or DEC VAX have the following options:

- 1) Use the HP Terminal Program Version A.00.02 for HP Vectra PCs shipped after March 1988. You should verify with your HP sales rep which versions you have.
- 2) Buy the HP Terminal Program for earlier HP Vectra PCs or for IBM PCs.
- 3) If you want the added AdvanceLink functionality and can wait for the terminal access, you can buy AdvanceLink now *along* with SMS for AdvanceLink, thus ensuring the B.02.00 revision when it is available.

If you have any questions, please contact your HP sales rep.

HP 9000

New bundles extend performance range for configured instrument controller systems

The new HP 9000 Model 360MMA (P/N 98580W) and HP 9000 Model 360CMA (P/N 98581W) are tailor-made solutions for applications requiring high computational performance in an instrument controller. Based on a 25-MHz MC68030 rated at 4.5 MIPS, the HP 9000 360 controller bundles represent a significant price/performance improvement over the current HP 9000 Model 350, and have room for two DIO expansion slots.

The HP 9000 Models 360MMA/CMA follow in the tradition of the current 310MMA/CMA and 330MMA/CMA controller bundles which were originally created for the following two reasons:

- 1) To provide products that are promoted, quoted, and in all other instances referenced as "instrument controllers," as opposed to "computers" or "workstations"
- 2) To provide ordering convenience

The configurations of the HP 9000 Models 360MMA/CMA are analogous to their 330 equivalents.

The HP 9000 Models 360MMA/CMA include:

- HP 9000 Model 360 SPU with HP-IB, RS-232, LAN, HIL interfaces, and keyboard
- Two-slot DIO card cage
- High-speed disc interface
- 12-inch medium-resolution monitor and video board
- HP BASIC on 3½-inch floppies

continued on next page

Options are available to delete BASIC, delete the keyboard, or substitute 5¼-inch discs for 3½-inch discs. Standard HP 9000 Model 360 SPU options for adding 4/8/12 Mbytes of RAM are also available.

HP 9000

BASIC 5.11 supports HP 9000 Models 360 and 370

The newest release of Rocky Mountain BASIC, called BASIC 5.11, has been developed to run on the new HP 9000 Models 360 and 370 hardware. This release will be available in August along with the two new HP 9000 Model 360MA bundles that appear on the August HP Price List. The primary purpose of this release is to support the new hardware. Additionally, a number of defects have been repaired; this includes the Disc BACKUP Utility, which has been enhanced to be sure the source disc is not accidentally overwritten.

BASIC 5.11 will be shipped in August with all HP 9000 Series 200 and 300 MA bundles and for all HP 98616A BASIC orders. Users can request the new release for their HP 98580B, 98581B, 98580S, 98581S, 9816S, 9826S, 9836S, 9836CS, 9920S, or 98616A, as well as their HP 9000 Model 360 or 370, by having their HP sales rep specify "Hold for BASIC 5.11" in the special instructions area of the order. Be aware that this applies to orders placed now and will put them on hold until BASIC 5.11 is available in August. All users with appropriate BASIC support will receive the new release and updated documentation.

HP 9000

Immediate savings for HP TODAY HP 9000 Series 300 users

Users awaiting delivery of HP TODAY for HP 9000 Models 31X, 32X, and 33X may only have to pay half the previously expected price, depending on the product number used in the original order.

A tiered pricing structure was introduced on July 1 to provide an entry-level software development system at the lowest price, and to complement the HP 9000 Series 800 pricing structure. Prior to July 1, HP TODAY for any HP 9000 Series 300 computer was ordered under a single set of product numbers (Developer and Run-Time Environment). The tiered pricing structure takes the form of two sets of product numbers. One set is for HP TODAY on Models 31X, 32X, and 33X, and another for HP TODAY on Models 35X and 36X. The price for HP TODAY on Models 31X, 32X, and 33X is now about half of the previous price. The price for Models 35X and 36X remains unchanged.

Because the previous part numbers have been retained for HP TODAY Developer and Run-Time Environment on the HP 9000 Models 35X and 36X, the price reductions for HP TODAY on Models 31X, 32X, and 33X are not automatic. Orders placed with the previous part numbers will still attract the previous (higher) pricing. To obtain the lower price for HP TODAY on Models 31X, 32X, or 33X, contact your HP sales rep and ask for a change of order using the new numbers listed in the table. All new orders for HP TODAY on HP 9000 Series 300 computers will also take account of the new numbering system.

This gives an additional, strong incentive to cross-platform developers to make an early start on application development targeted for 900 Series HP 3000 computers. ALLBASE/4GL, which is 100 percent (unload-load) compatible with applications developed under HP TODAY, was announced in June. Now, developers can work on an entry-level HP 9000 Series 300 system, and have applications run without modification on any size HP 9000 or 900 Series HP 3000 computer.

Ordering information

Product No.	Description
92471A	Developer for HP 9000 Models 31X, 32X, 33X
92470A	Run-Time for HP 9000 Models 31X, 32X, 33X
98112A	Developer for HP 9000 Models 35X, 36X
98118A	Run-Time for HP 9000 Models 35X, 36X
<i>Media options*</i>	
Opt. 022	Software supplied on ¼-inch cartridge tape
Opt. 045	Software supplied on 3½-inch double-sided disc

**Media options must be specified with each product number.*

For additional information please contact your HP sales rep.

Introducing new HP 9000 Series 300 network servers

On July 1, Hewlett-Packard added two new network server systems to the HP 9000 Series 300 computer family: HP 9000 Series 300 Model 15NS (P/N 98564E) and Model 25NS (P/N 98566E).

These are entry-level and high-performance network servers specially configured to provide users with the functionality to manage distributed computing networks. Models 15NS and 25NS are the first HP 9000 Series 300 computer systems to integrate the SPU, disc, tape, and operating system at the factory, saving users valuable installation time.

HP 9000 Series 300 Models 15NS and 25NS are astute investments because they:

- Increase users' computing productivity
- Accelerate users' rate of return on existing computing capital
- Protect users' investments by providing an object-code-compatible growth path and HP's superior quality.

Features, advantages, and benefits

HP 9000 Series 300 Models 15NS and 25NS have the features to help users connect their various computing resources, creating a distributed computing environment that enables them to transparently share files, peripherals, and computing resources.

Feature	Advantage	Benefit
Support of discless nodes	Eliminates need for local disc	Lower cost per seat, higher productivity via file sharing
4-MIPS processing power (Model 25NS), Upgradeable to 7+ MIPS	Can act as compute engine or additional seat	Increases work-group productivity
2-MIPS processing power (Model 15NS)	Can act as an additional seat	Low-cost server that can be used as a discless node when server is replaced with Model 25NS
I/O expansibility	Can act as a communications gateway and support many different types of peripherals	Integration of a multivendor environment
Support of shared peripherals	Eliminates need for duplicate peripherals	Lower cost of ownership allows cost-effective use of more costly peripherals
571-Mbyte system disc (304 on Model 15NS) and 536-Mbyte ¼-inch tape (optional on Model 15NS)	Fast disc access and unattended backup operations	Simplifies system administration
Factory-installed hardware and operating system	Fast system setup	Lowers installation costs, shortened setup time
Support of industry-standard networking (AKPA, NFS, SNA, etc.)	Enables interoperability of different computers	Protects user's capital investment in computing

HP 9000 Series 300 Model 25NS

Model 25NS, a high-performance network server, has the processing power — 4 MIPS upgradeable to 7+ MIPS — that enables client workstations to off-load compute-intensive tasks. This increases clients' productivity and the I/O expansibility to act as a communications gateway integrating a multi-vendor environment and supporting industry-standard protocols, such as TCP/IP, SNA, NFS, and X.25. Model 25NS includes the 4 MIPS HP 9000 Model 350 SPU (upgradeable to 7.5 MIPS) with 8 Mbytes of ECC RAM, a DIO-II I/O expander, a 571-Mbyte fixed disc, a 536-Mbyte ¼-inch tape autochanger, and factory-installed HP-UX.

Model 25NS is prepackaged in two deskside HP Design Plus system cabinets. This, coupled with the preloaded HP-UX operating system, makes setup as simple as plugging in the LAN cable and turning on the system.

HP 9000 Series 300 Model 25NS addresses the user's need for additional performance and functionality by including the following options:

- High-resolution 1,280 × 1,024 color graphics
- High-resolution 1,280 × 1,024 monochrome graphics
- 16 or 32 Mbytes ECC RAM

HP 9000 Series 300 Model 15NS

Model 15NS is an entry-level network server targeted for users who want a low-cost solution and do not require extensive computer and I/O capability. Model 15NS has the following system features:

- 2-MIPS HP 9000 Model 319 SPU
- 8 Mbytes of parity RAM (expandable to 16 Mbytes)
- 304-Mbyte fixed disc
- 60-Mbyte ¼-inch tape drive
- Factory-installed hardware and HP-UX operating system

continued on next page

Model 15NS is prepackaged in one deskside HP Design Plus system cabinet. It also has options for high-resolution 1,024×768 color graphics, a 536-Mbyte ¼-inch tape autochanger, and 12 or 16 Mbytes RAM.

Target users for HP 9000 Series 300 Model 15NS and Model 25NS

Models 15NS and 25NS network servers are ideal for:

- End users who want to form discless workclusters to share discs and peripherals
- HP DesignCenter users who want to build low cost-per-seat ME design, and/or EE logical and physical design workgroups

Value-added businesses that want to sell "turnkey" application-specific discless workcluster solutions

End users wanting to integrate a multi-vendor environment

Contact your HP sales rep for ordering information.

Also in this issue

<i>1988 Technical Value-Added Business Conference</i>	1
<i>ALLBASE/4GL development now here</i>	8
<i>PC Instruments discontinuance announcement</i>	19

Personal Computers

General

Introducing AdvanceMail II: building on success

AdvanceMail II is an information distribution and messaging system for the HP Vectra and IBM families of personal computers. It provides the PC user with the ability to send and receive messages and documents without leaving the PC environment. AdvanceMail II can connect to the world by means of HP DeskManager's transport mechanism.

AdvanceMail II is a new version of the highly successful AdvanceMail product. This new version builds on the advantages that over 7,000 users already enjoy.

Key benefits

- The PC user stays in the PC environment
- Independence from HP 3000 availability
- Data communication costs are reduced
- Double the number of users per HP 3000

New features

- Integration of HP word processors
- Word processing browsers
- Acknowledgments
- Wastebasket
- Improved data communication configuration
- Connect without using AdvanceLink
- Programmatic access to AdvanceMail transport mechanism

Target users for AdvanceMail II

Desktop PC users — AdvanceMail II is the ideal way for PC users to distribute information and messages. They can send and receive messages and reports without leaving the PC environment.

- **Mobile professionals** — AdvanceMail II is the most flexible and cost-effective way for a mobile professional to communicate. The professional benefits from using the PC, and the company benefits from substantially reduced data communication costs.

Ordering information

Product No.	Description
27535F	Single copy of AdvanceMail A.02.00 for HP Vectra/IBM PC ranges
27535L	Site license of 1 copy with right to copy 10, plus one set of manuals
27535Q	Site license of 1 copy with right to copy 50, plus 5 sets of manuals
27535S	Site license of 50 copies plus 5 sets of manuals

Upgrades are available from HP's Direct Marketing Division (DMK) with proof of purchase. Order P/N 27535-60002.

Contact your HP sales rep for ordering information.

General

Customer subscription services for AdvanceMail II

Users can now benefit from a low-cost, easy-to-manage method of receiving updates and upgrades to AdvanceMail II through two subscription services: Software Materials Subscription for central systems and Extended Materials Subscription for additional systems.

There are four options available for both the Software Materials Subscription (SMS) and the Extended Materials Subscription (EMS). The options match the single and site license product structure.

These subscription services are available for HP 27535F, L, Q, and S options.

Contact your HP sales rep for more information.

General

PC Instruments discontinuance announcement

Effective October 1, 1988, the PC Instruments product family will be discontinued, with a one-month grace period (October 1–31, 1988) for orders. On November 1, 1988, these products will be removed from the HP Price List and orders will no longer be accepted. Supplies on some models are limited due to parts availability, so orders will be filled while inventory lasts.

Background

Because the market has not grown as expected, sales of these products have

not lived up to expectations. This holds true not only for HP's PC-based instruments, but for most of the major players in this market. The situation prompted HP to shift resources from PC Instruments to power products over a year ago. As a result, enhancements have not been made to the PC Instruments family to support the continual changes in computer hardware, operating systems, software/languages, and peripherals. The following table represents the current situation.

User notification

HP advises that users phase PC Instruments out of their future plans as soon as possible. In July 1988, an announcement will be made to users on the PC Instruments NEWS mailing list (about 60 percent of all PC Instruments users since introduction in 1984).

Support

Since some users may have a need to purchase systems as a last-time buy, HP feels it is imperative to provide a solution that is both currently available and officially supported. Therefore, HP is testing a new HP Vectra PC configuration with the current PC Instruments system to qualify compatibility. Once compatibility is qualified, that system will be officially supported until discontinuance and throughout the support life of the product.

Special mention should be made for QuickBASIC support. PC Instruments support QuickBASIC 3.0 (no longer available from Microsoft) and have not been upgraded to support QuickBASIC 4.0 (the currently available version). If this creates a problem, please contact your HP sales rep.

MS[®]-DOS and MS[®]-Windows are U.S. registered trademarks of Microsoft Corporation.

	Supported products		Unsupported products
	Obsolete	Available	Available
Computer	Original HP Vectra PCs IBM PC/XT/AT AT&T 6300		HP Vectra CS/ES/RS PCs
Operating systems languages	HP Series 200 MS [®] -DOS 3.0, 3.1 QuickBASIC 3.0 Lattice C-Versions 1 + 2	HP Series 300 MS [®] -DOS 3.2 Lattice C-Version 3 GWBASIC 3.11 BASICA	IBM PS/2 AT&T Plus. WGS All 80286 and 80386 compatibles OS/2, MS [®] -Windows QuickBASIC 4.0
Printers	HP BASIC 4.0	HP ThinkJet printer P/N 2225C	HP BASIC 5.1 HP LaserJet, QuietJet, DeskJet printers
Video display systems	HP CGA, EGA, Multimode	IBM CGA. EGA	HP VGA IBM VGA

Note: The last column represents a partial list of those products currently sold that are not supported by PC Instruments. Only those products listed in the first two columns (or in the data sheet, P/N 5952-4169) are supported by PC Instruments.

Portable

HP-71 discontinuance

Effective November 1, 1988, the HP-71B handheld computer will be removed from the HP Price List. HP-71 software and accessories will remain on the price list.

Normal service and support for the HP-71B will be provided until November 1, 1993.

The HP-71B has been used primarily as a battery-powered data collector and low-cost controller. HP has no direct replacement product for these applications and no current plans to support HP-71 BASIC for future software development. We recommend that users consider their needs beyond November 1, 1988, and place orders large enough to give themselves sufficient time and product as they switch to other systems.

Product delivery will be on a first-come, first-served basis. Please assess your needs as soon as possible and place your orders accordingly.

Desktop

HP Vectra PC price reduction

HP announces price reductions of up to 18 percent on models within the HP Vectra PC family. The new prices became effective July 1. The price reductions follow IBM's recent PS/2 product announcements and reflect cost savings attributed to increased sales volumes. The new prices maintain HP's aggressive positioning in the personal computer marketplace and are intended to continue the steady growth of the 80286- and 80386-based HP Vectra PC lines.

The growing acceptance of the current product line is further evidenced by the recent selection of the HP Vectra RS/20 PC as "Editor's Choice" by *PC* magazine.

The price reductions affect all models of the HP Vectra RS/20 and HP Vectra RS/16 PCs and 40-Mbyte hard disc versions of the HP Vectra ES/12 PC.

Price drops on the HP Vectra RS/20 PC range from \$700 to \$1,800 off of current list prices. With the price drops, the list price of HP's top-of-the-line Vectra RS/20 Model 300 PC is less than IBM's newly announced price on its comparable PS/2 Model 80-311. Price reductions on the HP Vectra RS/16 PC range from \$500 to \$1,000.

The popular HP Vectra ES/12 Model 46 PC, which includes a 1.2-Mbyte floppy drive, 40-Mbyte hard drive, and VGA video adapter, is reduced to match IBM's price on its newly announced PS/2 Model 50-031 while offering 10 Mbytes of additional hard disc capacity.

Other products affected include the HP Vectra ES/12 Model 10 PC and the HP Vectra ES Model 10 PC. The Model 10s are HP's lowest priced, single floppy drive versions of the 12MHz and 8MHz 80286 systems.

Seven new models of the HP Vectra CS, ES, and ES/12 PCs, which include 3½-inch, 1.44-Mbyte floppy drives, and high-performance VGA video adapters are now available. (See article in June issue of *HP Channels*.)

The following table is a complete listing of the HP Vectra PCs that have been reduced.

Product No.	Description
D1210A	HP Vectra ES Model 10 PC
D1310A	HP Vectra ES/12 Model 10 PC
D1340A	HP Vectra ES/12 Model 40 PC
D1346A	HP Vectra ES/12 Model 46 PC
D1347A	HP Vectra ES/12 Model 47 PC
D1500A	HP Vectra RS/16 Model 40 PC
D1501A	HP Vectra RS/16 Model 106 PC
D1502A	HP Vectra RS/16 Model 100 PC
D1600A	HP Vectra RS/20 Model 40 PC
D1601A	HP Vectra RS/20 Model 106 PC
D1602A	HP Vectra RS/20 Model 100 PC
D1603A	HP Vectra RS/20 Model 150 PC
D1604A	HP Vectra RS/20 Model 300 PC
D1606B	HP Vectra RS/20 Power User PC

Note: All prices contained in this article are U.S. list only.

Desktop

HP 150/Touchscreen to Vectra PC upgrades for Lotus® 1-2-3®

We are pleased to announce a special upgrade offer from Lotus for HP users to upgrade their HP 150/Touchscreen version of Lotus® 1-2-3® Release 1.A or 2.01 to the HP Vectra PC/IBM-compatible 2.01 release of Lotus 1-2-3.

The procedures for upgrading are outlined below:

HP 150/Touchscreen PC Release 1.A to IBM-compatible Release 2.01

The user should send directly to Lotus (see address below):

1. Lotus 1-2-3 back-up diskette
2. Statement of intent to upgrade from HP version to IBM version
3. Indicate choice of either 5¼-inch or 3½-inch disk size
4. \$150 upgrade price by check, money order, or major credit card

Note: This offer is valid until December 31, 1988.

HP 150 PC Release 2.01 to HP Vectra PC/IBM-compatible Release 2.01

The procedure for this is the same as Release 1.A, except that the upgrade cost is \$30 instead of \$150 since users have already paid for the upgrade. The \$30 is for media exchange.

Whether upgrading from Version 1.A or 2.01, the order should be sent to:

Lotus Development Corporation
P.O. Box 9130
Cambridge, MA 02139

For further upgrade or exchange information, contact Lotus Customer Service at 617-623-5680.

Lotus® and 1-2-3® are U.S. registered trademarks of Lotus Development Corporation.

Desktop

New HP 150/Touchscreen PC version of CONDOR 3 database available

A new version of the popular CONDOR 3 relational database management system, Release 2.20, is now available for the HP 150/Touchscreen PC. CONDOR 3 is a fully relational database management system for novice computer users. The new release features dozens of enhancements, including speed increases of 200 percent or greater, improved subdirectory support, and expanded indexing capabilities. In addition, it comes with a totally rewritten, award-winning user's manual and reference guide.

Existing owners of previous CONDOR 3 versions can update to the new release for \$95. For new purchasers, the retail price is \$495.

For more information on ordering CONDOR 3 for the HP 150/Touchscreen PC, contact:

Condor Computer Corporation
1490 Eisenhower Place
Ann Arbor, MI 48108
Telephone: 313-971-8880

Desktop

PC software upgrade program

HP's program for trade users upgrading HP Touchscreen PC software to the HP Vectra PC version ends on October 31, 1988. This program is offered in conjunction with the HP Touchscreen PC trade-in program to allow users a migration path from HP Touchscreen to Vectra PC software.

Single user upgrades

Your single users can upgrade through HP's Direct Marketing Division (DMK)/Direct Marketing Operation (DMO) by ordering the following part numbers:

Product No.	Description
68333-65001	AdvanceLink
68350-60002	Charting Gallery
68351-60002	Drawing Gallery
68352-60001	Gallery Collection
68330-60005	Executive MemoMaker
68331-65002	Executive Card Manager
27535-65009	HP Message to AdvanceMail

Site license upgrades

Or, users can take advantage of the site license upgrade program. Site license upgrades are purchase agreement discountable and available in 10-user (product number ends with "Z") and 50-user (product number ends with "M" for right to copy or "N" for 50 discs) multiples:

Product No.	Description
68333?	AdvanceLink/Vectra
68350?	Charting Gallery/Vectra
68351?	Drawing Gallery/Vectra
68352?	Gallery Collection/Vectra
68330?	Executive MemoMaker/Vectra
68331?	Executive Card Manager/Vectra

Note: ? = Z, M, or N versions

Please contact your HP sales rep for ordering instructions or refer to the April 1988, HP *Channels* article, "HP Touchscreen to HP Vectra software upgrade program," for detailed ordering information.

Desktop

Third-party software upgrades

Users taking advantage of the HP 150/Touchscreen PC trade-in program may also wish to participate in the following third-party upgrade programs from Microsoft®, MicroPro™, and Lotus™.

For program details and restrictions, please contact the vendor. These upgrades are from the HP Touchscreen PC version to the HP Vectra PC/IBM-compatible version:

From	To	Vendor	U.S. list price	U.S. phone number
Wordstar®	Wordstar 4.0	MicroPro	\$ 89	800-227-5609
MS ⁴ -Word 1.X	MS-Word 4.0	Microsoft	75	800-426-9400
1-2-3 Version 1.A*	1-2-3 Rel. 2.01	Lotus	150	800-872-3387
1-2-3 Version 2.01*	1-2-3 Rel. 2.01	Lotus	30	800-872-3387

*Please see accompanying article on Lotus@1-2-3® upgrade program from Lotus in this issue of HP Channels.

Microsoft® and MS-Word® are U.S. registered trademarks of Microsoft Corporation. MicroPro™ and WordStar® are U.S. trademarks of MicroPro International Corporation. Lotus™ and 1-2-3® are U.S. registered trademarks of Lotus Development Corporation.

Desktop

HP 150/Touchscreen PC software discontinuance plan

You were recently notified of HP's plans to remove the HP 150/Touchscreen PC from the May 1989 HP Price List. In order to maximize user satisfaction, we will keep HP strategic software on the price list for six additional months following removal of the HP Touchscreen PC from the price list. The following products will be available until October 1989:

Product No.	Description
45418A	Executive MemoMaker
45566A	Lotus 1-2-3
45421A	Executive Card Manager
45412A	VT100 Terminal Emulation
45437A	Graphics Gallery Collection
45431A	AdvanceLink

Note: Demand for site license versions of these HP Touchscreen PC products has been extremely low and necessitates an earlier discontinuance date of October 1, 1988.

Also due to a declining demand, HP will immediately discontinue several HP 150/Touchscreen PC software products, as well as their upgrade kits and options. The products in the following table will be removed from the October HP Price List.

Product No.	Description
45444A	ExecuDesk
45513A*	Charting Gallery
45411A*	Drawing Gallery
45441D**	Executive Card Manager Templates
45568A***	Office Activities Portfolio for Drawing Gallery
45570A***	Business Management Portfolio for Drawing Gallery
45569A***	Chemical/Petrochemical Portfolio for Drawing Gallery
45571A***	HP Draw Figures Portfolio for Drawing Gallery

*The Graphics Gallery Collection (P/N 45437A) will be available through October 1989.

**ECM Templates will be included with the Executive Card Manager product (P/N 45421A) beginning in November.

***The Vectra 3M-inch versions of the Graphics Gallery portfolios are readable by HP Touchscreen computers with MS®-DOS Version 3.2.

Following standard HP policy, support and media replacements for these products will be provided for five years, beginning from the price list removal date.

For further information, please contact your HP sales rep.

MS®-DOS is a U.S. registered trademark of Microsoft Corporation.

Desktop

HP 150 soft fonts to be discontinued

Along with the HP 150/Touchscreen PC, the following soft fonts, developed for the HP Touchscreen PC, will be removed from the May 1989 HP Price List.

Product No.	Description
33411AC	TmsRmn/Helv base set (ASCII)
33411AD	TmsRmn/Helv base set (Roman-8)
33411AE	TmsRmn/Helv supplemental set (ASCII)
33411AF	TmsRmn/Helv supplemental set (Roman-8)
33411DA	Letter Gothic/Presentation
33411EA	Prestige Elite Family

These soft fonts will still be available in 5%-inch MS-DOS format. Please plan your future purchases accordingly.

Also in this issue

Save on AdvancePrint as an option to AdvanceLink **6**

X Window System introduced for HP workstation and PC products **13**

New instrument controllers with VGA-compatible graphics **14**

Peripherals

Mass Storage

Quick Ship Program for HP 7936/37 discs

Do you need more disc space — fast? HP will ship quick with the Quick Ship Program.

Details

Delivery is between 2 and 20 days after receipt of order

- Up to four add-on disc drives eligible
- Applicable on all models of the HP 7936 and 7937 disc drives (including the HP 19521 and 19522)
- Mixing HP 7936 and 7937 devices is acceptable (except when purchasing HP 19521 and 19522 subsystems)
- Orders must be shippable at time of entry
- Not applicable with coordinated system shipments
- Just note "Quick Ship" in the special instructions area of your order

Contact your HP sales rep for more information.

Mass Storage

HP 7957A and 7958A discontinuance plans

With the introduction of the new mid-range disc drive product line, HP announces the discontinuance plans for the 81-Mbyte HP 7957A and the 130-Mbyte HP 7958A.

The new HP 7957B, 7958B, and 7962B were introduced July 1988. These 81-Mbyte and 152-Mbyte drives use our HP-designed and built 5%-inch mechanism. The HP 7957B and 7958B offer:

- Higher performance
- Lower price
- More capacity on the 7958B
- The same compact package as the 7957A and 7958A disc drives

Because the new drives are direct replacements, the HP 7957A and 7958A will be removed from the January, 1989, HP Price List. For more information regarding the discontinuance, contact your HP sales rep.

Mass Storage

Correction: New 81- and 152-Mbyte disc drives

In the July 1988, issue of HP Channels, there was an editorial error in the title of the article "HP 7959B and 7963B: new 81- and 152-Mbyte disc drives." HP 7959B and 7963B are 304-Mbyte disc drives. The new HP 7957B is 81 Mbytes, and the new HP 7958B and 7962B are 152 Mbytes.

Printers

HP MICRO 3000GX part of HP 2685C print station

Last year, HP folded the HP MICRO 3000 and MICRO 3000XE into the HP 2685 print station bundle for a substantial price reduction. This year, the HP MICRO 3000GX lowers the entry-level price of the HP 2685C hardware to below \$100,000.

HP has taken this opportunity to remove poor performing options and consolidate other options. The new configuration has the following set of options:

by using the HP 9144A or 9144S delete-option number (26804C Opt. 092 or 097), and adding the appropriate tape-drive product number to the order. HP will still take responsibility for coordinating the delivery of all print-station hardware.

HP 2685C print stations continue to make a significant contribution in the telecommunications and aerospace industries. These industries are characterized by many small- to medium-sized local operations sharing information from a large regional data communications center.

Two industry consultants, one inside and one outside of HP, have labeled the HP 2685C as the most exciting and unique printer configuration offered by HP today aimed at a market niche that remains untouched by any other system or printer company. Contact your HP sales rep for more information.

Old configuration		New configuration	
Product No.	Description	Product No.	Description
26804C	Includes HP 2680A, disc, tape, and terminal	26804C	Includes HP 2680A, disc, tape, and terminal with Options 336 and 346
Opt. 060	Graphics firmware	Opt. 062	Variable density print
Opt. 062	Variable density print	Opt. 091	Add 304-Mbyte disc to HP MICRO 3000GX
Opt. 093	Add second HP 2680A	Opt. 092	Delete HP 9144S tape
Opt. 094	Add HP 35401A tape	Opt. 093	Add second HP 2680A
Opt. 095	Add HP 7974A tape	Opt. 097	Delete HP 9144A tape
Opt. 096	Add HP 7936H disc	Opt. 336	HP MICRO 3000GX cont. with HP 9144S 304-Mbyte disc, and HP 700/92 terminal
Opt. 097	Delete HP 9144A tape	Opt. 346	HP MICRO 3000XE cont. with HP 9144A, 7963B, and 700/92
Opt. 098	Delete HP 7958A disc	Opt. 501	Forms package
Opt. 335	HP MICRO 3000 Cont.	Opt. 520	1 Mbyte memory for HP 2680A
Opt. 345	HP MICRO 3000XE Cont.	Opt. 525	Vacuum splice
Opt. 502	Graphics terminal	Opt. 550	Label printing options
Opt. 503	Graphics package	Opt. 570	Memory upgrade for HP MICRO 3000XE
Opt. 520	1 Mbyte memory for HP 2680A		
Opt. 521	2 Mbytes memory for HP 2680A		
Opt. 525	Vacuum splice		
Opt. 550	Label printing option		
Opt. 560	Memory upgrade for HP MICRO 3000		
Opt. 570	Memory upgrade for HP MICRO 3000XE		

The new configuration simplifies ordering the HP 2685C, and also offers a price decrease on the 1-Mbyte memory option (Opt. 520) for the 2680A.

After ordering this remote printer configuration for five years, HP is still unique in the marketplace with our high-speed page-printer solution for RJE, MRJE, and SNA/NRJE users.

Other new products used in the print station include the HP 7963B disc drive, replacing the HP 7958A and 7936H disc drive options, and the HP 700/92 terminal, replacing the 2392A. The HP 9144A and 9144S are the 1/4-inch cartridge tape drives offered by default. These can be deleted and replaced with any HP tape drive that suits your needs for print data transfers on 1/2-inch tape drives. This can be done

New HP PaintJet printer driver opens Microsoft® Windows world

A world of brilliant color presentations can now be yours with the new HP PaintJet Printer Windows Driver.

Features

- Ability to print thousands of colors, limited only by the application software's capabilities
- Support for paper and transparency media
- Ability to specify foreground/background color in monochrome applications such as Windows Paint
- Access to high-quality internal fonts for quick printing
- Detailed "read-me" file that explains how to install and use the driver

A new world of color business graphics is now available. thanks to the HP PaintJet printer software driver. This driver was developed for the release of Windows/286 2.1 scheduled for early July (Microsoft Proprietary).

The new HP PaintJet printer driver lets users create brilliant color merged text and graphics on paper or presentation overheads using their favorite Microsoft Excel, Aldus Pagemaker®, and Micrografx Designer. (For more information on the PaintJet printer's software compatibility, call 800-752-0900 toll free in the U.S. and ask for the "Software Features Support for the HP PaintJet Color Graphics Printer" matrix, P/N (11) 5957-3784.

The HP PaintJet printer driver is also compatible with Microsoft Windows 2.03, Microsoft Windows/386 2.03, and HP Vectra Windows 2.0. Users can contact Microsoft Corporation at 206-882-8089 to order their latest

The new driver also offers font support, allowing the HP PaintJet printer to print fonts from screen displays in Microsoft Windows printer packages. For optimum font quality, HP recommends using either PaintJet printer internal fonts or the new HP PaintJet Soft Fonts for Microsoft Windows software fonts, available from HP Direct, P/N I7301A. Using HP soft fonts will cause the HP PaintJet printer to print in "graphics mode," increasing printer output time by several minutes per page.

Microsoft Windows 2.03 has minimal hardware requirements of MS®-DOS 3.0 or higher, 512K memory, and an Enhanced Graphics Adapter (EGA) card. Due to the computational load resulting from the graphics nature of Windows 2.03, HP PaintJet printer performance is strongly dependent on your hardware configuration. For optimum printer performance, HP recommends a 10 MHz (or faster) IBM AT-compatible PC with 1 Mbyte of RAM, such as the HP Vectra ES/12 PC with extended memory.

MS®-DOS is a U.S. registered trademark of Microsoft Corp.
Pagemaker® is a U.S. registered trademark of Aldus Corp.

Supplies

Supplier

HP DIRECT order phone numbers

HP DIRECT Fast Phones – the easy, direct way for users to order supplies, accessories, media, furniture, and software from HP DIRECT.

Location	Telephone Number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861 (03) 895-2619 (008) 339-861 (toll-free) (0222) 2500-614/615/616
Austria	(02) 761 31 11
Belgium/Luxembourg	(02) 761 31 11
Canada	1-800-387-3154
Toronto Local	416-671-8383
Denmark	(043) 01 640
Finland	(90) 887 2361
France	(1) 69 86 17 25
Greece	(01) 682 8811
Italy	(02) 9236 9702
Japan	
Osaka	06 300 3150
Sagamihara	0427 59 1321
Middle East/Africa	
Geneva	(022) 831212
Norway	(02) 24 60 90
South Africa	
Johannesburg	(011) 802 5111
Cape Town	(021) 537 954
Spain	(91) 637 4013 (91) 637 0011
Sweden	(08) 750 2400
Switzerland	(057) 31 24 91 (057) 31 24 94 (057) 31 24 95
The Netherlands	(020) 547 6606
United Kingdom	(0734) 69 72 01
United States	800-538-8787
West Germany	(0130) 3322

Also in this issue

HP 260 supports affordable data storage

6



CROSS-LICENSING CLASSIFIEDS

Industry: *Software development*

Abstract: The Aide-De-Camp™ software management system provides automated version control, version management, and software information management for software development. The ADC system manages change across an entire software project. Software changes (cssets) are treated as logical units that can be added to or subtracted from a named-base version. Cssets can include changes to any number of files and to the relationships between software entities. This powerful functionality enables easy management of parallel development paths with merging and migration of changes.

The ADC system operates on a database containing source code files, documentation, historical records, and detailed information about the software under development. The system provides extensive on-line inquiry facilities about the software under development. It also provides detailed source listings and off-line reports.

Macro capabilities enable project teams to construct their own work environment. Users can then use macro commands that perform complete operations required in the context of the development project procedures. For example: complete program builds, security monitoring, and tracking of nontext files.

The ADC system provides powerful relational database capabilities to manage information about software and the working environment. The ADC list capabilities enable users to extract and operate on related software entities. The ADC attribute capabilities enable users to define categories for tagging information. With attributes, users can create tailored information retrieval systems to access related pieces of software and documentation.

Company Name: Software Maintenance and Development Systems, Inc.

Address: P.O. Box 555
Concord, MA 01742
U.S.A.

Phone: 508-369-7398

Telex: 272611

Contact Person: Mary Cole, Richard Harter

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

HP Computer Support: HP 9000 Series 300, 500, 800

Industry: *Cross-Industry*

Abstract: The JMAG series is a set of nonlinear magnetic field analysis programs designed to make finite-element analyses of two-dimensional or three-dimensional static/dynamic magnetic fields induced by a permanent magnet, electric current, etc. It also enables three-dimensional dynamic field analysis with eddy currents due to changing magnetic fields or conductor motions taken into consideration.

Over 50 companies and laboratories in Japan use the JMAG to design, develop, and research.

Company Name: Japan Information Service, Ltd. (JAIS)
Toyota Central Research Labs

Address: Tokyo 3-5-12
Kita-Aoyama
Minato-Ku
Tokyo, 107
Japan

Phone: 03-475-0917 (408-447-1221, AJ O'Brien/HP)

Fax: 03-423-8966

Contact Person: AJ O'Brien, Hewlett-Packard

Type of Distributor Wanted: Software suppliers, OEMs, VARs

Geographic Coverage: U.S. distributor

Industry: *Cross industry-software development*

Abstract: The Aide-De-Camp™ software management system provides automated version control, configuration management, and software information management for software developers. The ADC system manages change across an entire software project. Software changes (cssets) are treated as logical units that can be added to or subtracted from a named base version. Cssets can include changes to any number of files and to the relationships between software entities.

The ADC system operates on a relational database containing source code files, documentation, historical records, and detailed information about the software under development. The system provides extensive on-line inquiry facilities about the software under development as well as detailed annotated source listings and off-line reports.

The ADC system can be used to develop software in any language. It enables coordinating complete software projects rather than simple file version management as in SCCS. It is inobtrusive and allows the development team to use their editors and compilers of choice.

Macro capabilities enable project teams to construct their own work environment. Powerful logical list facilities enable users to extract and operate on software entities. The ADC attribute capabilities enable users to define categories for tagging information. With attributes, users can create tailored information-retrieval systems to access related pieces of software and/or documentation.

Company Name: Software Maintenance and Development Systems, Inc.

Address: P.O. Box 555
Concord, MA 01742
U.S.A.

Phone: 617-369-7398

Telex: 272611 SMDS UR

Contact Person: Richard Harter

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

HP Computer Support: HP 9000 Series 800 models (HP-UX)

Industry: *Cross-Industry*

Abstract: AMS Series 80 to Rocky Mountain BASIC (RMB) Translator is the most automated and complete method for porting applications from the HP Series 80 computers to the newer and more powerful desktop computers. With the AMS Translator, the port can be accomplished in hours or days rather than weeks, months, or years required to manually translate the code.

This package automatically translates more than 90 percent of all Series 80 keywords including ROMs and BINARYs. Extensive documentation including a complete keyword cross reference, thorough porting instructions, and an in-depth language comparison make the conversion fast and simple. While using the AMS Translator, the user will also be learning the new language and system.

Because of the AMS Translator's capabilities to maintain unique variable names, to emulate Series 80 keywords not found in RMB, and to retain random or serial data file structures, there will be little or no manual effort to complete the translation. During the translation process, messages are sent to the printer and a disc file, identifying items that may need attention, with directions for rectifying the problem.

By using the AMS Series 80 to RMB Translator, even the most complex Series 80 programs and data can be moved to the HP 9000 or HP Vectra PC, running RMB.

Company Name: Advanced MicroSolutions

Address: 2510 Middlefield Road
Redwood City, CA 94063
U.S.A.

Phone: 415-365-9880

Telex: 6503231591 MCIUW

Contact Person: Mr. Greg Lawson

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Long-term Healthcare*

Abstract: HMS3000 is an HP 3000-based software system designed specifically for nursing homes, extended care wings of hospitals, and convalescent centers. The software includes Accounts Receivable, Accounts Payable, Payroll, General Ledger, Patient Trust Accounting, and Medical Records. The system runs under MPE in either a timeshare or turnkey environment.

Company Name: Western Data Corporation

Address: 1200 112th Ave. C-115
Bellevue, WA 98004
U.S.A.

Phone: 206-453-1540

Contact Person: Brian Brazil

Note: Marketing rights and source available

Geographic Coverage: U.S.

You can list your company in the **Cross-Licensing Classifieds** (either Software Packages Available or Software Packages Wanted) by sending the information in the format used here to:

Hewlett-Packard Company
Value-Added Channels Development
Attn: Marilyn Rauchle
19091 Pruneridge Ave.
Building 46UV
Cupertino, CA 95014
U.S.A.

Entries will run for two months. The most recent additions are shaded. Be sure to send the information in at least one month before you wish it to appear.

How to get your name added to the distribution for *HP Channels*

If you work for a company that is a value-added business for Hewlett-Packard and want to receive your own copy of *HP Channels*, call Hewlett-Packard and have your sales rep send your name and the information requested below to Tracy Wester.

HP sales reps only: To add new U.S. or Canadian accounts to the distribution for *HP Channels*, please send Tracy Wester the following information (on HP Desk 0000153 or to the address listed below): company name address, phone number, contacts' **name/title**, and HP sales rep name, COMSYS number, and engineer code. For accounts outside of the U.S. or Canada, contact Tracy Wester to get the name of the person who handles the distribution of *HP Channels* in your country.

Please address editorial correspondence to Tracy Wester at address listed below.

HP CHANNELS

*Hewlett-Packard Company
Tracy Wester, Editor
Corporate Marketing Communications
3200 Hillview Avenue, Building 16L
Palo Alto, CA 94304-1298 USA*