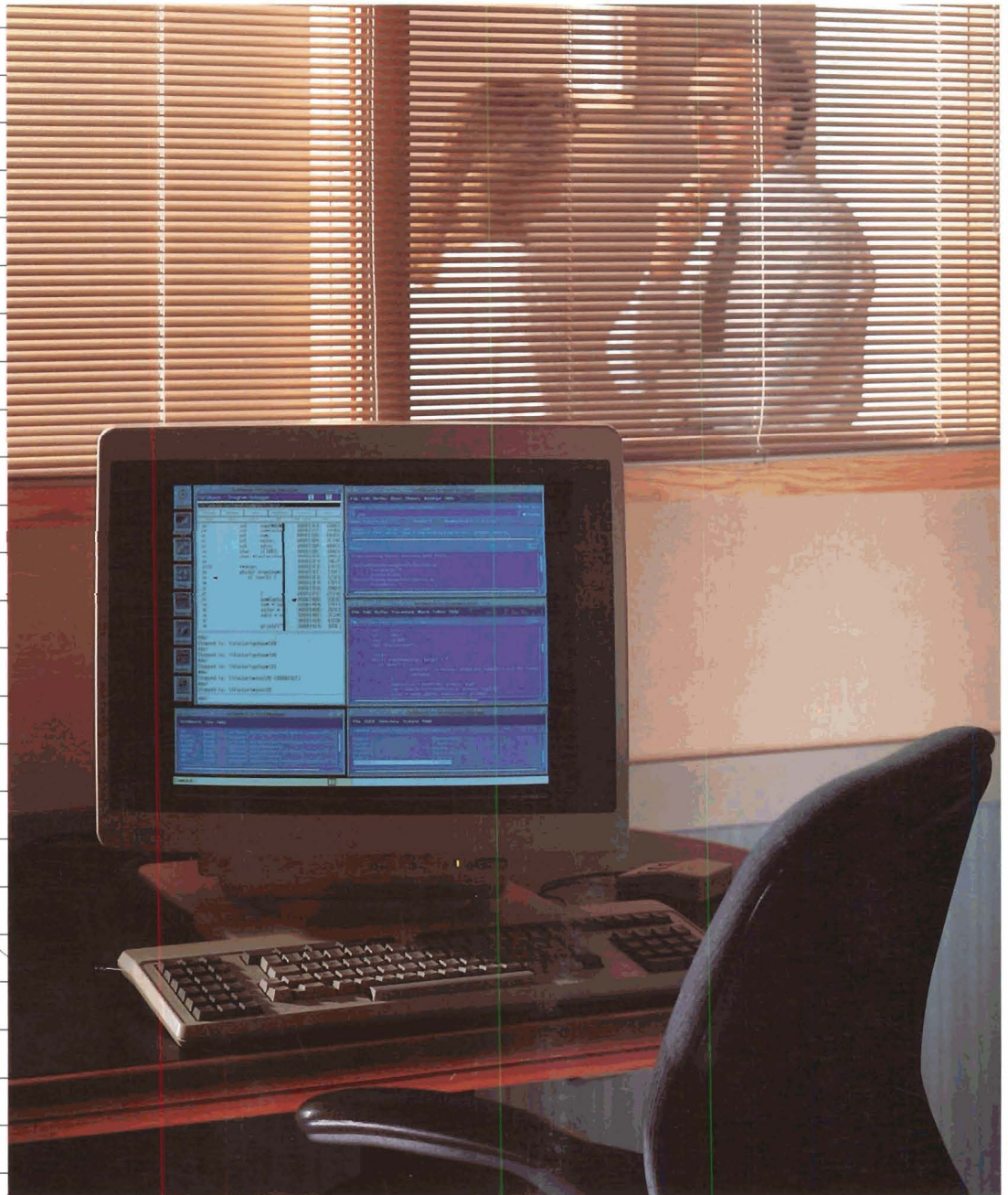


31 MAY 1990

# HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

May 1990



**HP SoftBench and HP Encapsulator CASEdge products now available on Apollo workstations**

# HP CHANNELS

Volume 10, No. 7

Editor  
Tracy Wester

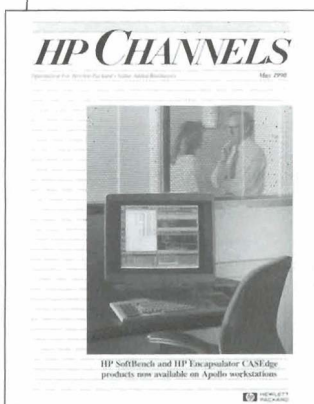
HP Channels is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

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 CASEdge offers its HP SoftBench development environment on Apollo workstations. Now VABs can use the same integrated, custom software development environment on either HP-UX or Domain/OS. See article beginning on page 13.

HP CHANNELS  
May 1990

## Table of Contents

### PARTNERS WITH HP

- 1 1989 Datapro survey results show HP tops in reliability  
New edition of "Programs for Success" summarizes current HP VAB programs  
Executive Training Series schedule  
Quick-reference HP sales tool distributed to U.S. VABs

### PRODUCT NEWS

#### Customer Support

- 3 Support  
HP LaserROM information available as single product  
HP-UX system administration for HP 9000 Series 300 and 800 systems  
HP SoftBench user training  
HP Encapsulator user training  
New networking courses from HP

#### Business Computers

- 5 General  
New HP Word/PC product structure  
HP Glance/V enhancements
- 6 Small Business Computing  
HP 260 users: upgrade to HP 9000 Series 800 with HP Eloquence
- 7 HP 3000  
New IBM products allow standardization of backbone network  
Announcing SNA communications over X.25 backbone  
Announcing NS communications over IBM SNA backbone  
NetView alerts enhancement for SNA/SDLC Link/XL  
HP-IBM connectivity supports 16-bit character string for Asian languages  
New HP Software Performance Tuner/XL  
ALLBASE/NET for 900 Series HP 3000  
New return credits for HP 3000 Series 922LX, 922RS, 922, and 932 systems  
HP OfficeConnect to PROFS price change  
HP OfficeConnect to DISOSS price change

#### Technical Computers

- 12 HP 9000  
ALLBASE/NET for HP 9000 Series 800  
COBOL/HP-UX update  
HP 9000 Series 600 server update

#### Workstations

- 13 General  
HP 9000 Model 825 workstation obsolescence
- 13 Apollo  
HP SoftBench and HP Encapsulator available on Apollo workstations  
CommonLISP Version 4.0 for Domain and HP-UX  
Apollo workstation line now available through distributors

New Apollo interface for HP LaserJet IIP printer with PostScript cartridge  
Upgrade for CGM HP plotter driver on Apollo workstations

### 18 HP-UX

New tilt/swivel for 19-inch medium/high resolution color monitors  
HP 9000 Model 340 to 375 upgrade trade-in credit

### Personal Computers

#### 19 General

New HP Super VGA board ordering structure  
Order new 3½-inch flexible disk drive: current drive to be discontinued

#### 19 Desktop

New 120-Mbyte internal tape backup for HP Vectra PCs  
Reminder: HP 150/Touchscreen accessories discontinued May 1  
Windows to be discontinued June 1

### Peripherals

#### 20 Mass Storage

New disk storage solutions for HP 3000 system

#### 21 Networks

A new twist for PC LANs -- HP EtherTwist  
Introducing HP OpenView Hub Manager  
Network Computing System available on HP-UX  
HP EtherTwist Links and MAU replace StarLAN 10 Links and twisted-pair MAU  
HP StarLAN 10 obsolescence and upgrades  
HP WireTest instrument is shipping

#### 25 Printers

HP LaserJet printers for Macintosh computers  
Switching from HP PCL printer language to Adobe PostScript  
HP LaserJet printer compatibility with future Apple computers  
HP LaserJet printer memory price reduction  
Enhancements to HP 2562C line printer  
Price changes on HP 2562C I/O options  
New high-speed draft character set upgrades for HP 256XB printers  
HP 256XC printers supported on HP 3000 systems  
HP 256XB line impact printers discontinued  
HP 26761B Options 011 and 014 discontinued  
HP 26763B/64C stacking aid upgrade kits discontinued  
HP JetScript accessory kit discontinuance

### Supplies

#### 30 Supplies

HP DIRECT order phone numbers

## CROSS-LICENSING CLASSIFIEDS

- 31 Software Packages Available and Wanted

**HP Computer Museum**  
**[www.hpmuseum.net](http://www.hpmuseum.net)**

**For research and education purposes only.**

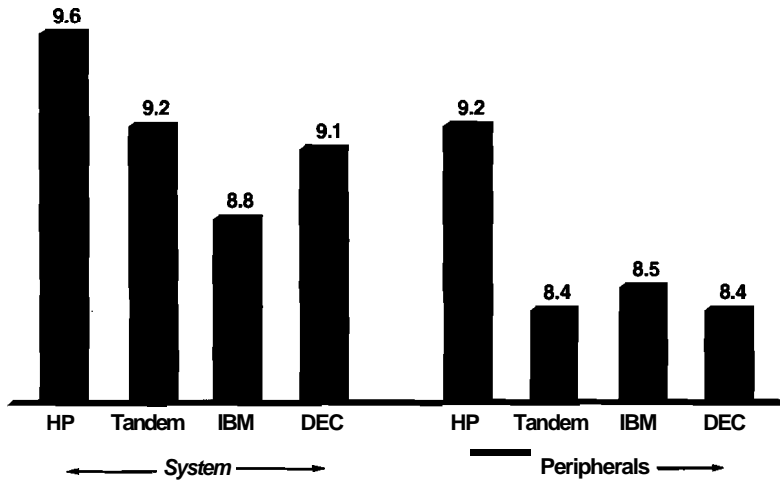
## 1989 Datapro survey results show HP tops in reliability

Datapro recently published the results of its annual Computer Users Survey. The 1989 results, the product of responses from 1,024 computer system users, show that HP led the competition in overall system reliability and peripheral reliability as rated by users.

As in past years, HP was rated higher than DEC and IBM in overall system and peripheral reliability. However, HP

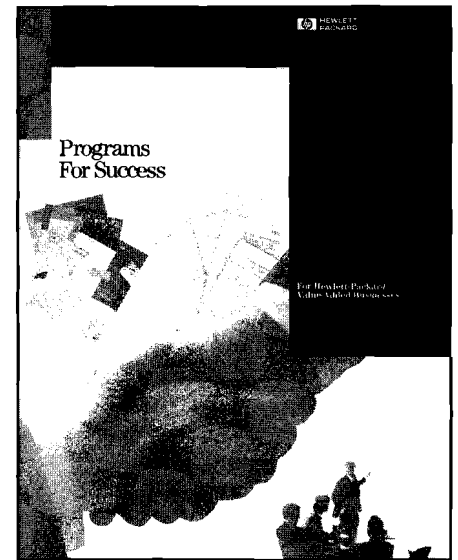
was also rated significantly higher than Tandem, the leading fault-tolerant vendor, in both overall system and peripheral reliability. The chart below shows the reliability ratings received by HP, DEC, IBM, and Tandem. The survey, which also included AT&T, Data General, NCR, Prime, Unisys, and Wang, also gave HP the highest rating for overall customer satisfaction.

**HP provides high reliability today**  
1989 Datapro ratings



## New edition of "Programs for Success" summarizes current HP VAB programs

Available in the U.S. only



The new edition of "Programs for Success" — a 24-page, 3-color brochure (P/N 5952-2296) — provides an up-to-date summary of HP's value-added channel (VAC) strategy and programs.

The brochure is organized into four chapters. Chapter 1 covers HP's VAC strategy, HP channel definitions, how to work with the HP sales force, and how to choose and sign up as an HP VAB.

Chapter 2 describes the many services HP offers its VABs and includes explanations of the new program categories — Listed, User Referenced, and Premier Solution Provider.

Chapter 3 highlights the financial benefits available to HP VABs, while  
*continued on next page*

Chapter 4 reviews the major contracts and forms involved when signing up as an HP VAB.

Each chapter ends with a convenient chart summarizing the program details covered in that chapter, which can serve as a useful quick-reference tool. *Please note: All programs described in the guide are U.S.-based. Non-U.S. readers are advised to check for local availability of specific programs in their areas.*

Copies of the "Programs for Success" brochure were mailed to U.S. VAB companies in April. Please contact your HP representative to request extra copies (P/N 5952-2296).

## HP Executive Training Series schedule

The Executive Training Series features regular seminars for HP value-added businesses. If you wish to receive a program guide or have questions, call Chip Pettibone at Hewlett-Packard, 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 May, June, and July are listed at right.

Date	Location	Fee*	Contact	Phone
<b>Business Management</b>				
May 8-9	Santa Clara, Calif.	\$495	Kitty Johnston	415-378-8525
<b>Strategic Marketing Planning</b>				
May 15-16	St. Paul, Minn.	495	Michele Howard	612-641-9680
June 19-20	Foster City, Calif.	495	Kitty Johnston	415-378-8525
July 24-25	Toronto, Canada	495	Eileen MacLean	414-678-9430
<b>Marketing Communications</b>				
May 10-11	Toronto, Canada	275	Eileen MacLean	416-678-9430
July 10-11	Denver, Colo.	275	Sharon Rhodes	303-649-5822
<b>Effective Sales Literature</b>				
June 13	Paramus, N.J.	195	Bea Vena	201-599-5748
<b>Sales Training</b>				
<i>Strategic Selling</i>				
June 13-14	Cleveland, Oh.	250	Carlotta Eady	216-243-7300
<i>Productive Teleprospecting</i>				
May 9	Paramus, N.J.	75**	Bea Vena	201-599-5748
<b>HP Computer Product Training</b>				
<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.

## Quick-reference HP sales tool distributed to U.S. VABs

Available in the U.S. only

For the past year, HP sales representatives in the U.S. have been enjoying the use of a new concept in quick-reference literature to support their sales efforts — the Winning Combination Reference Cards (or "Winning Combo Cards," as they have become known internally). This set of cards contains a quick summary of up-to-date HP information that can be used in a variety of selling situations, such as sales call preparation and customer presentations. The information in the combo cards is divided into the following sections:

- Corporate overview
- Networking
- Computer strategy
- Computer systems

Applications

Workstations and PCs

- NewWave Office
- Peripherals
- Information management
- Competition

HP considers the sales forces of its value-added businesses to be an extension of its own sales force and, as such, recognizes the need for VABs to stay current on HP products and strategies. That is why we mailed copies of the new edition of combo cards to all U.S. HP VABs and their sales reps in April. Our plan is to send updates to HP VABs on a semiannual basis.

Contact your HP representative to get extra copies of the Winning Combo Cards.



Customer Support

Support

## HP LaserROM information available as single product

Users can now purchase a single CD-ROM containing documentation and other information for the current releases (or select previous releases) of HP-UX, MPE XL, or MPE V operating systems. Before, users could obtain this information only as a subscription service. The single CD-ROM is targeted towards system managers, system administrators, software developers, and programmers for HP-UX, MPE XL, and MPE V operating systems.

### Features and benefits

- **A single, less-expensive source for a wealth of information** — Each HP LaserROM information disk contains the equivalent of thousands of pages of reference manuals and general support information. The reference manuals include general usage, system administration, programming, database management, networking, and language manuals. These manuals, if purchased on paper, could cost anywhere from \$1,500 to \$3,000 (U.S. list) depending on the operating system. The general support information includes software status bulletins, software release bulletins, application notes, and *HP Communicators*.
- **Flexibility in satisfying information needs** — Users now have flexibility in satisfying their information needs. They can buy HP LaserROM information as a single product or as a monthly subscription service with the HP LaserROM information service or with the Software Update Material Service. Depending on their hardware and software configuration, users need to order the appropriate HP LaserROM software and CD-ROM drive to access the information on the CD-ROM.

- **Easy access to information** — Multiple users can retrieve the information over a local area network (LAN) on the HP-UX platform by using HP LaserROM/UX software (PIN B1671A) or the MS-DOS platform by using HP LaserROM/LAN software (PIN 50743A) and HP OfficeShare. Single users on the MS-DOS platform can use HP LaserROM software (PIN 50725A).
- **Spend less time looking for information** — Each HP LaserROM software program has full-text keyword search and browse capabilities that enable users to locate information faster than looking through printed materials.

### Product positioning

The product is targeted at the new system buyer, and is positioned as a cost-effective and powerful alternative to getting documentation on paper.

### Ordering information

Product No.	Description
B1773A	HP LaserROM MPE V information
Opt. 001	For previous release V-Delta-9
Opt. 002	For current release V-Delta-8
B1774A	HP LaserROM MPE XL information
Opt. 001	For previous release (2.0)
Opt. 002	For current release (2.1)
B1775A	HP LaserROM HP-UX information
Opt. 001	For current release (7.0)

For more information about HP LaserROM and related services and products, contact your HP representative to get a copy of the HP LaserROM tools data sheet (PIN 5952-0258).

Support

## HP-UX System Administration course for HP 9000 Series 300 and 800 systems

HP-UX System Administration for the HP 9000 Series 300 and Series 800 is a five-day course covering the concepts and skills required to be a successful system administrator of an HP 9000 Series 300 or Series 800 HP-UX system. This course was updated to reflect changes in the HP-UX operating system with release 7.0.

The course is positioned as the core level in the HP-UX system administration curriculum. Prerequisites include Fundamentals of HP-UX (PIN 51434B) or HP-UX Fundamentals for General Users (PIN 51432A). HP-UX Shell Programming for General Users (PIN 51433A) is no longer a prerequisite. The HP-UX System Administration course is targeted towards anyone responsible for system administration activities for an HP 9000 Series 300 or Series 800 system.

Topics include installation and update, creating device files for peripherals, creating the file system, start up, shut down, recovery, kernel reconfiguration, and using SAM to automate administrative tasks. Separate courses are scheduled for Series 300 and Series 800 audiences.

### For more information

For schedule, on-site pricing, or additional information, contact your nearest HP representative.

Product No.	Description
51436C	HP-UX System Admin/Series 300 (at HP)
51436X	HP-UX System Admin/Series 300 (on-site)
51482C	HP-UX System Admin/Series 800 (at HP)
51482X	HP-UX System Admin/Series 800 (on-site)

Support

## HP SoftBench user training

Introduction to HP SoftBench (PIN B1630A) is a three-day course for software developers who want to learn how to use HP SoftBench tools through the edit, compile, and debug phases of the software life cycle. This course is positioned at the intermediate level in the HP-UX software development curriculum. Prerequisites include Fundamentals of HP-UX (PIN 51434B) and Programming in C Language (PIN 35130B). Introduction to HP SoftBench is available at HP Education Centers and user sites worldwide.

Topics include using the interface, widgets, PCP and the editor, PCP and the builder, PTP and the debugger, PTP and static analysis, communication, installation, and customization.

### Features and benefits

- Quickly learn how to use the full features of HP SoftBench
- Gain valuable hands-on experience
- Learn how HP SoftBench is used in the software development life cycle

### For more information

For schedule, on site pricing, or additional information, contact your HP representative.

### Ordering information

Product No.	Description
B1630A	Introduction to HP SoftBench (at HP)
B1630X	Introduction to HP SoftBench (on-site)

Support

## HP Encapsulator user training

Introduction to HP Encapsulator is a two-day course for software developers who want to learn how HP Encapsulator tools enhance the HP SoftBench environment, and is available at HP Education Centers and user sites worldwide.

This course is positioned at the intermediate level in the HP-UX software development curriculum. Prerequisites include Fundamentals of HP-UX (PIN 51434B), Programming in C Language (PIN 35130B), and Introduction to HP SoftBench (PIN B1630A).

Topics include a product overview, tool responsibilities, messages and triggers, using encapsulate and encaprun, encapsulating tools and applications, receiving messages, and creating help files.

### Features and benefits

- Quickly learn how to use the full features of HP Encapsulator
- Gain valuable hands-on experience

### For more information

For schedule, on site pricing, or additional information, contact your HP representative.

Product No.	Description
B1631A	Introduction to HP Encapsulator (at HP)
B1631X	Introduction to HP Encapsulator (on-site)

Support

## New networking courses from HP

Three new networking courses for users are now available: Network Management Seminar; Approaches to Network Design Seminar; and X.25 Packet Switching Network (PIN 50752A). A fourth course, the OSI Overview: Architecture, Technology and Standards, is a self-paced course available to users through HP DIRECT.

- **The Network Management Seminar** (PIN 50749A) — This one-day seminar provides an understanding of key issues related to network management in today's rapidly changing environment. It covers the OSI model as it relates to network management, a brief discussion of competitors' products and platforms, descriptions of HP's OpenView platform and products, as well as several OpenView product demonstrations.
- **Approaches to Network Design Seminar** (PIN 50750A) — Issues involved in planning and designing a computer network are covered in this two-day course. Business and functional requirements analysis techniques are also discussed. The course provides an introduction to physical and logical network design as well as the project cycle. This is not a course where a student receives detailed knowledge of how to plan and design networks using specific HP products, but rather helps people plan for a new network implementation or network expansion. It is designed to be complementary with an HP Network Consulting engagement.

- **X.25 Packet Switching Network** (PIN 50752A) — Students gain hands-on experience using HP X.25 switches and protocol analyzers in this new three-day course. It covers the technical details of the X.25 international networking standard. Details of protocols, packets, and X standards are covered.
- **OSI Overview: Architecture, Technology and Standards** (PIN H2521A) — This 10-hour course was developed to enable a student to learn fundamental OSI technology information in a self-paced format. OSI is an industry standard used in designing and implementing networks.

These courses are scheduled at either HP Customer Education Centers or the users' site, depending on user requirements. These courses are not specific to HP products; they are relevant to industry-wide audiences. The Network Management Seminar and Approaches to Network Design Seminar are overview courses, with broad appeal. The X.25 Packet Switching Network and OSI Overview courses cover industry-wide standards in detail addressing an audience with more technical training needs.

#### For more information

For more information on the courses listed above, or for schedule information, detailed course outlines, and on-site prices, contact your HP representative. Users can order the OSI Overview course by contacting HP DIRECT and specifying PIN H2521A.

## Business Computers

### General

## New HP Word/PC product structure

HP Word/PC (PIN 27536A) has changed its product structure to conform to HP's new corporate product numbering and software licensing program. The major advantage of the new structure is the greater flexibility it provides users when ordering multiple copies of

HP Word/PC. Previously limited to purchasing 1 or 10 copies, users can now purchase any number of copies and take advantage of the appealing site license discounts. Contact your HP representative for more information.

Old Product No.	New Product No.
27536F — single-user copy (5%-inch disks)	27536.4 Opt. AAA
27536A Opt. 003 — single-user copy (3%-inch disks)	27536A Opt. AA8
27536L — 10-user site license	275365 — certificate to copy software once, contains certificate and one set of overlays, must first purchase P/N 27536A
275362 — site license upgrade	275365 Opt. OCC — single-user upgrade credit
27536T — five sets of documentation	27536K — one set of documentation
<b>Localized versions</b>	
27536FB (British) single-user copy (5¼-inch disks)	27536AB Opt. AAA
27536FB (British) Opt. 003 single-user copy (3%-inch disks)	27536AB Opt. AAS
27536ZB — site license upgrade	Discontinued April 1, 1990
27536FD (German) — single-user copy	27536AD
27536FH (Dutch) — single-user copy	27536AH
27536FY (Danish) — single-user copy	27536AY
27536FC (Canadian) — single-user copy	27536AC
27536FF (French) — single-user copy	Discontinued April 1, 1990
27536FZ (Italian) — single-user copy (5%-inch disks)	Discontinued May 1, 1990
27536FZ (Italian) — Opt. 003 single-user (3½-inch disks)	Discontinued May 1, 1990
27536FX (Finnish) — single-user copy	Discontinued March 1990
27536FN (Norwegian) — single-user copy	Discontinued March 1990



*General*

**HP Glance/V enhancements**

HP GlanceIV (PIN 50733A/R), the interactive, real-time performance monitoring tool for HP 3000 MPE V systems, will contain two enhancement features on V-Delta-9. HP GlanceIV will add a function key feature and an MPE queue modification feature (QZap).

**Function key**

The function key feature allows the HP GlanceIV user the option of saving function key assignments in use before HP GlanceIV was invoked and restoring them upon exiting. For the rare case where a terminal is not supported by HP GlanceIV, the function key feature allows the user to suspend HP GlanceIV function keys altogether.

**QZap**

The QZap feature allows the HP Glance/V user (with the proper capabilities) to dynamically adjust MPE V queue assignments of currently running processes. With QZap, HP GlanceIV users have additional capability to quickly identify and correct performance bottlenecks.

These features were incorporated with HP Glance/XL in MPE XL 2.0. and contribute significantly to the product's value. HP Glance/V's "affordable for every system" price will remain unchanged.

**Ordering information**

Product No.	Description
50733A/R	HP GlanceIV
Opt. 310	For HP MICRO 3000 family
Opt. 320	For HP 3000 Series 4X-5X
Opt. 330	For HP 3000 Series 6X-7X

*Small Business Computing*

**HP 260 users: upgrade to HP 9000 Series 800 with HP Eloquence**

HP Eloquence is an application development environment on the HP 9000 Series 800 that upgrades HP 260 users to the Series 800. HP Eloquence allows users to develop commercial applications quickly and easily on the HP-UX platform. It is available in two versions: a developer package that allows users to create and run applications, and a run-time system to run developed applications.

HP 260 value-added resellers (VARs) can migrate their software to the HP 9000 Series 800 by attending a three-day HP Migration Center consulting session. Prerequisites for the HP Migration Center consulting sessions include HP-UX Fundamentals for Programmers (PIN 51434B) and System Administration for the Series 800 (PIN 51482B). After migration, VARs can sell their software to new users in the UNIX system market, as well as to existing HP 260 end users.

Currently, there is an HP Migration Center in Boeblingen, West Germany. We also hope to open one soon in Montreal, Canada. In the U.S., the service will be offered by several master VARs. However, all U.S. VARs may attend

the Migration Centers in Germany or Canada, if they prefer.

Return credits are offered for the HP 260; check with your HP representative for the credit in your area.

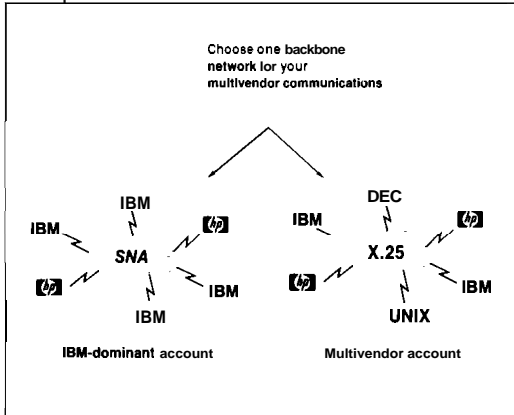
A promotion is also running in Europe that offers the above courses, the Migration Center, HP Eloquence, and support contracts for a special price. Contact your HP representative for more information.

**Ordering information**

Product No.	Description
B1360A	Three-day migration consulting session and tools
B1361A	HP Eloquence developer package for Model 815
B1362A	HP Eloquence developer package for Models 82518321835
B1363A	HP Eloquence developer package for Models 84518501855/870
B1364A	HP Eloquence run-time system for Models 0081815
B1365A	HP Eloquence run-time system for Models 82518321035
B1366A	HP Eloquence run-time system for Models 84.5185018551870

HP 3000

## New IBM products allow standardization of backbone network



The HP 3000 system is even more open with SNA/X.25 Link/XL (SNA over an X.25 backbone) and NS over SNA/XL (NS over an SNA backbone). Now, users have the choice of supporting and managing only one network backbone for HP-to-HP, IBM-to-IBM, and HP-to-IBM communications.

For those users who want to standardize on an X.25 network, SNA/X.25 Link/XL enables 900 Series HP 3000 systems to exchange data with IBM systems over an X.25 network. For those users who want to standardize on an SNA network, NS over SNA/XL product provides for NS3000/XL Network Services to run over an IBM SNA network for HP 3000-to-HP 3000 communications.

### One backbone network provides many benefits

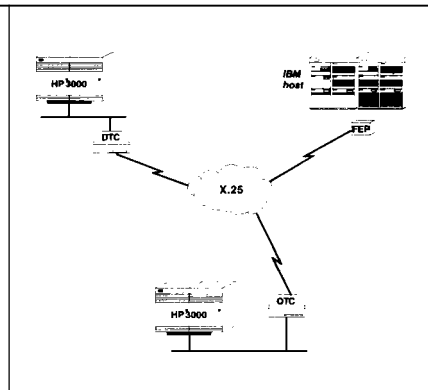
- **Reduced costs** — Phone line cost and networking cost is reduced by requiring only one card and access line to the network.
- **Investment protection** — Existing network backbone leveraged.
- **Easier management and control** — One backbone is easier to manage than two, and reduces the number of operators and equipment to manage.

### More information

For additional information and product availability about these new IBM networking capabilities, see the following articles in this issue of *HP Channels*.

HP 3000

## Announcing SNA communication over X.25 backbone



SNA/X.25 Link/XL (PIN 30298A) is a software-only product that enables 900 Series HP 3000 SNA services (IMF, NRJE, DHCF, LU 6.2 API) to be supported over an X.25 network. SNA/X.25 Link/XL allows a single X.25 link to be shared by both NS and SNA services for multiple host access. IBM's Qualified Logical Link Control (QLLC) protocol is supported to resolve the differences between SDLC and X.25.

### Features and benefits

- **900 Series HP 3000 can access IBM systems via an X.25 network instead of a separate SNA network** — reduces network cost and complexity by enabling users to leverage their X.25 investment and consolidate all NS and SNA traffic over one network. This provides easier management and control of their network.

*NS Services and IBM Services can share a single X.25 link* — reduces phone line cost and networking cost by requiring only one card and access line to the network.

- **900 Series HP 3000 users can access multiple hosts via one X.25 connection** — reduces network cost and allows users to utilize the greater network flexibility of X.25 for both HP and IBM communications.
- **900 Series HP 3000 running SNA/X.25 Link/XL can communicate with IBM systems using the HP Model 45 switch as an IBM host PAD** — reduces network cost and eliminates the need for IBM NPSI. The Model 45 multiprotocol switch is a lower cost, less complex alternative to NPSI.

### HP product line positioning

SNA/X.25 Link/XL is positioned within HP's MPE/IBM product line as the connectivity product to allow standardization on an X.25 network for IBM SNA communications.

### Requirements

#### HP hardware and software

- 900 Series HP 3000 running MPE XL 2.1
- DTC/X.25 Network Link and its associated components
- HP Model 45 (P/Ns J2000 or J2001A) or IBM NPSI

#### IBM hardware and software

- IBM S/370 host running MVS/SP, MVS/XA, DOS/VSE, or VM
- IBM 37XX communications controller
- X.25 NCP Packet Switching Interface (NPSI) or HP Model 45
- ACF/NCP
- ACF/VTAM

*continued on next page*

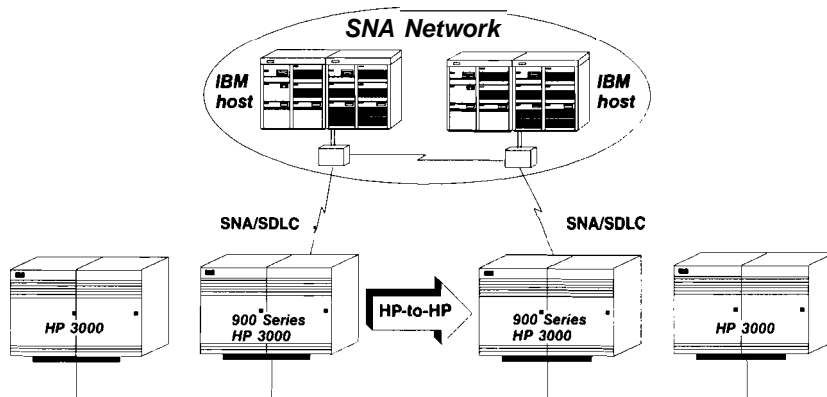
## Ordering information

Product No.	Description
30298A	SNAIX.25 Link/XL license to use
Opt. 310	For Series 922LX
Opt. 315	For Series 922RX
Opt. 320	For Series 925LX, 925, 922, 932
Opt. 330	For Series 935
Opt. 335	For Series 949
Opt. 340	For Series 950, 955, 960
Opt. 350	For Series 9801100, 9801200
Opt. OCD	Upgrade credit for 30298A Opt. 310
Opt. OGI	Upgrade credit for 30298A Opt. 315
Opt. OCE	Upgrade credit for 30298A Opt. 320
Opt. OCF	Upgrade credit for 30298A Opt. 330
Opt. OGL	Upgrade Credit for 30298A Opt. 335
Opt. OGM	Upgrade Credit for 30298A Opt. 340

SNA/X.25 Link/XL appears on the May HP Price List and is available for shipment with MPE XL Release 2.1 in June, 1990. Contact your HP representative for more information.

HP 3000

## Announcing NS communications over IBM SNA backbone



The NS over SNA/XL product (P/N 30296A) enables the NS3000/XL Network Services (such as NFT and VT) to run over an IBM SNA network for HP 3000-to-HP 3000 communications.

### Features and benefits

- The users' existing communications investment is protected, and companywide communications is increased with the ability to run HP 3000-to-HP 3000 communications over an existing SNA network.
- This product reduces overall networking costs for users because it gives the ability to run all the HP SNA Service products (such as IMF/XL, NRJE/XL, DHCF/XL, and LU 6.2 API/XL) and all the NS Service products over the same SNA network connection simultaneously.
- NS over SNAIXL minimizes costs to access remote HP 3000 systems with the ability to set up 900 Series HP 3000 systems as "IP Gateways." This allows MPE V and MPE XL HP 3000 systems connected to the gateway (via local or wide area network) access through the SNA network for HP 3000-to-HP 3000 communications.

## Ordering information

The NS over SNAIXL product requires the purchase and installation of NS3000/XL Network Services (PIN 36920A) and SNA/SDLC Link/XL (PIN 30291A). (Note: SNA/SDLC Link/XL was formerly called SNA Link/XL.)

Product No.	Description
30296A	NS over SNA/XL
<i>One processor option below must be selected:</i>	
Opt. 310	For use on HP 3000 Series 922LX
Opt. 315	For use on HP 3000 Series 922RX
Opt. 320	For use on HP 3000 Series 922, 925LX, 925, or 932
Opt. 330	For use on HP 3000 Series 935
Opt. 335	For use on HP 3000 Series 949
Opt. 340	For use on HP 3000 Series 950, 955, or 960
Opt. 350	For use on HP 3000 Series 9801100, 9801200
Opt. OCD	Upgrade credit for Opt. 310
Opt. OGI	Upgrade credit for Opt. 315
Opt. OCE	Upgrade credit for Opt. 320
Opt. OCF	Upgrade credit for Opt. 330
Opt. OGL	Upgrade credit for Opt. 335
Opt. OGM	Upgrade credit for Opt. 340

NS over SNAIXL is on the June HP Price List and is available with the MPE XL 2.1 release currently scheduled for June, 1990. Contact your HP representative for more information.

HP 3000

## **NetView alerts enhancement for SNA/SDLC Link/XL**

The SNA/SDLC Link/XL, P/N 30291A, (previously called SNA Link/XL) has been enhanced to provide link-level alerts to IBM's network management product, NetView. Also, an operator on an HP node can send an operator-generated alert to the NetView console. SNAISDIX Link/XL provides the network connection for the SNA services running on a 900 Series HP 3000 system.

SNA/SDLC Link/XL is targeted towards users who have HP 3000-to-IBM connectivity needs, and who manage their current networks with NetView and want to manage HP nodes, as well.

### **Features and benefits**

- Users can better manage their network remotely with the delayed alert reporting of link errors.
- Facilitates communication between the HP operator and the NetView operator by providing operator-generated alerts.

### **HP product line positioning**

SNAISDIX Link/XL can now be monitored for link failures by an IBM NetView console. This capability gives users flexibility in managing their networks. SNAISDIX Link/XL is still the network connection for all of HP's SNA Service products (such as IMFIXL, NRJE/XL, DHCF/XL, and LU 6.2 API/XL).

### **For more information**

The SNAISDIX Link/XL NetView alerts enhancement is available with the MPE XL 2.1 release currently scheduled for June, 1990. Contact your HP representative for more information.

HP 3000

## **HP-IBM connectivity supports 16-bit character string for Asian languages**

The SNA IMFIXL Interactive Mainframe Facility HP 3000 MPE XL (PIN 30293A Options ABO, ABI, and ABJ) Asian Option allows both interactive and programmatic communications between the HP 3000 and an IBM System/370-compatible mainframe running application in three Asian languages — Japanese Kanji, Korean Hangul, or Taiwanese Traditional Chinese.

SNA IMFIXL is targeted towards users with Asian IBM System/370-compatible and HP 3000 systems.

### **Features and benefits**

- SNA IMFIXL (Asian) and SNA Link/XL allows the HP 3000 Series 9XX computer systems to emulate the major features of an IBM 3270 control unit using SNA (PU.T2, LU.T1, LU.T2, LU.T3) protocols.
- SNA IMFIXL (Asian) supports HP's Native Language Support which allows the creation of local language applications for end users.
- SNA IMFIXL (Asian) supports IBM's DBCS protocol to ensure 16-bit data integrity communication between the HP 3000 and the IBM host.
- SNA IMFIXL (Asian) allows both 16-bit interactive as well as programmatic access to the Asian IBM host.
- SNA IMFIXL (Asian) provides 16-bit character mapping between the HP (HP-15) and the IBM (DBCS) data.
- SNA IMFIXL (Asian) supports up to 64 devices (Asian terminals, printers, and application programs) concurrently.
- SNA IMFIXL (Asian) enables programs on the HP 3000 to communicate with the programs on the IBM host, through a set of high-level intrinsics. Programs may be written in FORTRAN/XL, COBOL/XL, COBOL II/XL, BASIC/XL, Pascal/XL, SPL, or C/XL.

- Terminals/printers used in the Pass-Thru mode do not have to be dedicated. The user may access either the HP 3000 or the remote host from the same terminal.
- SNA IMFIXL (Asian) runs concurrently with other HP 3000 applications and can be accessed from other systems via HP's proprietary network services.
- Most host application programs designed to work with IBM 3270 terminals can usually be used with minimal changes.
- SNA IMFIXL (Asian) provides a "rolling softkeys" feature that allows users to define and label multiple levels of terminal function keys to be the most frequently used IBM 3270 program function keys. Users can also define various "menus" of function keys that are clearly displayed on the terminal screen. The SNA IMFIXL User/Programmer Manual documents the terminals supporting this feature, some of these terminals provide up to 16 softkeys.
- The maximum data communication speed is 64 Kbytes per second.

### **Ordering information**

SNA IMFIXL requires SNA Link/XL. SNA Link/XL manages the communications link and implements lower-level SNA (PU2) protocols. SNA IMFIXL provides interactive and programmatic 3270 communications with a mainframe and can run simultaneously along with other SNA services, such as SNA NRJE/XL and LU 6.2 API/XL on MPE XL systems.

*continued on next page*

Product No.	Description
30293A	SNA IMF/XL license to use
Opt. ABO	For use in Taiwan (Traditional Chinese)
Opt. ABI	For use in Korea (Hangul)
Opt. ABJ	For use in Japan (Kanji)
Opt. CGX	Upgrade credit for Opt. ABO, ABI, or ABJ
<i>With each of the products listed above, one of the following processor options must be selected.</i>	
Opt. 310	For use on HP 3000 Series 922LX
Opt. 315	For use on HP 3000 Series 922RX
Opt. 320	For use on HP 3000 Series 922, 925LX, or 932
Opt. 330	For use on HP 3000 Series 935
Opt. 335	For use on HP 3000 Series 949
Opt. 340	For use on HP 3000 Series 950,955, or 960
Opt. 350	For use on HP 3000 Series 9801100 or 9801200
Opt. OCD	Upgrade credit for Opt. 310
Opt. OGI	Upgrade credit for Opt. 315
Opt. OCE	Upgrade credit for Opt. 320
Opt. OCF	Upgrade credit for Opt. 330
Opt. OGL	Upgrade credit for Opt. 335
Opt. OGM	Upgrade credit for Opt. 340

HP 3000

## New HP Software Performance Tuner/XL

HP Software Performance Tuner/XL is a software performance tool that monitors and reports the system resources consumed by MPE XL native mode application programs. The information can be used to test, monitor, diagnose, and enhance the performance of programs during both development and production. Combined with system-level tuning, HP Software Performance Tuner/XL helps HP 3000 MPE XL users achieve the maximum performance from their computer systems.

HP Software Performance Tuner/XL monitors the execution of user-defined transactions and records transaction response times, counts, and process times, and the MPE XL intrinsics executed by those transactions. The software traces key events such as MPE XL intrinsic calls and uses sampling to monitor program statement execution. HP Software Performance Tuner/XL also records and reports HP TurboIMAGE database management system and file activity information, allowing users to precisely pinpoint tuning opportunities.

HP Software Performance Tuner/XL comprises two software components — a collector (PIN B1776A) and an analyzer (PIN B1777A) — accessed through a common user interface. Collectors and analyzers can be purchased in any combination; however, a minimum of one collector and one analyzer is required to form a functionally complete product. The collector and analyzer may reside on the same CPU or separate CPUs depending on user needs. This is especially useful for VABs who may wish to collect live customer performance data, yet analyze it at the development facility.

The analyzer summarizes and reports on an application's performance log file created by the collector. The analyzer incorporates an interactive, function-key driven interface. To enhance program development effectiveness, the analyzer offers a "compare" feature to evaluate the effect code changes have on application performance or database structure.

### Ordering information

Product No.	Description
<b>B1776A</b>	HP Software Performance TunerXL Collector
Opt. 310	For HP 3000 Series 922LX
Opt. 315	For HP 3000 Series 922 RX
Opt. 320	For HP 3000 Series 9221 925LX/925/932
Opt. 330	For HP 3000 Series 935
Opt. 335	For HP 3000 Series 949
Opt. 340	For HP 3000 Series 9501 9551960
Opt. 350	For HP 3000 Series 9801100, 9801200
<b>B1777A</b>	HP Software Performance TunerXL Analyzer
Opt. 310	For HP 3000 Series 922LX
Opt. 315	For HP 3000 Series 922RX
Opt. 320	For HP 3000 Series 9221 925LX/925/932
Opt. 330	For HP 3000 Series 935
Opt. 335	For HP 3000 Series 949
Opt. 340	For HP 3000 Series 9501 9551960
Opt. 350	For HP 3000 Series 9801100, 9801200

For more information, order a copy of the HP Software Performance Tuner/XL data sheet (PIN 5952-2049) from your HP representative.

HP 3000

## ALLBASE/NET for 900 Series HP 3000

ALLBASEINET enables users and applications to transparently access remote ALLBASE/SQL databases wherever they reside in a network. ALLBASEINET increases the accessibility, quality, and timeliness of information. It supports all the HP tools: ISQL, 3GL language preprocessors, ALLBASE/4GL, ALLBASE/QUERY, and BRW/XL.

ALLBASEINET is now available on HP 3000 MPE XL systems.

Product No.	Description
30604A	ALLBASE/NET for 900 Series HP 3000 systems
Opt. 310	For use on Series 922LX
Opt. 315	For use on Series 922RX
Opt. 320	For use on Series 922, 925LX, 925, 932
Opt. 330	For use on Series 935
Opt. 335	For use on Series 949
Opt. 340	For use on Series 950, 955, 960
Opt. 350	For use on Series 980
Opt. OCD	Upgrade credit for Opt. 310
Opt. OGI	Upgrade credit for Opt. 315
Opt. OCE	Upgrade credit for Opt. 320
Opt. OCF	Upgrade credit for Opt. 330
Opt. OGL	Upgrade credit for Opt. 335
Opt. OGM	Upgrade credit for Opt. 340

HP 3000

## New return credits for HP 3000 Series 922LX, 922RX, 922, and 932 systems

As of May 1, 1990, users will be able to receive return credits for HP 3000 Series 922LX/RX, 922, 932 systems when box-swap upgrading to higher performing systems. In each case, users would be returning their integrated system with a 670-Mbyte internal disk; additional disk mechanism would be

credited by ordering the appropriate quantity of Options 727 and 728. When these box-swap upgrades occur, users will have 30 days to return their old systems. For more information, contact your HP representative.

The following options are available on box-swap upgrades to the HP 3000 Series 935, 949, 955, 960, 9801100, and 9801200 systems:

Option	Description
723	Return Series 922LX
724	Return Series 922RX
725	Return Series 922
726	Return Series 932
727	Return 304-Mbyte disk
728	Return 670-Mbyte disk

*\*Not available on upgrade to Series 935*

HP 3000

## HP OfficeConnect to PROFS price change

Effective April 1, the price for HP OfficeConnect to PROFS was increased. HP OfficeConnect to PROFS (PIN 27521A/R) provides a communication link between HP DeskManager and IBM's Professional Office System (PROFS) electronic mail systems. Using HP OfficeConnect to PROFS, HP DeskManager users can send and receive electronic mail to or from anyone on the PROFS network.

For more information, contact your HP representative.



HP 3000

## HP OfficeConnect to DISOSS price change

Effective April 1, the price for HP OfficeConnect to DISOSS was increased. HP OfficeConnect to DISOSS (PIN 27515A/R) provides communication between IBM's Distributed Office System (DISOSS) and HP DeskManager users. This enables HP DeskManager users to exchange electronic mail with DISOSS users through DISOSS Distributed Services and provides access for HP DeskManager users to DISOSS Library Services.

Product No.	Description
27515A/R	HP OfficeConnect to DISOSS
Opt. OCD	Credit upgrade
Opt. OCE	Credit upgrade
Opt. 310	For HP 3000 Series 3X
Opt. 320	For HP 3000 Series 4X, 5X
Opt. 330	For HP 3000 Series 6X, 7X

Contact your HP representative for more information.

## Also in this issue

<b>HP LaserROM information available as single product</b>	3
<b>New disk storage solutions for HP 3000 system</b>	20
<b>HP 256XC printers supported on HP 3000 systems</b>	28



## Technical Computers

HP 9000

### ALLBASE/NET for HP 9000 Series 800

ALLBASEINET (PIN 92593A) enables users and applications to transparently access remote ALLBASE/SQL databases wherever they reside in a network. ALLBASEINET increases the accessibility, quality, and timeliness of information. It supports all the HP tools: ISQL, 3GL language reproducers, ALLBASE/4GL, ALLBASE/QUERY, and BRW/XL.

ALLBASEINET has a new product structure. The following options are available:

Product No.	Description
92593A	ALLBASEINET for HP 9000 Series 800
Opt. AH0	For use on Model 808
Opt. AEL	For use on model 815
Opt. AE5	For use on Models 825, 832, 635SV
Opt. AE6	For use on Models 835, 645SV
Opt. AEN	For use on Models 840, 845
Opt. AEP	For use on Models 850, 855
Opt. AH1	For use on Model 870
Opt. OGR	Upgrade credit for Opt. AH0
Opt. OGE	Upgrade credit for Opt. AEL
Opt. OC8	Upgrade credit for Opt. AE5
Opt. OGS	Upgrade credit for Opt. AE6
Opt. OGT	Upgrade credit for Opt. AEN
Opt. OGU	Upgrade credit for Opt. AEP
Opt. OBO	Delete manuals
Opt. AAO	ALLBASEINET on cartridge tape
Opt. AAI	ALLBASEINET on magnetic tape
Opt. AAH	ALLBASEINET on DAT (Model 832 only)
<i>The following product numbers are being obsoleted:</i>	
92634A	ALLBASEINET for the HP 9000 Model 815
92592A	ALLBASEINET for the HP 9000 Models 825, 835
92594A	ALLBASEINET for the HP 9000 Models 850, 855

HP 9000

### COBOL/HP-UX update

COBOLIHP-UX is a licensed version of Micro Focus COBOL/2, the de facto standard for COBOL on UNIX system platforms. Micro Focus COBOL/2 brings to HP a broad installed base and the ability to handle several dialects of COBOL.

COBOLIHP-UX is available on both HP 9000 Series 300 and 800 systems. The Series 300 has a standard Micro Focus implementation for 68K machines. The Series 800 has an implementation that is currently being enhanced to take full advantage of Precision Architecture/RISC architecture. The current implementation is most successful in applications with a moderate number of users and mid- to high-end configurations. The goal of the planned enhancements is to increase the number of concurrent users, improve performance, and reduce memory and swap space requirements. The rest of this article describes these planned enhancements.

#### Near-term enhancements on the Series 800

HP-UX Version 7.0 of COBOLIHP-UX (B.02.01), available in mid-May, offers several enhancements over the version currently available for the HP-UX 3.1 operating system.

#### Improved development time

- five times faster in generating intermediate code
- 30 percent faster in linking

**Improved run time** — The degree of run-time improvement is very dependent on the user's application. The following performance measurements are typical of lab benchmarks and a few tested applications:

- 10 percent decrease in size of the run-time system, which then reduced requirements for disk, memory, and swap space.

- Intermediate code (.int) execution is 20 to 40 percent faster.
- Statically linked code (a.out) execution is 10 to 30 percent faster.

#### .gnt availability

- With the addition of dynamically linked native code modules (known as .gnts), COBOLIHP-UX is now functionally complete.

Users have been waiting for .gnt functionality and are eager to benefit from the perceived higher performance. However, be aware that an HP SE needs to analyze the code before a user automatically assumes that using .gnts will result in an overall performance improvement. In many cases, a combination of dynamically linked code and interpreted code yields the highest performance.

#### Long-term enhancements on the Series 800

Significant enhancements that will further take advantage of HP-UX enhancements, and adapt COBOLIHP-UX to the Precision Architecture/RISC architecture is planned for first calendar quarter of 1991. These enhancements, described below, will increase the number of concurrent users, improve performance, and reduce memory and swap space requirements.

- Shared libraries will reduce the required amount of disk and memory space.
- A native code generator will significantly reduce development time and .gnt load time. This enhancement will enable PA-RISC code to be generated directly from the intermediate code. (*Note:* the current COBOLIHP-UX product generates C code as an extra step between intermediate and HP-PA native code. This extra step often results in unnecessary code expansion.)
- Latest Micro Focus technology updates with significant defect repair.

Please contact your HP representative for more information.

HP 9000

## HP 9000 Series 600 Server update

On April 1, Task Broker software options were added to the HP 9000 Models 635SV and 645SV. These options allow users to purchase licenses to use for this leading-edge team computing package. One media and documentation set (PIN B1732A) per site must be ordered separately.

The new options for both the Models 635SV and 645SV are as follows:

Product No.	Description
B1732A	Task Broker software
Opt. 201	Add Task Broker license-to-use for up to 10 seats
Opt. 202	Add Task Broker license-to-use for up to 50 seats
Opt. 203	Add Task Broker site license-to-use

Also, options for Network Computing System (NCS) will not be added to the Series 600 servers in the spring/summer timeframe as stated earlier in *HP Channels*. However, NCS will be supported on the Series 600 platform and is orderable as a separate product (PIN B1021A, NCS/Network Computing Kernel; PIN B1022A, NCS/Network Interface Definition Language Compiler).

Contact your HP representative for more information.

### Also in this issue

*HP 260 users: upgrade to HP 9000 Series 800 with HP Eloquence*

6

## Workstations

General

### HP 9000 Model 825 workstation obsolescence

The following two HP 9000 workstations will be removed from the HP Price List on September 1, 1990.

Although the HP 9000 Model 825CHX/SRX workstations are being obsoleted, the HP 9000 Model 825S multiuser system is still available. No Series 800

accessories are affected in this obsolescence.

Final U.S. orders will be accepted until September 28, 1990, and final international orders will be accepted until November 30, 1990. Final shipments will be accepted until May 31, 1991.

Product No.	Description	Replacement products
A1005A	Model 825SRX	PIN A1089A, Model 834SRX or P/N A1091A, Model 834TSRX
A1008A	Model 825CHX	P/N A1056A, Model 834CH or P/N A1050A, Model 835CHX

Apollo

### HP *h* and HP Encapsulator available on Apollo workstations

The HP SoftBench and HP Encapsulator CASEdge products (P/Ns B1851-B1859) are now available on the Apollo family of workstations. HP SoftBench is an integrated software development environment for developers of C, FORTRAN, and Pascal software. HP Encapsulator is a product that allows users to customize and extend the SoftBench environment. These products are targeted towards new and existing developers of software applications written in the C, FORTRAN, and Pascal programming languages.

#### Features and benefits

HP SoftBench helps improve the software engineering process and increase programmer productivity. The environment includes an integrated toolset that is targeted to support five software development tasks: team file management, communication, program construction, testing, and maintenance.

The toolset allows programmers to be task oriented and allows for individual workstyles through tool integration.

HP Encapsulator allows users to extend and customize the SoftBench environment by allowing UNIX system utilities, users' internally developed tools, and third-party tools to be added to the SoftBench environment. Users can support the unique software development process within their organization with tools that have the same appearance and behavior and work together to increase productivity and software quality.

Having the HP SoftBench and HP Encapsulator products available on both Domain/OS and HP-UX workstations is a unique differentiator. It is extremely useful to users who require a single environment for all their programmers in a heterogeneous network. HP SoftBench and HP Encapsulator for

*continued on next page*

Apollo workstations provide the same integrated software development environment for DomainIOS users that has been available to HP-UX users since the products were introduced in June 1989.

These products not only present an opportunity for new HP-UX and DomainIOS users, but also for the installed base of workstation users developing software applications.

The HP SoftBench environment for DomainIOS is the same as the HP-UX version except that it uses the Domain debugger (DDE), instead of SoftBench debugger (xdb). The fully integrated toolset for software development includes:

- Domain/OS symbolic debugger (DDE)
- static analysis tool for analyzing source code
- language-sensitive editor that understands C syntax
- program builder based upon the UNIX system "make" facility
- development manager to control versions of source files
- mail facility that supports team communication

The Domain Software Engineering Environment (DSEE) also may be "plugged" into the environment in place of the version control and program building facilities provided with SoftBench. Later this year, an integration of DSEE and SoftBench will be available to further facilitate the use of these two products together.

The SoftBench environment incorporates an easy-to-use OSF/Motif-like graphical user interface. This feature is especially beneficial to users who are new to the UNIX system environment and have not learned all of the UNIX system's often cryptic commands. Users will appreciate the integrated help facil-

ity that is available throughout the SoftBench environment.

The HP Encapsulator product allows for the customization and extension of the environment. Several VABs already have announced integration of their products into the SoftBench environment. These VAB encapsulations, as well as encapsulations of user tools, will work on both DomainIOS and HP-UX platforms. For example, Interactive Development Environments (IDE) announced in January this year that its Software through Pictures (StP) product will be integrated into the SoftBench environment. The integration of StP's structured analysis and structured design tools with SoftBench will run on both platforms because it is based on the Encapsulator product. The HP Encapsulator product may also be used to wrap the OSF/Motif style interface to either user or third-party tools that currently use the UNIX system standard-in/standard-out interface facility.

### Ordering information

The prices for the HP SoftBench and HP Encapsulator products are the same on both HP-UX and DomainIOS workstations.

Product No.	Description
B1851	HP SoftBench license to use Apollo 680X0
Opt. OAN	Single-user license
Opt. OA9	10-user license
Opt. OAG	25-user license
Opt. OAA	50-user license
B1852	HP SoftBench media/manual
B1853	HP SoftBench license to use Apollo DN10000
Opt. OAN	Single-user license
Opt. OA9	10-user license
Opt. OAG	25-user license
Opt. OAA	50-user license
B1854	HP SoftBench medialmanual DN10000
B1855	HP Encapsulator license to use Apollo 680X0
B1856	HP Encapsulator medial manual Apollo 680X0
B1857	HP Encapsulator license to use DN10000
B1858	HP Encapsulator medial manual DN10000
B1859	HP SoftBench documentation kit for Apollo

### Apollo configurations

HP SoftBench and HP Encapsulator will be available on the Apollo DN2500, DN3500, DN4000, DN4500, and DN10000 workstations. They require 12 Mbytes of memory and may have any monitor except the F Series, high-resolution color monitor. The products will be supplied on 5/8-inch cartridge tape only. Contact your HP representative for more information.

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

*Apollo*

## CommonLISP Version 4.0 for Domain and HP-UX

Domain/CommonLISP and HP CommonLISP are developed by Lucid, Inc., and are complete implementations of Common LISP as defined by the ANSI Common LISP Committee and as specified in "Common LISP: the Language" by Guy L. Steele, Jr.

### Target market

CommonLISP is the programming language of choice for symbolic computation and artificial intelligence (AI) applications. Specifically designed to manipulate symbols, CommonLISP is widely used in expert systems, robotics, vision and voice systems, knowledge-based systems, and natural language processing.

### Features and benefits

The Domain/CommonLISP and HP CommonLISP Version 4.0 products include a CommonLISP interpreter and compiler, with both development and production modes; an interactive debugger with trace, inspection, and program stepping facilities; an error-handling facility that is a complete implementation of the ANSI standard Common LISP Condition System; the

Common LISP Object System (CLOS), the ANSI standard for object-oriented programming in CommonLISP; a Window Tool Kit to support the X11 Windows System (CLX) or (on Domain systems only) the Domain Display Manager (DM); an embedded Emacs-style LISP editor; ephemeral and stop-and-copy garbage collection; multitasking capabilities; foreign function interface to C, C++, Pascal, and FORTRAN 77; and the Delivery Tool Kit to enable software developers to produce small, fast, and efficient applications.

Additionally, Domain Common/LISP provides a GNU Emacs Support Package; system interfaces to Domain system services and selected layered products, as well as an Insert File Translator to enable an end-user to translate other insert files into Domain CommonLISP; and tight integration with the Domain CASE environment, including the Domain Software Engineering Environment (DSEE). HP CommonLISP also includes system interfaces to UNIX systems, and International Character Set support.

CommonLISP Version 4.0 is compatible with its predecessor CommonLISP Version 3.0 and provides the following new benefits:

- Delivery Tool Kit with Performance Monitoring, Treeskaker, and Reorganizer tools enables an application developer to deliver an efficient and compact LISP application.
- Common LISP Object System (CLOS) for object-oriented programming
- International Character Set support (available on HP 9000 systems only)

#### HP product line positioning

DomainCommonLISP Version 4.0 and HP CommonLISP Version 4.0 are both based on Lucid LISP 4.0, and are completely compatible across Domain and HP-UX systems. In addition, CommonLISP is well integrated into each of the respective environments, providing interlanguage calling capabilities,

and on Domain, integration with the Domain Software. Engineering Environment (DSEE). The CommonLISP Version 4.0 offering expands our robust language product set.

#### Technical specs/configuration information

Domain/CommonLISP V4.0 supports Apollo Series 10000 workstations and the following Motorola 68020 and 68030 workstations: DN4500, DN3500, DN2500, DN4000, DN3000, DN5XX, DN5XX-T, and DN330.

Series 10000 workstations must be running SR10.1.p or SR10.2.p. Motorola-based workstations must be running SR9.7, SR10.1 or SR10.2.

HP CommonLISP V4.0 runs on the HP 9000 Series 300, 600, and 800, and requires HP-UX 7.0.

#### Promotionsbundles

The packaging, bundling, and terminology used to describe Domain/CommonLISP and HP CommonLISP, while somewhat similar, varies greatly at this time; as a result, each will be described separately below. Be assured that HP is working to converge the products and their packaging.

#### Promotionsbundles on Domain

Domain/CommonLISP V4.0 is available in two packages. The first package is a development environment for use by software developers to develop, test, and execute applications based on CommonLISP. The second package is a right-to-use (RTU) license only, which enables end users to run, but *not* develop, applications based on CommonLISP. The RTU license itself does *not* include any software; the application software includes all the CommonLISP software necessary to successfully execute the application.

Software developers use the Domain CommonLISP Delivery Tool Kit, which is part of the Development Environment, to build applications based on CommonLISP. These applications will later be run by end users who must

hold a DomainCommonLISPRTU License for each node on which the application will run.

#### Promotionsbundles on HP-UX

HP CommonLISP V4.0 is available in two packages. The first package is a development system for use by software developers to develop, test, and execute applications based on Common LISP. The second package is an application environment that includes software that enables end users to run, but *not* develop, applications based on HP CommonLISP.

#### Licensing

DomainCommonLISPunique licensing terms are described below.

Domain/CommonLISP VABs, as covered in their Software License Terms agreement with HP, may use the Domain/CommonLISP Development Environment and Delivery Tool Kit to package and distribute a Domain CommonLISP-based application to their end-user or internal customers.

The terms of the Domain/CommonLISP Development Environment license require that application developers using the Delivery Tool Kit to distribute their applications must do the following:

1. Reproduce the copyright notices used by Lucid, Inc. on all copies of software that include any portion of the licensed software.
2. Ensure that application programs do not allow an end user, through an input device, to generate any expressions in Lisp language syntax.
3. Purchase from HP a Domain CommonLISP right-to-use (RTU) license for each node on which an application program based on DomainCommonLISP (used either internally or sublicensed to others) will run.

*continued on next page*

Each Domain/CommonLISP Development Environment kit will include a

shrink-wrapped license that reiterates the above responsibilities.

## Ordering information

Product No.	Description
<i>Domain</i>	
LA10B	Domain/CommonLISP V40 single-node development license (includes media, as specified below, and documentation)
CAA	Software on 8-inch floppy media (SR9.7, SR10.1, or SR10.2; mc68K)
CAB	Software on 5 1/4-inch floppy media (SR9.7, SR10.1, or SR10.2; mc68K)
CAC	Software on magnetic tape media (SR9.7, SR10.1, or SR10.2; mc68K)
CAD	Software cartridge tape media (SR9.7, SR10.1, or SR10.2; mc68K)
BBC	Software on magnetic tape media (SR10.1.p/SR10.2.p only; PRISM)
BBD	Software cartridge tape media (SR10.1.p/SR10.2.p only; PRISM)
LB10B0A0	Domain/CommonLISP 4.0 development corp license for MC680X0-based systems
LB10BBB0	Domain/CommonLISP 4.0 development corp license for PRISM-based systems
LB10A000	Domain/CommonLISP 4.0 right-to-use license for all systems
<i>HP 9000 Series 300</i>	
98688L	HP CommonLISP development system license-to-use
98688B	Media and documentation for 98688L
Opt. 022	Software on 5 1/4-inch cartridge
98689L	HP CommonLISP application environment license-to-use
98689B	Media and documentation for 98689L
Opt. 022	Software on 5 1/4-inch cartridge
<i>HP 9000 Series 800</i>	
30694A	HP CommonLISP development system for Model 834
30693A	HP CommonLISP development system for Models 82518321635
92640A	HP CommonLISP development system for Models 8351645
92642A	HP CommonLISP development system for Model 8401845
92644A	HP CommonLISP development system for Model 8501855
30692A	HP CommonLISP development system for Model 870
<i>Options for all products above</i>	
Opt. AAO	Software on 5 1/4-inch cartridge
Opt. AAI	Software on 5 1/4-inch magnetic tape
Opt. AAH	Software on DAT
30691A	HP CommonLISP application environment for Model 834
30690A	HP CommonLISP application environment for Models 82518321635
92641A	HP CommonLISP application environment for Models 8351645
92643A	HP CommonLISP application environment for Models 8401845
92645A	HP CommonLISP application environment for Models 8501855
30695A	HP CommonLISP application environment for Model 870
<i>Options for all products above</i>	
Opt. AAO	Software on 5 1/4-inch cartridge
Opt. AAI	Software on 5 1/4-inch magnetic tape
Opt. AAH	Software on DAT

Final pricing for Domain/CommonLISP, including quantity discounts, was on the April HP Price List; final pricing for HP CommonLISP is on the May price list. Contact your HP representative for more information.

ing for HP CommonLISP is on the May price list. Contact your HP representative for more information.

*Apollo*

## *Apollo workstation line now available through distributors*

*Available in the US. only*

The complete line of HP/Apollo workstations is now available in the U.S. through two authorized distributors.

- Hall-Mark Electronics Corp., John Dibble, 214-343-5034
- Schweber Lex Electronics Corp., Ted Levine, 516-876-4000

Together, Hall-Mark and Schweber have over 70 locations and hundreds of sales representatives to service customer demand for HP workstations.

Distributors offer a set of services that complement the Hewlett-Packard direct sales force. These include:

- pricing flexibility
- fast product delivery
- stocking and selling complementary products
- financing and credit flexibility
- product and system integration
- a single source for all HP workstations, dealer contract products, and, at Schweber, disk mechanisms and microprocessor emulators.

For more information, contact either the distributor directly, your HP representative.

Apollo

## New Apollo interface for HP LaserJet IIP printer with Postscript cartridge

A new interface for the HP LaserJet IIP PostScript printer (P/Ns K2244 and D-17932-0) allows transfer of PostScript files from Apollo workstations to HP LaserJet IIP printers equipped with an optional PostScript printer cartridge.

The primary target markets for this product are CASE, technical office, and technical publishing. The secondary target markets are MCAD, MCAE, and EDA.

### Features and benefits

- Serial RS-232-C connection for transfer of PostScript files
- Full Domain/OS support for PostScript drivers and print spooling. PostScript printing is initiated from one of three Domain/OS operating environments: Aegis, UNIX BSD 4.3, or System V.3, or directly from an application program. In the Aegis environment, PostScript commands are generated utilizing the standard Aegis PostScript translator in the Domain Print Server. Printing text files from the BSD 4.3 and System V.3 UNIX system print environment require the Domain Transcript software package. Domain Transcript is a conversion program that translates ASCII text and TROFF files into PostScript code. Some application software developers have elected to develop their own PostScript software drivers. In this case, the application program generates the PostScript file that is passed through the Domain/OS spooling and printing mechanisms to the PostScript printers. The Print Server allows printing of PostScript files to multiple printers from any workstation on the Apollo network. In addition, it offers software-based print spooling that allows users to work while files are being printed

in the background. Users can print documents or drawings from one application while simultaneously working on another application and spooling documents to different printers.

- Single source vendor for UNIX system workstations, low-cost PostScript laser printers, and PostScript connectivity.

Connectivity gateway to PostScript-specific output devices including the Adobe PostScript Page Description Language interpreter and 35 scalable Adobe typefaces. The PostScript option offers true compatibility and a connectivity gateway to other PostScript output devices, such as high-resolution image setters, slide makers, and color printers.

### Interface and cable requirements

Workstation hardware: DN2500, DN3010, DN3500, DN3550, DN4000, DN4500, DN10000 with built-in serial (RS-232-C) connector. An optional three-to-one breakout connector (PIN K1015) can be used to connect up to three devices to the serial port on all Domain/OS workstations, except the DN3010 and DN10000 workstation software-standard Domain/OS Postscript print driver that is present in the base software release level SR10.1 (and later releases). The HP LaserJet IIP printer utilizes the printer's built-in serial (RS-232-C/422) interface.

- PostScript printer cartridge Adobe Postscript interpreter and 35 scalable Adobe typefaces
- Printer memory requirements: A minimum of 2.5 Mbytes is required

### Ordering information

The HP LaserJet IIP PostScript printer Interface can be ordered immediately. In the U.S., the HP LaserJet IIP PostScript printer interface can be ordered only from Apollo Direct Channel (ADC), 1-800-225-5290. (Non-U.S. readers should contact their HP representative to order this product.)

Product No.	Description
K2244	Serial interface cable (25 feet)
D-17932-0	HP LaserJet IIP Postscript printer installation instructions

Apollo

## Upgrade for CGM HP plotter driver on Apollo workstations

The SRIO version of the CGM device driver for HP plotters includes a CGM server and a device specific software driver. The upgrade is targeted towards CAD/CAM, and professional CADAM users.

### Features and benefits

The CGM server takes the CGM file on input and converts it to HP-GL code for output to HP 7475A, 7550A/80A/85A/85B/86B plotters.

The driver delivers a hardcopy output capability for professional CADAM users through the industry-standard CGM file format. The CGM driver runs with Professional CADAM and Domain/OS SRIO or on the Series 3500 and Series 4500 workstations and servers.

### Ordering information

Product No.	Description
LA780 BAB, BAD	CGM device driver for HP plotters



HP-UX

**New tilt/swivel for 19-inch medium/high resolution color monitors**

The new 19-inch medium/high resolution color monitors (P/N 98753A, 98754A) will be shipping with all 19-inch color workstation bundle orders received after March 1, 1990. The tilt/swivel is targeted towards purchasers of workstation bundles that include the new color monitors (see article in April issue of *HP Channels* for more information on the monitors).

All orders that include a tilt/swivel accessory for these new 19-inch monitors *must* reference a new tilt/swivel PIN 98787C (do *not* use previous PIN 98787B).

**Ordering information**

Tilt/swivel	Monitor		
Product No.	Product No.	Description	
Standard	98786A	17-inch monochrome	
98787B	98788A	19-inch monochrome	
98787B	98785A/89A	16-inch color	
98787C	98753A/54A	19-inch color	

HP-UX

**HP 9000 Model 340 to 375 upgrade trade-in credit**

The April 1 HP Price List contained an exchange credit for a diskless HP 9000 Model 340 SPU credit toward a Model 375 SPU. Users will retain their graphics card, monitor, and input devices for use in their new Model 375 SPUs. The exchange will be customer installable.

**Ordering information**

Product No.	Description
98571N	Model 340 CPU trade in credit toward purchase of Model 375 SPU with minimum of 8 Mbytes of ECC RAM (98574B)
Opt. OH1	Credit for trade in of Model 340 SPU with 4 Mbytes RAM
Opt. OH2	Credit for trade in of Model 340 SPU with 8 Mbytes RAM
Opt. OH3	Credit for trade in of Model 340 SPU with 12 Mbytes RAM
Opt. OH4	Credit for trade in of Model 340 SPU with 16 Mbytes RAM (Note: Opt. OH4 must be ordered with 98574B Opt. 116)

Users will receive an upgrade kit with the Model 375 SPU. The kit will contain installation instructions, static protection, return address label, and a choice of back plates to adapt their graphics card to the Model 375 (they will discard the unused back plates). Users will then return their Model 345 SPU using the address label in the kit. Failure to return the SPU will result in a customer billing for the credit. Contact your HP representative for more information.

**Also in this issue**

**HP LaserROM information available as single product** 3

**HP-UX system administration or HP 9000 Series 300 and 800 systems** 3

**HP SoftBench user training** 4

**HP Encapsulator user training** 4

**Network Computing System available on HP-UX** 22

**HP EtherTwist Links and MAU replace StarLAN 10 Links and twisted-pair MAU** 24

## Personal Computers

General

### **New HP Super VGA board ordering structure**

The English country option of the HP Super VGA Board (PIN D2382A #ABA) will be removed from the May 1 HP Price List. It is replaced by PIN D2382A (without option).

When ordering P/N D2382A, users will receive a product that contains the board itself, an English-language drivers and utilities disk, and both an English multilingual manual. Contact your HP representative for more information.

General

### **Order new 3½-inch flexible disk drive: current drive to be discontinued**

Since January, Hewlett-Packard has been shipping the new and improved 3½-inch flexible disk drive (PIN D1667A). Unless a 3½-inch floppy drive (PIN 45813A) is needed for the discontinued HP Vectra CS PC, please order the new drive.

### Features and benefits

The new drive is less expensive and more reliable than the current drive. The new drive provides all the functionality of the current drive including data interchange with the entire HP Vectra PC line, the HP 150/Touchscreen, the HP 110, the HP Portable Plus, and other IBM-compatible systems. It can read and write 3½-inch disks formatted to the industry standard 720 Kbytes or 1.44 Mbytes, or the HP 710-Kbyte format used on the HP 150/Touchscreen PC.

#### 45813A discontinuance

Effective May 1, 1990, the current 3½-inch floppy disk drive (PIN 45813A) will be removed from the HP Price List. After the May 1 discontinuance, orders will be accepted for the 45813A through May 31, 1990. The 45813A will enter a five-year support life after May 1, 1990.

#### HP Vectra CS PC users

No follow-up 3½-inch floppy drive is planned at this time to add support for the HP Vectra CS PC (discontinued January 1, 1990). HP Vectra CS PC users should be able to obtain a variety of third-party drives from local dealers by inquiring about any 3½-inch floppy drive with a standard AT floppy interface. To check HP Vectra CS PC compatibility, Pin 2 on the interface connector needs to signal:

- Low when no disk is present
- Low when a 1.44-Mbyte disk is present
- High when a 720-Kbyte disk is present

Contact your HP representative for more information.

Desktop

### **New 120-Mbyte internal tape backup for HP Vectra PCs**

On February 1, 1990, HP introduced a 120-Mbyte tape backup (PIN D2045A) for all HP Vectra ES, QS, RS, and Vectra 486 PC models. The new half-height, 3½-inch internal tape backup drive is an ideal solution for multiuser, networking, CAD, LAN, and other high-end applications where rapid and reliable data backup is required.

#### Features

- ¼-inch tape medium
- half-height form factor
- utilizes existing floppy controllers
- 29-second end-to-end rewind
- 500 Kbit/second burst transfer rate
- EZ Tape utility included, both 3½-inch and 5¼-inch diskettes
- drivers included for both MS-DOS and UNIX system operating systems
- 50,000 hour mean time between failure (MTBF)

The drive can read and restore from 40-Mbyte data cartridges; however, 120-Mbyte tape cartridges must be used for storing (writing) data. Contact your HP representative for more information.

#### Ordering information

Product No.	Description
D2045A	120-Mbyte internal tape backup, including utilities software and one 120-Mbyte preformatted data cartridge
92192U	Pack of five 120-Mbyte preformatted certified data cartridges

Desktop

**Reminder: HP 150/Touchscreen accessories discontinued May 1**

To protect the investment made by HP 150/Touchscreen users, key HP 150 accessories were made available for 12 months after the HP 150 was removed from the HP Price List on May 1, 1989. This is a reminder, since accessory discontinuance was announced in April 1989, that the last HP 150-specific accessories were removed from the price list on May 1, 1990. Orders will be accepted for these products through May 31, 1990.

The following table summarizes the accessories that were discontinued May 1.

Product No.	Description
45624A	HP 150 MS-DOS user's guide
45625A	HP 150 reference manual
45632A	HP 150 384-Kbyte memory card
45643A	HP 150 extended I/O
45875A	MS-Windows for HP 150
45885A	8087 coprocessor
45890A	512-Kbyte expanded memory card
45891A	256-Kbyte expanded memory upgrade kit

Desktop

**Windows to be on 1/1**

Windows1286 (P/Ns D1318A and D1318B) and Windows1386 (PIN D1651 version ABA) will be removed from the June 1, 1990, HP Price List. The current versions of Windows will be replaced in the marketplace by a new version directly from Microsoft. The 2.11 version of Windows currently provided by HP is identical to version 2.11 from Microsoft. The new version will be available directly from Microsoft authorized software dealers. An upgrade to this new version of Windows from Windows 2.1 or later will be available to HP users. HP users who purchased Windows 2.1 or later and returned their owner registration cards will receive upgrade cost and order information direct from Microsoft.

The following table summarizes the product numbers to be discontinued June 1, 1990:

Product No.	Description
D1318A #ABA	Windows/286, U.S. English (5 1/4-inch disks)
D1318B #ABA	Windows/286, U.S. English (3 1/2-inch disks)
D1651A #ABA	Windows/366, U.S. English (5 1/4- and 3 1/2-inch disks)
D1318A #ABB	Windows/286, Euro English (5 1/4-inch disks)
D1318B #ABB	Windows/286, Euro English (3 1/2-inch disks)
D1318A #ABD	Windows/286, Germany (5 1/4- and 3 1/2-inch disks)
D1318A #ABF	Windows/286, France (5 1/4- and 3 1/2-inch disks)

**Also in this issue**

*New HP Word/PC product structure* **5**

**Peripherals**

Mass Storage

**New disk storage solutions for the HP 3000**

HP Series 6000 Model 335H (PIN C2200A), Model 670H/XP/FL (P/Ns C2201A/02A/03A), and Model 1.34 FL (PIN C2204A) storage systems are now supported on MPE XL release 2.0 and MPE V V-Delta-8.

**Features and benefits**

- up to 85 Gbytes of total system capacity
- increased reliability (up to 100,000 design goal hours)
- industry-leading prices

Larger capacities of the disk storage systems mean increased gigabytes per HP 3000 system. Previously, HP 3000 users could have a maximum of approximately 36 Gbytes on their Series 960 with up to 64 HP 7937FL disks. With the Model 1.34FL disks, HP 3000 users can more than double their storage capacity, with over 85 Gbytes.

**Configuration information**

Below is a matrix summarizing HP 3000 host support for the HP Series 6000 disks.

HP 3000	HP-IB	XP	FL
MPE V*	V-Delta-8	V-Delta-8	None
MPE XL	2.0	2.0	2.0

*\*If configured us HP 793X disks. P/Ns C2200A, C2202A, and C2203A disks are supported on V-Delta-5.*

For more information on the HP 3000 and the new disk storage solutions, contact your HP representative.

## A new twist for PC LANs — HP EtherTwist



HP EtherTwist Hubs are standards-based multiport repeaters that offer plug-and-play connectivity, multivendor compatibility, network management, and a modular design for twisted-pair ethernet. The HP EtherTwist product line replaces HP StarLAN 10 products. HP Etheffwist is targeted for businesses with local area networks greater than eight nodes running Ethernet or 802.3.

### Features and benefits

- **Standards** — The hubs comply with the current draft of the IOBASE-T standard for multivendor interoperability and protection of the user's investment.
- **Network management** — Centralized, network management access to all EtherTwist Hub Pluses on a network from a single PC workstation running HP 28686A OpenView Hub Manager gives users the ability to easily monitor, configure, and control their network.
- **RS-232-C serial port** — In addition to the centralized network management available with the Hub Plus, both the Hub and Hub Plus include a serial port that provides local or remote (via

modem) terminal access to statistics and configuration commands within a hub.

- **Auto segmentation** — For improved LAN reliability, ports disturbing the network by causing excessive collisions or excessive traffic are automatically disabled and reattached when the problem is cleared.
- **Plug and play connectivity** — EtherTwist hubs include the following connections: 12 twisted-pair ports using a 50-pin connector or 8-pin modular plugs, BNC for thin coax connections, and an AUI port for connection to thick coax or fiber optic backbones. Using a thin coax backbone, hubs can be daisy chained together to form a larger virtual hub of any size. All ports are active, so any combination of ports can be connected. This connection flexibility gives users the simplest and cheapest means to build up a twisted-pair network and tie it into other media.
- **Backward compatibility** — For full protection of user investment, EtherTwist hubs are fully backward compatible to HP StarLAN 10 hubs, PC links, and MAUs.

- **Flexible packaging** — Redesigned compact packaging provides greater installation flexibility with one of the high port density packages on the market. Hubs can be racked in standard 19-inch racks and wall mounted flat or on end allowing users to save money by fitting into their existing wiring closets.

### Product line positioning

The HP EtherTwist Hub Plus is positioned for high-end networks, greater than 24 nodes, where the benefits of the control of network management will be realized. The HP Etheffwist Hub does not support network management and is positioned for low-end, more cost-sensitive networks that will never grow beyond 24 nodes.

### Technical specifications

HP EtherTwist Hubs are multiport repeaters based on the IOBASE-T draft addition to the IEEE 802.3 standard. Hubs provide full repeater functions on 12 twisted-pair ports, as well as the ThinLAN and an AUI port. All ports are active, so twisted-pair can be connected along with both thin coax and fiber optics or thick coax. The HP EtherTwist Hub Plus adds the capability to support HP OpenView Hub Manager, which provides networkwide management from a single DOS PC station.

### Ordering information

Product No.	Description
28683A	Troubleshooting kit
28684A	HP EtherTwist Hub
28688A	HP EtherTwist Hub Plus
28638A	Modular adapter for 50-pin to RJ-45 conversion

*Note: The hubs do not include a modular adapter.*



Networks

## Introducing HP OpenView Hub Manager

HP OpenView Hub Manager (PIN 28686A) designed for use with the HP EtherTwist Hub Plus, is a software package for centralized network management. HP OpenView Hub Manager is targeted towards businesses implementing EtherTwist networks that expected to grow to greater than 24 users.

### Features and benefits

"Management at a glance" with a real-time color-coded network map that allows users to maintain maximum control of their network with a minimum effort from a single PC.

Configuration, monitoring, and control of any HP EtherTwist Hub Plus within an extended LAN from a single workstation minimizes time and expense required to configure, troubleshoot, and maintain the network.

- Enhanced network security with port access control from the OpenView Hub Manager station.
- Individual port statistics and partitioning function gives the network administrator the ability to identify problems and isolate the faulty nodes with no impact on other users minimizing LAN down time.

Automatic alarm notification keeps the administrator aware of any new problems on the LAN for quicker problem resolution.

- Adjustable alarm thresholds allows customization of alarms for closer monitoring of critical areas of the LAN.
- Diagnostic tests that can be run from the management station simplifies the troubleshooting and maintenance task.

### Product line positioning

HP OpenView Hub Manager is positioned for networks greater than 24 nodes where network administrators will understand how centralized control of network improves their ability to install, maintain, troubleshoot, and expand their twisted-pair LAN.

### Ordering information

Product No.	Description
28686A	HP OpenView Hub Manager includes: HP OpenView Windows, HP OfficeShare Transport Software, Hub Manager Software

Contact your HP representative for more information.

Networks

## Network Computing System available on HP-UX

Hewlett-Packard announces that Network Computing System (NCS) will be offered on HP-UX 7.0 and will be available on both the HP 9000 Series 300 and Series 800 platforms. NCS is supported on a wide variety of operating systems including Domain, HP-UX, VMS™, ULTRIX™, and SUNOS™.

NCS provides a transparent means of using remote procedure calls (RPC) to distribute the execution of procedures to servers on the network. Four major uses for NCS are to transparently access compute servers across the network for improved local computational performance, to execute remote procedure calls on database servers for reduced network traffic and quicker application response, to execute RPCs on multiple machines for enhanced redundancy, and to take advantage of automatic call rerouting on server failure for enhanced application reliability.

NCS consists of two products, the Network Interface Definition Language (NIDL) Compiler and the Network Computing Kernel (NCK). The NIDL Compiler is the NCS development tool for integrating NCS into applications. The Network Computing Kernel (NCK) provides the runtime environment for NCS-based applications. NCK includes the location brokers and runtime libraries.

*continued on next page*

## Features

For users — NCS provides user transparency through its location broker technology. The location brokers keep track of the server network addresses and available procedures, thereby insulating the user from any requirement for network expertise. Also, the location brokers make it possible to write remote procedure calls without hard-coded network addressing. This makes applications with RPCs more portable and network independent. Finally, NCS provides extra reliability versus other remote procedure facilities since the remote procedure call is automatically rerouted to a new server on server failure.

- For software developers — NCS can transparently enhance application performance through access to RPC execution on network-based servers. This makes compute-intensive applications available on lower-end machines. In addition, developing applications on NCS is considerably easier than developing applications on alternate technologies. Some of the reasons for this include the NIDL compiler that generates the C code "stubs" for the programs and remote procedures, the C-based data structures that make porting a C-based application to NCS relatively transparent, and the multiple-supported platforms that make many different resources available to both the programmer and the user.

NCS is a key part of the DECORUM proposal to the Open Software Foundation by Hewlett-Packard, IBM, Locus, and Transarc. NCS is strategic due to its ability to provide location and transport transparency and independence. In addition, NCS is a leading contender for designation as the industry-standard remote procedure call technology.

Note, NCS is a mechanism for transparent remote execution of procedures. NCS is not intended as a primary means for file transfer (such as ARPA FTP) or for transparent file sharing (LAN Manager and NFS). Also, NCS executes a procedure remotely on a server versus two programs communicating over the network as is typically the case with BSD sockets. In addition, NCS includes the NIDL compiler (which generates the C-based "stubs") and uses C-like semantics, both of which make interface code considerably easier to write than with alternative technologies.

Contact your HP representative for more information on NCS.

## Ordering information

Product No.	Description
<b>BI019A</b>	NCSINCK for Series 300
Opt. AAO*	%-inch cartridge tape and manual
Opt. OBI	Manual only
Opt. OAK	NCSINCK Series 300 license to use
<b>BI020A</b>	NCSINIDL for Series 300
Opt. AAO*	%-inch cartridge tape and manual
Opt. OBI	Additional copies of documentation
Opt. OAK	NCSINIDL Series 300 license to use
<b>BI021A</b>	NCSINCK for Series 800/600
Opt. AAO*	%-inch cartridge tape and documentation
Opt. AA1*	½-inch tape and documentation
Opt. AAH*	DDS Csst. and documentation
Opt. OBI	Additional copies of documentation
Opt. AH0	License to use on Models 8081834
Opt. AEL	License to use on Model 815
Opt. AE5	License to use on Models 82518321635
Opt. AE6	License to use on Models 8351645
Opt. AEN	License to use on Models 8401845
Opt. AEP	License to use on Models 8501855
Opt. AH1	License to use on Models 870
<b>BI022A</b>	NCSINIDL for Series 800/600
Opt. AAO*	%-inch cartridge tape and documentation
Opt. AA1*	%-inch tape and documentation
Opt. AAH*	DDS Csst. and documentation
Opt. OBI	Additional copies of documentation
Opt. AH0	License to use on Models 8081834
Opt. AEL	License to use on Model 815
Opt. AE5	License to use on Models 82518321635
Opt. AE6	License to use on Models 8351645
Opt. AEN	License to use on Models 8401845
Opt. AEP	License to use on Models 8501855
Opt. AH1	License to use on Models 870

*\*An order for a license option (or proof of existing license) must accompany an order for any media and manual option. A license is not required to order Option OBI for manuals only.*



Networks

## HP EtherTwist Links and MAU replace StarLAN 10 Links and twisted-pair MAU

HP EtherTwist PC and Micro Channel Links provide direct PC connection to twisted-pair ethernet networks. The HP EtherTwist MAU provides twisted-pair ethernet connection to devices, such as workstations, with a standard 15-pin AUI port. The HP EtherTwist PC and Micro Channel Links are targeted towards businesses with local area networks greater than eight nodes running any of the following network operating systems: Novell Netware, HP OfficeShare, HP LAN Manager, or 3Com 3+ Open.

### Features and benefits

- **Standards** — All EtherTwist products comply with the current draft of the IOBASE-T standard assuring multi-vendor interoperability and protection of user investment.
- **Software support** — EtherTwist PC and Micro Channel links ship with drivers for Novell Netware (2.15 DOS servers and clients and 3.0 DOS clients), HP LAN Manager, 3Com 3+ Open, and HP OfficeShare, giving users a choice of the most popular network operating systems. The EtherTwist MAU is independent of software.
- **Backward compatibility** — The EtherTwist MAU, PC Link, and Micro Channel Link are backward compatible with HP StarLAN 10 hubs, for full protection of the user's investment.

### Product line positioning

EtherTwist products are positioned for use in dynamic working environments where networks will grow to eight users or more and the lower total cost of ownership of star wired twisted-pair is understood. Contact your HP representative for more information.

### Ordering information

Product No.	Description
27245A	HP EtherTwist PC Link
27246A	HP EtherTwist Micro Channel Link
28685A	HP EtherTwist MAU

Networks

## HP StarLAN 10 obsolescence and upgrades

HP StarLAN 10 products have been replaced by HP EtherTwist. StarLAN 10 products will be obsolete effective June 1, 1990. User investment in StarLAN 10 is completely protected since StarLAN 10 products interoperate with new EtherTwist products.

Upgrade credits toward the purchase of the HP EtherTwist Hub Plus, EtherTwist PC Link, and EtherTwist Micro Channel Link for returned HP StarLAN 10 Hubs (PIN 28663A), StarLAN 10 PC Link II (PIN 27240A), and StarLAN 10 Micro Channel Link (PIN 27241A) will be available for one year. Contact your HP representative for more information.

### Ordering information

Product No.	Option	Description
27245A	OCZ	HP EtherTwist PC Link Upgrade
27246A	OCZ	HP EtherTwist Micro Channel Link Upgrade
28688A	OCZ	HP EtherTwist Hub Plus Upgrade

Networks

## HP WireTest Instrument now shipping

A member of the new HP EtherTwist family of IOBASE-T twisted-pair LAN products, the HP WireTest Instrument (PIN 28687A) verifies and troubleshoots twisted-pair cabling for Type IOBASE-T networks. It lets users quickly and easily perform the necessary tests and evaluate the key parameters specified by the Type IOBASE-T addition to the IEEE 802.3 standard. The HP Wire Test Instrument is targeted towards the following markets:

- HP dealers of twisted-pair ethernet (IOBASE-T) products
- vendors of IOBASE-T LAN products
- users with IOBASE-T LAN with over 100 nodes planned or installed on site
- LAN integrators or cable installers

### Features and benefits

- tests key parameters for Type IOBASE-T networks: crosstalk attenuation, signal attenuation over frequency, burst noise, and continuity
- evaluates both individual 4-pair and bundled 25-pair cable
- easy to read LEDs indicate which pairs have been selected for testing, which tests have been selected, and which pairs passed or failed
- 16-character display steps user through test procedures and provides diagnostic information

- unit weighs less than 10 pounds
- an RS-232-C printer port provides a standard printer connection so a hard copy of test results can be quickly obtained
- the Monitor function lets users take up to a 24-hour look at the cabling for identification of intermittent cabling problems
- quick wiring connections made with built-in 50-pin telco connector or 12-port modular adapter for 8-pin jack connections

Fundamental to any network implementation is the cable that supports the network traffic. Testing the integrity of twisted-pair cabling can sometimes be complex due to the dynamic characteristics of the technology. The HP 28687A WireTest Instrument makes twisted-pair cabling verification and troubleshooting quick and easy to manage by measuring the key parameters specified for Type 10BASE-T networks.

Also available from HP is the HP Wire-Test Service. This service, performed by HP customer engineers on a time and materials basis, is designed for users with smaller LANs or for those requiring a complete suite of services from HP.

Contact your HP representative for a copy of the HP WireTest Product Brief (PIN 5953-5046) or for more information.

#### Printers

## HP LaserJet printers for Macintosh computers

The long-awaited extension of the HP LaserJet printer line into the Apple market has finally arrived. With the easy addition of two new accessories — the HP PostScript cartridge (PIN 33439P) and HP Interface Kit for AppleTalk (PIN 33417A for HP LaserJet IIP printer, PIN 33416A for HP LaserJet III or IID printers), plus printer memory, Macintosh users can get the printing benefits millions of PC users now enjoy.

### Features and benefits

To give Mac users complete printer compatibility, plus the added features only HP LaserJet printers provide, the following three components have been added:

- HP PostScript cartridge
  - authentic Adobe PostScript language
  - 35 Adobe-licensed typefaces (11 typeface families)
  - works with HP LaserJet IIP, III, and IID printers

#### HP Interface Kit for AppleTalk

- AppleTalk port ensures Macintosh compatibility
- includes HP Printer Resources and Screen Fonts disks
- does not include AppleTalk cable
- PIN 33417A for HP LaserJet IIP printer
- P/N 33416A for HP LaserJet III or IID printers

- HP printer memory board
  - HP LaserJet IIP printer: 1 Mbyte minimum, 2 Mbytes recommended
  - HP LaserJet III printer: 1 Mbyte minimum, 2 Mbytes recommended
  - HP LaserJet IID printer: 2 Mbytes (simplex) or 4 Mbytes (duplex), remember, the HP LaserJet IID printer uses different memory boards than the HP LaserJet III and IIP printers

### Software, font, and hardware compatibility

Macintosh software compatibility with HP LaserJet printers is easy — it's automatic. The printer resource disks, which contain all the files necessary to communicate with Macintosh software applications, are included with each AppleTalk interface kit. The Chooser-level driver loads into the System folder and is accessible by the software applications. The user simply selects the appropriate HP LaserJet printer icon in the Chooser in order to print to the printer. Complete printer resource installation are included with the AppleTalk interface kit.

The 35 typefaces included on the HP PostScript cartridge (11 typeface families) can be scaled, rotated, reversed, and creatively manipulated. HP both sells and supports this product. In addition, the extensive Adobe Type Library and all other PostScript-compatible fonts will work on HP LaserJet printers for the Macintosh. For questions and support on these products, HP suggests users contact the manufacturers.

*continued on next page*

HP PCL printer language fonts (including scalable typefaces) are not designed to work with the PostScript language. However, there are non-HP products available that enable the use of PCL fonts with a Macintosh, but not via the PostScript cartridge or HP's AppleTalk port. (Note: HP has not tested or endorsed any of these non-HP products.)

Any networks, spoolers, or other hardware devices written to the Apple Macintosh specification should also work with HP LaserJet printers. HP has not tested all such devices and recommends contacting the manufacturer to ensure compatibility.

### Target markets and key benefits

Two groups will be interested in HP LaserJet printers for the Macintosh. Here are the key benefits they'll receive.

#### *Data processing/information systems managers*

- standardize on one laser printer brand for Macs and PCs (see following article for important information on switching printers between Macs and PCs)
- save on supply purchases, servicing and user training
- offer new printing capabilities to their Mac users
- fit the right printer capabilities to a work group's needs
- get better price/performance with HP printers
- get HP reliability and support

#### *Macintosh advocates and enthusiastic users*

- better laser print quality
- better prices
- real choices in laser printers
- complete compatibility and ease of use
- reassurance of a reputable brand

### Ordering information

Product No.	Description
33471A	HP LaserJet IIP printer
33439P	HP Postscript cartridge
33417A	HP Interface Kit for AppleTalk
33475B	2-Mbyte memory board
or	
33474B	1-Mbyte memory board
33449A	HP LaserJet III printer
33439P	HP PostScript cartridge
33416A	HP Interface Kit for AppleTalk
33475B	2-Mbyte memory board
or	
33474B	1-Mbyte memory board
33447A	HP LaserJet IID printer
33439P*	HP Postscript cartridge
33416A	HP Interface Kit for AppleTalk
33445B	4-Mbyte memory board
or	
33444B	2-Mbyte memory board

*\*This product replaces the HP Postscript cartridge for the HP LaserJet IID printer (P/N 33438P). The P/N 33438P cartridge is not supported on the Macintosh computer.*

#### *Printers*

## Switching from HP PCL printer language to Adobe PostScript

When purchasing an HP LaserJet printer for use with a Macintosh, it is important to understand about switching between printer languages. Hewlett-Packard recommends HP LaserJet printers be dedicated to either PostScript or HP PCL printer language work groups, but not both on the same network. Here's where sharing an HP LaserJet printer makes sense.

- **Postscript and AppleTalk** — share among Macintoshes on an AppleTalk network
- **PostScript** — share among Mac, MS-DOS, UNIX system, and other systems — as long as all are using PostScript applications
- **HP PCL printer language** — share among MS-DOS PCs

It's not a matter of simply switching printer languages; PostScript and HP PCL users would each need their own downloaded soft fonts (as well as downloaded forms, macros, and cached fonts) stored in their own respective printer memory areas. A printer with two language formatters and two sets of memory on board gets expensive. Software applications would need revision to tell a printer which language to use when printing a document — tricky in a network environment.

HP LaserJet printers can be switched from PostScript to HP PCL printer language quickly, just by powering off the printer and removing the PostScript cartridge. This practice could cause serious frustration on a network, but is an added bonus to information systems managers who want to "permanently" move a printer to a new group of users.

Contact your HP representative for more information.

Printers

## HP LaserJet printer compatibility with future Apple computers

Apple Computer, Inc. has announced a new release of its computer operating system called System 7.0 (the current version is System 6.0.3). The new system is expected to have dramatic changes, and best guesses are it will be available late 1990 or early 1991.

### Will HP LaserJet printers for Macintosh support new System 7.0?

While Apple has not yet released System 7.0 specifications, it is expected to continue compatibility with Postscript printers because of its own large installed base of Postscript printers. HP expects its Postscript and Quick-Draw printers will be compatible with the new System 7.0. HP intends to support the industry-standard printing languages.

Contact your HP representative for more information.

Printers

## HP LaserJet printer memory price reduction

Effective May 1, 1990, the price of the HP LaserJet IIP/III printer 2-Mbyte memory board (PIN 33475B) will be reduced. The price of the 1-Mbyte memory board remains unchanged.

Printers

## Enhancements to HP 2562C line printer

The HP 2562C 420-lpm tabletop line printer has two new options. Option 046 adds the HP-IB system interface. HP-IB is no longer the standard I/O; I/O must be specified. Option 060 is the 16.7-cpi compressed character set. Option 060 replaces the 13.3-cpi character set that comes standard with the printer.

### Ordering information

Product No.	Description
2562C	HP 2562C 420-lpm tabletop line printer
Opt. 046	HP-IB interface
Opt. 060	16.7-cpi character set

Contact your HP representative for a copy of the HP 2562C data sheet (P/N 5952-2338) or for more information.

Printers

## Price changes on HP 2562C I/O options

Effective April 1, all system interface options on the HP 2562C 420-lpm tabletop printer were increased in price. The interface options were zero cost options.

There is no standard interface option on HP 2562C. A system interface must be specified. Contact your HP representative for more information.

### Ordering information

Product No.	Description
2562C	HP 2562C 420-lpm tabletop printer
Opt. 046	HP-IB interface
Opt. 053	Centronics interface

Printers

**New high-speed draft character set upgrades for HP 256XB printers**

Introducing three new high-speed draft character set upgrade kits that increase the throughput of the HP 256XB series of line impact printers.

**Features and benefits**

The HP 26766C upgrade will add the high-speed draft character set to existing HP 2566B/67B line printers. With the upgrade, using the draft character set, users can print at a speed of 1200 lpm on the HP 2566B and 1600 lpm on the HP 2567B. This is a 33 percent increase in throughput speed when comparing with the standard character set.

Upgrading the HP 2563B printer with the HP 26771C high-speed draft character set allows users to print at 420 lpm.

Upgrading the HP 2564B printer with the HP 26772C high-speed draft character set allows users to print at 840 lpm. This is a 40 percent increase in throughput speed when comparing with the standard character set. Contact your HP representative for more information.

**Ordering information**

Product No.	Description
26766C	High-speed draft character set upgrade kit for HP 2566B/67B printers
26771C	High-speed draft character set upgrade kit for HP 2563B printer
26772C	High-speed draft character set upgrade kit for HP 2564B printer

Printers

**HP 256XC printers supported on HP 3000 systems**

Hewlett-Packard announces support for the latest generation of high-speed line printers. The HP 256XC family now includes four new dot-matrix impact printers ranging in performance from 420 lpm to 1600 lpm. In addition to performance, other enhancements over the HP 256XB family include improved paper handling and additional character sets. Like its predecessors, the HP 256XC family continues to offer ruggedness and cost-effective, high-volume output. Because operating noise levels reach 55 dBA, these printers are not recommended for office environments.

**MPE VIE system support**

Each of these printers is supported on HP 3000 MPE VIE systems with V-Delta-3 and later releases. The HP 2563C and HP 2564C may be connected via HP-IB, RS-232-C, or RS-422. Modem connections are not supported. The HP 2566C and HP 2567C are supported only on the HP-IB interface.

**MPE XL system support**

Each of these printers is supported on HP 3000 MPE XL systems with version 1.2 and later releases. The HP 2563C and HP 2564C may be connected via HP-IB, RS-232-C, or RS-422. Modem connections are not supported. The HP 2566C and HP 2567C are supported only on the HP-IB interface.

Contact your HP representative for more information.

Printers

**HP 256XB line impact printers discontinued**

On April 1, 1990, the following HP 256XB line impact system printers were discontinued. They have been replaced by the next generation of faster and more cost-effective HP 256XC printers. Contact your HP representative for more information.

Product No.	Description	Replaced by
2563B	300-lpm line impact printer	HP 2563C
2564B	600-lpm line impact printer	HP 2564C
2566B	900-lpm line impact printer	HP 2566C
2567B	1200-lpm line impact printer	HP 2567C

Printers

**HP 26761B Options 011 and 014 discontinued**

On April 1, 1990, the high-speed draft character set Options 011 and 014 on the HP 26761B upgrade kit were discontinued. These options were used to provide high-speed draft character sets for HP 2567B line impact printers. These options will be replaced by the HP 26766C upgrade kit. Contact your HP representative for more information.

Printers

## **HP 26763B and HP 26764C stacking aid upgrade kits discontinued**

On April 1, 1990, the passive stacking aid kit for HP 2566B/67B printers was discontinued. It has been replaced by the new powered paper stacker upgrade kit (PIN HP 26765C). Also being discontinued at the same time is the shroud/stacking aid for HP 2564B printers, which was replaced by the new improved paper stacking aid (PIN HP 267770C). Contact your HP representative for more information.

Product No.	Description	Replaced by
26763B	Passive stacking aid	HP 26765C
26764C	Shroud/stacking aid	HP 26770C

Printers

## **HP JetScript accessory kit discontinuance**

On April 1, the price for the HP JetScript Accessory Kit (PIN 88141A) was substantially reduced. JetScript is a kit that provides true Adobe Postscript capability for the HP LaserJet Series II printer only. It contains a formatter board that resides in the PC (HP Vectra PC or IBM compatible AT bus), an interface board that is installed in the HP LaserJet Series II printer accessory slot, and a connecting cable.

In addition to lowering the price, HP will be discontinuing JetScript on September 1, 1990, along with the HP LaserJet Series II printer. HP will accept orders for JetScript through August 31, 1990, or until the remaining units are sold, whichever comes first. The five-year support life will start on September 1, 1990.

## **Also in this issue**

<i>New networking courses from HP</i>	4
<i>New IBM products allow standardization of backbone network</i>	7
<i>Announcing SNA communications over X.25 backbone</i>	7
<i>Announcing NS communications over IBM SNA backbone</i>	8
<i>NetView alerts enhancements for SNA/SDLC Link/XL</i>	9
<i>HP-ZBM connectivity supports 16-bit character string for Asian languages</i>	9
<i>ALLBASE/NET for 900 Series HP 3000</i>	11
<i>ALLBASE/NET for HP 9000 Series 800</i>	12
<i>New Apollo interface for HP LaserJet IIP printer with PostScript cartridge</i>	17
<i>Upgrade for CGM HP plotter driver on Apollo workstations</i>	17
<i>New tilt/swivel for 19-inch medium/high resolution color monitors</i>	18
<i>Order new 3%-inch flexible disk drive; current drive to be discontinued</i>	19
<i>New 120-Mbyte internal tape backup for HP Vectra PCs</i>	19

## 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) 2500-614/615/616
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 091323 (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: Warehouse Management System

**Abstract:** Bakco provides a fully integrated, on-line warehouse management system (WMS) with bar coding throughout to control warehouse space, inventory equipment, and labor.

The objectives of the Bakco WMS are to assist management in increasing productivity and reducing warehouse costs, while continually providing tight control of every aspect of the warehouse operation. The Bakco WMS provides management with the necessary tools and information that give them the ability to do the following:

- Provide inventory management information to effectively lay out the warehouse, such as highlighting A-B-C activity, slow-moving items, item service levels, inventory turns.
- Optimize the utilization of the warehouse by systematically monitoring and providing information on the inventory stored in each warehouse location.
- Automatically determine the best warehouse location(s) to store incoming inventory, whether based on primary picking locations, random slotting techniques, or a combination of both in the same warehouse.
- Ship inventory to customers from any location in the warehouse on a first-in-first-out (FIFO) basis.
- Pick customer orders based on the most efficient method of picking the inventory; such as the dependency on storage type (i.e., full pallets, cases, or piece picks). Other wave picking methodology is available as well.

- Automate replenishment activities within the warehouse.
- Amplify inventory counting (counting) techniques to minimize inventory discrepancies and year-end physical inventory counts.
- Enhance employee performance, because of storage and retrieval efficiencies, workload management and precise productivity reporting.
- Maintain tight control of inventory in the warehouse at all times, providing accurate inventory tracking for reductions in safety stocks, minimized likelihood of stockouts and product loss, and fewer customer returns resulting from picking and shipping errors.
- Quickly activate a recall of certain lot(s) of inventory items delivered to specific customers. Capture serialized information for warranty tracking.
- Reduce labor activity required to put away, pick and move inventory within the warehouse.
- Reduce the costs of operating a warehouse on an on-going basis.
- Ensure accuracy of system information by supporting numerous data collection techniques, such as bar coding, scanning, and radio frequency communications. Standard interfaces to automate storage & retrieval systems are also available.

Bar Coding has been integrated within the Bakco WMS to eliminate the likelihood of human error and to ensure inventory accuracies. The Bakco WMS has the capability of printing and scanning bar code labels of various format, such as: UPC, 2 of 5, and Interleave 3 of 9, &

Bakco is an HP Premier Solutions Provider.

**Company Name:** Bakco Data, Inc.

**Address:** 1417 Lake Cook Road  
Suite 100  
Deerfield, IL 60015  
U.S.A.

**Phone:** 708-940-8330

**Contact:** Jerry D. Baker

**Requirements:** HP Platform: HP 3000  
Operating systems: MPE and MPE XL

**Type of Distributor Wanted:** Open

**Geographical Coverage:** Worldwide



## Industry: Manufacturing and distribution

**Abstract:** We are looking for HP VABs who need an EDI front end for the order-entry portion of their software. CCA/LINK can provide purchase-order input directly into your system via a batch input file, customized to your specifications. CCA/LINK was designed to provide parent companies (your current and future users) with all of the benefits of EDI without a large investment in hardware, software, and data communications. We utilize a public network and ANSI X.12 standard formats to keep costs very low.

Common Computer Access/Link or CCA/Link is a powerful new software package designed for industries where products are sold to customers through distributors or directly to customers by manufacturers. It resides on each of the parent company's customer's PC to provide an easy, economical, computer-to-computer communication link between a manufacturer or distributor and their customers. This communication link supports the two-way exchange of business documents and information. These documents can be any business documents that are currently exchanged via hard copy.

The current version of CCA/Link provides the ultimate sales tool for manufacturers and distributors. Their customers can send purchase order data and electronic mail directly to their HP 3000. Customer order data can be keyed manually into CCA/LINK or batch input from their inventory control/purchasing system. Purchase orders can be for parts and/or whole goods. All documents can be reviewed on screen, printed to hard copy, changed, added to, or deleted before transmission to a trading partner.

Customers will be able to receive order acknowledgments, invoices, monthly statements, and electronic mail from their trading partners, as these documents are defined by the trading partners. Any information received can be reviewed on screen or printed. New trading partners can be added dynamically to each customer's copy of CCA/Link as more manufacturers and distributors participate. CCA/Link will create data files to be passed to an Accounts Payable System or Purchasing System. These systems will need the capability to accept this data to update their data files.

CCA/Link is designed to support trading partner specific features. There is a specific menu available for each trading partner (parent company) that wants specific functionality and information included for its customers. These features can include a parent company's price file for costing orders, validating part numbers, and price look-up. Other product specific data can be included. Another example of a trading partner specific feature would be a parts cross-reference look-up function. The parent company can provide a cross reference from competitor part numbers to their products. Features can be added as parent companies request them. Some examples of these would include warranty registration for serialized products, customer warranty claims entry, price file updates via the communication link (EDI), service bulletins, and on-line parts availability inquiry.

**Requirements:** HP Vectra PC or IBM compatible with DOS 3.3 or later.

**Company Name:** Cook, Childs & Associates, Inc.

**Address:** 414 Portage Trail  
Cuyahoga Falls, Ohio 44221  
U.S.A.

**Phone:** 216-928-1961

**Fax:** 216-928-6661

**Contact:** Ronald Childs

**Type of Distributor Wanted:** Open

**Geographical Coverage:** Open

## 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 characters 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 — 8½ 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 functions and when combined, build a companywide application 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  
404-431-1200

**Contact:** Stephanie Zehna

**Type of Distributor Wanted:** Open

**Geographical Coverage:** International

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.

---

---

## *HP CHANNELS*

*Hewlett-Packard Company*

*Tracy Wester, Editor*

*Corporate Marketing Communications*

*3200 Hillview Avenue, Building 16L*

*Palo Alto, CA 94304-1298 USA*