

HP CHANNELS

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HP 3000 Series 920

A new low-cost solution to HP PA-RISC

HP CHANNELS

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Editor
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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.

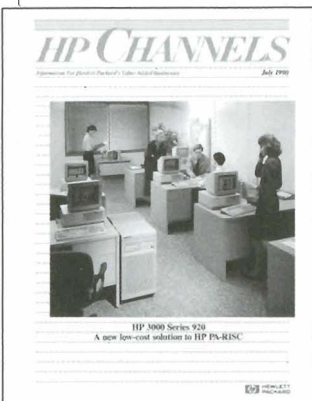
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On the cover



The new HP 3000 Series 920 integrated system further reduces the entry price into HP PA-RISC, just six months after announcing the successful Series 922LX. Combined with the new DTC16/3000, the Series 920 provides users substantial savings on a complete solution with all of the additional benefits of the 900 Series integrated platform. See articles on pages 5 and 6 for more details,

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HP Executive Training Series schedule

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

New discount

There's still time to enroll in seminars scheduled for the second half of 1990. Space is limited, so sign up now. If you register early and your check arrives at least two weeks before the class begins, you will get a \$50 discount. *Note: This discount is not available for the Strategic Selling course.*

Registration

Call the appropriate registration contact listed below for the seminars you wish to attend to tentatively reserve your space. Registration is complete and space guaranteed when your check is received by the registration contact. Make checks payable to "Hewlett-Packard Co."

A schedule of upcoming Executive Training Series classes is a regular feature of this page in **HP Channels**. Seminars to be held in July, August, and September are listed below. *Hewlett-Packard reserves the right to cancel seminars or change prices, dates, and locations.*

Date	Location	Fee*	Contact	Phone
Strategic Marketing Planning				
July 24-25	Montreal, Canada	\$495	Eileen MacLean	414-678-9430
Sep. 18-19	Novi, Mich.	495	Annicc Benedix	313-349-9200
Marketing Communications				
July 10-11	Denver, Colo.	275	Sharon Rhodes	303-649-5822
Sales Training				
<i>Strategic Selling</i>				
Sep. 5-6	Montreal, Canada	250	Eileen MacLean	414-678-9430
<i>Productive Teleprospecting</i>				
Aug. 5	Naperville, Ill.	195	Elaine Smith	708-505-8800

*U.S. list prices

Multiuser Systems

General

Two new memory cards for HP 3000 and HP 9000 systems

Using advanced 4-Mbit RAM technology, two new 16-Mbyte (PIN A1436A) and 32-Mbyte (PIN A1437A) ECC RAM cards allow users to configure higher amounts of system memory in fewer slots. When used in HP 3000 systems, the higher-density cards can free up slots to let users configure more HP-IB, PSI, or HP-FL cards. In HP 9000 systems, the new memory cards can be used to free up slots for additional I/O cards.

Configuration information

The new 16- and 32-Mbyte memory cards are supported in the HP 3000 Series 920, 922LX/RX, 922, and 932 systems on MPE XL 2.1. However, the cards require two patches to MPE XL 2.1 for diagnostics. Systems shipped from the factory with MPE XL 2.1 will contain the required patches. With these new cards, the Series 922LX/RX, 922, and Series 932 will support up to 128 Mbytes.

The new memory cards are also supported on the HP 9000 Models 822 and 832 on HP-UX 7.02. The memory maximum for the Model 832 has increased to 128 Mbytes using the new cards.

Due to the limited quantities of 4-Mbit RAM chips available, the new 16- and 32-Mbyte memory cards will not be structured into the standard HP 3000 and HP 9000 system configurations until late 1990. Before then, both standard memory and memory purchased as an option to the system will continue to be supplied with 8-Mbyte cards. Prior to restructuring in late 1990, users facing slot constraints or requiring greater than 64-Mbytes of memory should order add-on memory via the standalone 16- or 32-Mbyte memory cards rather than ordering memory as an option to the system. Contact your HP representative for more information.

Ordering information

Product No.	Description
A1436A	16-Mbyte memory card
A1437A	32-Mbyte memory card

General

HP 3000 and HP 9000 price/performance

There is still some confusion among users on the relative pricelperformance positioning of the HP 3000 and HP 9000 families. This article will clarify the pricing objectives with these two strategic families.

Both the HP 3000 and HP 9000 are targeted at realizing the full potential of the emerging market for commercial transaction processing systems, based on open systems standards. Our strategy is to position both as leading price/performance RISC-based technology systems and to provide considerable pricelperformance advantages over our traditional competitors — DEC VAX and IBM's mainframe and AS/400. HP is the only major vendor to offer a RISC-based solution for all its customers.

Our objective is to price the HP 3000 systems at a pricelperformance advantage for transaction processing applications over our HP 9000 family. The HP 9000 is priced at a price/performance advantage for nontransaction-oriented computational application environments. This has been our strategy since the first PA-RISC system was introduced and will remain the strategy in the future. The product management teams for the HP 3000 and HP 9000 go to considerable effort to ensure that pricing is consistent between the respective families in terms of key measures of pricelperformance, such as \$/TPS and \$/user. Both product families are priced to be very competitive against their key competitors, including leading UNIX system platforms.

We anticipate that much of the confusion regarding price/performance may have been caused by the higher prices of the HP 3000 version of a PA-RISC processor. This higher price reflects the higher transaction performance provided by the HP 3000. On the same PA-RISC processor, the HP 3000 provides a 30 to 60 percent transaction processing performance advantage. This performance advantage applies across leading relational databases — third-party or HP ALLBASE. TurboIMAGE provides additional performance on the HP 3000.

Today we are in an excellent product position with both the HP 3000 and HP 9000 product families. We are so confident in the superiority of our transaction processing price/performance that we were the first vendor to publish results for the new industry-standard TPC-A benchmark on our new HP 3000 systems. To date, no vendor has responded to our price/performance challenge. We believe that HP is in a strong leadership position.

The fact that HP is the only vendor to offer two strong operating systems on a single RISC-based architecture is a competitive advantage for us, and a significant factor for users. Our consistent pricing policy means that users can choose the operating system that gives them what they value. The HP 9000 leads in terms of openness (standards compliance) with strong OLTP functionality compared to UNIX system competition. The HP 3000 leads in terms of OLTP functionality with strong openness compared to proprietary systems and UNIX system.

Contact your HP representative for more information.

General

Choose HP JAM for extra features and support

Version 4A.0 of JAM is the first version of JYACC's user interface management system to be marketed and supported by Hewlett-Packard. With JAM, programmers can easily include pop-up windows, function keys, on-line help, and color in MS-DOS^B and terminal-based applications. User interfaces created in JAM are portable across HP-UX, MPE XL, MS-DOS, and 70 non-HP platforms. A run-time system is not required.

By choosing JAM version 4A.0 from HP, you obtain HP's highly regarded user service and product support. You also receive the following additional features and benefits.

For a better fit into an HP computing environment

- block-mode support for terminals such as the HP 2392A
- COBOL II interface can also be purchased for JAM on MPE XL systems

For localization

support for European language applications

For JAM applications that are even easier to use

- support for function keys

All features in JAM 4.0 from JYACC are included in JAM 4A.0. Users with JAM 4.0 or any other version prior to version 4A.0 are not eligible for HP support

Ordering information

Product No.	Description
36376A	HP JAM
Opt. 320	For HP 3000 Model 9251 925LX
Opt. 330	For HP 3000 Model 935
Opt. 340	For HP 3000 Model 9501955
Opt. 345	For HP 3000 Model 960
B1734L	JAM for HP 9000 Models 310-340
B1735L	JAM for HP 9000 Models 350-370
92657A	JAM for HP 9000 Models 808, 815
92658A	JAM for HP 9000 Models 825, 835
92659A	JAM for HP 9000 Models 850, 855
Opt. AAO	¼-inch CS/80 cartridge tape
Opt. AA1	½-inch magnetic tape
B1736A	JAM for HP Vectra PC and compatibles
Opt. AA8	3¼-inch flexible disk
Opt. AAA	5¼-inch flexible disk

Media options must be included with HP 9000 and HP Vectra PC orders. When ordering for HP 3000 systems, you must specify the required model. Contact your HP representative for more information.

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

General

Upgrade release of HP SoftBench available

The AO100 upgrade of HP SoftBench (PIN B1621A) supports a new version of the Development Manager. The upgrade gives the HP SoftBench user the ability to extend and customize the development environment to achieve two key benefits:

- the ability to substitute a choice of configuration management solutions for the existing Revision Control System (RCS)
- the ability to configure the Development Manager to interact with other software development tools

Features and benefits

- **Choice of configuration management solutions** — The new version of the Development Manager gives users the ability to substitute other configuration management solutions for the default RCS system that is available with HP SoftBench A.00.00. Users can now choose to substitute SCCS, or Change and Configuration Control (CCC) from **Softool** Corporation, for the RCS version manager. **AMPLIFY CONTROL**, from **CaseWare** Inc., will be available by the end of 1990. The new version of the Development Manager lets users substitute a "home-grown" configuration management solution, as well.
- **Ability to extend and configure the Development Manager** — The revised Development Manager allows third parties and system integrators to extend the Development Manager menus to accommodate the specific needs of a given tool. These Development Manager extensions give users the ability to create a more tailored HP SoftBench environment. Front-end design and software testing tools, such as **Software through Pictures** from **Interactive Development Environments**, and **Logicscope** from **Verilog USA**, can also take advantage

of the configurability of the new Development Manager. Programming language extensions, such as **HP C++/SoftBench** and **HP Ada/SoftBench**, also make use of the new functionality.

Note: Current HP SoftBench customers who wish to purchase any of the third-party encapsulations (CCC, AMPLIFY CONTROL, Software through Pictures, Logicscope) must upgrade to A.01.00.

Series 300 and 800

Version AO100 of HP SoftBench is available on both the HP 9000 Series 300 and 800.

Distribution

The AO100 release of HP SoftBench is not being distributed as a major revision of the system. Current HP SoftBench users who will benefit from the added functionality of the new Development Manager should contact their HP representative to get the media and manuals for the AO100 upgrade sent directly to them. All orders of HP SoftBench shipped after June 1 will include the AO100 version of the product, rather than the original A0000 release.

Effective use of HP SoftBench

The AO100 upgrade kit includes two documents designed to help users tailor the use of HP SoftBench to their unique development processes and needs. The first is a document called "Effective Use of HP SoftBench," which outlines a number of development scenarios and the helpful hints that may aid those users with similar situations in using the HP SoftBench tools more effectively.

The second is a bound set of HP technical notes, written by various members of the **SoftBench** development team.

If you have any questions regarding the AO100 release of HP SoftBench, please contact your HP representative.

General

LAN connection with AdvanceLink Macintosh

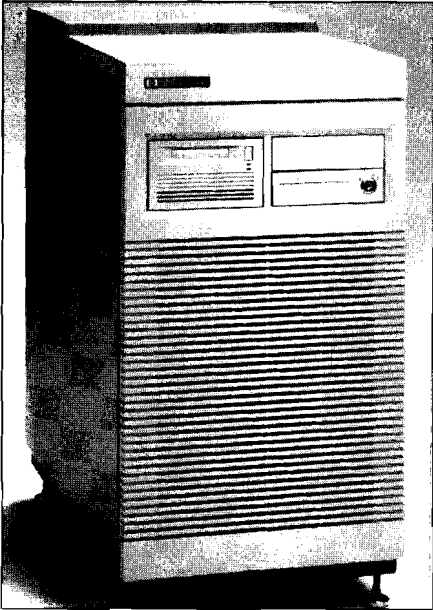
A small number of users have been experiencing problems when trying to use **AdvanceLink** for Macintosh over a LAN connection to an HP 3000. The fault normally prevents the LAN connection being made, although in some cases, repeated attempts to establish a connection do eventually succeed. Investigation of the problems has revealed inconsistencies in the operation of **AdvanceLink** for Macintosh in this environment. Further investigation will be required to establish the exact cause and correct the fault.

This problem does not affect **AdvanceLink** for DOS or **AdvanceLink** for Windows as the LAN implementation is achieved in a different manner. **AdvanceLink** for Macintosh functions successfully via the serial port and users using it in this way are not affected.

Under the circumstances, it is recommended that **AdvanceLink** for Macintosh is used for serial connection only until the fault is rectified. This will probably be in the next release in a few months. If this causes problems for any users, please contact your HP representative.

HP 3000/MPE

New HP 3000 Series 920 and Server 920 systems



Just six months after announcing the successful HP 3000 Series 922LX, HP introduces the Series 920, a new low-end addition to the 900 Series HP 3000 commercial systems. This system is targeted toward small- to medium-sized businesses, departments, and remote offices, supporting up to 20 logged-on users with about 55 to 60 percent of the performance of a Series 922.

Features and benefits

- **New low-entry MPE XL solution** — Priced 14 percent lower (U.S. list) than the Series 922LX, the Series 920 provides a new low-cost entry into

PA-RISC. The price of the complete Series 920 solution is made even lower as a result of the Entry Level System Terminal Promotion and new Structured Solution Package (SSP) bundles. These SSP bundles take advantage of the new DTC16/3000, which provides a cost-effective alternative to the DTC48/3000. Users can now take advantage of a complete low-entry solution at substantial savings.

- **Compact size** — The entire HP 3000 Series 920 system, including disk and tape drives, fits into the integrated Series 9221932 package. This compact package is the size of a two-drawer filing cabinet. The new DTC16/3000 allows additional space savings, as it is smaller than the DTC48/3000. In addition, the complete system does not require any special environmental preparations, further reducing users' start-up costs.
- **Smoothest growth path in the industry** — HP provides users with convenient and smooth field upgrades across five systems in the 900 Series integrated platform. A user can begin with the Series 920 and easily field upgrade to a higher-performing, more extensively configured Series 922. When the user needs more performance and configurability, yet another field upgrade exists to the Series 932. With each field upgrade, the user's hardware investment, including disk, memory, and tape, is fully protected.

- **Low cost backup** — Another advantage of the Series 920 is unattended backup with its integrated DDS tape drive. Providing a data capacity of 1.3 Gbytes per tape, DDS tape technology allows most Series 920 systems to be completely backed up on one DDS format cassette tape. With TurboSTORE/XL II data compression capabilities, unattended backup is now possible on even larger disk configurations, up to 4.7 Gbytes.

Configurations

The HP 3000 Series 920 preconfigured system comes integrated with 24 Mbytes of memory, the popular DDS tape drive, a 670-Mbyte disk drive, system console, ALLBASE/SQL, TurboIMAGE, and MPE XL operating system. Options offering a lower priced version of the Series/Server 920 without database software are available on the July HP Price List.

Ordering information

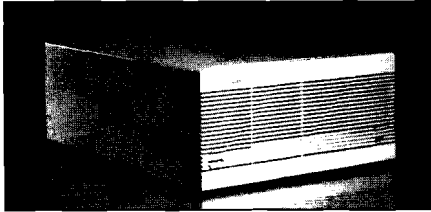
Product No.	Description
A1702A	HP 3000 Series 920 preconfigured
Opt. 100*	Server 920 Version
Opt. 910	Delete TurboIMAGE
Opt. 920	MPE XL only
Opt. 930**	Hardware only

*Must purchase HP NewWave Office System Services and VPLUS/Windows software separately

**For non-U.S. or non-European orders only

HP 3000/MPE

Introducing the new DTC16/3000



The DTC16/3000 is the new, smaller member of HP's Datacomm and Terminal Controller (DTC) family, providing up to 16 asynchronous ports and an entry-level X.25 solution for 900 Series HP 3000 systems.

The DTC16/3000 provides the same powerful services as the DTC48/3000 and is downloaded and managed by the same HP OpenView DTC Manager, or MPE XL system, depending on the required functionality.

The DTC16/3000 is targeted towards entry-level 900 Series HP 3000 systems requiring a limited number of asynchronous connections and optionally a lower speed X.25 link to obtain access to a central office.

business and manufacturing environments where connections are provided to small groups of users, which are physically distributed throughout a building

- environments where small groups of users need access to the same powerful services as the DTC48/3000 offers

Benefits

- cost-effective, local, and remote solution
 - modular box, providing up to 16 asynchronous connections plus an entry-level X.25 link
 - structured system solution available for entry-level X.25 solutions

- simple integration within the workplace or manufacturing floor
 - support of EtherTwist, ThinLAN, and ThickLAN
 - office-compatible cabinet
- fully protected user investment
- single HP OpenView DTC Manager centrally controls whole family of DTC servers
- interoperability with, and same powerful services as the DTC48/3000

Product-line positioning

The DTC16/3000 is the solution for users who require a cost-effective low-end solution, whether local or remote. The DTC16/3000 is the solution of choice to connect to the new entry-level HP 3000 Series 920 and 922LX systems. The DTC16/3000 is also the solution for users who need to physically distribute their terminal servers into the office or manufacturing environment. The smaller size of the DTC16 makes this box an ideal solution in a distributed environment. Small groups of users who need the current powerful services available on the DTC48/3000

to access a mix of HP and non-HP systems at a competitive cost of ownership will also benefit from the DTC16/3000.

Software requirements

The following are required to operate the DTC16/3000:

- MPE XL release 2.0 or later (for 900 Series HP 3000 access)
- HP OpenView DTC Manager (HP D2355A) release A.04.10 or later (for access to multiple systems, to X.25, or for access to other than 900 Series HP 3000 systems)

Availability

The DTC16 was on the June Price List and is available now. The DTC16/3000 is also available as part of the new Series 920 Structured Solution Package (SSP) that offers an 11 to 14 percent discount on both the Series 920 and the DTC16/3000. The SSP makes low-end solutions more competitive as well as simplifying the ordering process.

A DTC16/X.25 Start-up Package is also available with the DTC16/3000. For more information about the DTC16/3000, please contact your HP representative.

The following table summarizes the positioning of the DTC16/3000, versus the DTC48/3000 and the DTC48/9000.

DTC16/3000 versus DTC48/3000 and DTC48/9000

	DTC16/3000	DTC48/3000	DTC48/9000
Target market	HP 3000 or mixed HP 3000, HP 9000, and non-HP environment		HP 9000 environment
Environment	Small business and branch office with entry-level HP 3000 systems Business office and manufacturing plants where connections are distributed to small groups of users.	Large centralized MIS centers Business office where connections to large MIS centers are distributed to large groups of users.	Large centralized MIS centers or need for high port counts on stand-alone
Remote access	Modem connection X.25 PAD support and system-to-system	Modem connection X.25 PAD support and system-to-system	Modem connection No X.25
Management	Host-based for single 900 Series HP 3000 access (without X.25 access) HP OpenView DTC Management for multiple system access, for X.25 access or for non-900 Series HP 3000 access		HP OpenView DTC Management for single and multiple system access

Ordering information

Product No.	Description
2340A	Datacommunications and Terminal Controller with 16 ports – Must order one and only one of Option 640, 641, 642, 840, 841, or 842. A maximum of one Option 650 or 850 can be ordered. A maximum of one Option 310 can be ordered.
Opt. 015	Sets for 220 V
Opt. 310	RS-232-D X.25 Network Access card installed in the DTC16
Opt. 640	Configures DTC16 for ThickLAN and provides six RS-232-C 25-pin modem connections installed in the DTC16. (ThickMAU and 6-meter AUI cable provided)
Opt. 641	Configures DTC16 for AUI use and provides six RS-232-C 25-pin modem connections installed in the DTC16. (No MAU provided)
Opt. 642	Configures DTC16 for ThinLAN and provides six RS-232-C 25-pin modem connections installed in the DTC16. (BNC-T connector provided)
Opt. 650	Provides six additional RS-232-C 25-pin modem connections installed in the DTC16.
Opt. 840	Configures DTC16 for ThickLAN and provides eight RS-232-C 25-pin direct connections installed in the DTC16. (ThickMAU and 6-meter AUI cable provided)
Opt. 841	Configures DTC16 for AUI use and provides eight RS-232-C 25-pin direct connections installed in the DTC16. (No MAU provided)
Opt. 842	Configures DTC16 for ThinLAN and provides eight RS-232-C 25-pin direct connections installed in the DTC16. (BNC-T connector provided)
Opt. 850	Provides eight additional RS-232-C 25-pin direct connections installed in the DTC16
2343A	Add-on DTC16 asynchronous connector card. Provides eight additional RS-232-C 25-pin direct connections
2343C	Add-on DTC16 asynchronous connector card. Provides six additional RS-232-C 25-pin modem connections
2343D	Add-on RS-232-D X.25 Network Access card for DTC16/3000

HP 3000/MPE

New Structured Solution Packages for HP 3000 Series 920 and 922LX

The Structured Solution Package (SSP) bundles introduced in January have been very popular. The discounts available on DTCs and ports ordered with a system offer users a more competitive entry configuration and the bundles simplify ordering, as well. In addition, the new DTC16/3000 further increases the cost effectiveness of user solutions requiring up to 32 ports.

Series 920 and DTC16/3000 bundle

Two new SSP bundles are now available for the HP 3000 Series 920 and DTC16/3000, with solution adjustments

of 11 percent for up to 14 ports and 14 percent for up to 22 ports.

Series 922LX and DTC16/3000 bundle

The HP 3000 Series 922LX SSPs now provide a more compact solution by replacing the DTC48/3000 with the new DTC16/3000. As a result, these solution adjustments have changed to 9 percent for the 14-port bundle and 13 percent for the 22-port bundle. Users who have ordered bundles with the DTC48/3000 have the option to cancel and rebook a new bundle subject to a new availability.

Structured Solution Menu — Series 920 with 6/14 ports

System number: A1712A

Solution adjustment: 11%

Description: Series 920 package

Revision date: June 1, 1990

Required or optional choices	Product group	Number of choices selected	
Required 1 Maximum 1	SPU	<input checked="" type="checkbox"/> Series 920	A1702A
Required 1 Maximum 1	DTC16/3000	<input type="checkbox"/> DTC16/3000	2340A
Required 1 Maximum 1	Required modem ports	<input checked="" type="checkbox"/> 6 RS-232-C modem + ThickLAN	Opt. 640
		<input type="checkbox"/> 6 RS-232-C modem + AUI only	Opt. 641
		<input type="checkbox"/> 6 RS-232-C modem + ThinLAN	Opt. 642
Required 0 Maximum 1	Additional ports	<input type="checkbox"/> 6 RS-232-C modem	Opt. 650
		<input checked="" type="checkbox"/> 8 RS-232-C direct	Opt. 850

****Solution adjustments do not apply to additional memory and disk options**

In the example above, the user has chosen an HP 3000 Series 920 preconfigured system, and a DTC16/3000 with 14 ports (6 modem, 8 direct).

continued on next page

Operating in a ThickLAN environment, the user chose modem port Option 640 with the DTC16/3000. Each system requires one modem port to allow remote support. In addition to the mini-

imum requirements for the 11 percent discount, the user has also chosen direct port Option 850 for 8 more ports. This option also qualifies for the solution adjustment.

Ordering information

Please contact your HP representative for further details on the four SSP bundles listed below.

Product No.	Description
A1712A	SSP with HP 3000 Series 920
A1713A	SSP with HP 3000 Series 920
A1178A	SSP with HP 3000 Series 922LX
A1180A	SSP with HP 3000 Series 922LX

Structured Solution Menu — Series 922LX with 22 ports

System number: A1180A

Solution adjustment: 13%

Description: Series 922LX package

Revision date: June 1, 1990

Required or optional choices	Product group	Number of choices selected		
Required 1 Maximum 1	SPU	<input checked="" type="checkbox"/> 1	Series 922LX	A1027A
Required 1 Maximum 1	DTC16/3000	<input checked="" type="checkbox"/> 1	DTC16/3000	2340A
Required 1 Maximum 1	Required modem ports	<input type="checkbox"/>	6 RS-232-C modem + ThickLAN	Opt. 640
		<input type="checkbox"/>	6 RS-232-C modem + AUI only	Opt. 641
		<input checked="" type="checkbox"/> 1	6 RS-232-C modem + ThinLAN	Opt. 642
Required 1 Maximum 1	Additional ports	<input type="checkbox"/>	6 RS-232-C modem	Opt. 650
		<input checked="" type="checkbox"/> 1	8 RS-232-C direct	Opt. 850
Required 1 Maximum 1	DTC16/3000	<input checked="" type="checkbox"/> 1	DTC16/3000	2340A
Required 1 Maximum 1	Required ports	<input type="checkbox"/>	6 RS-232-C modem + ThickLAN	Opt. 640
		<input type="checkbox"/>	6 RS-232-C modem + AUI only	Opt. 641
		<input type="checkbox"/>	6 RS-232-C modem + ThinLAN	Opt. 642
		<input type="checkbox"/>	8 RS-232-C direct + ThickLAN	Opt. 840
		<input type="checkbox"/>	8 RS-232-C direct + AUI only	Opt. 841
		<input checked="" type="checkbox"/> 1	8 RS-232-C direct + ThinLAN	Opt. 842

In this example, the user has ordered an HP 3000 Series 922LX preconfigured system, a DTC16/3000 with 14 ports (6 modem, 8 direct), and a second DTC16/3000 with 8 ports (all direct).

Operating in a ThinLAN environment, this user has ordered modem port Option 642 with ThinLAN and direct connect Option 850 on the first DTC. On the second DTC, the user selected direct-connect Option 842 with ThinLAN.

HP 3000/MPE

Introducing Release B.02 HP ALLBASE/4GL

Now there is an advanced fourth-generation application development environment that interfaces to HP TurboIMAGE allowing HP TurboIMAGE users to easily migrate to a relational environment — HP ALLBASE/4GL (PIN 30601A/R Development Pack, PIN 30602A/R Run-Time Environment). Users can also create applications that are fully portable between MPE XL and HP-UX platforms. For MPE XL systems, release B.02 of HP ALLBASE/4GL introduces read and write access to HP TurboIMAGE databases, and extra functionality for end users. HP ALLBASE/4GL is designed for developers of business applications in online transaction processing and decision support.

Features and benefits

For fast decision support and a boost to performance, HP ALLBASE/4GL release B.02 can transfer and retrieve information from data stored in HP ALLBASE/SQL databases, HP TurboIMAGE data sets, KSAM files, and serial files.

HP ALLBASE/4GL release B.02 features pull-down menus allowing developers to better locate their position

within the HP ALLBASE/4GL menu tree. It also includes two new internal functions that enable developers to include Next Field and Previous Field function keys in their applications. This enables users to move around screen forms and menus more easily.

HP ALLBASE/4GL gives you a fully integrated development environment that requires no additional editors, compilers, or debugging utilities.

To help users evaluate HP ALLBASE/4GL, an Evaluation Pack is available that offers unrestricted functionality, comprehensive documentation, and self-paced training. For more information, contact your HP representative.

HP 3000/MPE

NS performance improvements with MPE XL Release 2.1

Several important NS and MPE code sections have been rewritten in MPE XL 2.1 "native mode" in order to performance tune NS3000/XL Network Services (PIN 36920A). With MPE XL Release 2.1, NS services have been performance tuned. The results have been significant, reducing the number of executed instructions in the most performance-critical sections of code by as much as 44 percent.

These results show a throughput increase of up to 40 percent and CPU utilization decrease of up to 25 percent. The results depend on the services being used, and the most significant CPU utilization cuts were observed on the remote system. These NS performance improvements are another example of HP's commitment to decreasing network processing from the host and freeing it up for the user's OLTP applications.

Contact your HP representative for more information.

HP 3000/MPE

Introducing HP OfficeFax



HP OfficeFax is a new product that extends the powerful communication capabilities of HP NewWave Office to include the worldwide facsimile network. HP OfficeFax for HP DeskManager (PIN D2412A) and for HP OpenMail (PIN D2413A) is a facsimile gateway solution that combines two important communication technologies — electronic mail and facsimile. It enables users in your network to communicate with over 50 million people in over 8 million remote locations without ever having to leave their desks.

HP OfficeFax is targeted towards users of HP DeskManager and HP OpenMail who need integration into the worldwide fax network, and new users for whom fax is a critical part of an office solution.

Features

Outgoing fares

- faxes sent from HP DeskManager, HP OpenMail, AdvanceMail, and HP NewWave Mail
- fully transparent integration into these four environments

- documents sent in ASCII, HP Word, Word PC, AdvanceWrite+, HP Graphics Gallery, TIFF (Tagged Image File Format), and HP Scanning Gallery
- faxes sent to multiple destinations (broadcasting facility) can be mixed with e-mail destinations
- automatic addition of header pages with configurable text and graphics (company logo)
- automatic retry of failed faxes (number of times configurable)
- confirmation of successful send/failure
- deferred sending of nonurgent faxes

Incoming fares

- received in HP OfficeFax server Intray where they can be rotated (if received upside down) and viewed
 - automatically or manually printed to an HP LaserJet or DeskJet printer
- automatically or manually routed to a standalone facsimile machine

continued on next page

- received in fine and standard mode from Group III or compatible facsimile machines.

Benefits

- Transparent to users** — the integration of HP OfficeFAX within the network is seamless; sending a fax is as easy as sending an electronic mail message.
- Major step towards true global communication** — allowing fax to play a more central role in the organization's data communications.
- Cost savings** — Because HP OfficeFAX uses standard telephone lines, sending a fax only costs you the price of a telephone call.
- Printer paper quality** — Incoming faxes can be printed to an HP LaserJet or DeskJet printer for high-quality, plain-paper output.

Questions and answers

Why does HP OfficeFAX use a serial connection to the HP 3000 rather than being a LAN-based solution?

Research indicated that a serially connected solution was most popular, as not all organizations are currently LAN users. Therefore, to reach the majority of users as quickly as possible, the decision was made to develop the serial solution first.

Will HP OfficeFAX be bundled into an HP NewWave Office solution?

There is no plan to bundle HP OfficeFAX with HP NewWave Office. It will remain as a bolt-on product quoted separately on the HP Price List, but will be actively promoted as part of HP NewWave Office.

Can I send documents created in my favorite word processor (WordPerfect or MSWrite) to remote far machines using HP OfficeFAX?

HP OfficeFAX can send ASCII, HP Word, and HP Word/PC documents/messages. If your HP DeskManager system has browsers or

converters for your particular word processor, then they can also be sent through HP OfficeFAX to a remote fax machine.

Which graphics packages can HP OfficeFAX handle?

HP OfficeFAX can send anything created in HP Graphics Gallery, HP Scanning Gallery, and any other graphics in TIFF format, as fax messages.

Will HP OfficeFAX affect the performance of HP DeskManager or the HP 3000 it is linked to?

With outgoing fax messages, the performance restriction is at the HP OfficeFAX PC server level. There should be no noticeable degradation of performance in the electronic mail network. If incoming faxes are manually routed through the HP DeskManager network, however, the large size of these images may cause degradation in the performance of HP DeskManager.

Is the GammaLink GammaFax CP/T card approved for use in all countries?

No, the GammaFax CP/T card is approved in most of HP's major markets. It is the most widely approved and available fax card. For an up-to-date list of countries in which it has approval, please contact your HP representative.

Ordering information

Product No.	Description
D2412A	HP OfficeFAX for HP DeskManager software and documentation
D2413A	HP OfficeFAX for HP OpenMail software and documentation

Please note that HP OfficeFAX requires a dedicated PC and a GammaLink GammaFax CP/T card. In addition, until the release of HP OpenMail version A0001, HP OfficeFAX PIN D2413A requires that a patch be applied to HP OpenMail version A0000. For more information about HP OfficeFAX, contact your HP representative.

HP 3000/MPE

HP 3000 configuration update

The most recent HP 3000 Configuration Guide update omits an important piece of information regarding HP-IB channel requirements for integrated disk storage in the HP 3000 Series 92019221932 systems. Due to the potential for performance degradation, a maximum of three integrated disk drives are recommended on a single HP-IB channel.

It is recommended that a second HP-IB channel be added to configurations with four integrated disks. Additional HP-IB channels may be ordered for the Series 920, 922LX, 922RX, and 922 using Options 402 or 403 and ordered for the Series 932 using Option 403. For more information, contact your HP representative.

HP 3000/MPE

Aggressive new pricing for HP 3000 Series 922 and 932

Effective July 1, prices for the HP 3000 Series 922 (PIN A1033A) and Series 932 (PIN A1041A) will be reduced 17 and 26 percent (U.S. list), respectively. The HP 3000 Series 922 and 932 are currently competitively priced against comparable IBM AS/400 and DEC VAX systems. The new lower prices extend that advantage and provide aggressive pricing competitive to the RISC-based IBM RS6000, DEC 5400, as well as the soon to be announced VAX 4000 products.

Prices of selected Series 922 and 932 field upgrades will also be decreased August 1 to align them with the new prices of the Series 922 and 932 systems. Watch for a future article in **HP Channels** announcing these changes. Contact your HP representative for more information.

HP 3000/MPE

HP 3000 SPU only product obsolescence

Several HP 3000 SPU only product numbers will be removed from the September HP Price List. An SPU only product is one that contains computer hardware, but does not include any sys-

tem software. The only impact of this action will be that SPU only products will not be orderable in the U.S. Contact your HP representative for more information.

Products to be obsoleted		Equivalent to*	
Product No.	Description	Product No.	Option
A1061A	HP 3000 Series 935 SPU only	A1060A	930
32491B	HP 3000 Series 950 SPU only	32490B	930
A1110A	HP 3000 Series 955 SPU only	A1109A	930
A1136A	HP 3000 Series 960 SPU only	A1130A	930

*Not orderable in the U.S.

HP 3000/MPE

Additional HP 3000 support for DDS tape drive

Complementing MPE XL support version 2.05, digital data storage (DDS) tape drive support on HP 3000 MPE VIE systems is now available with a patch to V-Delta-8 (patch MPECV36A). The HP Series 6400 Model 1300H (PIN C1511A) offers users unattended backup of up to 5.2 Gbytes of data with TurboSTORE/VE and four DDS tape drives, low-cost media, dependable data storage, and data interchange between MPE VIE and MPE XL systems.

To assist HP 3000 users migrating from 114-inch tape to DDS-format tape

drives, additional MPE VIE support is available. The HP Series 6400 Model 1300H is supported on V-Delta-5 and V-Delta-7, if configured as an HP 7979 tape drive. Due to a loss of certain support utilities, DDS support on V-Delta-5 is for *migration purposes only*. By configuring DDS as an HP 7979 tape drive, users will be able to effectively manage the migration of their 1/4-inch tape library to DDS.

Contact your HP representative for additional information regarding support restrictions.

HP 3000/MPE

Entry-level system terminal promotion expanded and extended

This month, HP introduced a new entry-level MPE XL system, the HP 3000 Series 920. Now, users ordering the Series 920 can take advantage of the savings offered with the Entry-Level System Terminal Promotion, which has been extended through October 31, 1990.

The Entry-Level Systems Terminal Promotion provides substantial savings to users who order a Series 920, or one of the entry-level HP 3000 systems (MICRO 3000LX/RX/XE, Series 920, 922LX/RX, 922, 932), along with HP 700192 terminals (PIN C1001A/G/W). For every six terminals ordered (up to the maximums allowed in the promotion), users save \$1,170 (U.S. list). To be eligible for the promotional discount, terminals must be ordered in multiples of six and be on the same order number as the system.

Even though this is a worldwide promotion, it may not be available in all countries. Contact your HP representative for more information.

HP 3000/MPE

Remanufactured HP MICRO 3000GX promotion

Price-sensitive small business owners who rely on specialized software applications to handle their day-to-day online transactions and large users with branch (remote) locations are targeted for a new worldwide promotion starting July 1. This promotion features aggressive pricing on the remanufactured HP MICRO 3000GX, plus an extra 2 Mbytes of memory and a choice of one free HP training class. All purchase agreement discounts (PAD) apply for this promotion.

The remanufactured HP MICRO 3000GX 8-user system (P/N 32536AR) comes equipped with all the features of an integrated HP 3000, including the standard MPE V operating system, disk drive, tape drive, and system console. By adding eight ports, users get an excellent entry-level, 16-user system for the price of a high-end PC.

This promotion will run from July 1 through December 31, 1990, or until the supply of remanufactured HP MICRO 3000GX systems is depleted. But because there is limited availability on specific configurations, you may want to act quickly. *Note: Even though this is a worldwide promotion, it may not be available in every country.* Contact your HP representative for availability and more information.

HP VARs will receive both a sales guide (PIN 5952-3242) and a brochure (PIN 5952-3243) this month. For more information or to order additional copies of these publications, contact your HP representative.

HP 1000

New HP 1000 A-Series processor—the A990

Hewlett-Packard has two primary objectives for HP 1000 A-Series development. First, to meet commitments made in previous years to manufacture the A-Series until the year 2000 and support it until the year 2010. Second, to protect and enhance users' investments in the A-Series.

As part of meeting both objectives, HP has just announced the HP 1000 A990. The A990 is a high-end enhancement to the A-Series family, and the first processor addition to the HP 1000 A-Series computer line since the A400 single-board computer (SBC) was announced in 1986.

Manufacturability and performance

The A990 is based on a single-board processor that will have more than twice the CPU performance of the current A900. To both guarantee manufacturability until the year 2000 and produce a product with the high degree of reliability necessary, the new processor employs CAD/CAM techniques to create an optimized design, the latest in applications-specific integrated circuits (ASICs), and combines the latest surface-mount (SMT) processes with other modern manufacturing methods. The end result is a high-performance, plug-compatible, and reliable processor on a single board that is functionally compatible with the current A-Series family.

Price performance benefits

The A990, with twice the CPU performance of the A900 but only a \$13,000 (U.S. list) price increase over each of the current A900 products, provides users with significantly better price performance at the high-end of the HP 1000 A-Series.

Ordering information

Product No.	Description
2199E	HP 1000 A900 20-slot system
2489B	HP 1000 A900 14-slot system
2139B	HP 1000 A900 20-slot box
2439B	HP 1000 A900 14-slot box
2999A	HP 1000 A990 20-slot system
2989A	HP 1000 A990 14-slot system
2959A	HP 1000 A990 20-slot box
2939A	HP 1000 A990 14-slot box

User investment protection

To provide an expansion path for those users who already have HP 1000 A-Series A900 computers, the new processor will also be field upgradable. Users who want to upgrade their A900s to the new A990 processor may purchase an upgrade package. Additionally, any user returning a current A900 four-board processor set will receive a credit off the price of the upgrade.

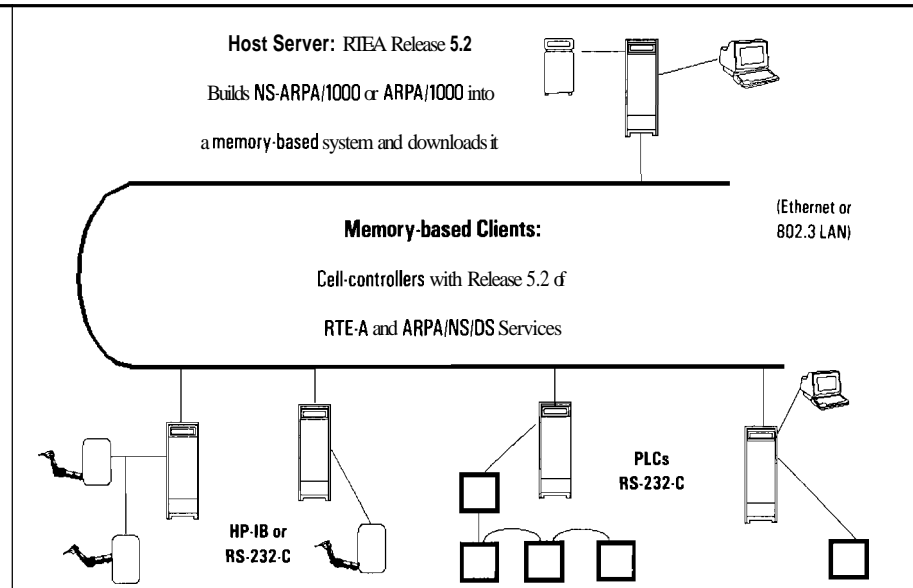
Price incentive

Purchasing an A900 now and then upgrading it to the corresponding A990 model *has a price advantage over waiting* to buy the A990 model. The *advantage* is users taking shipment of current A900s between May 1, 1990, and when the new processors start shipping will receive an additional credit off the upgrade price. This means that users' final upgrade price would be additionally reduced above the standard return credit.

Introduction date

The A990 products are currently scheduled to appear on the October 1 HP Price List. Shipments are scheduled to begin in early 1991. Contact your HP representative for more information.

Memory-based operation of NS-ARPA/1000 and ARPA/1000 available at Release 5.2.



Memory-based systems offer client-server computing to HP 1000 users. The client node is an A-Series memory-based system that is downloaded by a remote host over a LAN. The server node is an A-Series disk-based system that allows users to build the NS-ARPA/1000 (PIN 91790A/R) or ARPA/1000 (PIN 98170A/R) product into a memory-based system, download it, and control it. A single server can download up to 28 clients simultaneously over a LAN.

Features and benefits

- Memory-based operation** — allows users to store applications and data in a clean environment while the **monitoring/control** or data collection nodes are close to the real-time events for fast response and high I/O bandwidth. Previous to the 5.2 release, RTE-A users who wished to run networked memory-based systems were restricted to booting their systems over HDLC links and running the DS/1000-IV network product.

The HP 1000 memory-based systems have stand-alone capability, unlike the typical client/server relationship of

"diskless" nodes. A memory-based RTE-A node is able to continue operation even when disconnected from the LAN, making it a very reliable system in environments where network connectivity to a server cannot be guaranteed.

Also included in release 5.2 is support for a preloaded RAM disk. Users currently running DS/1000-IV memory based may wish to upgrade to NS-ARPA/1000 to take advantage of LAN link technology, RAM disk, standards-based services and transports (ARPA and TCP/IP), and smoother integration of their HP 1000 nodes.

- Subnetting** — an optional addressing scheme that allows users to partition the host address portion of an Internet address into discrete subnetworks. The physical networks are connected via gateways to form one logical network. The ability to recognize subnetted addresses now allows the HP 1000 to be a part of a subnetwork, thus providing users improved access to networked resources.

Performance — Users should expect anywhere from a 10 to 30 percent performance improvement depending upon their particular use of the product. In some cases, the improvement may exceed these levels. Improvements may be seen as either an increase in throughput or a reduction in CPU utilization, depending upon specific network usage.

Requirements for NS-ARPA/1000 and ARPA/1000 include RTE-A 5.2 (download software, LANVCP, ships free with RTE-A) and VC+ (CDS and multiuser) installed. The client node will require a minimum of 2 Mbytes of memory. This provides enough memory to load the operating system and the **networking** services, with some additional memory available for applications. Contact your HP representative for more information.

Ordering information

Product No.	Description
91790A	NS-ARPA/1000 for the A-Series
Opt. 22 or 51	Cartridge tape and manuals 1600 bpi magnetic tape and manuals
Opt. 400 or 600 or 700 or 890	For use in an A400 For use in an A600 For use in an A700 For use in an A900
91790R	NS-ARPA/1000 for the A-Series
Opt. 400 or 600 or 700 or 890	For use in an A400 For use in an A600 For use in an A700 For use in an A900
98170A	ARPA/1000 for the A-series
Opt. 22 or 51	Cartridge tape and manuals 1600 bpi magnetic tape and manuals
Opt. 400 or 600 or 700 or 890	For use in an A400 For use in an A600 For use in an A700 For use in an A900
98170R	ARPA/1000 for the A-Series
Opt. 400 or 600 or 700 or 890	For use in an A400 For use in an A600 For use in an A700 For use in an A900

HP 1000

New RTE 5.2 release

RTE 5.2, the new revision of RTE, was developed for use on HP 1000 A-Series computers as well as the E/F-Series computers.

The major enhancements made to RTE-A in this revision focus on improving the overall functionality of memory-based systems. One such enhancement is a new RAM disk, which offers faster file I/O processing. Another enhancement is the addition of LAN/VCP, which allows systems to be downloaded and booted over a LAN. Our memory-based systems have stand-alone capability, unlike the typical client/server relationship of other "diskless" systems. They can be controlled and booted over a LAN, and access a host of systems and peripheral devices over a network. Therefore, each HP 1000 system would not require a system disk, tape drive, printer, or terminal.

Perhaps the most exciting feature added to RTE-A is the addition of Mail/1000. Mail/1000 is an ARPA Internet-compatible electronic mail system that offers mail folders, waste baskets, and distribution lists. It also allows messages to be sent to other users on the network: HP 1000 to HP 1000, HP 1000 to HP 9000, and HP 1000 to HP 3000. Other enhancements made to RTE in this revision include:

RE-A systems

- networking
 - 10 to 30 percent performance improvements

RTE-A and RE - 6 systems

- new peripheral support
 - C2200A 335-Mbyte disk drive
 - C2202A 670-Mbyte disk drive with disk caching
 - C2203A 670-Mbyte disk drive without disk caching
 - HP 700/96 terminal
 - HP 700/98 terminal

- new graphics support
 - 300 x 300 dpi graphics for the HP 2626A/D, 2684A/D/P
 - D1187 and D1188 monitors for the 12065 color video card
- selected enhancements
 - CI: 35 percent performance improvements in command execution
 - EDIT/1000: line-drawing features in screen mode
 - Link: command stack capability and new commands

If you have any questions or need any additional information, please contact your HP representative.

HP 1000

MRJE/1000 and PMF/1000 obsolescence

MRJE/1000 and PMF/1000 (P/Ns 91782A and 91784A) will be obsoleted on October 1, 1990. Orders can be placed on both products until this date. Both products will go into support life until October 1, 1995.

MRJE/1000 provides multileaving remote job entry from the HP 1000 to an IBM host using the bisync protocol. For users requiring the basic functionality of MRJE/1000, the RJE/1000 product can be offered as an alternative.

PMF/1000 provides interactive mainframe connectivity from the HP 1000 to an IBM host. This product also uses the bisync protocol. Demand for this functionality is very low. As a result, there will be no substitute or replacement for this product. For additional information regarding IBM connectivity for the HP 1000, contact your HP representative.

HP 9000/HP-UX

HP 9000 Model 822S — new low-end entry to popular integrated package

The new HP 9000 Model 822S (PIN A1716A) offers a lower entry point into the popular integrated package that supports the Model 832S. It is targeted towards small to medium businesses, departments, and work groups. It is also ideal for VABs and end users in manufacturing, hospitality, distribution, state and local government, and education markets.

Features and benefits

- *New low-end entry system* — The HP 9000 Model 822S provides a substantially lower entry price into the popular *deskside* package that supports the Model 832S.
- *State-of-the-art technology* — The Model 822S combines the latest technology in terms of processors, disk storage, and tape backup. The single-board PA-RISC processor delivers high performance with industry-leading reliability. The disk technology is based on the highly reliable thin-film disk drive that delivers high-density storage in a compact size (5%-inch form factor) to provide an ideal storage system.

Cost-effective backup comes standard with the DDS cartridge tape drive, the tape storage media based on digital audio tape technology. Each tape cartridge has a storage capacity of 1.3 Gbytes to provide unattended backup for most configurations.

- *Compact convenient packaging* — This versatile **deskside** package requires no special flooring or air conditioning and is ideal for office and laboratory environments. Its space-saving footprint offers nearly unlimited location flexibility.
- *Fast, easy installation* — The Model **822S** is shipped as single, complete system, ready to load application solutions. To facilitate setup at user sites, memory, disk components, I/O cards and the HP-UX operating system are preinstalled at the factory prior to shipment.
- *Board upgrade* — Cost-effective performance growth is available for Model **822S** users with a processor board upgrade to the Model **832S**. This field-installable upgrade leverages the users' hardware investment and provides a 60 to 70 percent performance improvement.

Product line positioning

The HP 9000 Model **822S** offers a lower entry point into the popular integrated package that currently supports the Model **832S**. The Model **822S** is positioned to support 1 to 24 active users complementing the Model **815S** and Model **832S**, which are respectively positioned for 1 to 12 users and 1 to 48 users. The Model **822S** represents a 50 to 60 percent performance improvement over the Model **815S** and can be upgraded via a processor board swap to the Model **832S** providing a performance growth of 60 to 70 percent.

Configuration information

The base system of the Model **822S** comes with 8 Mbytes of error correcting memory, a 304-Mbyte disk, 16 ports, a 1.3-Gbyte digital audio tape drive, battery backup, as well as 16-user HP-UX loaded on the disk at the factory. The system is shipped to

the user with memory, disk components, and I/O cards preinstalled. Configuration flexibility is achieved with the expandability of up to 64 Mbytes of memory, up to 2.6 Gbytes of internal disk storage (up to 8 Gbytes of total disk storage), and up to 48 MUX ports and up to 48 DTC ports. The Model **822S** features the HP Precision Bus (HP-PB) backplane and provides 11 available slots.

Please contact your HP representative for more information and to get a copy of the following literature:

- HP 9000 Model **822S/832S** data sheet, PIN 5952-2310
- HP 9000 Family brochure, PIN 5952-2496

HP 9000/HP-UX

HP 9000 Model 815S aggressively priced

The HP 9000 Model **815S** eight-user system (PIN A1071A) and HP 9000 Model **808S** four-user system (PIN A1625A) have been repriced. Both models come complete from the factory with memory, disk, tape, MUX, HP-IB, and HP-UX.

These systems are targeted towards VABs and end-users in the hospitality, manufacturing, distribution, state and local government, and education markets. They are sized for office work groups, departments, and small companies.

HP product-line positioning

Aggressively repricing the HP 9000 Series 800 entry-level systems, the HP 9000 family is decidedly open for

business. Combining business UNIX system functionality with a commitment to standards, the Models **808S** and **815S** lead the way at the 1- to 8-user and 1- to 12-user levels. HP-UX's systems administration and network management, **OpenSpool/UX**, and OLTP tuning are examples of commercial functionality; SVID, POSIX, and XPG3 compliance, with the Motif user interface, provide examples of HP's standards of commitment.

The HP 9000 Models **808S** and **815S** are the lowest priced HP 9000 Series 800 system bundles available. The newly priced Model **815S** comes with one eight-channel MUX, unlike the former configuration which contained two. A second MUX can now be ordered using Option 602.

The Models **808S** and **815S** will most often perform between 50 and 65 percent of the Model **822S** (Models **822S** and **825S** have similar performance). However, performance relative to the Model **822S**, has varied from 85 percent running debit/credit-like applications, to 40 percent running interpreters and emulation-mode applications.

System configurations

- 8 Mbytes memory
- 300-Mbyte disk
- 130-Mbyte ¼-inch tape
- operating system and user license
- 8 serial ports
- disk/tape controller
- battery backup

Contact your HP representative for more information.

HP 9000/HP-UX

HP 9000 Model 840S hardware accessory discontinued

The HP 9000 Model 840S hardware accessories listed below have been discontinued and removed from the HP Price List. HP 9000 Model 840S was removed from the price list on June 1, 1989, and at that time entered into a 10-year support life. The Model 840S hardware accessories, which remained on the price list for one additional year, have now been discontinued. All hardware accessories removed from the price list will enter into a 10-year support life. Contact your HP representative for more information.

Product No.	Description
19748A	8 Mbytes ECC RAM
19733A	32 Mbytes ECC RAM
19746B	CIO expander
19744A	CIO channel adapter
19746A	Expansion module
19747A	Expansion bay
19742A	Floating-point PCA
19777A	Hardware manual set

HP 9000/HP-UX

HP-UX and V.4

Many users have asked about HP's plans for incorporating AT&T's UNIX System V.4 implementation into HP-UX. Here's what you should know:

- The main accomplishment of V.4 is the merging of Berkeley UNIX (BSD) and System V features which HP did years ago with the introduction of HP-UX on the HP 9000 Series 800.
- HP-UX currently includes many of the major features of V.4 (XPG, POSIX 1003.1, ANSI C). In addition, there are plans to incorporate several more of the features users have been asking for from V.4 into HP-UX (shared libraries).
- While some users really need specific features of V.4, most are concerned with the future of HP-UX and the protection of their investment.
- HP's direction with HP-UX is to adhere to all relevant standards. HP has made a commitment to comply to the Open Software Foundation application environment specification (AES) level 1. It is important to note that HP is investigating V.4 compliance as defined in the SVID Issue 3. (V.3 compliance was defined by the SVID Issue 2.) Today, HP-UX complies to XPG3, which gives a high level of compatibility with both OSF and UI vendors.

- Most vendors (including UNIX system international members) do not intend to roll to the V.4 kernel. Rather, they plan to comply with V.4 as defined in the SVID Issue 3.

In summary, users don't need to be concerned about protecting their investment because V.4 is a rehash of a BSD and System V merge; the important V.4 features are already in HP-UX or planned for HP-UX; and both V.4 and HP-UX comply to the XPG standard.

For more information including specific details on the V.4 features that are in HP-UX or are planned to be in HP-UX, contact your HP representative.

Also in this issue

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<i>DDS-format tape drive now supported on HP 9000 Series 800 and 600</i>	29
<i>Upgrade credits offered on MPE XL Network Links</i>	32
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Workstations

General

HP introduces HP-PHIGS Version 2.0

HP-PHIGS is HP's implementation of the ANSI/ISO PHIGS standard with PHIGS PLUS extensions. It is the second release of this product. The first release was termed **Domain/PHIGS** and was only supported on **Domain/OS**. This product is supported on both **Domain/OS** and **HP-UX**.

HP-PHIGS is targeted at markets that require the ability to manipulate complex geometries interactively. These include the mechanical **CAD/CAE**, molecular modeling, and **AEC** markets.

Features and benefits

- **Based on the ANSI PHIGS standard** — This ensures the portability of applications across other PHIGS based platforms.
- **Support for PHIGS PLUS extensions** — Provides lighting, shading, and complex curves and surfaces such as NURBS.
- Native implementation** — Since HP-PHIGS is not layered on another graphics library, it takes advantage of the full performance available from the hardware. It also takes advantage of the hardware support for its feature set. With HP-PHIGS, there is no performance penalty for using an industry standard.
- **MOMA windows** — Up to 16 accelerated simultaneous windows are supported. The **TurboVRX** supports separate color maps for up to 15 windows. Integration with **X11** windows also allows the user to access multiple high-performance text windows concurrently with graphics windows.
- **Input through either PHIGS or X11** — This flexibility allows menu input to be done through **X11** and graphics input through either **PHIGS** or **X11**.

Prepick highlighting — The software architecture has been specifically designed to provide exceptional picking performance. Prepick highlighting has been supported to provide the user with quick, positive feedback on items to be picked (HP-UX only).

- **Quick update methods** — Provides fast display updates during model editing (Domain/OS only)

Ordering information

Product No.	Description
<i>Domain/OS</i>	
LA51B	HP-PHIGS development license plus media and manuals
LB51B	HP-PHIGS corporate development license (2-9 copies)
LA51A	HP-PHIGS runtime license plus media and manuals
LB51A	HP-PHIGS corporate runtime license (2-9 copies)
<i>HP-UX</i>	
B1759L	HP-PHIGS development license
B1759A	Media and manuals for B1759L
B1685L	HP-PHIGS runtime license
B1685A	Media for B1685L

General

HP C++/SoftBench for object-oriented programming

Hewlett-Packard is currently developing **C++/SoftBench**, a **C++** software development environment, for HP 9000 platforms.

HP C++/SoftBench is the product name for a complete **C++** software development environment. The product is based on **HP SoftBench** and the **HP C++** language package. It provides tools specifically tuned to the **C++** language for the edit-compile-debug segment of the software development lifecycle. The offering contains HP's **C++**, a product based on AT&T's Version 2.0 of the **C++** language.

Look for additional articles on **HP C++/SoftBench** in future issues of **HP Channels**.

General

Pascal RTR products removed from price list

The Pascal right to reproduce (RTR) products (P/Ns 98617M and 98617M Opt. 100) are being removed from the HP Price List as of August 1 due to duplicate products (P/Ns 98617R and 98617R Opt. 100) being available.

Both products contain identical media and documentation and were set up to differentiate user types. This is no longer a requirement; therefore, the 98617R product description in both the HP Price List and the Price Guide will reflect that end users, volume end users, resellers, and SRM users can purchase the 98617R product. There will be no support life for PIN 98617M since there is a replacement product available.

For more information, contact your HP representative.

Apollo

Objectworks for Smalltalk-80 — new version for Apollo workstations

Hewlett-Packard recently signed a marketing and development agreement with **ParcPlace Systems** to port **Objectworks** for Smalltalk-80 (version 2.5) to the Apollo Series 2500, 3500, and 4500 family.

Objectworks for Smalltalk-80 is a system for the development and delivery of object-oriented software. Integrated with a complete implementation of the

continued on next page

Smalltalk-80 language, it provides the full capabilities of object-oriented programming plus total application portability.

It enables sophisticated, interactive, graphics-oriented applications to be delivered on a wide variety of computers without source code changes or even recompilation.

Features and benefits

- **Incremental native code compilation** — Changes are quick to make, simplifying debugging and maintenance.
- **Interactive programming tools** — Programmer productivity is improved by easier movement through code.
- **Reusable class library** — Reuse of existing code gets programs up and running quickly, while increasing program modularity and improving program stability.

Application portability — Saves time and money as systems developed on Sun can now be delivered on HP platforms.

Contact information

For more information on Objectworks for Smalltalk-80, commercial or educational pricing, consulting services, support services, and training, please contact **ParcPlace Systems, 1550** Plymouth Street, Mountain View, California 94043, U.S.A., or call 415-691-6700, or toll-free in the U.S. (except California) 800-822-7880.

Apollo

Domain/CommonLISP Version 3.0 obsolescence

Domain/CommonLISP Version 3.0 will be removed from the HP Price List on December 1, 1990. Only Version 3.0 of the Domain/CommonLISP product is being obsoleted. Version 4.0, based on the de facto Lucid Common LISP Version 4.0 standard, will still be available.

The Domain/CommonLISP Version 4.0 runs on PRISM and MC680X0-based workstations. Contact your HP representative for a complete listing of model numbers available for Version 4.0.

Product No.	Description	Replacement
LA09A	Domain/CommonLISP V3.0 single-node runtime license including media and documentation	
Opt. CAA	Software on 8-inch media (SR9.7 or SRIO)	LA10A000*
Opt. CAB	Software on 5%-inch media (SR9.7 or SRIO)	LA10A000*
Opt. CAC	Software on magnetic tape (SR9.7 or SRIO)	LA10A000*
Opt. CAD	Software on cartridge tape (SR9.7 or SRIO)	LA10A000*
LA09B	Domain/CommonLISP V3.0 single-node development license including media and documentation	
Opt. CAA	Software on 8-inch media (SR9.7 or SRIO)	LA10BCAA
Opt. CAB	Software on 5%-inch media (SR9.7 or SRIO)	LA10BCAB
Opt. CAC	Software on magnetic tape (SR9.7 or SRIO)	LA10BCAC
Opt. CAD	Software on cartridge tape (SR9.7 or SRIO)	LA10BCAD
LB09B0A0	Domain/CommonLISP V3.0 corporate development license for MC680X0-based workstations	LB10B0A0
LD09A	Domain/CommonLISP V3.0 runtime replacement media for MC680X0-based workstations	
Opt. CAA	Software on 8-inch floppy media	None required
Opt. CAB	Software on 5%-inch floppy media	None required
Opt. CAC	Software on magnetic tape media	None required
Opt. CAD	Software on cartridge tape media	None required
LD09B	Domain/CommonLISP V3.0 development replacement media for MC680X0-based workstations	
Opt. AQA	Software on 8-inch media (SR9.7)	LDIOBCAA
Opt. AOB	Software on 5¼-inch media (SR9.7)	LDIOBCAB
Opt. AOC	Software on magnetic tape media (SR9.7)	LDIOBCAC
Opt. AOD	Software on cartridge tape media (SR9.7)	LDIOBCAD
Opt. BQA	Software on 8-inch media (SRIO)	LDIOBCAA
Opt. BOB	Software on 5%-inch floppy media (SRIO)	LDIOBCAB
Opt. BOC	Software on magnetic tape media (SRIO)	LDIOBCAC
Opt. BOD	Software on cartridge tape media (SRIO)	LDIOBCAD
Opt. CQA	Software on 8-inch floppy media	LDIOBCAA
Opt. COB	Software on 5¼-inch floppy media	LDIOBCAB
Opt. COC	Software on magnetic tape media	LDIOBCAC
Opt. COD	Software on cartridge tape media	LDIOBCAD

**At Version 4.0, these replacement products will no longer require media and documentation. Please contact your HP representative for more information on the replacement products listed above. Final orders for these products will be accepted through December 31, 1990.*

Apollo

Domain/C++ Version 1.2 obsolescence

On December 1, 1990, Domain/C++ Version 1.2 will be obsoleted and removed from the HP Price List. Version 2.0, based on the de facto AT&T C++ version 2.0 standard, is still available.

Final orders for these products will be accepted through December 31, 1990.

Product No.	Description	Replacement products
LA990	Domain/C++ V1.2 single node license (includes media and documentation)	
Opt. AAA	Software on 8-inch media (SR9.7)	Not available on 8-inch floppy
Opt. AAB	Software on 5 1/4-inch media (SR9.7)	Not available for SR9.7
Opt. AAC	Software on magnetic tape media (SR9.7)	Not available for SR9.7
Opt. AAD	Software on cartridge tape media (SR9.7)	Not available for SR9.7
Opt. BAA	Software on 8-inch media (SR10)	Not available on 8-inch floppy
Opt. BAB	Software on 5 1/4-inch media (SR10)	LA130BAB
Opt. BAC	Software on magnetic tape media (SR10)	LA130BAC
Opt. BAD	Software on cartridge tape media (SR10)	LA130BAD
Opt. BBC	Software on magnetic tape media (SR10)	LA130BBC
Opt. BBD	Software on cartridge tape media (SR10)	LA130BBD
LB9900A0	Domain/C++ V1.2 corporate license (for MC680x0-based workstations)	LA1300A0
LB9900B0	Domain/C++ V1.2 corporate license (for PRISM-based workstations)	LA1300B0
LD990	Domain/C++ replacement media for Version 1.2	LD130
Opt. AQA	Software on 8-inch media (SR9.7)	Not available on 8-inch floppy
Opt. A0B	Software on 5 1/4-inch media (SR9.7)	Not available for SR9.7
Opt. AOC	Software on magnetic tape media (SR9.7)	Not available for SR9.7
Opt. AOD	Software on cartridge tape media (SR9.7)	Not available for SR9.7
Opt. BOA	Software on 8-inch media (SR10)	Not available on 8-inch floppy
Opt. BOB	Software on 5 1/4-inch floppy media (SR10)	LD130B0B
Opt. BOC	Software on magnetic tape media (SR10)	LD130B0C
Opt. BOD	Software cartridge tape media (SR10)	LD130B0D
Opt. BBC	Software on magnetic tape media (SR10)	LD130BBC
Opt. BBD	Software cartridge tape media (SR10)	LD130BBD
LAB10	Domain/C++ V1.2 Translator single-node license (including media and documentation)	
Opt. AAA	Software on 8-inch media (SR9.7)	Not available on 8-inch floppy
Opt. AAB	Software on 5 1/4-inch media (SR9.7)	Not available for SR9.7
Opt. AAC	Software on magnetic tape media (SR9.7)	Not available for SR9.7
Opt. AAD	Software on cartridge tape media (SR9.7)	Not available for SR9.7
Opt. BAA	Software on 8-inch media (SR10)	Not available on 8-inch floppy
Opt. BAB	Software on 5 1/4-inch media (SR10)	LA120BAB
Opt. BAC	Software on magnetic tape media (SR10)	LA120BAC
Opt. BAD	Software on cartridge tape media (SR10)	LA120BAD
Opt. BBC	Software on magnetic tape media (SR10)	LA120BBC
Opt. BBD	Software on cartridge tape media (SR10)	LA120BBD
LBB10000	Domain/C++ V1.2 Translator Corp license	LB1200A0 (for MC680X0-based workstations) or LB1200B0 (for PRISM-based workstations)
LDB10	Domain/C++ Translator replacement media for Version 1.2	
Opt. AQA	Software on 8-inch media (SR9.7)	Not available on 8-inch floppy
Opt. AOB	Software on 5 1/4-inch media (SR9.7)	Not available for SR9.7
Opt. AOC	Software on magnetic tape media (SR9.7)	Not available for SR9.7
Opt. AOD	Software on cartridge tape media (SR9.7)	Not available for SR9.7
Opt. BOA	Software on 8-inch media (SR10)	Not available on 8-inch floppy
Opt. BOB	Software on 5 1/4-inch floppy media (SR10)	LD120B0B
Opt. BOC	Software on magnetic tape media (SR10)	LD120B0C
Opt. BOD	Software cartridge tape media (SR10)	LD120B0D
Opt. BBC	Software on magnetic tape media (SR10)	LD120BAB
Opt. BBD	Software cartridge tape media (SR10)	LD120BAB

HP-UX

HP Apollo 9000 Series 400 introduction

This month, HP Apollo introduces a full line of workstations that package power, low price, and state-of-the-art technology. The HP Apollo 9000 Series 400 family of workstations utilize Motorola's innovative MC68040 microprocessor to deliver integer and floating-point performance that competes with today's fastest RISC architectures. These workstations run either Domain/OS or HP-UX.

HP also announces a complete new line of graphics for these workstations, plus HP VUE 2.0 advanced graphical user interface. The graphics systems range from 2D monochrome through advanced 3D solids rendering. These systems deliver advanced realism and a doubling of performance for a lower price. HP VUE 2.0 is an OSF/Motif-based user interface that obviates knowing the UNIX system, is easy to customize, and runs existing X Windows applications.

We're going to make a lot of noise in the marketplace with these products. They are fast and inexpensive. They have great graphics and are easy to use. They also run over 3,200 existing software applications through object-code compatibility. Moreover, HP will announce an attractive suite of upgrades: plans that guarantee upgrades to MC68040 workstations and upgrades to 40+ MIPS of performance on both CISC and RISC workstations.

The introduction of a fast, state-of-the-art, workstation platform just over a year after HP's acquisition of Apollo will send a message to the industry that HP has staying power in this very competitive market. It also sets us up for introducing a stream of products that will turn up the heat in this market.

Contact your HP representative for more information.

HP-UX

HP-UX Release 203 for HP 9000 Series 300 and 400 products

HP-UX 7.03 is an interim release for the HP 9000 Series 300 and HP Apollo 9000 Series 400 products only. HP-UX 7.03 supports the new graphics systems ranging from a single video board for 2D monochrome, to a 3D color graphics box with advanced features such as contouring, sectioning, texture mapping, capping, and antialiasing, which provide astonishing realism. There are no new features in 7.03 other than those that support new graphics hardware systems.

Features and benefits

- **New graphics systems supported** — including PersonalVRX, TurboVRX, ColorVRX, and MonoVRX, and 7.03-compatible Starbase, GKS, and Display List for new graphics systems. Unparalleled graphics realism on new graphics systems that support new functionality.
- **Enhanced Starbase Library** — New capabilities such as antialiasing, contouring, sectioning, capping, texture mapping, and deformation for increased realism.
- **New R4 version of X Server** — New drivers for support of X Windows on PersonalVRX, TurboVRX, ColorVRX, and MonoVRX.
- **Device-dependent (DDX) drivers** — Exceptional X performance for ColorVRX and MonoVRX.
- **HP-VUE shipped with Instant Ignition** — Preinstalled HP-UX on internal drives for improved productivity and increased ease of use.

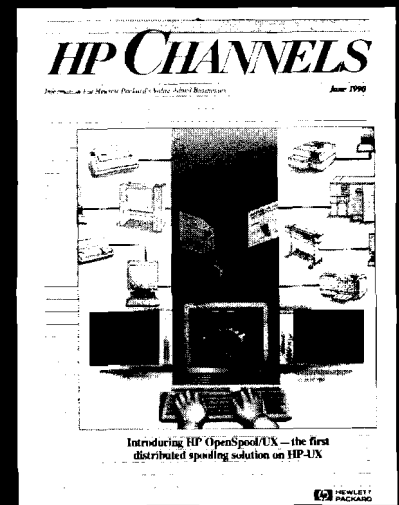
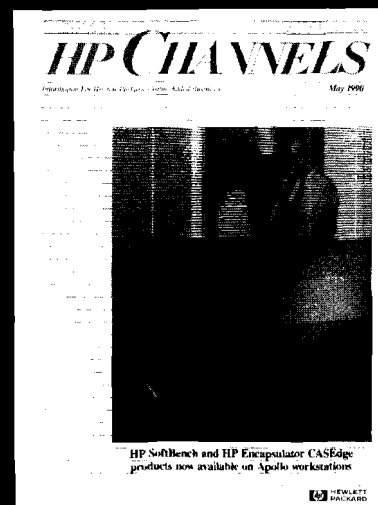
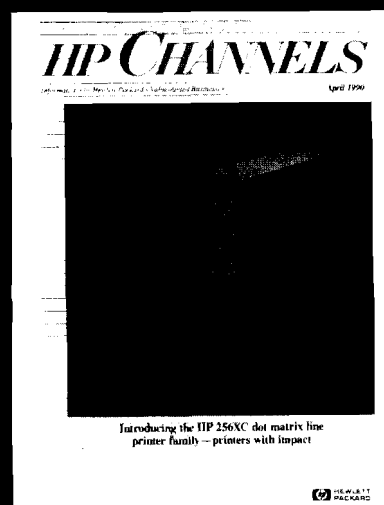
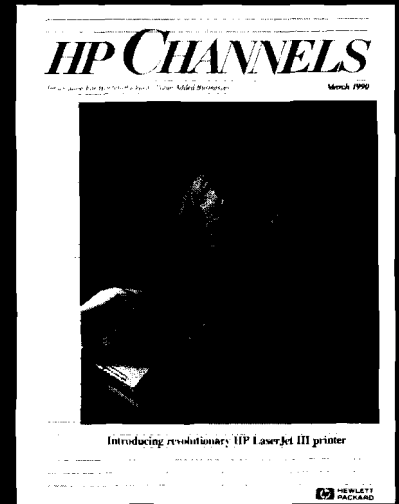
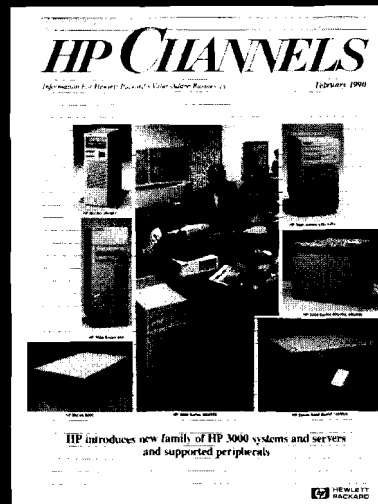
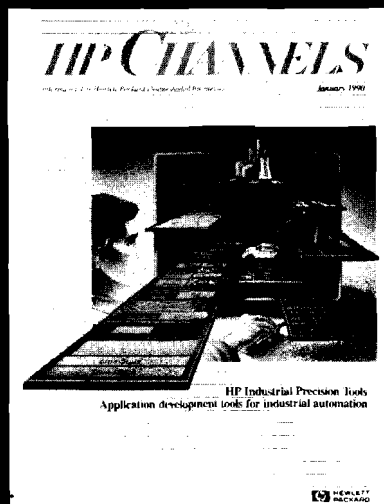
When is HP-UX 7.03 needed?

Users ordering any of the new graphics systems — PersonalVRX, TurboVRX, ColorVRX, or MonoVRX — must order the new 7.03 revision of HP-UX. There

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

July 1990



Index for January through June 1990 issues

HP CHANNELS

Index for January through June 1990 issues

Editor
Tracy Wester

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

This index includes articles that appeared in HP Channels from January through June 1990.

The articles in this index are listed by section in the order in which they appeared.

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HP Series 6000 disk storage systems price increase	June	28
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HP 35401A obsolescence	June	29
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HP-UX LU 6.2 API HP Price List date change	Jan	21
Introducing HP OpenView Network Management Server — available on HP-UX	Feb	28
HP OpenView Program expands — now extended under UNIX system	Feb	28
Introducing the HP 4954AX X.25 WAN protocol analyzer	Mar	16
ISO protocol interpreter now available for HP 4972A LAN protocol analyzer	Apr	20
HP 9000 Series 300 LAN hardware gets a new product number/price	Apr	20
A new twist for PC LANs — HP EtherTwist	May	21
Introducing HP OpenView Hub Manager	May	22
Network Computing System available on HP-UX	May	22
HP EtherTwist Links and MAU replace StarLAN 10 Links and twisted-pair MAU	May	24
HP StarLAN 10 obsolescence and upgrades	May	24
HP WireTest Instrument is shipping	May	24
Introducing HP LAN Manager/X for 386/486 servers	June	29
Introducing HP OpenView Network Node Manager	June	30
New release of HP OpenView DTC Manager software	June	30
OpenView Windows available on non-HP PCs	June	31
New release HP TS8 software (LSM) available	June	31
NS X.25 PAD printer enhancement now available	June	32
Plotters		
A new generation of electrostatic plotters	Mar	17
New HP DraftMaster Series plotters	Mar	18
Upgrade kits available for HP DraftMaster plotters	Mar	19
HP DraftPro DXL/EXL buffer prices reduced	Mar	19
New HP SurePlot disposable drafting pens	Mar	19
Printers		
Discontinued font products and recommended replacements for HP LaserJet printer family	Jan	21
HP introduces new Scalable Typeface Disk Collections for HP LaserJet printers	Feb	29
New revolutionary HP LaserJet III printer	Mar	20
Introducing HP's Type Director version 2.0 Font Management Program	Mar	21
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HP LaserJet III printer software/hardware support	Mar	23
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HP LaserJet Series II printer discontinuance	Mar	25
New HP 256XC line impact printers	Apr	21
HP Epson/IBM cartridge for HP LaserJet IID and IIP printers	Apr	22
New accessories available for HP LaserJet III printer	Apr	23
HP LaserJet printers for Macintosh computers	May	25
Switching from HP PCL printer language to Adobe Postscript	May	26
HP LaserJet printer compatibility with future Apple computers	May	27
HP LaserJet printer memory price reduction	May	27
Enhancements to HP 2562C line printer	May	27
Price changes on HP 2562C I/O options	May	27
New high-speed draft character set upgrades for HP 256XB printers	May	28
HP 256XC printers supported on HP 3000 systems	May	28
HP 256XB line impact printers discontinued	May	28
HP 267618 Options 011 and 014 discontinued	May	28
HP 26763B and 26764C stacking aid upgrade kits discontinued	May	29
HP JetScript accessory kit discontinuance	May	29
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HP Word family supports new HP LaserJet printer cartridges	June	33
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Introducing the HP 700/X family of X Window terminals	Jan	22
HP 3081A and 9291XA price increase and discontinuance notifications	Feb	30
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New carrying case strap available for HP Vectra LS/12 PC	Jan	23
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is one exception to this: ColorVRX, which can run HP-UX 7.0 (for compatibility with application software qualified on 7.0) or HP-UX 7.03. All other users should continue ordering HP-UX 7.0 until the MC68040-based hardware becomes available, at which time

HP-UX will be updated with a new release. No new HP-UX license product is required for 7.03; the HP-UX 7.0 license-to-use products (HP 98594L, 98515L, 98595L, or 98596L) are appropriate for both HP-UX 7.0 and 7.03.

Available HP-UX 7.03 products

Product No.	Description
98594B Opt. 022	HP-UX 7.03 software bundle, media and manuals for AXE, PE, NFS, NS, ARPA, LanLink, XII, and OSF/Motif
98515C Opt. 022	7.03 AXE 2-user media and manuals
98595C Opt. 022	7.03 AXE 16-user media and manuals
<i>Instant Ignition</i>	
Opt. OD6	For A1630A or A1421A gets preloaded HP-UX 7.03 on internal SCSI disk
<i>HP-UX 7.03 update kit</i>	
98594-64100	HP-UX 7.03 software bundle update (four changed manuals and one manual update plus 7.03 media)
<i>Graphics products</i>	
98674C	7.03 Starbase Display List
98672C	7.03 GKS Graphics Library

New 7.03 literature

Lit. No.	Title
98794-90020	Update for Using X Windows System Admin Set
98794-90021	Installing and Config X Windows System Admin Set
98592-90019	Starbase Device Driver Library Prog. Doc. Set
98592-90066	Starbase Reference Prog. Doc. Set
98592-90079	Starbase Graphics Techniques Prog. Doc. Set
98674-90003	Starbase Display List (shipped with 98674C)
98672-90014	GKS Device Drivers Library (shipped with 98672C)
New 7.03 documentation sets (order from HP DIRECT)	
98896-87911	7.03 System Administration
98896-87912	7.03 Programming

Key information

- **Compatibility** — Applications running on 7.0 will run on 7.03 after relinking for new graphics hardware. To avoid relinking, use 7.0 and ColorVRX (A1416A).
 - **203 in diskless clusters** — In a "homogeneous cluster," updating one node automatically updates all remaining nodes in the cluster; in a "heterogeneous cluster" where a Series 800 is a server for Series 300 clients, 7.0 can run on the server while all of the Series 300 (or Series 800) clients can be running 7.03.
 - **Networked 7.0/7.03 SPUs** — 7.0 and 7.03 SPUs can both reside on the same network as long as care is taken not to compile, link, or run programs on mixed 7.0/7.03 libraries or operating systems.
 - **Performance** — Improvements with DDX driver on ColorVRX only (patch available via hpfsc machine for other devices: HRC 98550A, LCC 98549A, HRM 98548A).
 - **License** — HP-UX 7.0 license is valid for 7.0 and 7.03.
- Instant Ignition** — HP-UX 7.03 is available on integrated disks for the Series 400 and Model 345 and includes VUE based on XII-R4.
- 203 localization** — All localized functions will work for 7.03 as they do for 7.0.
- **Updating to 7.03** — Must be done from 7.0.
- Standards and 203** — 7.03 meets all standards 7.0 meets, thereby maintaining the HP-UX leadership position.
- **Memory and disk requirements** — 7.03 takes no incremental RAM space over 7.0, but does take about 10 Mbytes more disk space.
 - **Centronics driver** — Available with 7.03 Instant Ignition.
 - **Support services** — HP-UX 7.03 is available free for support users upon request.

HP-UX

Introducing the HP Personal Visualizer

The HP Personal Visualizer (PIN B1760A/B/L) is a seamless package of graphics editors that lets users enhance existing wireframe or solid drawings with the ease of menu- and mouse-driven commands. It is licensed from Wavefront Technologies, a leader in rendering and animation software. The HP Personal Visualizer will be bundled with all PersonalVRX/P3 and TurboVRX graphics systems. It is targeted at engineers and scientists that need to produce high-quality renderings of their geometric models for design visualization and presentations.

Features and benefits

- **Intuitive user interface** — The menu- and mouse-driven software interface lets users produce sophisticated, realistic renderings without a large investment in training. The Personal Visualizer runs in the X Window System and has an OSF/Motif look and feel.
- **Library of popular objects and surfaces** — An extensive library of 3D objects and realistic surfaces is included with the HP Personal Visualizer. This allows users to produce realistic renderings faster than with competing systems.

- **Integrated modeler** — Allows the user to generate new objects, as well as edit and manipulate imported geometry without exiting the HP Personal Visualizer.
- **Advanced rendering techniques** — The HP Personal Visualizer lets users choose the best rendering technique for their particular subject or environment. The rendering techniques include scan-line, ray tracing, or radiosity.
- **Multiple data input paths** — The HP Personal Visualizer can be used with geometry that has been generated from a variety of sources, including CAD packages or Starbase graphics program.
- **Expandability** — The HP Personal Visualizer can be enhanced with additional functionality by purchasing modules from Wavefront Technologies.

Ordering information

Product No.	Description
B1760L	License to use
B1760A	Media and manuals for HP-UX 7.0 systems
B1760B	Media and manuals for HP-UX 7.03 systems

HP-UX

HP 9000 Model 375 MC68040 system upgrade

The HP 9000 Model 375 high-performance system upgrade (PIN 98244E) is based on the 25-MHz MC68040 microprocessor. The upgrade is a simple chip kit designed to replace the existing MC68030 processor daughter board.

The kit consists of a MC68040 processor chip, clock crystal, boot ROM, HP-UX 8.0 license to use (LTU), chip removal tool, return shipping package, and installation documentation. The system upgrade also includes options for users to order the media and documentation for the run-time version of HP-UX 8.0.

The upgrade is user installable. Return of the MC68030 processor daughter board is required.

Features and benefits

- **5X-7X increase in floating point performance, 60 percent increase in integer performance** — Provides users with a tremendous boost in productivity.
- **Simple chip upgrade** — Quick and easy, reduces user system downtime.
- **User keeps current RAM** — Saves money.
- **Object-code compatible with existing HP 9000 Series 300 systems** — Protects the user's investment in current software system, saving time and money.
- **HP-UX 8.0 license to use** — Over a \$1,000 value.

Hardware/software compatibility

The Model 375 MC68040 upgrade protects the user's investment by maintaining hardware and software compatibility with the Series 300 family of computers.

The upgrade is completely hardware compatible with all existing graphics, networking, mass storage, and I/O cards supported on the Model 375.

Though the Model 375 MC68040 upgrade requires HP-UX 8.0 or greater, all existing application code supported on the Model 375 should run without change. (Note: Third-party applications usually require recertification before they are officially supported on a new operating system and/or hardware release.)

Performance

Motorola has rated the performance of the 25-MHz version of the MC68040 microprocessor at 20 integer MIPS and 3.5 DP MFLOPS. Model 375 system performance will be determined at a later date when the upgrade has completed final system testing

Ordering information

Product No.	Description
982448	Model 375 MC68040 system upgrade, includes a 25-MHz MC68040 kit and HP-UX 8.0 LTU
Opt. 494	2-user HP-UX 8.0 run-time media and documentation
Opt. 495	16-user HP-UX 8.0 run-time media and documentation

Note: Requires return of the MC68030 processor daughter board.

Contact your HP representative for more information.

HP-UX

HP-UX 7.0 price increases

As of July 1, 1990, several of the HP-UX 7.0 product prices (see below) were increased. HP-UX 7.0 contains OSF/Motif, conformance to POSIX 1003.1, XPG3 and FIPS 151-1, an

improved mailer, task-based, menu-driven system administration, the ability to install and update systems over the network, and the ability to do a remote backup and restore over LAN.

Product No.	Description
98594A	Opt. 022 HP-UX 7.0 software bundle media and manuals for AXE, PE, NFS, NS, ARPA, LanLink, X11, and OSF/Motif
98515B	Opt. 022 HP-UX 7.0 AXE 2-user media and manuals
98595B	Opt. 022 HP-UX 7.0 AXE 16-user media and manuals
98596B	Opt. 022 HP-UX 7.0 AXE 32-user media and manuals
98595L	License for HP-UX 7.0 AXE 16-user product

Personal Computers

General

AdvanceWrite Plus to be removed from price list November 1

On November 1, 1990, all versions of AdvanceWrite Plus F.03.00 will be removed from the HP Price List:

Product No.	Description
D1712A	AdvanceWrite Plus F.03.00, U.S.English
D1712AD	AdvanceWritePlus F.03.00, German
D1712AF	AdvanceWrite Plus F.03.00, French
D1712AH	AdvanceWrite Plus F.03.00, Dutch
D1712AN	AdvanceWrite Plus F.03.00, Norwegian
D1712AS	AdvanceWritePlus F.03.00, Swedish
D1712AY	AdvanceWrite Plus F.03.00, Danish

AdvanceWrite is positioned as HP's full-featured PC-based word processor in the MS-DOS character-based environment. The discontinuance of AdvanceWrite is a direct result of the changing trends in the document processing market towards object-oriented environments.

AdvanceWrite users can take advantage of a migration program that has been developed between HP and Samna Corporation. For more information, contact the appropriate person listed at right:

U.S. and Canada

Jon Richards
Samna Corporation

Atlanta, Georgia
U.S.A.
404-851-0007, ext. 241
Fax 404-255-9460

Europe

Harry Mallinson
Samna International U.K.
44-1-9919808
Fax 44-1-9919455

Pim van Oorde
Samna GmbH (Germany)
49-6196-48001,2,3
Fax 49-6196-48004

Intercon (Latin America, Australasia)

Depending on the appropriate time zone, contact either Jon Richards at Samna Corporation in Atlanta (see above) or Harry Mallinson at Samna International U.K. (see above).

AdvanceWrite support will continue to be provided through HP Response Centers worldwide.

General

HP Portable Plus accessories discontinuance

In September 1989, Hewlett-Packard discontinued the HP Portable Plus computer. At that time, it entered into a five-year support life.

Some of the critical accessories have remained available from HP. Effective September 1, 1990, the following accessories also will be removed from the HP Price List.

Product No.	Opt.	Description
455043	400	Memomaker/Time Manager
455393	400	Lotus 1-2-3® ROM
455553	400	Executive Card Manager
82863K	400	Reflections I
82863KD	400	German Executive Card Manager
82866KF	400	French Executive Card Manager
8286632	400	Italian Executive Card Manager
82973A		HP-IL interface card
82982A		Software drawer
82992A		1-Mbyte software drawer
9114B		Battery-powered portable disk drive
9114B	013	Battery-powered portable disk drive (European)
9114B	W03	Warranty upgrade

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

New powerful HP Vectra 386/25 desktop PC

The HP Vectra 386125 PC is Hewlett-Packard's most powerful desktop personal computer. It combines a 25-MHz 80386 microprocessor with 2 Mbytes of near-zero wait state memory, 32 Kbytes of memory cache, and hard disk drives ranging from 42 to 340 Mbytes with access times of 17 to 19 ms. The HP Vectra 386125 PC is positioned between the HP Vectra QS/20 and RS/20C PCs on one end, and the HP Vectra RS/25C PC on the other. It offers similar performance as the RS/25C but less expandability.

The HP Vectra 386125 PC is targeted towards high-end office power users, midrange PC-CAD, and entry-level multiuser hosts and LAN server markets.

Features and benefits

■ **Performance** — The HP Vectra 386125 PC yields outstanding performance due to the new, highly integrated technology used in its subsystems and components. Memory access is optimized by a 32-Kbyte integrated memory cache system. The main processor board includes a socket for a 25-MHz numeric coprocessor (Intel 80C287 or Weitek WTL-3167) to speed up number crunching in PC-CAD programs and complex spreadsheets. Shadow-RAM accelerates BIOS-coded operations.

The HP Vectra 386125 PC hard disk drives include an embedded-AT controller and provide average access times that are among the best on the market: 17 ms for the 336- and 168-Mbyte drives, and 19 ms for 42- and 84-Mbyte drives. Rapid access times translate directly into fast program loading, and quick data transfer. This is especially important in database and spreadsheet applications.

The HP Vectra 386125 PC offers a high-performance VGA subsystem with 256K of display memory, upgradable to 512K, and a complete selection of software drivers. The HP super VGA board supports older resolutions such as CGA, Hercules, EGA and standard VGA (640 × 480), as well as the newer 800 × 600 and 1024 × 768 extended modes. With the purchase of a 256-Kbyte memory upgrade kit (PIN D2383A), users can access the low-cost/high power video solutions of noninterlaced 800 × 600 in 256 colors and interlaced 1024 × 768 in 16 colors. The super VGA board delivers 30 to 50 percent faster performance than the first generation HP VGA card. It allows quicker screen updates for video-intensive applications (PC-CAD and desktop publishing) and provides enhanced support for graphical user interfaces (MS-Windows, OS/2, NewWave).

■ **Compatibility** — The HP Vectra 386125 PC is compatible with industry-standard hardware and software. Users can take advantage of thousands of applications that have been developed to IBM PCIAT standards. Support for UNIX system, Novell, and OS/2 LAN Manager contributes to making the HP Vectra 386125 PC a cost-effective, entry-level-to-midrange solution for multiuser hosts and LAN servers. Standard Expanded Memory Manager software offers LIM 4.0 support for the wide range of applications using expanded memory.

The keyboard and mouse connectors on the HP Vectra 386125 PC have been standardized to Mini-DIN and are integrated onto the main processor board to provide increased compatibility.

■ **Expandability** — The 2 Mbytes of standard memory on all models of the HP Vectra 386125 PC is expandable to 26 Mbytes on the system board without discarding any memory. By replacing the initial 2 Mbytes of memory, 32 Mbytes are possible. Users can expand as their needs grow by adding either 2-Mbyte SIMMS (PIN D2381A) or 8-Mbyte SIMMS (PIN D2152A). This flexible upgrade path is ideal for the targeted multiuser and CAD markets.

Five industry-standard architecture (ISA) PCIAT compatible slots (one 8-bit, four 16-bit) are available for adding I/O accessory cards. Users can tailor their PC to their needs now and in the future. Two additional 16-bit ISA slots are occupied by an AT-multifunction controller card and the HP super VGA board. The multifunction controller card includes a flexible disk controller, one serial port, one parallel port, and connectors for two hard disk drives with embedded-AT controllers.

Three half-height mass storage shelves support up to two 3 1/2-inch form factor hard disks or up to two flexible disk-type devices (including tape backup). Users can choose the hard disk solution that best fits their needs: 42, 84, 168, and 336 Mbytes.

■ **Security** — A power-on password and optional keylock improve overall system security by limiting access to sensitive information.

■ **Shipment** — The HP Vectra 386125 PC features a new one-box shipping container that includes the SPU, keyboard, power cord, and setting-up kit. This solution simplifies inventory management of the PC by reducing the number of boxes from three to one. Setting up the HP Vectra 386125 PC is quicker and easier.

continued on next page



Literature

Available in the U.S.

- Product brief, PIN 5952-1739
- Sales guide, PIN 5952-2189
- Data sheet (includes performance information), PIN 5952-1722

Available in Europe

- Family configuration guide, PIN 5952-1778
- Performance Data, PIN 5952-2179
- Technical Data (localized), English PIN 5952-1771; see your local HP representative for a copy in your language

Desktop

HP Super VGA supported across HP Vectra PC product line

HP's Super VGA video card, introduced with the HP Vectra 486 PC, is now supported across the entire HP Vectra PC product line (486, RS, QS, ES, and 286125). Super VGA enhancements include additional colors, higher resolution, improved performance, and a wider selection of video drivers for popular applications.

The HP Super VGA card (PIN D2382A) will replace the older HP VGA (PIN D1180A) card. The HP VGA (PIN D1180A), along with Option 1A7, which provides a total of 512K memory, will be discontinued on October 1, 1990.

HP provides a variety of products that can be combined to form video subsystem solutions. Listed below are the main products.

Accessories

Product No.	Description
<i>New accessories specific to HP Vectra 386125 PC</i>	
D2381A	2-Mbyte, 80-ns memory expansion kit
D1688A	336-Mbyte (two 168-Mbyte disk mechanisms in one disk tray)
<i>Other accessories</i>	
D2152A	8-Mbyte, 80-ns memory expansion kit
D2382A	HP Super VGA board
D2383A	256-Kbyte memory upgrade kit for HP Super VGA board
D2070A	Coprocessor-80387 25-MHz
D1665A	42-Mbyte hard disk drive with embedded AT controller
D1666A	84-Mbyte hard disk drive with embedded AT controller
D1680A	168-Mbyte hard disk drive with embedded AT controller
D1667A	3½-inch 1.44-Mbyte flexible disk drive
45812A	5¼-inch 1.2-Mbyte flexible disk drive
D2045A	120-Mbyte internal tape backup

Configurations

Product No.	Description	Hard disk	Disk controller
D2371A	HP Vectra 386125 Model 1 PC with 3½-inch flexible disk	none	none
D2360A	HP Vectra 386125 Model 1 PC with 5¼-inch flexible disk	none	none
D2361A	HP Vectra 386125 Model 80 PC with 3½-inch flexible disk	84 Mbytes	Embedded-AT
D2363A	HP Vectra 386125 Model 80 PC with 5¼-inch flexible disk	84 Mbytes	Embedded-AT
D2362A	HP Vectra 386125 Model 170 PC with 3½-inch flexible disk	168 Mbytes	Embedded-AT
D2364A	HP Vectra 386125 Model 170 PC with 5¼-inch flexible disk	168 Mbytes	Embedded-AT

Product No.	Description
D2382A	Super VGA card
D2383A	256-Kbyte memory upgrade kit
D1182A	14-inch VGA color display
D1187A	20-inch multiscan high-resolution display
D1188A	16-inch multiscan high-resolution display

The following chart describes the memory upgrade and display combinations that satisfy some of the various video modes:

Speed up your Windows applications and add colors to your CAD today, everything looks better with Super VGA. Contact your HP representative for more information.

Video mode	D2383A required	D1182A	D1187A D1188A
Standard VGA 640 x 480 x 16	No	Yes	Yes
640 x 480 x 256	Yes	Yes	Yes
Super VGA 800 x 600 x 16	No	No	Yes
1024 x 768 x 2*	No	No	No
1024 x 768 x 16*	Yes	No	No

*Note: The 1024 x 768 video modes use an interlaced signal. A third-party monitor is required.

Desktop

Prices decreased on three HP Vectra RS/25C PC models

Effective June 1, prices of selected models of the HP Vectra RS/25C PC have been decreased. These price cuts position the RS/25C as a less-expensive alternative to IBM's recently introduced 25-MHz PS/2 Model 80 deskside PC. Contact your HP representative for more information.

Ordering information

Product No.	Description
D2022A	HP Vectra RS/25C Model 100e PC with 103-Mbyte hard disk
D2024A	HP Vectra RS/25C Model 154e PC with 155-Mbyte hard disk
D2025A	HP Vectra RS/25C Model 304e PC with 310-Mbyte hard disk

Desktop

HP Vectra CS PC 20-Mbyte hard disk discontinuance

The HP Vectra CS PC 20-Mbyte hard disk drive subsystem (PIN D1173A) will be removed from the August HP Price List. The HP Vectra CS PC was discontinued in January, resulting in low demand for the D1173A subsystem. After the August 1 discontinuance, orders will be accepted for the D1173A through August 31, 1990.

Desktop

HP Vectra ES/12 PC and accessories discontinuance

Effective August 1, 1990, Hewlett-Packard will discontinue the HP Vectra ES/12 PC and some of its accessories. Orders will be accepted until August 31, 1990, and the products will be supported for five years.

To allow OEMs a smooth migration of their applications to the new HP Vectra 286112 PC, the ES/12 Model 10 SPU (PIN 45945C) will be maintained on the HP Price List until October 31, 1990. To continue to serve the installed base of ES/12 users, some accessories will also remain on the price list until October 31, 1990.

The discontinuance affects all language versions of the ES/12 PC models. To order the replacement for an ES/12 PC, order the corresponding HP Vectra 286112 model PC with the same language option. To order a replacement for an ES/12 SPU model, order the corresponding HP Vectra 286112 PC model PC and use Option 1BZ. For example, to replace the ES/12 SPU Model 26 (PIN D1312A), order the HP Vectra 286112 Model 20 PC with 5 1/4-inch flexible disk drive specifying Option 1BZ (PIN D2461A Opt. 1BZ).

Contact your HP representative for more information.

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PCs and accessories to be obsoleted August 1, 1990

Product No.	Description	Replacement
D1310A	HP Vectra ES/12 Model 10 PC	HP Vectra 286112 PC
D1326A	HP Vectra ES/12 Model 26 PC	HP Vectra 286112 PC
D1327A	HP Vectra ES/12 Model 27 PC	HP Vectra 286112 PC
D1346B	HP Vectra ES/12 Model 46 PC	HP Vectra 286112 PC
D1347B	HP Vectra ES/12 Model 47 PC	HP Vectra 286112 PC
D1312A	HP Vectra ES/12 Model 26 SPU	HP Vectra 286112 PC
D1313A	HP Vectra ES/12 Model 27 SPU	HP Vectra 286112 PC
D1314B	HP Vectra ES/12 Model 46 SPU	HP Vectra 286112 PC
D1316B	HP Vectra ES/12 Model 47 SPU	HP Vectra 286112 PC
<i>Accessories</i>		
C1406A	Envoy keyboard (old key layout)	
45973A	.5-Mbyte extended memory card	
45974A	1-Mbyte extended memory card	

PC and accessories to be obsoleted November 1, 1990

Product No.	Description	Replacement
45945C	HP Vectra ES/12 Model 10 SPU	HP Vectra 286112 PC
<i>Accessories</i>		
45944A Opt. 001	Expanded memory board for ES and ES/12	
D1387A	8-MHz 80287 coprocessor for ES and ES/12	
D1335AH	ES to ES/12 upgrade kit	
D1351C	ES and ES/12 PC kit (all language options)	

Desktop

Old HP-IB card discontinuance

A new improved PC HP-IB Interface and Command Library card (PIN 82335A) was announced September 1, 1989, and adds more functionality and more supported languages over the HP 82990A/E HP-IB Interface and Command Library for the HP Vectra PC and other IBM compatibles. There-

fore, the HP 82990A/E will be removed from the November 1, 1990, HP Price List. Final orders will be accepted through November 30, 1990, and the product will be supported through November 1, 1995. Contact your HP representative for more information.

Desktop

360-Kbyte flexible disk drive discontinuance

Effective August 1, 1990, the 5¼-inch 360-Kbyte flexible disk drive (PIN 45811A) for all HP Vectra PCs will be removed from the HP Price List. Since the discontinuance of the HP Vectra CS PC in January, demand for the 360-Kbyte flexible disk drive has been low. After the August 1 discontinuance, orders will be accepted for the 45811A through August 31, 1990.

Alternatives

No follow-up 360-Kbyte floppy drive is planned at this time. However, users should be able to obtain a variety of third-party drives from their local dealers by inquiring about any industry-standard 360-Kbyte floppy drive with a standard XT floppy interface.

Also in this issue

HP 35450A available for ZBM-compatible PCs and DEC and Sun workstations **30**

HP OpenView DTC Manager extended support on HP PCs and EtherTwist networks **31**

Peripherals

Mass Storage

ISVs offer support for HP's rewritable optical products

Several independent software vendors (ISVs) have announced support of HP's new optical storage products, including the HP Series 6300 Model 20GB/A optical disk library system and Model 650/A rewritable optical disk drive. The growing list of third-party software ranges from high-level statistical applications to non-HP system connects. A brief summary of each follows.

- **HiBack-UX** — Backup utility for HP 9000 and HP 3000 systems and networks. A full line of supporting products are also available; For more information, contact **Rainer L. Barthel**, vice president of sales, Hi-Comp, 588 Broadway, Suite 810, New York, NY 10012, 800-323-8863.
- **SAS** — Data management and statistical package with over 125 applications. For more information, contact the Sales Department at SAS Institute, P.O. Box 8000, SAS Circle, Cary, NC 27511, 919-667-8000.
- **GTX Drawing Management System** — Drawing management and CAD conversion that scans, converts, and enhances large-format drawings and aperture cards. For more information, contact **Steve Parker**, vice president of sales, at GTX Corporation, 8836 North 23rd Avenue, Phoenix, AZ 85021. 602-870-1696.

▪ **Optical File System (OFS)** — Software for connecting the HP Series 6300 Model 20GB/A to Sun, Silicon Graphics, DEC VAX, Solbourne, and PC OS/2. For more information, contact **Bill Connors**, vice president of sales and marketing, Q Star Technologies, 6701 Democracy Blvd., Suite 300, Bethesda, MD 20817, 301-571-9338.

▪ **Unigraphics** — Manufacturing and engineering software for HP Series 6300 Model 20GB/A and HP 9000. Contact **Milton Jones**, senior consultant, **McDonnell-Douglas Aircraft Company**, Dept. 056, Building 271D, Post J13, Mail Code 2761360, St. Louis, MO 63166-0516, 800-325-1551.

Each of these applications is available from the respective vendor. SAS is also sold through the HP sales force.

Mass Storage

Attention HP 3000 V-Delta-5 users: new disk drives now supported

Users who currently operate MPE VIE V-Delta-5 release on their HP 3000 systems now can benefit from the recently announced HP Series 6000 (HP-IB version) disk storage systems. The Model 670H (HP-IB version, P/N C2203A) is now supported on V-Delta-5, if configured as HP 7937H drives. Users can now benefit from the larger capacities, competitive pricing, smaller footprint, and higher reliability.

Configuring as HP 7937H drives will allow for full use of the HP Series 6000 storage capacity, but some restrictions exist, including loss of certain support utilities.

The complete line of HP Series 6000 disk storage systems are currently supported with MPE VIE V-Delta-8 release and MPE XL 2.0 and later releases on the HP 3000. Contact your HP representative for more information.

Mass Storage

DDS-format tape drive now supported on HP 9000 Series 800 and 600

The HP Series 6400 Model 1300H (PIN C1511A) HP-IB DDS-format tape drive is now supported on the HP 9000 Series 800 and 600 with HP-UX 7.0. This solution means that Series 800 and 600 users can now take advantage of the 1300 Mbytes of unattended backup offered by this product.

HP 7980 emulation

The Model 1300H DDS-format tape drive is supported in HP 7980 emulation mode under HP-UX 7.0. The tape drive can be operated in a manner similar to traditional 9-track tape drives, such as the HP 7974, 7978A/B, and 7980A. HP-UX utilities such as cpio and tar (as well as other utilities) can access the drive. This allows unattended backup for most applications.

continued on next page

Limited functionality

As the Model 1300H is being used in HP 7980 emulation mode, there are inevitably some limits to the supported functionality. The following features will *not* be supported until the release of HP-UX 8.0.

- boot/install and software distribution usage
- fastsearch capabilities
- dual partitioning capabilities
- any write append action to the tape (writes after reads)
- record (block) sizes greater than 64 Kbytes
 - use of device file with no rewind option
- data logging
- densities other than DDS (1600 bpi)
- Model 1300H utility commands

An application note (giving configuration and operating information) will be shipped with the product.

Note: This configuration (HP 7980 emulation mode) will only be supported for a period of three months after the release of HP-UX 8.0. Full functionality will be supported with HP-UX 8.0.

Contact your HP representative for more information and a copy of the HP Series 6400 Model 1300H/S product brief, P/N 5954-1963.

Mass Storage

HP 35450A available for IBM-compatible PCs and DEC and Sun workstations

The HP 35450A digital data storage (DDS) format digital audio tape drive (DAT 4 mm) is now available for IBM-compatible PCs and DEC and Sun workstations through distributors. The HP 35450A is targeted towards users requiring high-capacity, unattended backup. The HP 35450A has an industry-standard SCSI II interface. However, many existing host controllers do not fully implement this standard. Therefore, the HP 35450A may not plug and play directly on other manufacturers' SCSI systems. The amount of work necessary to affix the drive onto non-HP SCSI systems will vary according to host.

System manufacturers with their own proprietary interfaces, such as VME on Sun and Unibus on DEC, require hardware host bus adapters and software drivers to make the SCSI drives supported. The connection of the HP 35450A to IBM-compatible PCs (including the HP Vectra PC), requires the purchase of a third-party host bus adapter to interface between the host bus and SCSI. Backup software is also a necessity where none is provided.

Users who wish to use an HP 35450A tape drive with an IBM-compatible PC (including the HP Vectra PC), DEC or Sun workstation should contact their HP representative to get the name of an HP distributor sales rep. The distributor rep channels inquiries to the appropriate distributor who then provides the user with a complete solution.

Mass Storage

HP 88500A/B HP-IB interface card discontinuance

Effective October 31, 1990, Hewlett-Packard will discontinue the HP 88500A; HP will discontinue the HP 88500B effective January 31, 1991. The HP 88500A/B is an HP-IB interface card with software drivers that support HP disk and tape disk drives. All discontinued products have a five-year support life.

HP is discontinuing these products because of the changing backup storage needs for users purchasing HP Vectra PCs. Newer HP Vectra PC products are using alternative strategies for data back up.

Note that the HP 82335 HP-IB interface card supports printers, plotters, and instruments only. The HP 82335 does not support disks and tapes. For more information, contact your HP representative.

Mass Storage

HP 9127A disk drive discontinuance

Effective November 30, 1990, Hewlett-Packard will discontinue the HP 9127A 5 1/4-inch floppy disk drive featuring IBM compatibility. The HP 9127A is used with HP 9000 Series 300 workstations to run the Soft PC application. The HP 9127A will have a five-year support life.

Users requiring a standalone flexible disk drive may purchase the HP 9122C, a 3 1/2-inch form factor. The HP 9122C supports Soft PC, version 2.0. Contact your HP representative for more information.

HP Series 6400 Models 1300H/S DDS-format tape drive promotion

Trade-in an HP 35401A and receive a return credit towards the purchase of an HP Series 6400 Model 1300H/S DDS-format tape drive.

This is a great opportunity for users who need increased data storage capacity, but do not require ¼-inch cartridge tape compatibility, to trade in their existing HP 35401A. HP's DDS-format tape drives offer 1.3 Gbytes of unattended backup, low-cost media which reduce the cost of daily backup, fast file access, and the DDS-format standard for data interchange.

Note: Even though this is a worldwide promotion, it may not be available in all countries. Check with your HP representative for availability. Promotion ends November 30, 1990.

Ordering information

Product No.	Description
C1511A	HP-IB DAT drive
C1512A	SCSI DAT drive

Note: Users cannot boot/install the HP 9000 Series 300 system from the C1511A/C1512A.

HP OpenView DTC Manager extended support on HP PCs and EtherTwist networks

The HP OpenView DTC Manager (PIN D2355A) application is now supported on the HP Vectra ES/12, 286112, QS/16, QS/16S, QS/20, RS/16, RS/20, and RS/25 PCs. Users can choose different HP PCs to run the HP OpenView DTC Manager application, or to order the HP OpenView Windows workstation (PIN 32054A) for easy installation and configuration. The HP OpenView DTC Manager will be supported on even more PCs by the end of the year; this will be part of the new release of HP OpenView DTC Manager, along with the support of Microsoft Windows 3.0. An updated list of supported PCs will be provided at that time. Note: this updates the information given on HP OpenView DTC Manager in the June *HP Channels* article entitled, "HP OpenView Windows available on non-HP PCs."

The HP OpenView DTC Manager application is currently supported on ThinLAN and ThickLAN networks. In addition, we now support the HP OpenView DTC Manager application on EtherTwist networks: this enables users to control their DTCs connected on an EtherTwist network in an easy and cost-effective manner. This gives users greater flexibility when choosing their network type or expanding the existing network, to best suit their needs.

The following LAN interfaces are required to connect the HP PCs to the network:

For ThinLAN connection —
HP ThinLAN PC Adapter Card (PIN 27250A), or HP ThinLAN Card (PIN 50927F)

- *For ThickLAN connection —*
HP ThinLAN PC Adapter Card (PIN 27250A) and HP ThinLAN hub (PIN 28645A), or HP ThinLAN Card (PIN 50927F) and HP ThinLAN hub (P/N 28645A)
- *For EtherTwist connection —*
HP EtherTwist PC Link (PIN 27245A), or HP ThinLAN PC Adapter Card (PIN 27250A) and HP EtherTwist MAU (PIN 28685A), or HP ThinLAN Card (PIN 50927F) and HP EtherTwist MAU (PIN 28685A)

For more information on the HP OpenView DTC Manager, please refer to the following documents:

- "New release of HP OpenView DTC Manager software" — *HP Channels*, June issue
- HP OpenView DTC Manager datasheet — *AdvanceNet Specs Guide*, July 1990 (PIN 5956-4144)

For more information on the new EtherTwist products, please refer to the following May *HP Channels* articles:

- "A new twist for PC LANS — HP EtherTwist"
- "HP EtherTwist Links and MAU replace StarLAN 10 Llinks and twisted-pair MAU"
- "HP StarLAN 10 obsolescence and upgrades"

Networks

Upgrade credits offered on MPE XL Network Links

To help protect the investment users have made and to make it easier to upgrade, the link products will have upgrade credits. Beginning June 1, users upgrading within the XL family will need to order the new processor option and the option giving credit for the processor they are moving from.

NS Pt/Pt (PIN 36922A), SNAISDLC Link/XL (PIN 30291A), BSC Link/XL (PIN 32007A), and ThinLAN 3000/XL (PIN 36923A) have been restructured to include upgrade credits. When upgrading with Pt/Pt, SNA, or BSC, specify the software-only options for the PSI and cable options. For example, if moving from a Series 925 to a Series 949 with the SNAISDLC link, the following options should be ordered:

Option	Description
090	No PSI, software only
0CE	Credit for Opt. 320
099	No cable, software only
335	For Series 949

When ordering the ThinLAN link, an option stating the LAN type must be ordered (Opt. 090, no MAU software only; Opt. 142, EtherTwist; Opt. 242, ThickLAN; or Opt. 342 ThinLAN). To upgrade from a Series 925 to a Series 949, order the following options:

Option	Description
	No MAU, software only

For more information, contact your HP representative.

Networks

Obsolete IEEE 802.3 to 802.5 Token Ring Bridge

Hewlett-Packard will obsolete the IEEE 802.3 to 802.5 Token Ring Bridge (TRB) product (PIN 28649A) on August 1, 1990. HP has established an OEM relationship to provide a router product that will support Ethernet and Token Ring local area network interfaces. The first release of the HP Router will not support a Token Ring interface. However, a Token Ring interface for the HP Router will be available in 1991.

In the interim period, between the obsolescence of the TRB and the availability of a Token Ring interface on the HP Router, third-party products are available that will interconnect Ethernet/IEEE 802.3 to Token Ring LANs.

Contact your HP representative for more information.

Networks

Network Service upgrade credits from MPE V to MPE XL to be reduced

The upgrade credits offered to users moving from MPE V to MPE XL systems on network services (listed below) will be reduced October 1, 1990. The credits will then be consistent with those given to users moving within the MPE XL family.

Users who are planning to move to MPE XL should do so before the reduced credit prices become effective. They will see better functionality and performance with XL systems and financial incentives through the end of the fiscal year (October 31, 1990). For more information, contact your HP representative.

Product No.	Description
30292A	SNA NRJE/XL
Opt. 0G1	For MPE V software Opt. 310
Opt. 0G2	For MPE V software Opt. 320
Opt. 0G3	For MPE V software Opt. 330
Opt. 0G6	For MRJE/V upgrade Opt. 310
Opt. 0G7	For MRJE/V upgrade Opt. 320
Opt. 0G8	For MRJE/V upgrade Opt. 330
30293A	SNA IMF/XL
Opt. 0G1	For MPE V software Opt. 310
Opt. 0G2	For MPE V software Opt. 320
Opt. 0G3	For MPE V software Opt. 330
30294A	LU 6.2 Application Programming Interface
Opt. 0G1	For MPE V software Opt. 310
Opt. 0G2	For MPE V software Opt. 320
Opt. 0G3	For MPE V software Opt. 330
30295A	BSC RJE/XL
Opt. 0G1	For MPE V software Opt. 310
Opt. 0G2	For MPE V software Opt. 320
Opt. 0G3	For MPE V software Opt. 330
36920A	NS3000 XL Network Services
Opt. 0G1	For MPE V software Opt. 310
Opt. 0G2	For MPE V software Opt. 320
Opt. 0G3	For MPE V software Opt. 330

Networks

HP StarLAN 10 obsolescence and upgrades — correction

The article in the May issue of *HP Channels* entitled "HP StarLAN 10 obsolescence and upgrades" incorrectly referred to the StarLAN 10 Link product numbers.

The EtherTwist PC Link (PIN 27245A) is the replacement for the StarLAN 10 PC Link II (PIN D1808A Opt. 100). The EtherTwist card not only provides the full feature set as the old D1808A Opt. 100, but adds compliance to the 10BASE-T standard. It also has a list price that is lower than the StarLAN 10 card.

The MicroChannel Link (PIN 27246A) is the replacement for the StarLAN 10 MicroChannel Link (PIN D1808A Opt. 200). It provides the feature set of the old card plus compliance to the 10BASE-T standard. Contact your HP representative for more information.

Printers

Two new Scalable Typeface Cartridge Collections for HP LaserJet III printer

The HP MasterType Library expands its offering with two new Scalable Typeface Cartridge Collections for the HP LaserJet III printer family. These cartridges are targeted towards HP LaserJet III printer family end users.

Features and benefits

- The Scalable Typeface Cartridge Collections consist of complementary typefaces that can be used together for specific applications. These collections give HP LaserJet III printer users a larger variety of type designs and sizes for creating documents.
- These application-focused collections consist of 25–26 typefaces.
- With a Scalable Typeface cartridge, users can scale fonts from .25 to 999.75 points at quarter-point increments.
- These Scalable Typeface cartridges work only with the HP LaserJet III printer family.
- The same typefaces on disks are provided with each cartridge to create screen fonts (with Type Director 2.0) for applications that can use them.
- These Scalable Typeface cartridges plug into the HP LaserJet III printer's font cartridge slot and require no additional printer memory.

New educational manual

- instructs users on how to use and how to mix typefaces
- explains history, benefits, and moods of the typefaces
- teaches basic concepts of typography, especially useful for word processing users
- available in five languages: English, French, German, Italian, Spanish

HP product-line positioning

The Scalable Typeface Collections (cartridges or disk based) are solution-oriented collections of typefaces. They consist of typefaces that can be used together for specific applications.

The individual Scalable Typeface products let users customize their typeface library by selecting the specific typeface needed for a particular type of document.

Ordering information

Product No.	Description
C2050B #C80*	Distinctive Documents I, Compelling Publications I, 3½-inch disk
C2050B #C90*	5¼-inch disk
C2050C #C80*	Brilliant Presentations I, Compelling Publications II, 3½-inch disk
C2050C #C90*	5¼-inch disk

**Disks are included to create screen fonts for applications that can use them.*

For more information, contact your HP representative.

Printers

Q&A about HP toner cartridge recycling program

Starting June 1, Hewlett-Packard began collecting used toner cartridges in a recycling program being piloted in the western U.S. and parts of Europe. For an overview of this program, see the June issue of *HP Channels*.

Here are the answers to a few commonly asked questions about the new toner recycling program.

How long will the toner cartridge recycle kits be distributed by the HP representatives?

Only during the six-month pilot portion of the program. HP expects to introduce the program to the rest of the U.S. and additional countries in early 1991 with the kits included in each toner cartridge box.

How can users obtain kits?

There are two ways for users to obtain recycle kits:

- For large orders, have your HP representative order the kit (PIN 5952-2368) for you.
- For small or single-quantity orders, users in the U.S. can call 800-752-0900, ext. 1374, and ask for PIN 5952-2368. Users will either be sent recycle kits or be referred to their local participating dealer.

For more information on the HP toner cartridge recycle program for HP LaserJet printers, contact your HP representative.

Printers

HP LaserJet 2000 printer product restructure

The HP LaserJet 2000 printer Models A, P, and D (P/Ns 2684A, 2684P, 2684D) has been restructured to make it easier to order. The power cord and manual, interface, and additional memory will be orderable as options on the HP LaserJet 2000 printer. This change in structure will not affect the price of the HP LaserJet 2000 printer.

Interface and memory will continue to be orderable as an upgrade kit in addition to being orderable as an option. The option prices will be the same as the upgrade kit prices. In addition, this new structure reflects the new corporate guidelines for designation of country and power requirements.

Please refer to the following tables when ordering an HP LaserJet 2000 printer.

Power options

Option	Country
ABA	U.S.A.
ABB	Europe
ABF	France
ABQ	Intercon
ABU	U.K.
ACD	Switzerland
ACE	Denmark
ACQ	South Africa

Interface options

Option	Type
049	RS-232/422
052	Dataproducts Short Line
053	Centronics
054	Dataproducts Long Line
055	No interface desired (dealer may already have an I/O kit in stock)

Additional memory

Option	Memory
521	1 Mbyte
522	2 Mbytes
523	3 Mbytes
524	4 Mbytes

Printers

HP 41063B Asian workstation printer to be discontinued August 1

The HP 41063B Asian workstation printer for Asian HP Vectra PC workstations and its options will be discontinued and removed from the HP Price List on August 1, 1990.

The HP 41063A Asian workstation printer for HP 9000 systems, its options, and supplies/accessories (ribbon cartridge, PIN 41030A; tractor feeder, PIN 41031A; cut sheet feeder, PIN 41032A; print head, PIN 41033A; and RS-232-C interface kit, PIN 41050A) that are commonly used with the HP 41063A/B, will not be discontinued.

No follow-up product to the HP 41063B printer is planned, but the HP 41063A and HP C1202A Asian printers, and some HP printers, will be good follow-up products for users to connect with Asian HP Vectra PC workstations. The HP 41063B will enter a five-year support life after August 1, 1990.

Second generation of X-Window terminals

The HP 700/X second-generation family of X Window graphics terminals are now available. The new series of HP 700/X terminals feature an 80 percent increase in interactive graphics performance, four- and eight-plane color support, a ROM-based X-server option, and the capability to operate with a standard AT2-style (PC 101) keyboard. Based on feedback from the HP sales force, installed-base users, VABs, and OEMs, the new terminals meet more user needs.

Available on the August HP Price List, the enhanced HP 700/X terminals support a display of 256 colors from a palette of 16.7 million colors or up to 256 levels of gray-scale. The terminals come standard with 1 Mbyte of video memory (VRAM) and 1 Mbyte of dynamic random-access memory (DRAM). Users will have the option of expanding the DRAM to a maximum of 9 Mbytes in a variety of low-priced increments.

Performance improvements

With nearly a two-fold increase in interactive graphics performance over previous models, the HP 700/X terminals better address user needs in business transaction and engineering applications. Together with a significant number of improvements to the X-server software, the performance boost of the terminals is attributed to:

- a 60-MHz Texas Instruments TMS34010 graphics processor that executes X Window System functions
- a 16-MHz Intel 80186 coprocessor that handles high-speed network communications, keyboard entry, and mouse tracking

Networking enhancements

HP 700/X terminals can be remotely configured on the network. Optional X-server software can be ordered in local ROM. If the primary host system on the local-area network is inaccessible, the new HP 700/X terminals support booting from an alternate host, which gives users greater up time.

A built-in domain name resolver eliminates the need for the user to recall the complex host Internet address by simply entering the host-node name.

Flexible configurations

The HP700/X terminals use a common-processor base unit that supports a 19-inch gray-scale monitor and a full range of color displays in viewable sizes ranging from 14 to 20 inches. Users can upgrade from monochrome to color displays simply by changing the monitor.

To meet the needs of OEMs and VABs, the terminals support an AT2-style keyboard and Logitech serial mouse through a PS/2 interface, in addition to supporting an HP keyboard and HP mouse through an HP-HIL port. The HP 700/X terminals support more than 15 different native-language keyboards and a local printer, plotter, and other RS-232-C devices.

Installed-base users with first-generation HP 700/X terminals will be able to upgrade to the new series of X-Terminals. Users will also have the option of upgrading the new HP 700/X terminals to an HP 9000 Model 340 workstation.

Ordering information

Product No.	Description
C2301B	HP 700/X X Window terminal base unit — bundled configuration (no monitor) includes: X Window processor base unit (XPU), 1 Mbyte VRAM and 1 Mbyte DRAM, C1405A PC 101 keyboard (requires language option), 1150-1835 three-button serial mouse, installation manual, and power cable
C2305B	HP 700/X gray-scale X Window terminal — bundled configuration includes: 98778X 19-inch gray-scale monitor (1024 × 768), C2301B X-Terminal base unit (listed above)
C2303B	HP 700/X color X Window terminal — bundled configuration includes: 14-inch VGA color monitor (640 × 480), C2301B X-Terminal base unit (listed above)
C2304B	HP 700/X high-resolution color X Window terminal — bundled configuration includes: 98785A 16-inch color monitor (1024 × 768), C2301B X-Terminal base unit (listed above)
C2310A	X Window Server software (rev. B.03.00)
Opt. AAO	¼-inch cartridge tape format
Opt. AAI	M-inch 1600-bpi 9-track tape format
Opt. AAH	DDS cartridge tape format
C2317A	ROM-based X Window Server (rev. B.03.00)
C2320A	Add 1 Mbyte of DRAM
C2321A	Add 2 Mbytes of DRAM
C2322A	Add 4 Mbytes of DRAM

Terminals

Announcing workstation upgrade program for HP X-Terminals

Hewlett-Packard announces a new program that allows HP 700/X X Window terminals to be upgraded to an entry-level workstation.

The first product in the workstation-upgrade program allows users with an HP 700/X gray-scale or high-resolution color X-Terminal to upgrade to an HP 9000 Model 340M or Model 340C+ diskless workstation. Once the HP 700/X terminal is upgraded to a Model 340, users will have the option of upgrading the Model 340 to a Model 375 system.

The workstation upgrade program reinforces HP's commitment to meeting evolving user needs. It provides X-Terminal users with the benefits of

investment security, a long-term growth path, and seamless integration with workstations.

At this writing, HP is the first and only vendor to offer a full family of X Window Terminals designed specifically to be upgraded to a workstation by means of a simple processor-unit replacement.

Users who upgrade their X-Terminals to workstations will receive 100 percent credit from the original purchase of the HP 700/X terminal toward the price of the upgrade. As next-generation HP X-Terminals become available, the upgrade program will meet installed-base user needs by providing an upgrade path within the product family.

Ordering information

Product No.	Opt.	Description
98563E	OH7	Return credit for C2305A monochrome HP 700/X terminal and deletes HP 9000 Model 340M keyboard and monitor
	108	Diskless HP 9000 Model 340M with 8 Mbytes RAM
	112	Diskless HP 9000 Model 340M with 12 Mbytes RAM
	116	Diskless HP 9000 Model 340M with 16 Mbytes RAM
98564E	OH7	Return credit for C2304A color HP 700/X terminal and deletes HP 9000 Model 340C+ keyboard and monitor
	108	Diskless HP 9000 Model 340C+ with 8 Mbytes RAM
	112	Diskless HP 9000 Model 340C+ with 12 Mbytes RAM
	116	Diskless HP 9000 Model 340C+ with 16 Mbytes RAM

Note: one of options 108, 112, or 116 must be specified.

Terminals

New 19-inch gray-scale HP 700/X terminal

Hewlett-Packard introduces the new 19-inch gray-scale X-Terminal as part of the HP 700/X family of X Window graphics terminals.

The new member of the HP 700/X family (PIN C2305A) includes a 19-inch diagonal monitor with 1024 × 768 pixel resolution that supports up to 16 levels of gray-scale. This product replaces the 17-inch monochrome bundled configuration (PIN C2302A).

Based on feedback from installed-base users, the 19-inch HP 700/X bundled configuration will address a wider range of application needs in addition to providing a much higher quality product than the 17-inch model.

Ordering information

Product No.	Description
C2305A	HP 700/X monochrome X Window graphic terminal, complete bundled configuration includes: 19-inch gray-scale monitor with 1024 × 768 resolution, X Window processor base unit with 1 Mbyte DRAM, HP-HIL keyboard, HP-HIL three-button mouse, monitor video cable, installation manual, and power cable

When ordering PIN C2305A, a local language option and the X Window server tape must be ordered. Contact your HP representative for more information.

Terminals

Asian language keyboard support for HP X-Terminals

Hewlett-Packard introduced the Asian-Language keyboard support for the HP 700/X family of X Window System graphics terminals. With support for over 20 different native language keyboards, the availability of Japanese (Kanji and Katakana), Chinese (traditional and simplified), and Korean (Hangul) keyboards on HP 700/X terminals strengthens HP's competitive position in Far East markets.

The HP 700/X terminals handle the complex mapping of 8-bit keyboard input to 16-bit Asian-character output by means of the HP Native Language I/O program. This program is part of the HP-UX 7.0 operating system that is shipped with each HP 9000 computer system.

The X-server software tape (PIN C2310A) ordered with an HP 700/X terminal includes a utility that converts Asian character fonts supplied with HP-UX to the format required for the HP 700/X terminal.

Ordering information

When ordering HP 700/X terminals (P/Ns C2301A, C2302A, C2304A, and C2305A), be sure to specify one of the following options for the Asian language keyboards:

Option	Description
ABJ	Japanese, Katakana
ABO	Taiwan, Chinese
AB1	Korean, Hangul
AB2	Chinese, People's Republic
AB4	Singapore, English
AB5	Hong Kong, English

For more information on the HP 700/X terminals, contact your HP representative to order the following literature: family brief (PIN 5953-3770) and the technical data sheet (PIN 5953-3771).

Terminals

Local printer or plotter now supported on HP X-Terminals

Network-based printer and plotter support for the HP 700/X family of X Window System graphics terminals is now available.

A software enhancement, which is included as part of the X Window server tape (PIN C2310A), now allows a full range of RS-232-C serial printers, plotters, and other devices to operate with an HP X-Terminal.

For applications in desktop publishing, software development, and office automation, this new enhancement allows HP X-Terminal users to produce high-quality local documents on a printer such as the HP LaserJet printer. In applications requiring graphic output, the local-plotting capability allows a local device such as the HP DraftMaster plotter to be used.

The HP 700/X terminals come standard with a user-configurable RS-232-C port. By accessing the terminal's easy-to-use, built-in configuration screen, the user can set the output-device requirements by selecting the parity, pacing, and baud rate.

The bidirectional communication ability of the new software enhancement establishes a transparent connection with the host system over the network. The local user, and any number of remote users on the network, can access the output device on the

HP 700/X terminal. This software enhancement supports the UNIX system "lp" command and the X Window System "xpr" function, which allow specific windows or full screen images to be printed or plotted.

Ordering information

The software enhancement is included as part of the X Window server tape (PIN C2310A) for the HP 700/X terminals. Users need purchase only one tape for unlimited use. Users with an existing support contract will receive the enhancement at no extra cost.

For more information on the HP 700/X terminals, contact your HP representative.

X Window System is a trademark of Massachusetts Institute of Technology.

Terminals

Sun format tape now available for HP X-Terminals

Hewlett-Packard now offers an X Window server tape that allows HP 700/X terminals to operate directly off SUN 3 systems and SUN 4 SPARCstations.

The X-server tape for Sun workstations is available in a standard ¼-inch QIC24 format. The tape includes the server file, fonts, font conversion utilities, and an installation manual. Tftp is supplied as part of the SUN operating system to download files from the tape to the HP 700/X (optional utilities including bootp and xdm are not supplied with the server tape).

For more information on Sun and other non-HP systems support for the HP 700/X terminals, contact your HP representative.

Terminals

X Window server enhancements boost HP X-Terminal performance

Recent software enhancements to the X Window server code for the HP 700/X terminals has significantly increased overall performance, which allows the terminals to address a wider range of applications.

The X Window server tape (revision B.02) includes a new server file that improves interactive window manager operations by a factor of two times. This improvement is most noticeable during applications that make extensive use of pull-down menus or a large number of windows.

Examples of increased performance are: window create, 100 percent; drawing lines, 77 percent; graphic bitmap copy, 73 percent; and text display scroll, 50 percent.

As part of our commitment to user satisfaction, Hewlett-Packard will update any installed-base user with the new server tape. Contact your HP representative to receive a copy of the new tape. The new server file is also planned to be available on HP-UX notes for application engineers.

Terminals

HP 700/X terminal promotion

For a 60-day limited-time period that started July 1, the first generation family of HP 700/X terminals will be available at a 30 percent (U.S. list) discount. The following products and related accessories are applicable during the promotion period.

There is no limit on the number of C230XA units a user may purchase. During this promotion, no other discounts may be applied. Refer to promotion number 2.466 when placing orders for this promotion. Contact your HP representative for more information.

Note: Even though this is a worldwide promotion, it may not be available in all countries. Check with your HP representative for availability information.

Product No.	Description
C2301A	HP 700/X terminal base unit
C2302A	HP 700/X 17-inch gray-scale X-Terminal
C2305A	HP 700/X 19-inch gray-scale X-Terminal
C2303A	HP 700/X 14-inch color X-Terminal
C2304A	HP 700/X 16-inch high-resolution color X-Terminal
C2310A	HP 700/X server software
C2320A	HP 700/X 1-Mbyte DRAM expansion

Terminals

Price increase for HP 700/22 and 700/41 display terminals

On July 1, 1990, the price of the HP 700122 (PIN C1004A/G/W) and HP 700141 (PIN C1003A/G) display terminals was increased. Contact your HP representative for more information.

Terminals

HP 700/22 and 700/41 terminal discontinuance

The HP 700122 (PIN C1004A/G/W) and 700141 (PIN C1003A/G) display terminals will be discontinued and removed from the HP Price List effective October 1, 1990. The HP 700122 is Hewlett-Packard's DEC VT220-compatible terminal for DEC and other computer systems. The HP 700141 is an entry-level ASCII terminal with nine compatibility modes.

The HP 700132 (PIN C1017A/G/W) and 700143 (PIN C1006A/G/W) terminals can be purchased as alternative solutions. These terminals offer enhanced feature sets and better ergonomics.

Orders will be accepted through October 31, 1990. The products will be placed in five-year support life, running until September 30, 1995.

Terminals

HP 3082B Industrial Touch terminal discontinuance

The following products and related accessories will be obsoleted and removed from the September 1, 1990, HP Price List. Orders will be accepted until September 30 and last shipments will occur October 31. Product support will be available for five years. There are no planned replacement products for the HP 3082B Industrial Touch terminal. Contact your HP representative for more information.

Product No.	Description
3082B	HP Industrial Touch terminal
Opt. 001	Add touchscreen
Opt. 002	Add barcode decoder
Opt. 003	Add touchscreen and barcode decoder
Opt. 801	Conduit kit (Canada)
Opt. 802	Watertight kit (U.S.)
Opt. 803	Watertight kit (other countries)
Opt. 908	19-inch rack-mount kit
Opt. 910	Host programmer's reference user's and screen designer's manuals
Opt. W03	Substitute 90-day on-site for 1-year return-to-HP warranty

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Supplies

Supplies

HP DIRECT order phone numbers

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

Location	Telephone Number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861 (03) 895-2619 (800) 339-861 (toll-free)
Austria	(0222) 2500-614/615/616
Belgium/Luxembourg	(02) 761 31 11
Canada	800-387-3154
Toronto Local	416-671-8383
Denmark	8030 1640
Finland	(90) 887 2361
France	(1) 69 86 17 25
Greece	(01) 672 6090
Italy	(02) 9210 3301
Japan	
Sagamihara	0120 091321 (toll-free)
Middle East/Africa,	
Geneva	(022) 831212
Norway	(02) 24 60 90
South Africa	
Johannesburg	(011) 802 5111
Cape Town	(021) 537 954
Spain	(91) 637 4013 (91) 637 0011
Sweden	(08) 750 2400
Switzerland	(057) 31 24 90
Taiwan	
Taipei	080-211228 (toll-free) (02) 717-9608
The Netherlands	06-0501
United Kingdom	(0734) 44 12 12
United States	800-538-8787
West Germany	(0130) 3322

Software Packages Available and Wanted

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

Software Packages Available

Industry: Distribution and financial control applications

Abstract: Flexible online/multiprocessing distribution software for wholesale, manufacturing, and retail business that provides management comprehensive control of product distribution. Bakco's Distribution & Financial Control Systems is a series of highly flexible online/interactive/multiprocessing programs. The system consists of the following modules:

- order management
- purchasing control/receiving
- accounts receivable
 - sales analysis/sales commissions
 - inventory management
- accounts payable/cash management
- warehouse management
- general ledger/budgetary control

Benefits

- telemarketing order entry system designed for telephone selling and order taking
- 20 different order types
- ability to generate a pro forma order with the user's purchasing history as its model
- **wide range** of inventory information to tighten control of the inventory A-B-C analysis, turn-end-earn reports
- full open-item accounts receivable systems with cash forecasting features
- full purchasing-control/receiving system with 12 different purchase order types and automatic receipt reconciliation with vendor invoices
- sales commissions based on net sales or gross profits
- extensive sales and gross profit reporting to gauge the effectiveness of sales efforts
- over 1,000 reports can be generated on demand on a detail, summary, or exception basis

This application also includes a full warehouse management system with the ability to:

- support numerous data collection techniques such as bar coding and radio frequency (RF) communication
- select the most efficient method to pick inventory by storage type: full pallet, cases, or piece picks
- trace recall by customer
- support a multiwarehouse environment
- control lot subsystem that provide first-in-first-out (FIFO) shipping and recall capabilities

- automatically determine the best location to store incoming inventory based on primary picking and/or random slotting

Bakco is a premier solutions provider. Bakco provides solid and professional results.

HP Platform: HP 3000

Operating System: MPE and MPE XL

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

Type of Distributor Wanted: Mature companies, possibly operating in the manufacturing arena

Geographical Coverage: Worldwide

Industry: Engineering, laboratory science, and financial data analysis and graphics software

Abstract: PV ~ WAVE is interactive data display software for fast graphics, image processing, and analysis. PV ~ WAVE is software for data display and analysis combining graphics, image processing, statistics, signal processing, and mathematical capabilities. It allows users to explore, analyze, manipulate, and visualize any kind of data. Users interactively analyze multidimensional data sets to display trends, draw conclusions, and produce results quickly. A fast, array-oriented language and comprehensive set of procedures provides a powerful data visualization and analysis environment. Custom applications can also be created quickly with macros, procedures, or links to external programs. The PV ~ WAVE data visualization and analysis solution dramatically increases the productivity of engineering and scientific research.

PV ~ WAVE is useful in various fields, including engineering test and analysis, geophysical research, manufacturing, materials research, computational fluid dynamics, process control, remote sensing, medical imaging, simulation, astrophysics, laboratory sciences, finance, and a variety of other technical disciplines with interactive data visualization needs.

Benefits

- user can navigate through data using PV ~ WAVE's built-in commands and macros
- ability to develop applications utilizing PV ~ WAVE's high-level interpretive programming language or create point-and-click menus
- access, visualize, and analyze data in any format
- PV ~ WAVE lets users see inside data fast – 250,000 floating-point data values from disk to display in less than three seconds
- users can visualize up to five dimensions of data simultaneously, merging vector and raster image graphics to help identify important features and trends in data
- offers complete integration with both Sun (SunView) and DEC (DECwindows and UIS) window managers, including full access to UNIX system (Sun/SunOS and DEC/Unix) or VMS (DEC)
- publication-quality output lets users merge PV ~ WAVE graphics into popular desktop publishing systems

Demonstration units are available at no charge.

Application/markets

- engineers and scientists
- researchers and analysts
- signal processing, image processing, physics, energy research and exploration, **engineering** design, astronomy and space exploration, medical research, earth and atmospheric sciences, defense, acoustics, metallurgy, and process control

Output devices

- HPGL plotters
- any Postscript-compatible laser printer (monochrome, gray-scale, or color)
- DEC LN03 PLUS
- all QMS/IMAGEN printers
- all Talaris printers

Precision **Visuals** is an HP Premier Solutions Provider.

Compatible Software: FrameMaker

Company Name: Precision **Visuals**, Inc.

Address: 6260 Lookout Road
Boulder, CO 80301
U.S.A.

Phone: 303-530-9000

Contact: Ken Filcoff

Type of Distributor Wanted: Established HP 9000 Series 300 resellers that sell into the engineering, laboratory/science, and financial markets

Geographical Coverage: International

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 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.

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

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