

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

April 1990



**Introducing the HP 256XC dot matrix line
printer family — printers with impact**

HP CHANNELS

Volume 10, No. 6

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.

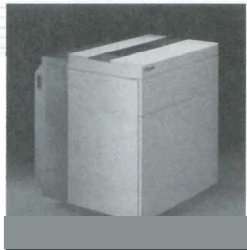
For further information on any of the products and services discussed in *HP Channels*, please contact your HP sales rep.

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

HP CHANNELS



Introducing the HP 256XC dot matrix line printer family — printers with impact

HP

The HP 256XC dot matrix line printers replace the HP 256XB printers. The "C" printers offer advanced paper-handling capabilities and printing features for tough environments. See article on page 21 for more details.

HP CHANNELS
April 1990

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HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

Executive Training Series schedule

The Executive Training Series features regular seminars for HP value-added businesses. A 1990 program guide and schedule was sent to VAB contacts in early January. If you wish to receive a program guide or have questions, call Chip Pettibone at 408-447-4175.

A schedule of upcoming Executive Training Series classes is a regular feature of this page in HP Channels. Seminars to be held in April and May are listed below:

Date	Location	Fee*	Contact	Phone
Business Management				
May 8-9	Santa Clara, Calif.	\$495	Kitty Johnston	415-378-8525
Strategic Marketing Planning				
April 4-5	Paramus, N.J.	495	Bea Vena	201-599-5748
May 15-16	St. Paul, Minn.	495	Michele Howard	612-641-9680
June 19-20	Foster City, Calif.	275	Kitty Johnston	415-378-8525
Marketing Communications				
April 17-18	Houston, Tex.	275	Sandra LaCorte	713-776-4423
May 10-11	Toronto, Canada	275	Eileen MacLean	416-670-9430
Sales Training				
<i>Strategic Selling</i>				
April 10-11	Toronto, Canada	250	Eileen MacLean	416-670-9430
June 13-14	Cleveland, Oh.	n/c	Carlotta Eady	216-243-7300
<i>Productive Teleprospecting</i>				
May 9	Paramus, N.J.	75**	Bea Vena	201-599-5748
HP Computer Product Training				
<i>HP 9000 Product Training</i>				
May 8-9	Burlington, Mass.	n/c	Pat Johnston	617-221-5160
May 9-10	Atlanta, Ga.	n/c	Angela Lassiter	404-980-7308

*U.S. list prices
**Reduced price for pilot class

Hewlett-Packard reserves the right to change prices, dates, and locations.



1989 VARBUSINESS survey reprint available

A CMP PUBLICATION NO. 1
VARBUSINESS
1989 ANNUAL REPORT CARD REVIEW

HP Risks Pay Off

Hewlett-Packard **The Number One Club** **Number of**
U.S. Marketing Dept. **1st Place Wins**
1989 (Source: See Legend Table 1)

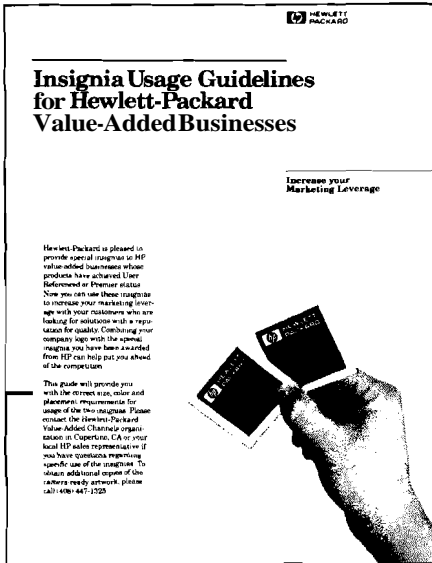
1	3	Yandy
1	4	Albus
4	4	Texas Instruments

A should be under a perfect Hewlett-Packard. In the 1989 VARBUSINESS survey, HP ranked first in 18 categories and second in 17 others. The company's success is a result of its focus on value-added products and services. HP's commitment to customer service and innovation has led to a strong reputation in the marketplace. The company's focus on research and development has resulted in a number of new products and services that have helped it stay ahead of the competition. HP's success is a testament to its commitment to excellence and its focus on providing the best products and services to its customers.

While the company has done a better job than its competitors in many areas, it still has a long way to go. The company's focus on value-added products and services is a key to its success, but it must continue to invest in research and development to stay ahead of the competition. HP's commitment to customer service and innovation is a key to its success, but it must continue to invest in research and development to stay ahead of the competition. HP's success is a testament to its commitment to excellence and its focus on providing the best products and services to its customers.

Reprints summarizing the 1989 VARBUSINESS Annual Report Card Review (P/N 5952-1498) are now available. In the report card, value-added resellers ranked HP number one in 11 of 18 categories, and first overall, beating out other major vendors including IBM and DEC. This four-page color reprint was mailed to many of you at the end of February. If you did not get a copy or would like to get extra copies, contact your HP representative or factory account manager.

New insignias for U.S. HP VABs



New insignias are now available for Hewlett-Packard's U.S. value-added businesses (VABs) whose products have achieved User Referenced or Premier status. VABs can use the insignias in their advertising, literature, trade show displays, business cards, and on additional sales tools to identify their special association with HP.

Use of the User Referenced Solution insignia is awarded to those HP VABs that have successfully completed the HP Referencing process by having six of their end-user customers rate their product highly. The Referencing Kit (PIN 5952-7012D) is available from your HP representative or factory account manager.

Use of the Premier Solution Provider insignia is awarded to value-added resellers, software suppliers, and systems integrators in the top tier of HP's Value-Added Business Program. Specific products (not companies) are

selected for the Premier category. The insignia may be used only on marketing materials promoting the product(s) designated as Premier.

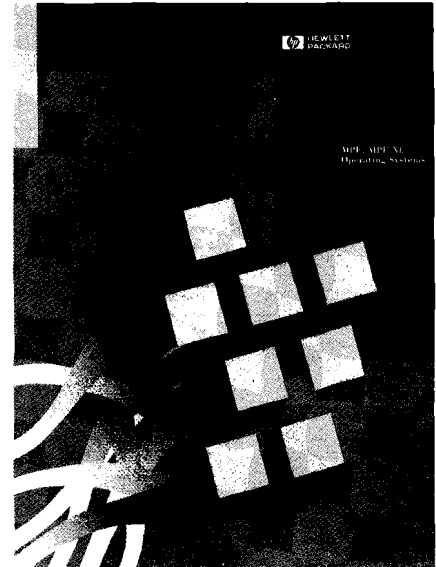
Insignia Usage Guidelines for Hewlett-Packard Value-Added Businesses (PIN 5952-1645) has been created to communicate the intended uses of the new insignias.

Copies of the insignia artwork and usage guidelines were mailed in February to the presidents of companies that have Premier and User Referenced products. Extra copies of camera-ready artwork for the insignias and the usage guidelines can be obtained from your HP representative or factory account manager.

Note: While the Insignia Program for HP User Referenced and Premier Solution Provider VABs is part of the U.S. Value-Added Channels Program, similar HP programs are in place worldwide. Check with your local HP representative for the programs that are available in your area.

New edition of U.S. MPE/MPE XL solutions catalog available

Available in the U.S. only



The new edition of the MPE/MPE XL solutions catalog (PIN 5952-7013D) listing value-added solutions available in the U.S. for HP 3000 has been printed. The new 485-page catalog lists 2,288 applications that run on MPE or MPE XL operating systems (or both). Each solution described in the catalog is indexed by industry, company, product name, and market keyword. Also included are indications of the type of channel relationship each company has with Hewlett-Packard and its category within the HP Value-Added Channels Program — listed, user referenced, or premier. See your HP representative to obtain a copy of the catalog.

Customer Support

Support

HP NetAssure Service: multishift and multinational coverage

HP NetAssure Service (PIN 50055P+16B) is a network maintenance service in HP's Network Support Program. With the new extended hours of coverage for NetAssure, one phone call ensures multivendor network problem resolution 24 hours a day, 7 days a week. HP NetAssure Service is targeted towards users whose networks operate during several working shifts or connect sites across multinational time zones and can benefit from extended service coverage hours.

Features

- single-call support
- multivendor network fault isolation
- multivendor problem management
- remote and on-site assistance coordinated worldwide
- extended coverage hours

Benefits

- efficient problem resolution
- valuable time savings
- simplified service interface
- multishift and multinational coverage

Requirements

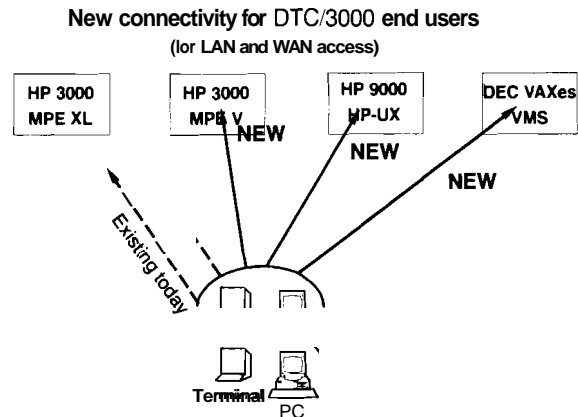
Extended hours of coverage for HP NetAssure is an English-speaking service. The user's network operator must be conversant in English.

Contact your HP representative for more information.

Business Computers

General

Introducing new DTC/3000 connections



The DTC Terminal Access13000 (DTC/3000, PIN 2345A) is HP's strategic platform for terminal and datacommunications access to all HP and non-HP systems. HP's goal is to provide a single DTC that is capable of providing access to HP 3000, HP 9000, and multivendor environments simultaneously. "Back to Back" support is the first step towards that goal. The new DTC/3000 is targeted towards MPE XL and MPE V environments, mixed MPE XL and HP-UX (Series 800) environments, MPE XL environments with LAN/WAN access requirements, and

mixed MPE XL and DEC VAX (VMS) environments.

Until now, the DTC for the HP 3000 (DTC/3000) offered switching capability between multiple MPE XL systems. This functionality required an OpenView Windows workstation to run. Today, the DTC/3000 benefits a new release of the OpenView DTC Manager (Release A.03.05 of P/N D2355A), which allows switching between MPE XL and non-MPE XL environments (MPE V, HP-UX, VAX/VMS) through a "back-to-back" configuration.

Feature	Benefits
Multiple system access from same terminal (terminal switching)	Cost effective; no need for VT or switching boxes or dataswitches
HP 3000 MPE V systems access	Easy migration to MPE XL, DTC investment protected
HP 9000 Series 800 system access	Access to both MPE XL, HP-UX; DTC investment protected
X.25 PAD access	LAN/WAN access, resource sharing
DEC VAX access	Multivendor connectivity
Software enhancements to OpenView DTC manager	No modification of existing DTC hardware; software upgrade free for existing users with support
Transparent system access using system/device names	Ease of use (no need to know network address)
Local switching	Same DTC is used for terminal and system connection for small configurations

continued on next page

Listed below are the systems and devices initially supported by the DTC/3000 in a back-to-back configuration:

- HP 3000 MPE V systems using the ATP or ATP/M MUXes
- HP X.25 pads (PIN HP 2335A, HP 2334A Plus)
- HP 9000 Series 800 (HP-UX) using CIO/NIO MUXes
- VAX/VMS systems via DECservers access method
VAXIVMS systems via MUXes access method

In order to use terminal switching, the DTC/3000 must be managed via the PC-based OpenView DTC Manager software (Release A.03.05, PIN D2355A). Back-to-back support requires release A.03.05, which began shipping in mid-February. Users who have already purchased the OpenView DTC Manager software and subscription service (Software Materials Service PIN HP 2027A+S00#OJT) will receive the new release as a free upgrade.

Questions and answers

Can I use an existing DTC to access HP 3000 MPE V systems?

Yes. No hardware upgrade is required. Terminal switching and back-to-back support do require the use of the PC-based OpenView DTC Manager software (PIN D2355A).

Can I use the same PC to manage DTC/3000s and DTC/9000s?

Yes. Release A.03.05 of the OpenView DTC Manager software can be used to download and manage both. (See the February 1990 issue of *HP Channels* for more information on DTC/9000).

Does the DTC/9000 support back-to-back connections?

No. The DTC/9000 provides direct access to HP 9000 Series 800 (HP-UX) systems only. The DTC/3000 provides direct access to MPE XL systems and back to back to other systems.

Can I put a DTC/3000 and a DTC/9000 in a back-to-back configuration?

No. Again, back to back is only supported for the DTC/3000.

Can I replace a dataswitch with a back-to-back configuration?

The DTC/3000 back-to-back configuration is not competing against data-switches in terms of performance for high traffic. However, it will provide a comparable functionality to a data-switch, but performance will be very dependent on several parameters such as line speed, number of active connections, and application type).

Can I create a back-to-back configuration between ports of the same DTC?

Yes. This is often referred to as "local switching."

Contact your HP representative for more information.

General

HP OfficeConnect to DZSOSS to be discontinued October 31, 1990

Effective October 31, 1990, HP OfficeConnect to DISOSS (PIN 27515A) will be discontinued. Limited support will be made available for five years.

HP OfficeConnect to DISOSS provides communication between IBM's Distributed Office System (DISOSS) and HP DeskManager users. Users have a

choice of successors between using X.400 or SNADS (currently under development for the HP 3000). While X.400 is the preferred alternative for users requiring standards-based communications, the SNADS product will often be used in IBM-dominated accounts. This will provide a migration path for existing HP OfficeConnect to DISOSS users to MPE XL. SNADS is part of IBM's strategic communication infrastructure (SAA). Contact your HP representative for more information.

HP 3000

HP 3000 backup devices and TurboSTORE

HP 3000 users now have three backup solutions from which to choose:

- ¼-inch cartridge tape
- ½-inch tape
- DDS-format tape drive

Using multiple backup unit devices and TurboSTORE, users can reduce system backup time by as much as 75 percent. TurboSTORE also provides unattended backup with these devices, which reduces operator intervention.

While HP 3000 users are familiar with ¼- and ½-inch tape devices, the DDS-format tape drive is another backup option recently introduced. (DDS is a recording format developed by HP and Sony that supports the use of digital audio tape [DAT] for computer applications.) TurboSTORE and multiple DDS devices provide users with a fast, high-capacity solution. Specifically, this solution will provide up to 5.2 Gbytes of unattended backup.

HP backup solution comparison

Feature	W-inch tape	DDS tape	½-inch tape		Four DDS
	HP 9145	HP Series 6400 Model 1300H	HP 7980A	HP 7980XC	tapes with TurboSTORE
Capacity per device (Mbytes)	133	1300	140	560	5200
Approximate transfer rate (Mbytes/min)	4	11	39	39	44
Approximate 2-hour backup (Gbytes)	.43	1.3	2.2	3.2	5.2
Media cost (\$/Mbyte)	\$.36	\$.01	\$.16	\$.03	\$.01
Customer needs	Price sensitive	High capacity	Industry standards, higher performance		High-capacity unattended backup
MPE V/E support	X	X	X	X	X
MPE XL support		X	X	X	X

The DDS-format tape drive is now available as an embedded device in the HP 3000 Series 922/932 and as a stand-alone device for the entire MPE XL

and MPE V/E product lines. TurboSTORE also has versions available on XL and V/E systems. Contact your HP representative for more information.

HP 3000

HP C/XL is ANSI C compiler

With the XL 2.1 release, HP C/XL (P/N 31506) now offers full conformance with the ANSI standard for the C programming language. HP C/XL is targeted towards users who program in the C language.

Features and benefits

The primary benefit of the ANSI mode is the application portability that is available by fully supporting the ANSI standard for the C programming language. Support of the standard means easy porting of applications between HP and other vendors, as well as between 900 Series HP 3000, HP 9000 Series 300 and 800 systems.

Although the ANSI C standard has been approved, a formal validation process has not yet been established. In the absence of an official validation pro-

cess, the HP C/XL compiler has been self validated using the Plum-Hall Test Suite.

To protect the user's existing software investment, the compatibility mode is provided for those programs that rely on certain nonstandard features of the pre-ANSI releases of the HP C/XL compiler. Existing programs that compiled without warning on previous releases of HP C/XL should continue to compile and execute properly.

The HP C/XL compiler supports a number of new language features in ANSI mode, many of which are designed to make C a more reliable language without diminishing the freedom that has traditionally been offered the C programmer. This compiler does more thorough error checking with the result that more bugs will be detected at com-

pile time rather than at run-time where bug correction is much more costly. For example, "function prototypes" provide a means of specifying the number of parameters to a function and the type of each parameter. On calls to the function, the arguments will be checked for compatibility with the declared parameters, and automatic conversions will be performed where appropriate.

The ANSI C standard supports the internationalization features of wide character constants, wide string literals, and standard library routines for manipulating strings of multibyte characters and wide characters. The HP C/XL compiler also continues to support the existing internationalization options of HP's pre-ANSI C native language support (NLS) system.

Other new language features supported in ANSI C include single-precision floating-point arithmetic, automatic array and structure initialization, and constant and volatile type qualifiers.

Product positioning

The HP C/XL compiler meets HP's goal in offering standard compliant compilers within 12 to 18 months of standards acceptance. Contact your HP representative for more information.

Ordering information

Product No.	Description
31506A	HP C/XL compiler
Opt. 310	For Series 922LX
Opt. 315	For Series 922RX
Opt. 320	For Series 925LX, 925,932, 922
Opt. 330	For Series 935
Opt. 335	For Series 949
Opt. 340	For Series 950, 955, 960
Opt. 350	For Series 980
Opt. OCD	Upgrade credit for Opt. 310
Opt. OCE	Upgrade credit for Opt. 320
Opt. OCF	Upgrade credit for Opt. 330
Opt. OGI	Upgrade credit for Opt. 315
Opt. OGL	Upgrade credit for Opt. 335
Opt. OGM	Upgrade credit for Opt. 340

HP 3000

HP 3000 Series 922 and Series 932 questions

Are Structured Solution Packages (SSP) available on the Series 922/932?

Yes. SSP bundles are available on the Series 922LX only, bundling a Series 922LX with a datacommunication and terminal controller (DTC) and port cards. Bundle discounts of 17 and 13 percent are offered for 14- and 22-user configurations, respectively. Educational and consignment discounts are not allowed with SSP bundles.

What peripherals fit into the Series 922/932 package?

The Series 9221932 package supports up to four of the new 5 1/4-inch 670-Mbyte disk mechanisms and one DDS tape drive internally. The HP-FL versions of the new disk drives, which have a slightly larger controller card, are not supported in the Series 9221932 package due to space limitations. However, HP-FL drives are supported externally. Datacommunications and terminal controllers (DTCs) and 5 1/4-inch tape drives are not supported inside the Series 9221932 package.

If the DDS tape drive is deleted from a Series 922/932, can it be added back into the system later?

No. There is no add-on embedded DDS product. If DDS is deleted from the system order, users requiring it later must order the external DDS tape drive unit (PIN C1511A).

How are HP-FL channels for the Series 922/932 ordered?

HP-FL channels are available as a stand-alone product (PIN 27115A Option 003) or can be ordered as an option to the Series 932 (PIN A1041A Option 550). Option 003 on the stand-alone

HP-FL channel must be ordered to specify a Series 9221932 system. Option 550 on the Series 932 replaces one of the two standard HP-IB channels with an HP-FL channel. Option 550 is not available on Series 922 systems, which come standard with one required HP-IB channel. HP-FL channels for the Series 922 systems can be ordered using the stand-alone HP-FL channel product (PIN 27115A Option 003).

Contact your HP representative for more information.

HP 3000

NS3000/XL Network Services price increase

The NS3000/XL Network Service prices will increase for the four highest HP 3000 MPE XL processor tiers (Series 935 through 980). These price increases bring HP's networking prices more in line with the competition on these high-end systems. In fact, after these price increases, HP's networking is still 10 to 20 percent less than DEC's networking pricing (network links and network services) for LAN connections (Series 935 to 960). The higher prices also are justified by the higher NS performance brought about with the new 900 Series processors and the new releases of MPE XL.

These new prices will appear on the April HP Price List. HP policy allows a one-month grace period for orders at the old price.

Product No.	Description
36920A/R	NS3000/XL Network Service
Opt. 330	For Series 935
Opt. 335	For Series 949
Opt. 340	For Series 95019551960
Opt. 350	For Series 980
Opt. OCF	Upgrade for Opt. 330
Opt. OGL	Upgrade for Opt. 335
Opt. OGM	Upgrade for Opt. 340

Prices for Options 310, 315, and 320 and networklinks remain the same.

HP 3000

Discontinuance of the HP MICRO 3000GX

Effective June 1, 1990, the HP MICRO 3000GX (PIN 32536A) and MICRO 3000GX upgrade (PIN 32536AH) products will be discontinued and removed from the HP Price List. They are replaced by the recently introduced HP MICRO 3000RX computer system. There are three replacement products — the HP MICRO 3000RX (PIN 32543A), HP MICRO 3000RX field upgrade (PIN 30543A) from the HP MICRO 3000GX, and HP MICRO 3000RX box swap upgrade (PIN 32543AH). See the article entitled "New HP MICRO 3000RX available" in the February 1990 issue of *HP Channels* for more information on the new products.

The last day to order a new HP MICRO 3000GX product is May 31, 1990. After this date, remarketed HP MICRO 3000GX systems will continue to be available from HP. Contact your HP representative for more information.

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General

HP ALLBASE/ QUERY gets international status

HP ALLBASEQUERY is a reporting tool that gives end users and infrequent database users greater access to the high performance of HP ALLBASEI SQL. The new release of HP ALLBASEIQUERY (Release BOI) is now available and includes native language support, unlimited field lengths, and two new modules for creating and modifying SQL tables.

HP ALLBASEIQUERY can help you introduce clients to relational technology in a timely and cost-effective manner. By including HP ALLBASEIQUERY in your HP ALLBASEISQL solutions, your clients will be able to quickly create reports and perform ad hoc queries on the database. And because HP ALLBASEIQUERY actually generates SQL scripts, it can aid advanced users learning SQL.

For your existing HP ALLBASEISQL clients, HP ALLBASEIQUERY provides you with an immediate response for many of its information management requests. By installing HP ALLBASEIQUERY, you give your clients a simple means of managing information for themselves.

HP ALLBASEIQUERY benefits

- **Ease of learning and ease of use** — End users can quickly generate reports because knowledge of the database structure or programming techniques is unnecessary.

Productivity — End users can satisfy ad hoc queries within minutes, and programmers can use it to learn SQL, explore new database schemas, or to create scripts that automate routine tasks, such as generating month-end reports.

Release BOI extra benefits

- **Confidence in an established product** — Release BOI establishes HP ALLBASEIQUERY as an international product. Enhancements introduced in this release make it easy to create Asian and European versions of the product. Plans are already under way in several Asian countries to introduce local versions of HP ALLBASEIQUERY this year.
- **Extra power** — End users can now create and modify SQL tables without involving a programmer.
- **Extra functionality** — The new release removes character limits on display fields to provide users with comprehensive comments fields.

HP ALLBASEIQUERY features

- A "Next Step" function key guides users through the screen forms they must complete to create a report.
- There are context-sensitive help screens throughout the product.
- A "Display Report" function key enables users to see the report in its present state at any time.
- Task-oriented modules (**EZAccess**, **EZCreate**, **EZUpdate**, **EZReport**, and **SQLAccess**) appear and behave in the same manner.

Release B.01 extra features

- The choice of 1- or 2-byte character handling.
- Management of data stored in Asian, European, and English databases.
- A single catalog for storing all system prompts and messages.

- Character fields of up to 3,996 characters long can now be displayed. The length and width of the display area can be set by the user. The user can also choose to wrap text between words, strip trailing blanks, or scroll text.
- Two new modules, **EZCreate** and **EZUpdate**, are now available. With **EZCreate**, users are stepped through the process of creating or modifying a table. **EZUpdate** enables end users to add, delete, or modify rows (records) in a table.

When is **HP ALLBASEIQUERY** the best choice?

There is a variety of reporting tools marketed by HP and ISVs. **HP ALLBASEIQUERY** stands out when your clients require a reporting tool for **HP 3000** and **HP 9000** computer end users who need simple yet comprehensive management of relational data. **HP ALLBASEIQUERY** is the only end-user tool that can be used to create tables and update rows stored under **HP ALLBASEISQL**.

HP ALLBASE/BRW is a report writer for data processing professionals (not end users) working with **HP 3000** computers. **Inform**, which is also confined to **HP 3000s**, can access data stored under **HP TurboIMAGE**, but not **HP ALLBASEISQL**. **Information Access** is a PC-based report writer that connects to **HP ALLBASEISQL** on both **HP 3000** and **HP 9000** computers. It does not have the facility to add or modify data.

Easy*SQL from Oracle interfaces to relational data stored under **ORACLE DBMS**. With **Easy*SQL**, reports are

continued on next page

created through screen forms, and it supports a variety of output formats such as Lotus, dBASE, and Symphony. Quiz from Cognos is a reporting tool more suitable for programmers. It does not provide screen forms or menu

items. With Quiz, reports are implemented through a report specification language. At the moment, Quiz and Easy*SQL do not interface to HP ALLBASEISQL, and Quiz is not available on HP 9000 computers.

Ordering information

Product No.	Description
79727L	HP ALLBASEIQUERY for HP 9000 Models 32X-34X
79728L	HP ALLBASEIQUERY for HP 9000 Models 35X-37X
92635A	HP ALLBASEIQUERY for HP 9000 Model 815
92533A	HP ALLBASEIQUERY for HP 9000 Models 825, 832, 635
92534A	HP ALLBASEIQUERY for HP 9000 Models 840, 845
92535A	HP ALLBASEIQUERY for HP 9000 Models 850, 855
32426A	HP ALLBASEIQUERY for 900 Series HP 3000
Opt. 310	For Series 922LX
Opt. 315	For Series 922RX
Opt. 320	For Series 922, 925, 925LX, 932
Opt. 330	For Series 935
Opt. 335	For Series 949
Opt. 340	For Series 950, 955, 960
Opt. 350	For Series 9801100

dBASE is a US. registered trademark of Ashton-Tate Corp.

Lotus and Symphony are US. registered trademarks of Lotus Development Corp.

General

User-based pricing for HP OpenMail

A one-to-four user license for HP OpenMail (PIN B1600A), the information distribution service of HP NewWave Office for HP-UX, is now available. The addition of a user-based pricing option will compliment the existing system-based pricing structure of the product, and will be consistent with the pricing of HP NewWave Office.

Benefits

User-based pricing will be of benefit to small organizations where:

- It would not be cost effective for the company to purchase under the system-based pricing structure, owing to a limited number of users. User-based pricing will enable the company's electronic mail system to grow with the organization.

- The competition from PC LAN mailing products, offering small-scale mailing solutions, is strong. A one-to-four user license option of HP OpenMail can offer a practical alternative to these products.
- DEC is a competitor, as the pricing structure of All-In-I already includes a "Personal Licencing" option.

How to order

Three different options will be added under product number B1600A. These include first-time buy, one-to-four user licences for the HP 9000 (either Series 300 or Series 800), and an additional one-to-four user certificate for either series.

Product No.	Description
B1600A	HP OpenMail
Opt. OAR	1-4 user license, first-time buy for the HP 9000 Series 300
Opt. OAS	1-4 user license, first-time buy for the HP 9000 Series 800
Opt. UA2	Additional 1-4 user certificate for both HP 9000 Series 300 and 800.

Note: Options OAR and OAS include the software, relevant documentation, and a one-to-four user license, whereas Option UA2 provides an additional one-to-four user certificate only.)

Contact your HP representative for more information.

HP 9000

HP 9000 Model 635SV update

On March 1, the HP 9000 Model 635SV product structure was revised to offer users more ease of installation and the choice of the latest HP peripherals. (In Europe, this change will occur in the mid-April timeframe.) Instead of a consolidated shipment, the system will arrive racked in an HP DesignPlus

cabinet, with software loaded on one of the new C2203A/01A/04A disk drives. The HP customer engineer will only need to load the I/O cards, and the system will be up and running in no time. As of the March HP Price List, the new base structure looks like this:

Product No.	Description
A1620A	HP 9000 Model 635SV server. SPU including system processor, floating-point coprocessor, 24 Mbytes ECC RAM, two HP-IB interfaces, 6-channel MUX
35401A	67- to 536-Mbyte cartridge tape autochanger
36967A	LAN/9000 Series 800 link
92508L	HP-UX server license and general-usage documentation
98870L	SoftPC (two licenses with 98876C media and manuals)
92211R*	DesignPlus cabinet
B1030A	ARPA Services1800
B1031A	NFS Services1800
B1155A	X Window System
C2203A*	670-Mbyte disk

*new components

The networking hardware and software product numbers have been changed to

reflect the new tiered structure. The new options are as follows:

Option	Description
001	Add HP 9145A 133-Mbyte tape drive
002	Substitute C2201A 670-Mbyte FL disk for C2203A disk, substitute 27111A fiber-optic interface for 27110B HP-IB interface
005	Substitute C2204A 1.34-Gbyte FL disk for C2203A disk, substitute 27111A fiber-optic interface for 27110B HP-IB interface
502	Substitute A1623A 32-Mbyte RAM board for A1010A 8-Mbyte RAM board
532	Add A1623A 32-Mbyte RAM board
533	Substitute A1623A 32-Mbyte RAM board for A1037A 16-Mbyte RAM board

With this new structure, users no longer need to separately order a rack. Orders will automatically be converted to the new structure, to include the new C2203A disk, DesignPlus cabinet, and software load.

Terminal connectivity update

Remember, X-terminals are here. Beginning in March, the Xdm software will be shipping with it; this allows access to the Series 600s through sockets, instead of Telnet. The practical number of X-terminals will not be subject to the two-user license, but rather will be limited only by the application and performance requirements.

Multiuser upgrades to equivalent Models 835S and 845S systems are also available for users requiring more direct-connect terminals.

Literature

A server brochure (PIN 5952-0836) and new Model 635SV/645SV data sheet (PIN 5952-0962) are now available. Contact your HP representative for copies of this literature or for more information.

HP 9000

HP Ada SoftBench for HP 9000 Series 300 and 800 computers

HP Ada/SoftBench is an Ada software development environment built upon HP SoftBench. The initial release of Ada/SoftBench provides tool integration and communication for the HP Ada Development System for Series 300 (PIN 92669) and 800 (PIN 92671) computers. Ada/SoftBench is targeted to Ada development within the aerospace and defense industries.

continued on next page

Features and benefits

HP AdaSoftBench provides a powerful set of Ada development tools that are highly interactive and task oriented, yet tightly integrated. These tools target the program construction, maintenance, and testing phase of the lifecycle.

- Ada Family, Library, and Unit Managers enhance the navigation of Ada compilation objects.
- Ada Reference Manual Browser provides on-line navigation and browsing of the Ada Reference Manual.
- AdaProbe Debugger and Source Browser provides execution control and browsing capabilities.
- Program Builder automates the process of building or updating an Ada application.
- Static Analyzer provides structural information about an Ada program.
- Development Manager provides type-sensitive operations on Ada families, libraries, and files.

The HP AdaSoftBench environment also includes several features that increase the usability of the system, including task-oriented operations, a consistent user interface based on OSF/Motif appearance and behavior, context-sensitive help, and distributed computing support. With HP Encapsulator, users are also able to customize and extend HP Ada/SoftBench by integrating user-defined processes and tools.

HP product line positioning

HP AdaSoftBench is an Ada-specific toolset built upon the Tool Integration Platform of HP SoftBench. As an introductory step towards integration from HP, HP AdaSoftBench provides the key component of tool integration and communication for HP Ada Development Systems. Within the CASEdge program, HP AdaSoftBench provides a CASEdge Environment specifically tailored to Ada developers needs. In

conjunction with the HP CASEdge/ Knowledge and CASEdge/Tools programs, HP AdaSoftBench provides the foundations of a CASE solution that can evolve with users as their practices change and as software engineering technology matures.

Configuration information

Memory requirements

- Series 300 computers — 12 Mbytes minimum, 16 Mbytes recommended
- Series 800 computers — 16 Mbytes minimum, 8 Mbytes per additional user

Disk requirements

- Series 300 computers — 307 Mbytes (typical for single-user workstation)
- Series 800 computers — 571 Mbytes (typical for single-user workstation)

Ordering information

HP AdaSoftBench requires the purchase of both HP SoftBench and the HP Ada Development System for Series 300 or 800 computers. Contact your HP representative for more information.

Product No.	Description
92669L	HP AdaSoftBench Series 300 LTU
Opt. OAN	1 seat LTU
Opt. OA9	10 seat LTU
Opt. OAG	25 seat LTU
Opt. OAA	50 seat LTU
92669A	Media and documentation for 92669L
Opt. AAO	Software on V-inch tape cartridge
92670L	HP AdaSoftBench Series 800 LTU
Opt. OAN	1 seat LTU
Opt. OA9	10 seat LTU
Opt. OAG	25 seat LTU
Opt. OAA	50 seat LTU
92670A	Media and documentation for 92670L
Opt. AAO	Software on V-inch tape cartridge
Opt. AAI	Software on 5/8-inch 1600 cpi 9-track
92671A	HP AdaSoftBench documentation kit

HP 9000

HP Ada binding for HP 9000 Series 800 computers

HP Ada bindings are call interfaces to HP GKS and Starbase graphics subsystems that maintain the advantages of Ada — strong typing, data abstraction, and information hiding. HP Ada bindings are targeted towards aerospace/defense users who develop applications using the Ada programming language.

Features and benefits

HP Ada binding packages support the most critical aspects of interfacing Ada to standard subsystems — error handling, type mapping, and HP subsystem integration testing. This enables a programmer to immediately write graphics applications in Ada without having to develop the interfaces. Maintenance costs are also reduced because the bindings are updated as the graphics subsystems evolve.

HP product line positioning

HP Ada binding packages improve the usability of HP 9000 platforms for graphics applications that are developed with Ada. The bindings are also available on Series 300 computers and fully compatible between Series 300 and 800.

Ordering information

Product No.	Description
92605A	Ada/800 bindings media and documentation
Opt. AAO	Software on 5/8-inch cartridge tape
Opt. AAI	Software on 5/8-inch 1600 cpi 9-track tape
Opt. AAH	Software on DAT tape, stored in DDS
Opt. ABO	Delete manuals
92605L	Ada/800 bindings license-to-use
Opt. OAN	1-2 user license-to-use, all subsystems
Opt. OAL	1-8 user license-to-use, all subsystems

HP 9000

HP Ada/800 Development for HP 9000 Series 800 computers

HP Ada/800 Development system provides an Ada compilation system and development toolset for HP 9000 Series 800 platforms. Source code compatibility with HP Ada/300 Development System brings consistent, reliable Ada development to the full range of HP 9000 platforms, from single-user workstations to large multiuser systems.

HP Ada/800 Development system is targeted towards aerospace/defense users who develop applications using the Ada programming language.

Features

Validated to ACVC 1.10, HP Ada/800's full-featured Ada compilation system includes a compiler that uses the common language, a code generator for HP-PA that improves usability with other languages, a binder, a multiple library support across homogenous networks of Series 600/800 computers, Ada run-time executive, and standard Ada packages.

HP Ada/800's development toolset includes **AdaProbe** Debugger, which provides both traditional execution control features and extensive viewing capabilities; **AdaXref**, a multiunit cross-reference generator; **AdaFormat**, a source code formatter; and **AdaMake**, an automatic recompilation facility.

Using Alsys technology as the foundation, the HP Ada Development System optimizes Ada development on HP-UX platforms through an HP-UX style user interface, an enhanced program library locking, 32-bit default INTEGER, and a thorough O/S and subsystem integration testing.

The HP Ada Development System also supports both window and terminal based development.

HP product line positioning

HP Ada/800 brings Ada development to Series 800 computers, supporting single-user to multiuser development. HP Ada/800 forms the core of HP's offering for Series 800 computers. In conjunction with the HP Ada Bindings Packages, these products provide a well-integrated solution for Ada Development on HP 9000 platforms.

Configuration information

Memory requirements include a 16-Mbyte base system, 5 Mbytes for each additional user. Disk storage requirements include a minimum of swap 45 Mbytes, free 30 Mbytes. Contact your HP representative for more information.

Ordering information

Product No.	Description
92610A	Ada/800 License-to-Use
Opt. OAN	1-2 user
Opt. OAL	1-8 user
92609A	Ada/800 media and documentation
Opt. AAO	Software on ¼-inch cartridge tape
Opt. AAI	Software on ½-inch 1600 cpi 9-track tape
Opt. AAH	Software on DAT tape, stored in DDS
Opt. OBO	Delete manuals
Opt. IAK	Delete media

HP 9000

HP 9000 Series 200 and 300 products obsolescence

The following HP 9000 Series 300 68020-based workstations will be removed from the May 1990 HP Price List. U.S. orders will be accepted until May 31, 1990, international orders will be accepted until July 31, 1990, and final shipments will be made on January 31, 1991.

Product No.	Description
97066B	Tech BASIC
97066L	License to Use Tech BASIC
98561B-BZ	HP 9000 Model 320 SPU
98561C-CZ	HP 9000 Model 320 SPU
98563B	HP 9000 Model 318M
98564A	HP 9000 Model 319C
98573A	HP 9000 Model 319SRX
98580S	HP 9000 Model 330MMA
98581S	HP 9000 Model 330CMA
98582E	HP 9000 Model 350M
98582S	HP 9000 Model 330M
98583E	HP 9000 Model 350C
98583S	HP 9000 Model 330C
98586E	HP 9000 Model 350CX
98587E	HP 9000 Model 350SRX
98587F	HP 9000 Model 350TurboSRX
98588E	HP 9000 Model 350CH
98588S	HP 9000 Model 330CH
98589E	HP 9000 Model 350MH
98589S	HP 9000 Model 330MH

continued on next page

The following HP 9000 Series 200 accessories will be removed from the July 1990 HP Price List. U.S. orders will be accepted until July 31, 1990, international orders will be accepted until September 30, 1990, and final shipments will be made on March 30, 1991.

Product No.	Description
98143A	CPU upgrade kit
98143P	HP 9816 ID prom upgrade
98143U	MMU CPU upgrade
98201A	Keypad interface
98203A	Small keyboard
98203B	Large keyboard
98204A	Video card
98270F	Powerfail upgrade
98287A	Interface
98288A	Display buffer
98604A	ROM HPL 2.0
98614A	HPL 2.1
98614R	Right to Return HPL 2.1
98791B	Terminal emulator

Contact your HP representative for more information.

Also in this issue

- Executive Training Series schedule* 1
- Introducing new DTC/3000 connections* 3
- HP C/XL in ANSI C compiler* 5
- HP 9000 Series 300 LAN hardware gets a new product number/price* 20

Workstations

General

Announcing WordPerfect on Domain/OS

WordPerfect V4.2, available on HP-UX, is now available for Apollo Domain/OS. Having WordPerfect available across the entire HP workstation product line gives users a broad selection for meeting their word-processing needs. WordPerfect established itself on PCs and is now moving into a position of strength on UNIX system platforms.

WordPerfect is important because it's a standard in many large companies. As such, it is required by these users on all computing platforms. Another important reason is that most secretaries know how to use WordPerfect. For large companies that work on bids, proposals, and large reports, having the secretarial staff "step in" and be productive is a major advantage. The latest version of WordPerfect on PCs is V5.1. We will be working with WordPerfect to make this version available on the entire HP workstation product line.

For more information, contact WordPerfect UNIX Information Services Group at 801-222-5300.

General

Planning for business growth—introducing HP RXForecast software

HP RXForecast software (PIN B1764A) integrates into the HP LaserRX user interface and uses HP LaserRX logfiles to produce system utilization projections using statistical algorithms. Forecasts

are based on past utilization trends or on business units identified and projected by users.

HP RXForecast software is targeted towards performance-conscious HP 3000 and 9000 users who have purchased or are considering purchasing HP LaserRX.

Features and benefits

Users need information to simply understand future computer resource needs. RXForecast provides the means for both MPE and HP-UX users to achieve this important objective.

A documented methodology provides the user with a consistent, effective approach to forecasting and capacity planning, and reduces the requirement for specialist expertise. The user can select the time period on which to base the forecast, as well as which statistical algorithm to use. Forecasts can incorporate seasonal variations found in past trends. These features ensure that the forecast produced provides an accurate projection of system workloads.

Business units can provide the basis for forecasting resource utilization of an application or system if users can identify, track, and project an appropriate business unit. This allows users to translate their business growth prediction into future system resource utilizations. HP RXForecast informs the user of the degree of correlation between the business unit and the particular metric (CPU utilization) being forecast.

An important component of forecasting is determining the validity of the forecast. The methodology again provides a recommended approach for this aspect. Actual data is presented together with the forecast to allow visual comparison. Detailed statistical measurements of the forecast validity are also provided.

The forecasts are presented graphically and can be viewed, printed, or exported to a spreadsheet for further analysis.

HP product line positioning

HP LaserRX is a prerequisite product for the purchase of HP RXForecast. It is recommended that one day of performance consulting be purchased to assist the user with the initial use of this product.

This product is complementary to the capacity-planning services offered as part of HP Performance Consulting service. The service uses more sophisticated analytic modeling techniques to offer "what if" scenario analysis and to examine the effect of adding new applications and redistributing workloads among different systems. HP RXForecast does not offer these capabilities as forecasts are based on past trends or users' business unit projections.

Configuration information

Software support must be ordered for this product. Orders should be supported under the new software support guidelines. To order support for the HP RXForecast software, reference P/N H2106A+S00, Software Product Update Materials (PC).

Product No.	Description
BI764A	HP RXForecast
Opt. AGD	For MPE systems
Opt. AGI	For HP-UX systems

An HP RXForecast data sheet (PIN 5952-1510) is available. Contact your HP representative for a copy or for more information.

General

New 19-inch medium- and high-resolution color monitors

New high-performance SONY Trinitron monitors provide a form, fit, and function replacement for the previous 19-inch color monitors (P/Ns 98751A/98752A). The monitors are targeted towards all HP 9000 Series 3001800 users who require high-resolution display performance (MCAD/MCAE, EE CAD/CAE, DTP, CASE, scientific visualization, imaging, and animation).

Features and benefits

- **SONY Trinitron technology** (the highest performing display technology available on the workstation market) — improves end-user productivity by providing a sharper, clearer display while reducing end-user fatigue caused by misconvergence, glare, and jitter.
- **Improved display performance** — the new monitors exceed the performance levels of the previous high/medium resolution monitors in meeting HP Class "B" environmental test and regulatory approval standards. Specific areas of improvement are convergence tolerance improved in the production process, magnetic interference susceptibility improved by a factor of two, and compliance to Department of Health and Human Services (DHHS) x-ray emission standard.

- **new front-panel brightness control** — allows users to adjust the picture for maximum eye comfort.
- **New universal power supply** — supports all HP-specified line voltages and frequencies without requiring a fuse change or switch selection.
- **Smaller form factor** — the new monitors are physically lighter and smaller than the previous monitors (16 mm shorter in height and 37 mm shorter in depth).

Product No.	Description
98753A	19-inch high-resolution color monitor (1024×768), 60 Hz refresh, 115/230 Vac (for use with 98700A display controller, 98547A or 98549A graphics board), tilt/swivel available (order 98787C below)
98754A	19-inch high-resolution color monitor (1280×1024), 60 Hz refresh, 115/230 Vac (for use with 98720A/98730A display controller or 98550A graphics board), tilt/swivel available (order 98787C below)
98787C	Tilt/swivel for 98753A and 98754A monitors

Contact your HP representative for more information.



Apollo

Video output board now offered on the Series 10000VS



The Video Output Board enables the 40-plane or 80-plane graphics boards in Series 10000VS to generate RGB signals at the appropriate timing for encoding into composite television signals. The composite television signals can then be displayed and recorded using conventional television equipment. With the Video Output Board, complex scenes can be created with the Series 10000VS and transferred to videotape to create animations of dynamic processes.

The NTSC video format is used in North America and Japan. The PAL video format is used in Europe, Australia, and Africa. Make sure to order the appropriate version. Video animation of dynamic processes is of great use in such diverse markets as finite element modeling, computational fluid dynamics, computational chemistry, medical imaging, weather modeling, oil reservoir simulation, general scientific visualization, and of course, commercial broadcast animation.

Features and benefits

Feature	Benefit
Broadcast quality video signal	Highest possible image quality
Utilizes 10000VS frame buffer	Low cost
Genlock	Allows synchronization to external signal
Programmable horizontal and vertical offsets	User can interactively adjust vertical offsets frame sync to match external source

Different ways of getting video out of the Series 10000VS

Besides pointing a camera at the workstation monitor, there are basically three ways of transferring Series 10000VS screen images to video equipment. The most popular method is to use a device called a scan converter. Scan converters are popular because they display exactly what's on the workstation screen in real time. However, these systems have two disadvantages — high cost, between \$15,000 and \$25,000, U.S. list, and questionable image quality, definitely not up to broadcast video requirements.

The next method is to plug a video frame buffer into the AT expansion bus of the Series 10000VS. The disadvantages here are relatively high cost, around \$5,000, and the lack of real time capability, images can only be transferred to video a frame at a time.

The third method is to simply retime the output of the Series 10000VS frame buffer to specifications. This is the method employed with the Video Output Board. Two important disadvantages of this method should be noted. The Series 10000VS with the video output board can only transfer video a frame at a time. Since most high-quality animations are not rendered in real time anyway, this is not seen as a big disadvantage. Also, because we are

utilizing the Series 10000VS frame buffer, use of the Series 10000VS display is prohibited during video transfer.

Configuration information

In addition to the video output board, a typical Series 10000VS video animation system should include an RGB component video to composite video encoder, a single-frame editing videotape recorder (VTR) and a VTR controller. This additional video equipment is not supplied by Hewlett-Packard but can be purchased individually from professional video equipment dealers or as integrated systems, including software, from HP VABs Cognivision (508-392-0881) and Intelligent Light (201-794-7550).

Ordering information

Product No.	Description
X-A-NTSC-D	NTSC Video output board
X-A-PAL-D	PAL Video output board

Apollo

Apollo Series 10000VS still beats IBM's best offering

As you may know, IBM announced nine new workstations on February 15, 1990. One of these workstations is called the POWERstation 730. It is IBM's super-graphics workstation and it's positioned

against the Apollo Series 10000VS. Released specifications are given below, along with equivalent current and anticipated Apollo Series 10000VS numbers.

Feature	POWERstation 730	Series 10000VS	Series 10000VS*
Availability	Q4 90	Now	Q4 90
MIPS	34.5	22.3 per CPU (89.1)	44 per CPU (176)
Dhrystone	60.7K	39K per CPU (156K)	78K per CPU (312K)
LINPACK MFLOPS	10.9	5.8 per CPU (23.2)	12 per CPU (48)
Clock	25 MHz	18 MHz	36 MHz
3D vectors/sec*	990,000	1,100,000	1,100,000
3D polygons/sec**	120,000	80,000	108,000
Max. image planes	24	48	48
Max. memory	128 Mbytes	192 Mbytes	512 Mbytes
Max. disk	2.5 Gbytes	5.6 Gbytes	18.0 Gbytes
Display	19-inch 1280x1024	19-inch 1280x1024	19-inch 1280x1024
Entry price†	\$73,815	\$94,900	\$94,900*
Description	16 Mbytes RAM, 355-Mbyte disk, 3½-inch 14-Mbyte floppy	8 Mbytes RAM, 348-Mbyte disk, network controller	16 Mbytes RAM, 348-Mbyte disk, network controller

*Estimate
**triangles
†U.S. list

There was no mention of any advanced graphics features such as alpha buffering, and there was no mention of specific applications ported.

Perhaps the biggest surprise, considering how long IBM has been working on this, is the fourth-quarter availability date. By the time the IBM POWERstation 730 ships, the Series 10000VS CPU performance will leapfrog to 44 MIPS and 12 MFLOPS per CPU. And don't forget that the Series 10000 is a multiprocessor machine, giving it a lot more capability than the POWERstation 730. For example, parallelizing compilers on the current Series 10000 machines will deliver an aggregate 88

MIPS across four processors and the upcoming 2X CPUs deliver 176 MIPS across four processors. What's more, by the time the POWERstation 730 ships, the Series 10000's RAM capacity will quadruple IBM's and the Series 10000 will have over seven times the disk capacity.

In summary, the Series 10000VS's advanced graphics features and multiprocessor computational and data handling abilities are real competitive advantages over the IBM POWERstation 730. IBM has done a credible job with the POWERstation 730, but by the time it ships, the Series 10000VS will still have it beat.

Contact your HP Apollo representative for more information.

Apollo

Apollo Series 10000 memory option discontinued

On May 1, 1990, the 8-Mbyte memory option for the Series 10000 will be

obsoleted. Contact your HP representative for more information.

Product No.	Description	Replaced by
DN 10000 Opt. H02	8-Mbyte memory option	16-Mbyte memory option
DSP 10000 Opt. H02	8-Mbyte memory option	16-Mbyte memory option

HP-UX

New stylus pen and product structure for HP-HIL digitizer tablets

The new HP-HIL digitizers — ANSI A/ISO A4- and ANSI B/ISO A3-size digitizer tablets with either a tip-switch stylus or 4-button cursor (P/Ns 46087C, 46088C, 46090C, 46091C) — are now available. The structure of the product has been modified to make the four-button cursor more accessible to users who require a multibutton input device. (The previous structure bundled the stylus pen into the standard product and only offered the 4-button cursor as an add on product.)

The digitizers are targeted towards the following markets: mechanical design and analysis (MCAD/MCAE), electrical design and analysis (EE CAD/CAE), architecture and engineering construction (AEC), desktop publishing (DTP), and industrial design visualization and simulation (CAID).

Features and benefits

- High-performance graphics tablet (400 lines per centimeter resolution, +/-0.5mm accuracy) improves user productivity for interactive graphics tasks (such as geometry selecting, menu selecting, and location digitizing tasks.)
- Thin, lightweight ergonomically designed stylus provides a natural man-machine interface. The stylus also uses a solid-state design to improve the reliability of the product.
- User-programmable four-button cursor allows users quick access to frequently used functions or procedures. The cursor is also ergonomically designed for natural use and provides a crosshair for accurate digitizing.
- User-programmable digitizing area with overlay allows users to customize the application package interface.

HP-HIL connection allows the digitizer tablet to be daisy chained to other input devices without requiring a separate power supply or serial port.

Product No.	Description
46087C	HP-HIL digitizer, ANSI A/ISO M-size includes tip-switch stylus
46088C	HP-HIL digitizer, ANSI B/ISO A3-size includes tip-switch stylus 46090C HP-HIL digitizer. ANSI A/ISO A4-size includes four-button cursor with crosshair
46091C	HP-HIL digitizer, ANSI B/ISO A3-size includes four-button cursor with crosshair

Note: Users who require both a stylus pen and four-button cursor can order the additional component: stylus pen (P/N PHGH-1-HIT) or four-button cursor (P/N CGGH-4FL-HIT).

Upgrade and support information

Effective April 1, 1990, the new tip-switch stylus will be available as a replacement product for the current three-button stylus at a substantially reduced price.

Listed below are the replacement part numbers for the current HP-HIL digitizer input devices:

Product No.	Description
PHGH-1-HIT	Tip-switch stylus
CGGH-4FL-HIT	Four-button cursor
PGGH-1-HIT	Three-button stylus

Note: The above part numbers support the 46087B/C, 46088B/C, 46089B, 46090C, 46091C products.

For users who require input device replacement parts for the original "A" version tablets (P/Ns 46087A, 46088A), the following parts are available:

Product No.	Description
PEEH-10-HIT	Large tip-switch stylus
CDE4H-10-HIT	Four-button cursor (46089A)

Contact your HP representative for more information.

HP-UX

NS/9000 changes

Beginning with HP-UX 8.0 release, NS/9000 will be removed from the HP 9000 Series 300 workstation bundles and Remote File Access (RFA) will be removed from NS.

The 98594L software bundle is included with the Series 300 workstation bundles. It includes licenses to use AXE, PE, ARPA, NFS, X11, and NS. The file transfer, virtual terminal, and distributed file sharing features of NS are available in the industry-standard ARPA and NFS products.

Also in the HP-UX 8.0 release, RFA is being removed from the NS/9000 products. RFA provides similar capabilities to those found in NFS; however, NFS is a defacto industry standard while RFA is a proprietary solution.

Contact your HP representative for more information.

HP-UX

Instant Ignition now available on HP-IB disks

Instant Ignition, which preloads and preconfigures HP-UX with a preconfigured X Windows environment, has only been available on SCSI disks, until now. These new options broaden the base of users who can take advantage of the initial cost savings provided by the preloading and the ongoing efficiency

provided by the X Windows environment. Instant Ignition is targeted towards users and purchasers of all HP-UX systems who have investments in HP-IB peripherals. The HP-IB disks that are supported are:

Product No.	Description
C2200A	Model 335H 335-Mbyte HP-IB disk
Opt. 303	Instant Ignition for Series 300
Opt. 803	Instant Ignition for Model 834
C2203A	Model 670H 670-Mbyte HP-IB disk
Opt. 306	Instant Ignition for Series 300
Opt. 806	Instant Ignition for Model 834

X Window System is a trademark of Massachusetts Institute of Technology

HP-UX

New Instant Ignition options on HP disks

Instant Ignition is now available on the recently introduced HP disks. HP 9000 Series 300 and Model 834 HP-UX can now be ordered as an option on the new disk drives (introduced January 1). These Instant Ignition options are targeted towards users and purchasers of all HP-UX systems. This preloaded and

continued on next page

product with its excellent user interface will be provided on the following products:

Product No.	Description
7958S	162-Mbyte SCSI disk
Opt. 301	Instant Ignition for the Series 300
C2212A	Model 330S 330-Mbyte SCSI disk
Opt. 303	Instant Ignition for the Series 300
C2213A	Model 660S 660-Mbyte SCSI disk
Opt. 306	Instant Ignition for the Series 300
C2200A	Model 335H 335-Mbyte HP-IB disk
Opt. 303	Instant Ignition for the Series 300
Opt. 803	Instant Ignition for the Model 834
C2203A	Model 670H 670-Mbyte HP-IB disk
Opt. 306	Instant Ignition for the Series 300
Opt. 806	Instant Ignition for the Model 834

These options do not include media and manuals, which must be ordered separately.

Instant Ignition options do not include any backup media (1/4-inch tape). Therefore, HP-UX media and manuals must be ordered separately. New users who want backup tapes or existing users who want this Motif environment will need to order (in addition to HP-UX) the following: tape drive with documentation for the Series 300 (PIN 98887-10035) or tape drive with documentation for the Series 800 (PIN 998887-10036).

The current Options 404, 405, 408, 409, and 410 will remain on the HP Price List for a limited time and then be obsoleted. You will be notified of this obsolescence in a future article. Contact your HP representative for more information.

Personal Computers

General

HP European PC Tristandard Modems discontinued May 1, 1990

For Europe only

The French, Dutch, and English versions of the European Tristandard Internal Modem for the HP Vectra PC and other IBM compatibles, bundled with Prestel/Teletel emulation software, will be removed from the HP Price List on May 1, 1990. Orders will be accepted through May 31, 1990. *Note:* There are no replacement products.

Product No.	Description
24553AF	French PC Tristandard Modem
24553AH	Dutch PC Tristandard Modem
24553AU	English PC Tristandard Modem

Contact your HP representative for more information.

Also in this issue

HP ROM Disk Accessories and HP Terminal ROM Card to be discontinued
k n e l

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Peripherals

General

HP ROM Disk Accessories and HP Terminal ROM Card to be discontinued June 1

The HP ROM Disk Accessory (PIN 24530A), HP ROM Disk Programmers Kit (PIN 24539A Opt. 001), and the HP Terminal ROM Card (PIN 24531A) will be removed from the HP Price List on June 1, 1990. Orders will be accepted through June 29, 1990. *Note:* There are no replacement products.

Product No.	Description
24530A	HP ROM Disk Accessory
Opt. 001	HP ROM Disk Programmers Kit
24531A	HP Terminal ROM Card

Contact your HP representative for more information.

New options for HP Series 6000 Models 330S and 660S

Hewlett-Packard has four new drive options for the HP Series 6000 Models 330S and 660S. Along with the current options to add a 332-Mbyte, 664-Mbyte, or two 664-Mbyte disk drives to a Model 330S or 660S, users may now choose an option to add a 1.3-Gbyte digital audio tape (DAT) drive, one or two 600-Mbyte CD-ROM drives, or a 650-Mbyte rewritable optical disk drive. The DAT drive allows unattended back up of 1.3 Gbytes of data in less than two hours; the CD-ROM drive gives on-line access to UNIX system manuals; and the rewritable optical drive offers users on-line access to previously off-line data.

HP will now also offer Instant Ignition as an option on both Models 330S and 660S. Instant Ignition preloads HP-UX 7.0 on the disk drive along with AXE, PE, NS-ARPA, NFS, and X11. This preconfiguration allows users to immediately begin productive work when they power-on their HP 9000 Series 300 workstation, and either Model 330S or 660S.

All the new drive options will also be made available as field-installable upgrade kits.

These new options are targeted towards HP 9000 Series 300 workstations with SCSI interface; the high-performance disk drive is especially suited for high-performance stand-alone workstations and servers.

Ordering information

Product No.	Description
<i>HP Series 6000 Model 330S</i>	
C2212A	HP Series 6000 Models 330S mass storage system consisting of a 332-Mbyte fixed disk drive in a compact package with upgrade capability
Opt. 001	Adds a 332-Mbyte fixed disk to C2212A
Opt. 003	Adds a 1.3-Gbyte digital audio tape drive mechanism to C2212A, includes a DAT cassette and head-cleaning cassette
Opt. 004	Adds a 600-Mbyte CD-ROM drive to C2212A, includes a disk caddy
Opt. 005	Adds a 650-Mbyte rewritable optical drive to C2212A, includes an optical disk cartridge
Opt. 024	Adds two 600-Mbyte CD-ROM drives to C2212A, includes two disk caddies
Opt. 303	Adds Instant Ignition to the Model 330S (C2212A)
Opt. W03	Converts one-year return-to-HP warranty to 90-day on-site warranty
<i>HP Series 6000 Model 660S</i>	
C2213A	HP Series 6000 Models 660S mass storage system consisting of a 664-Mbyte fixed disk drive in a compact package with upgrade capability
Opt. 001	Adds a 332-Mbyte fixed disk to C2213A
Opt. 002	Adds a 664-Mbyte fixed disk to C2213A
Opt. 003	Adds a 1.3-Gbyte digital audio tape drive mechanism to C2213A, includes a DAT cassette and head-cleaning cassette
Opt. 004	Adds a 600-Mbyte CD-ROM drive to C2213A, includes a disk caddy
Opt. 005	Adds a 650-Mbyte rewritable optical drive to C2213A, includes an optical disk cartridge
Opt. 022	Adds two 664-Mbyte fixed disk drives to C2213A
Opt. 024	Adds two 600-Mbyte CD-ROM drives to C2213A, includes two disk caddies
Opt. 306	Adds Instant Ignition to the Model 660S (C2213A)
Opt. W03	Converts one-year return-to-HP warranty to 90-day on-site warranty
<i>Model 330S/660S upgrade kits</i>	
C2290A	Upgrade kit to add a 332-Mbyte fixed disk drive to a Model 330S/660S
C2291A	Upgrade kit to add a 664-Mbyte fixed disk drive to a Model 330S/660S
C2292A	Upgrade kit to add a 1.3-Gbyte digital audio tape drive to a Model 330S/660S, includes DATA Cassette and head-cleaning cassette
C2293A	Upgrade kit to add a 600-Mbyte CD-ROM drive to a Model 330S/660S, includes disk caddy
C2294A	Upgrade kit to add a 650-Mbyte rewritable optical drive to a Model 330S/660S, includes an optical disk cartridge

All upgrade kits come standard with HP installation included. Each kit has a D02 option that will delete HP installation. All upgrade kits also come stan-

dard with one-year return-to-HP warranty, convertible to 90 days on site. Contact your HP representative for more information.

Mass Storage

HP flexible disk prices reduced

Hewlett-Packard has reduced prices on all the following 3%-inch and 5 1/4-inch flexible disks by as much as 36 percent

(U.S. list). Call HP DIRECT to order (see the phone listing in the Supplies section of this issue.)

Product No.	Description
92190A	Box of 10 double-sided 5%-inch disks, 360-Kbyte formatted capacity
92190N	Box of 100 double-sided 5%-inch disks, 360-Kbyte formatted capacity
92190X	Box of 10 high-capacity 5 1/4-inch disks, 1.2-Mbyte formatted capacity
92190Z	Box of 100 high-capacity 5%-inch disks, 1.2-Mbyte formatted capacity
92191A	Box of 10 single-sided 3%-inch disks, 270-Kbyte formatted capacity
92192A	Box of 10 double-sided 3%-inch disks, 710/720-Kbyte formatted capacity
92192N	Box of 100 double-sided 3%-inch disks, 710/720-Kbyte formatted capacity
92192X	Box of 10 high-density double-sided 3%-inch disks, 1.4211.44-Mbyte formatted capacity

Networks

ISO protocol interpreter now available for HP 4972A LAN protocol analyzer

The HP 18226A ISO protocol interpreter provides full-text descriptions of protocol header fields and values for frames captured by the HP 4972A LAN protocol analyzer. This makes "conversations" between systems easy to follow and "behaviors" of protocol modules readily apparent. The ISO protocol interpreter is a software application package for the HP 4972A LAN protocol analyzer that enables users to decode the ISO protocol header fields of Ethernet (IEEE 802.3) frames. The interpreter is targeted towards administrators and managers of Ethernet local area networks using ISO protocols.

Technical specifications

The application interprets ISO protocols at and below the session layer of the OSI reference model, including CLNP, ES-IS, Transport classes 0-4, and Session. In addition to length and checksum error checking, value range checking on specific fields is done for the TOP and GOSIP profiles.

Contact your HP representative for more information.

Networks

HP 9000 Series 300 LAN hardware gets a new product number/price

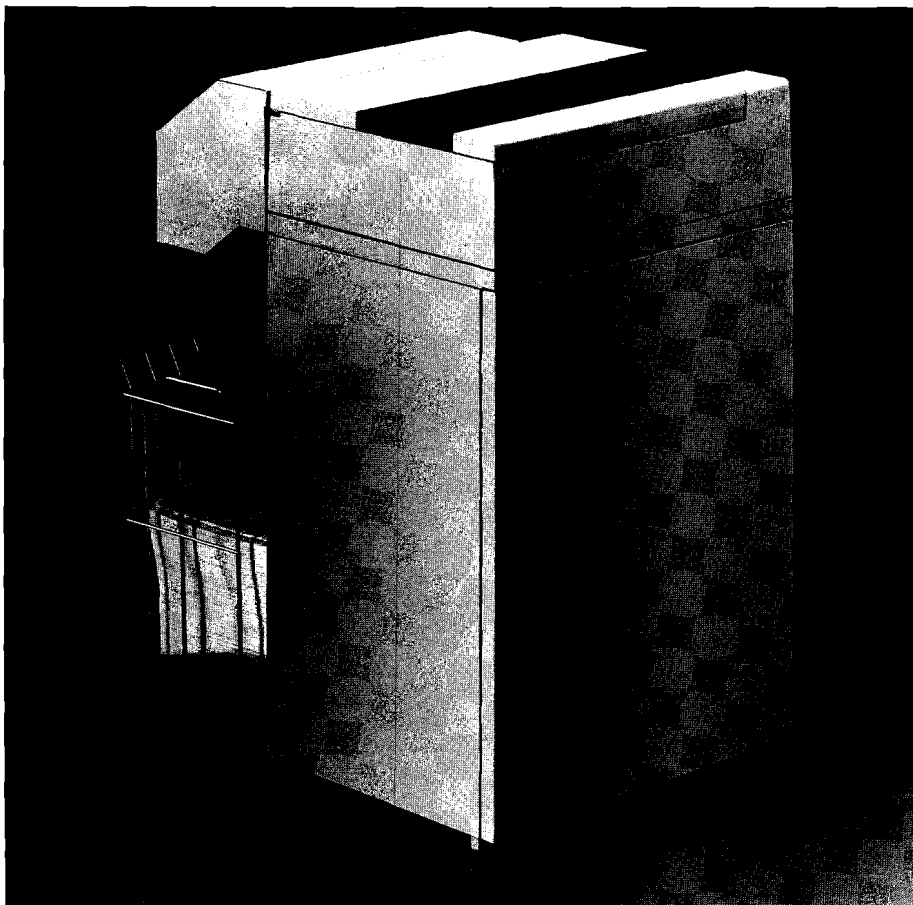
On April 1, the LAN/300 Link (PIN 98643A) will no longer be available. The product included a DIO LAN interface, ThinMAU with integrated one-meter AUI cable, and BNC T connector.

However, the same hardware is currently available in another product — the LAN/9000 Series 300 link (PIN 98171A). This product includes both the hardware described above, as well as TCP/IP software right-to-use (a 1/4-inch cartridge tape can be provided by ordering Option AAO). For hardware only, order PIN 98171A Option 1AW. Ordering information for the LAN/9000 Series 300 link follows.

Product No.	Description
98171A	LAN/9000 Series 300 link
Opt. 0B1	Software documentation only
Opt. 001	Delete LANIC and ThinMAU (software right-to-use only)
Opt. 1AW	Delete software right-to-use (hardware only)
Opt. 740	Replace ThinLAN connection with ThickLAN connection
Opt. 840	Replace ThinLAN connection with StarLAN 10 connection
Opt. AAO	1/4-inch cartridge tape and software documentation

Additional information on the restructuring of LAN Link, ARPA, NFS, and NS on the HP 9000 Series 300 can be found on page 10 of the October 1989 issue of HP Channels.

New HP 256XC line impact printers



Hewlett-Packard announces the new HP 256XC series of line impact printers. Faster speed, greater cost effectiveness, and new paper-stacking features are some of the benefits for the users of the next generation of the HP 256X printers — the HP 2563C, 2564C, 2566C, and 2567C. These printers join the HP 2562C introduced last summer.

Frequently used as data center system printers, each of these new printers has a standard, high-speed draft character set that increases print speed 33 to 40 percent. Replacing the HP 256XB printers, the new HP 256XC line printers offer a real price performance advantage over their predecessors. Listed below are the new product specifications:

Product No.	Speed (lpm)	Duty cycle (pages/month)	Paper-stacking device
2563C	420	63,000	Stacking aid
2564C	840	230,000	Stacking aid
2566C	1200	530,000	Powered paper stacker
2567C	1600	650,000	Powered paper stacker

New paper stacker

In addition to the speed, the printers have new paper handling and stacking features. Stacking performance is dependent on the printing media and operating environment and proper setup. The HP 2566C/67C printers have a powered paper stacker that will stack 9 out of 10 full boxes of paper without a misstack. The HP 2563C/64C printers have a new improved paper stacking aid that ensures stacking of paper up to 12 inches high. Both new stacking devices reduce paper jams significantly and provide a quieter and cleaner work environment.

Also available is the HP 26765C powered paper stacker upgrade kit for existing HP 2566B/67B high-speed line impact printers. HP 2566A printers must be upgraded first to an HP 2566B before the powered paper stacker can be installed.

Features and benefits

The printers provide high-speed, high-volume, cost-effective output to accommodate the peak printing needs of any high-usage department such as data processing, accounting, and manufacturing. Additional capabilities include

continued on next page

multipart forms, bar codes, labels, and output from industrial graphics applications. With duty cycles of up to 650,000 pages per month (on the HP 2567C),

these workhorses are reliable and remain productive in rugged environments where other printers tend to have problems and fail.

Feature	Benefit
63,000 to 650,000 pages per month duty cycle 420 to 1600 lpm high-speed draft character set 16.7 cpi compressed character set	reliable high-volume printing increased throughput for peak printing output on 8½ x 11-inch paper, reduced handling/storage and paper costs.
varied optional character sets e.g. bar code, line draw square dot tines on hammers paper stacking features	versatility in applications such as industrial graphics excellent text and bar code print quality unattended printing and minimized operator intervention
choice of HP-IB, RS-232-C/422 Centronics interfaces . PCL printer language	supported on and beyond HP 3000, 9000, and 1000 systems application software compatibility

Six new European optional character sets including two East European sets have been added to the already existing 20 character sets.

The rugged construction, user-friendly features, and increased print speeds, as

well as the ability to customize the printer to customer applications, make the HP 256XC ideal choice for a workstation, department, or site printer.

Contact your HP representative for more information.

Printers

HP Epson/IBM cartridge for HP LaserJet IID and IIP printers

On March 1, Hewlett-Packard started shipping the Epson/IBM Emulation cartridge (PIN 33477A). This cartridge supports both the HP LaserJet IID and LaserJet IIP printers. When the Epson/IBM Emulation cartridge is inserted into a font cartridge slot, your HP LaserJet printer can emulate the following Epson or IBM narrow-carriage, 9-wire printers:

Epson	IBM
FX-80	Proprinter
FX-80+	Proprinter II
FX-85	Proprinter III
FX-86e	
FX-850	

HP product-line positioning

The emulation cartridge is targeted towards users who want to upgrade from a dot-matrix printer to an HP LaserJet printer. These users can still use application software written for dot-matrix printers.

With the emulation cartridge, users can move up to the speed, silence, and appearance of HP LaserJet printing without going through the expense and time-consuming process of upgrading their current software.

The HP Epson FX/IBM Proprinter Emulation Cartridge for the HP LaserJet Series II printer (PIN 33476A) will be available later in the year. Contact your HP representative for more information.

Printers

New accessories available for HP LaserJet III printer

A new line of trays and accessories for the new HP LaserJet III printer has been introduced. The trays are designed for letter, legal, A4, and executive size paper and envelope printing. Each paper tray holds up to 200 sheets of paper, labels, or transparencies, while the envelope trays hold as many as 15 regular, #10, Monarch, DL, or C5 envelopes at a time.

These new trays are completely compatible with the HP LaserJet II and IID printers. They have all the features of the HP LaserJet II and IID printer trays, plus convenient grips underneath

for easy insertion and removal — and there's no price increase.

The new HP LaserJet III printer accessories include ABC switches for printer sharing and utilities software for enhanced printing, plus a dust cover tailored expressly for the HP LaserJet III printer and cables.

The HP LaserJet III printer accessories and trays can be ordered from HP DIRECT. See the phone ordering numbers in the Supplies section of this issue.

Product No.	Description
92297B	Letter tray (8% x 11 in.)
92297C	Legal tray (8% x 14 in.)
92297D	A4 tray (210 x 297mm)
92297E	Executive tray (7¼ x 10% in.)
92297R	Replacement top cover for letter, A4, and Executive trays
92297S	Replacement top cover for Legal tray
92259V	Dust cover for HP LaserJet III printer
92205E	ABC switch
92205F	Dual ABC switch
92204W	Sharespool
35190J	LaserControl software
35177T	PrintAPlot software
35177R	PrintAPlot software (European version)
13242G	Serial cable for HP 150
13242D	Parallel cable for HP 150 (45643A interface required)
24542G	Serial cable for HP Vectra PC, IBM PC/AT
92284A	Parallel cable for HP Vectra PC, IBM PC, PC/AT, PC/XT, and PS/2 (24540A interface required)

Printers

HP 700/71 obsolescence

The HP 700171 terminal (PIN C1005) for the IBM market will be removed from the April 1 HP Price List. HP will be focusing on proprietary and industry-standard terminals.

The product can be ordered until April 30, 1990, and will be supported for five years after obsolescence.

Also in this issue

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Supplies

Supplies

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 (800) 339-861 (toll-free)
Austria	(0222) 2500-61416151616
Belgium/Luxembourg	(02) 761 31 11
Canada	800-387-3154
Toronto Local	416-671-8383
Denmark	80 30 16 40
Finland	(90) 887 2361
France	(1) 69 86 17 25
Greece	(01) 672 6090
Italy	(02) 9210 3301
Japan	
Sagamihara	0120 091321 (toll-free)
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 90
Taiwan	
Taipei	080-211228 (toll-free) (02) 717-9608
The Netherlands	06-0501
United Kingdom	(0734) 44 12 12
United States	800-538-8787
West Germany	(0130) 3322

Software Packages Available and Wanted

If you are an HP VAB with a current HP contract and have a software package available for cross-licensing, or are looking for a package to cross license, this section will help you. Your entry will appear for two months; the most recent additions are shaded. To list your company in the Cross-Licensing Classifieds (at no charge), see the address at the end of this section.

Software Packages Available

Industry: *Manufacturing, distribution, retail, other*

Abstract: RF EXPRESS allows applications to interface to 100 percent portable, on-line hand-held terminals with laser scanners. Interfacing software packages to RF Express provides a competitive advantage in today's software market. Interfacing existing applications is as easy as replacing terminal "reads" and "writes" with an RF intrinsic call. Standard terminals are used for debugging application logic through RF Toolset's test mode.

RF Express includes automatic recovery of remote locations during power failures, hardware diagnostic logging, performance tuning, and on-line menu-driven configuration. RF Express makes communicating to RF devices as easy as standard HP 3000 programming.

Features

- 100 percent on-line terminals
- 100 percent portable terminals (1.5 pounds)
- programmer's toolset for easy development
- on-line menu-driven configuration
- **multilocation** driver program
- **testing/debugging** application logic on standard terminals
- one HP 3000 port per 16 hand-held units
- low system utilization
- spectrum compatibility
- **laser** scanner and barcode wand option available
- response time that rivals direct-connect terminals
- automatic recovery of remote locations
- hardware diagnostic logging
- performance **tuning**

Requirements: HP 3000

Company Name: Eagle Consulting & Development Corporation

Address: 170 Kinnelon Road, Suite 3
Kinnelon, NJ 07405
U.S.A.

Phone: 201-838-5006

Contact: Stephen Vorel

Type of Integrator/Distributor Wanted: Open

Geographical Coverage: Open

Industry: *Cross Industry — sideways printing for UNIX and Xenix*

Abstract: SideTrak enables you to print your **widest** spreadsheets rotated 90 degrees. No longer do you need to cut and **paste** your spreadsheets in order to make them presentable and understandable. **SideTrak** can **take** virtually any ASCII text file, **rotate** it, and print it continuously — without bothersome page breaks. SideTrak supports most popular dot matrix printers:

- Epson 9-pin and compatible printers
- Epson 24-pin and compatible printers
- **Okidata** 83, 92, 93, 2410, and compatible printers
- IBM Proprinters and compatible printers

Depending on which printer driver you need to **use**, **SideTrak** provides up to three resolutions for your printed output: draft, condensed, and correspondence-quality text. Select draft mode which provides for the fastest, yet lowest resolution, print-out. Or select the **correspondence** quality mode which gives you the highest density, darkest text **for** maximum readability. Or if you are tight for space, **SideTrak's** condensed font will give **you** the most text per inch. Text sizes **vary** from **15** characters per inch and 9 lines per inch to 10 characterem per inch and 6 lines per inch.

With SideTrak, you have many formatting options. For example, you determine the margins, line spacing (single or double), and page length. **Select** between the two standard paper sizes — 8 1/2 by 11-inch and 11 by **15-inch**. These formatting options, combined with the various features of your printer, will give you different ways of printing your text.

The first version of SideTrak is available for **HP 9000** Series 300 computers, as well as several other non-HP **computer** platforms. SideTrak on disk media is \$79.95 and on tape media \$125 (U.S. list).

Company Name: SofTrak Systems, Inc.

Address: P.O. Box 16750
1574 **West 1700** South, Suite 2C
Salt Lake City, UT 84116-0750
U.S.A.

Phone: 801-973-9610

Fax: 801-973-9725

Type of Distributor Wanted: Open

Geographical Coverage: Worldwide

Industry: Information Management Systems (UNIX system based)

Abstract: The Brock Activity Manager Series is a system solution designed to automate and support the areas of database marketing, telemarketing, sales account management, and marketing information — in effect, a company's complete business cycle. The multiuser system features a central relational database with integrated functions to manage lead generation and qualification, account management, field sales, order processing, and customer support. The UNIX system-based Brock system runs on all major hardware platforms, including laptops. As the central processor of all sales, marketing, and service information, the Brock Activity Manager ties together different departments and provides headquarters connection for geographically dispersed offices.

Individual modules of the Brock Activity Manager Series include the Telemarketing Activity Manager, Sales Activity Manager, Customer Support Activity Manager, and Order Processing Activity Manager. Telemarketing functions capture, qualify, fulfill, and nurture all leads. The Sales Activity Manager supports both inside and outside sales through a central database. The Customer Support Activity Manager tracks incoming customer calls and prioritizes problems. Customer databases maintain a direct link back to the marketing function and provide an opportunity for repeat and cross-selling of products and services. The newest module to join the Brock Series is the Order Processing Activity Manager, which features order entry, accounts receivable, and inventory control.

Each of the four Brock modules is designed for departmental use and when combined, build a companywide automation that provides a total business cycle solution. The Brock Activity Manager Series provides automation tools to carry a sales and marketing operation all the way from prospect identification to long-term customer service.

Features

- multiuser, multitasking
- central relational database
- inbound call management with intelligent dialer
- outbound call management with call queues
- literature fulfillment
- scripting capabilities
- search, sort and merge capabilities
- customization features to specifically tailor screens, menus, and reports

Company Name: Brock Control Systems, Inc.

Address: 2859 Paces Ferry Road
Suite 1000
Atlanta, GA 30339
U.S.A.

Phone: 800-221-0775
404431-1200

Contact: Stephanie Zehna

Type of Distributor Wanted: Open

Geographical Coverage: International

Industry: Distribution resource planning for wholesale distributors and manufacturers

Abstract: Distributor's Choice, Inc. announces the release of Excellence-3000, Release 2.01, operating on MPE and MPE XL. Excellence 3000 is a complete, full-function business software solution developed for hardgoods wholesale distribution or for a manufacturing distribution function. It contains the following modules:

- Order Processing
- Purchase and Receiving
- Accounts Receivable
- General Ledger
- Pricing Interface
- Inventory Control
- Resource Management
- Accounts Payable
- General Ledger Report Writer (R/W)
- System R/W available

Features

- Well suited for a company that has specific needs for distribution resource planning and/or requires interfaces to MRP-II systems.
- Allows for quick and easy retrieval of customers and items when only a limited amount of information is known; extensive use of fast generic searches for items using seven different data elements or parts of any of them; uses Boolean logic including range searching, wildcard, and combinations of data searching.
- Interfaced with a formulation-based MRP manufacturing system (available mid-1990).
- Extensive use of function keys within applications eliminates the need to use menus for other related functions once in the application.
- Very powerful order processing system with ability to interrupt an order, perform other related functions, and easily return.
- Historical data by item, customer, and item/customer available on line and within order.
- Downloading of historical data to microfiche.
- Extensive help screens throughout all applications.
- Multidepartment, branch, division, and company.
- Ranking of items by sales, issues, vendor, and ROI.
- Ranks by branch and by company so that DRP can be fully utilized.
- Provides selective ranking parameters.
- Provides up to 10 different inventory replenishment methods. Item substitution is extremely powerful and easy to maintain; generic searches available.
- Pricing matrix uses large array and is easy to maintain; allows for markups, discounts, and breakpoints.
- Exception reporting throughout.
- Built-in UPC bar-coding product structure.
- Key-ahead capability for rapid entry.
- Financials written in COBOL and operational functions written in Speedware (4GL) using Omnidex.

Excellence-3000 is completely oriented to the user, is easy to learn, and is the third generation of software developed for wholesale distribution. This new version contains many sought-after application functions. The Excellence-3000 price is dependent on the processor on which it is installed.

Seeking software products for cross-licensing that include:

- Retail interface for cash register and bar coding
- Traffic management and traffic rating
- Warehouse and operations management
- Full-function manufacturing solutions

Requirements: HP 3000 classic computer (MICRO 3000XE with 4 Mbytes and larger and HP 3000 MPE XL computers.

Company Name: Distributor's Choice, Inc.

Address: 1810 Grace Lane
Columbus, OH 43220-4957
U.S.A.

Phone: 614-457-1809

Contact: Don Cochran

Type of Distributor Wanted: Sales agents, VARs, software suppliers or developers with wholesale distribution or manufacturing knowledge. Specific territories will be assigned based on ability to cover area and ability to close sales. It is desirable for VAR or distributor to eventually perform installation and user training and, potentially, customer service and software support.

Geographical Coverage: U.S.A. and Canada, also seeking sources in Europe.

Industry: *Cartographers, communal governing, highway departments, management of public facilities*

Abstract: STAR CARTOGRAPHY CX offers tools for tackling the main problems involved in creating graphic and technical databases, consulting maps, producing traditional documents and thematic charts, and managing alphanumeric databases in relation to graphic elements.

Many administration and engineering departments will find STAR CARTOGRAPHY CX a useful tool for managing property development and for planning the building and maintenance of facilities.

Many database management tools are currently available and operate under the UNIX operating system.

STAR CARTOGRAPHY CX uses a fourth-generation language called UNIFACE, which makes it possible to build rapidly a relational database, to define screen masks, to produce forms, and to control several database management systems such as ORACLE.

This is the only method that enables a user to define, in a few hours, a totally **specific application** for exploiting the alphanumeric and graphic possibilities of STAR CARTOGRAPHY CX.

Advantages of this fourth-generation language are many. It provides excellent means for consulting the database and for selecting graphic objectives according to criteria.

Features

- ultramodern look
- interactivity is based on X-Windows, panels, and pop-up menus
- ideal use of windows
- unlimited cartographic database
- ideal connection between the graphic and alphanumeric aspects
- connection with the existing alphanumeric DBMS
- image processing superimposed of vectors

Company Name: STAR INFORMATICA SA

Address: Parc Industriel de Recherche du Sart-Tilman
Avenue du Pré Aily, 24
B-4900 ANGLEUR-LIEGE
BELGIQUE

Phone: 32-41-67.53.13

Contact Person: Christian Strimelle

Type of Distributor Wanted: A well established HP 9000 Series 300 HP VAR with existing exposure to local governments and big companies.

Geographical Coverage: Worldwide

Industry: Manufacturing—scheduling software

Abstract: The MOOPI software calculates the schedule on a production floor for actual resources within actual calendar, both for short- and long-term planning. The major innovation of the system is a combination of real-time simulation technologies, expert systems, and algorithmic techniques. On the basis of user-defined parameters and built-in scheduling rules, the software automatically makes sequencing decisions directly from the order entry. These user-defined criteria can describe, for example, the fabrication model, the preferred and alternate work centers for each production operation, the rates, and the work shifts.

The packaged rules set priorities to be assigned to each operation based on the required production deadline for the lot, and then calculates the schedule. When delivery dates are respected, MOOPI software minimizes downtime on workcenters and stock in process. It automatically selects resources from a group of employees or machinery qualified for each operation and assesses intermediate lots that could be transferred on to successive production stages. Adaptable at any time to actual floor conditions or manual sequencing decisions, the package logs the production as it is realized and automatically generates historical data for analysis.

The software has been reviewed by HP's Industrial Applications Center (IAC) in July 1989 and found to be very powerful, technically very strong, and easy to use.

A new real-time materials management module was released in Fall 1989. It is perfectly integrated with the scheduler and handles both raw material supply and inventory, and finished products inventory.

Features

- C language. ANSI standard
- UNIX operating system
- network-type database can process an unlimited problem size (e.g., a plant that has a year and half backlog representing 800 orders with an average of 40 operations per product)
- all calculations performed in RAM by dynamic memory allocation that is extremely powerful—schedules over 400 work orders per minute on an HP 9000 Model 835S

Additional features

- user friendly with on-line assisted help by pop-up window on each field
- several languages on-line, may be translated into any language; all text located in an external ASCII file and read runtime
- free demo brochure available in French and English

Requirements: HP 8000 and HP-UX operating system

Company Name: Berclain Inc.

Address: Place d'Iberville II, 1175 Lavigerie St., Suite 440
Ste-foy, Quebec, Canada, G1V 4P1

Phone: 418-654-1454 (was incorrectly listed as 418-554-1454)

Far: 418-654-0645

Contact: Louis Tetu, Vice-President Marketing

Type of Distributor Wanted: Open

Geographical Coverage: Worldwide

Industry: Financial application software

Abstract: CODA is the leading supplier of HP 3000 financial application software throughout Europe. Established in 1979, the company has focused its development into providing a totally integrated, multiple company, multiple currency accounting package. There are now some 450 major corporations throughout the world that have chosen CODA-IAS as their preferred system.

The system runs in both classic and native modes and operates efficiently on an HP MICRO 3000LX on up to the HP 3000 Series 960 computers.

CODA-IAS has been described as "the only truly integrated accounts package" operating in an interactive on-line transaction processing mode. Other features include:

- integrated GL, AR, and AP
- interactive on-line data entry
- on-line retention of transactions with archive access
- strong cash management control
- full interfacing software with interactive and batch updates
- multiledgers, multicompany, multilingual, multicurrency
- total system management facilities in the package
- wide variations of standard report formats
- powerful report writer for any management reports
- reports at many different levels including cost center and responsibility
- nominal and cost center budgets/forecasts available on screen or print
- all budgets may be copied and flexed
- rapid consolidation and report merge options
- reports downloaded to output files or spreadsheets
- powerful "IASLINK" update tools
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For further information, please contact one of the following offices:

Company Name: CODA Limited

Address: Eleven Albion Street
Leeds LS1 5ES
England

Phone: 532-455300

Fax: 532-426955

Contacts: Stuart Sutcliffe, Keven McCarthy

Company Name: CODA Inc.

Address: Numeric Building, Sixth Floor
1155 Elm Street
Manchester, NH 03101
U.S.A.

Phone: 603-647-9600

Fax: 603-647-4682

Contact: Jay Wood

Company Name: Hewlett-Packard Co.

Address: 19091 Pruneridge Ave, 46UV
Cupertino, CA 95014
U.S.A.

Phone: 408-447-3238

Fax: 408-447-0052

Contact: Seppo Ruotsalainen

Type of Distributor Wanted: A well-established HP VAB company in the U.S. that is looking to **replace/integrate** its software with an accounting package and has existing exposure to one or a number of the following **applications/market** sectors.

- sales order processing/invoicing/stock control
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Geographical Coverage: U.S.A. and Canada

If you are an HP VAB with a current contract, 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: Marcia Nowicky
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 a courtesy subscription to *HP Channels*, call Hewlett-Packard and have your sales rep add your name to the distribution list.

HP sales reps only: To add new U.S. or Canadian accounts to the distribution for *HP Channels*, please fill out a copy of "The Data Kit for Value-Added Businesses," P/N 5954-9091D, and return it to the appropriate contact listed on the cover page of the data kit. To add additional contact names to existing accounts, use your VALID edit sheets.

For accounts outside of the U.S. and Canada: contact Tracy Wester for the name of the person responsible for the distribution of *HP Channels* in your country.

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

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