

HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

August 1990



Introducing HP's OpenCIM strategy for manufacturers
Step into the vision

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HP CHANNELS

Volume 10, No. 10

Editor
Tracy Wester

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

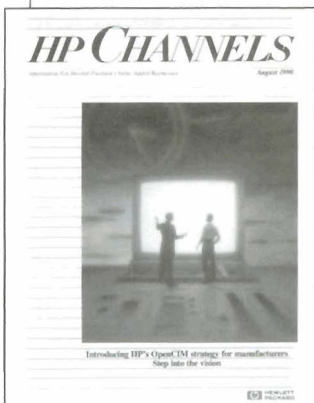
For further information on any of the products and services discussed in HP Channels, please contact your HP sales rep.

See back cover for subscription information.

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

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HP's OpenCIM strategy delivers NewWave computing solutions to manufacturers. Products such as HP Software Integration Sockets provide a new level of software integration. See articles beginning on page 6.

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HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

Upcoming seminars for HP VABs

The HP 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 August, September, and October are listed below. Hewlett-Packard reserves the right to cancel seminars or change prices, dates, and locations.

VABs attend first internal workstation teleconference

On June 12, more than 540 representatives from U.S. and Canadian value-added businesses (VABs) attended the Hewlett-Packard teleconference announcing the HP Apollo 9000 Series 400 workstations and other new products. The VAB audience included value-added resellers, software suppliers, systems integrators, and OEMs, as well as HP distributors and their resellers. This is the first time that HP has invited its workstation VABs to attend an internal teleconference along with the HP sales organization.

The fact that the internal teleconference was shared with our VABs one week in advance of the public industry announcement is significant. VAB inclusion in this event is just one more indication of the importance HP places on VABs as an extension of its own sales force.

Initial VAB reaction to the teleconference and the product announcements was very favorable. Said one HP rep, "...the feedback I received from the VABs was positive. They appreciated being included in the announcement and felt being involved helps them with their sales."

In addition to teleconference invitations, VABs listed in the VALID database were mailed copies of teleconference materials, including a VAB field training manual (FTM) on the Series 400 workstation.

Given the positive outcome of this event, VABs can expect to be included in similar HP events in the future. To find out how you can make sure you don't miss out, please read the following article about updating your information in the VALID database.

| Date | Location | Fee* | Contact | Phone |
|-------------------------------------|-------------------|-------|----------------|--------------|
| Strategic Marketing Planning | | | | |
| Sep. 18-19 | Novi, Mich. | \$495 | Annice Benedix | 313-349-9200 |
| Oct. 2-3 | Houston, Tex. | 495 | Sandra LaCorte | 713-776-4423 |
| Marketing Communications | | | | |
| Oct. 9-10 | Fullerton, Calif. | 275 | Geri Squires | 714-472-3050 |
| Sales Training | | | | |
| <i>Strategic Selling</i> | | | | |
| Sep. 5-6 | Montreal, Canada | 250 | Eileen MacLean | 414-678-9430 |
| <i>Productive Teleprospecting</i> | | | | |
| Aug. 15 | Naperville, Ill. | 195 | Elaine Smith | 708-505-8800 |

*U.S. list prices

Make sure you're not missing important HP mailings

For U.S. and Canadian VABs only

- Are your employees receiving regular HP mailings that contain important new HP product information, such as new product data sheets, configuration guides, and pricing information?
- Are you and your employees receiving invitations to HP events such as the internal teleconferences to which we invited value-added businesses (VABs) last September (MPE), last January (multiuser HP-UX), and most recently in June (workstation)?
- Did you and your sales representatives receive the April mailings containing the information-packed internal HP sales tool binder called the "Winning Combination Cards"?

If your company has a current contract with HP and you or your coworkers are not receiving these and other mailings from the Value-Added Channels Group located in Cupertino, California, it is probably because your company information is not as current as it could be in the VALID database, the only official database for the U.S. HP Value-Added Program. Perhaps you are not aware that your company is entitled to as many listings in our database as you

have employees who need to receive these mailings. VALID can accommodate both multiple employee listings and multiple site listings.

Ask your HP representative to order you a copy of the information we have listed for your company in the VALID database. Then, check your listing to see that the right people (with correct job titles and addresses) are included so they can begin to receive the HP mailings appropriate for them. And while you are checking, be sure that all of your products are listed with the appropriate HP system platform and operating system.

Remember, we won't be mailing you an invitation to our next MPE or HP-UX event unless we know you have an interest in it (i.e., products listed in VALID for those operating systems). We won't be sending you the latest price guides unless we know you have a product associated with a specific HP computer. And we won't be able to mail to any of your employees unless we have their names, titles, and addresses on file. Act today so you and your employees don't miss out on the valuable mailings HP wants to send you.

1990 HP VAB Advisory Councils bring valuable input to HP

For the U.S. only

Hewlett-Packard firmly believes that one of the keys to a successful Value-Added Business (VAB) program is to provide a regularly scheduled forum between HP management and VABs to openly discuss and resolve key issues. The VAB Advisory Council program has been designed to meet this need. The purpose of these councils is to provide feedback to HP on its products, programs, and policies with regard to how HP can work more successfully with its VABs. Recently, HP completed meetings with the members of all three of its VAB Advisory Councils: MPE (January), multiuser HP-UX (March), and workstation (May). All of the meetings were open, frank, and very beneficial to the HP executives and managers who attended.

Each advisory council is made up of 8 to 12 senior executives from HP value-added businesses. They meet with HP in Cupertino, California, for one and a half days to discuss and prioritize the key business and technical issues affecting how VABs and HP work together. The VAB council members present these issues to HP senior managers, executives, marketing, and field people. HP then gets an opportunity to discuss these issues in detail with the VAB council members. Only a fraction of the meeting time involves HP presentations. Instead, most of the time is spent in open and frank discussions with the VABs — asking questions and listening carefully to the VABs' answers.

An important result from each council meeting is a list of action items that HP works on to complete before that council meets again. A quarterly status report on each of these items is sent to the council members to keep them aware of the progress in solving the issues raised at their respective meetings.

HP Advisory Councils meet approximately once every nine months. The next round of meetings is set to begin in a couple of months. HP is working hard to complete the list of action items from the last three meetings and is looking forward to the next series of meetings for further feedback on how it can do an even better job of working with its VABs.

Listed below are the names of the elected spokespersons for each council. Feel free to contact them for more information about the HP VAB Advisory Councils.

MPE Advisory Council

Dave Stalker, President
Harris and Paulson, Inc.
5299 DTC Boulevard, #300
Englewood, CO 80111
303-773-8283

Multiuser HP-UX Advisory Council

Michael Diamond, President
MiniCom Data Corporation
185 Renfrew Drive
Markham, Ontario
Canada L3R 6G3
416-475-5522

Workstation Advisory Council

Robert Whitus, Vice President
Accugraph Corporation
5822 Cromo Drive
El Paso, TX 79912
214-746-5332

Announcing new rental plan for HP VABs in the U.S.

Beginning August 1, 1990, Hewlett-Packard will offer a new financing program for HP VABs in the U.S.: The HP VAB Rental Plan.

This six-month rental, at a remarkably low rate, will allow VABs to rent HP's latest technology for demonstration, development, and training purposes, and to access new HP features. In addition, flexible, end-of-term options enable VABs to manage rapid equipment life cycles more effectively. The combination of low rates and end-of-term flexibility helps overcome financial constraints and enables VABs to always have the latest HP technology.

Key features of the HP VAB Rental Plan, including the low rates and flexible, end-of-term options, are listed below:

- **Rate** — 2% of list price per month
- **Term** — six months
- **Equity accrual** — 65% of each payment applied toward the end-of-term purchase up to a maximum of 80% of the original amount financed.
- **End-of-term options** — At the end of the initial six-month term, you have one of the following options:
 1. Return the equipment.
 2. Renew the rental on a month-to-month basis at the original rate. The end-of-term equity will continue to accrue at the initial accrual rate, up to a maximum of 80% of the original balance to finance amount.
 3. Purchase the equipment based on the equity accrual method. Your VAB Demo/Development discount will be applied upon buyout.

- **Eligible VABs** — Any U.S. leveraging VAB (value-added reseller, software supplier, systems integrator, distributor, or consultant) that is signed to a Demo/Development contract with HP, subject to credit approval.
- **Eligible products** — All HP products approved under the VAB's Demo/Development Contract. Non-HP hardware and software are not eligible.
- **Minimum transaction size** — \$10,000, amount to finance

The HP VAB Rental Plan makes HP's technology easily accessible. For more information, contact your local HP Sales Finance Representative or Reese Williams, Value-Added Channels Manager, HP's Finance and Remarketing Division, at 415-962-6135.



Support

Introducing HP LAN Operations Service

For North American and Europe only

HP LAN Operations Service (PIN H2542A+16G) provides a flexible, secure network operation service for users' multivendor, Ethernet, or IEEE 802.3, TCP/IP, SNMP-based, internetworked local area networks. These protocols are common in technical workstation environments as well as internets.

Features and benefits

- **Real-time monitoring** — LAN monitoring coupled with remote, on-site fault isolation and management ensures a high degree of network uptime and availability.
- **Status and performance reporting** — Monthly status reports help keep users abreast of network exceptions. Monthly performance reports enable users to examine evolving traffic patterns and loads, optimize the current network, and plan for growth.
- **Remote and on-site multivendor fault isolation and management** — HP will work remotely or on site to isolate a network problem when one occurs. Whether the isolated fault occurs on HP or third-party equipment, HP will either fix the equipment or serve as the single point of contact during the problem resolution phase.
- **Network documentation** — Accurate network documentation is provided in order to help understand the current topology as well as aid in the troubleshooting process.
- **Flexible coverage** — Whether users want HP to completely operate their LAN or to supplement their in-house support staff, HP will custom-tailor coverage to meet the users' need.

Optional features

- **Network change management** (PIN H2540A+16G) — When changes such as adds, deletes, and moves occur, HP is there to manage the planning, implementation, and verification of the change.
- **Account-resident administration** (PIN H2539A+16G) — The Customer Network Administrator (CNA) provides full-time, on-site project management particularly necessary for users who have constantly changing, growing LANs, and lack the resources necessary to coordinate network modifications.

Product-line positioning

The HP LAN Operations service has been established to support the user during the operations phase of the network lifecycle. This service should be offered to current or prospective HP users who are planning for or have existing large, multivendor, Ethernet, or IEEE 802.3, TCPIIP, SNMP-based, internetworked LANs. One of the two optional features should be presented to users as "recommended," especially in constantly changing and growing environments, and to users who lack the resources necessary to provide this function. Features of HP NetAssure are included as a feature to HP LAN Operations to provide fault-management backup.

Ordering information

| Product No. | Description |
|-------------|---------------------------------|
| H2542A+16G | HP LAN Operations Service |
| H2540A+16G | Network change management |
| H2539A+16G | Account resident administration |

For more detailed information regarding HP LAN Operations, please contact your HP representative.

Support

HP OpenView Developer Assist

HP OpenView Developer Assist (PIN 32013A) offers high-quality electronic technical assistance to HP OpenView application developers. This product is HP's basic technical support service for developers. Through this service, users can submit questions to one of HP's qualified OpenView specialists and receive an answer within three working days. Users also have access to on-line information such as monthly status bulletins, suggestions on how to use special features, and other time-saving services. All developers should also order the Software and Materials Update Service. Both of these are available on an annual basis.

Premier Assist for DOS (Option 001) is designed specifically for developers using HP OpenView Windows/DOS. In addition to electronic support, users will also have access to an early interim-release version of the HP OpenView Windows software. Although this is pre-release software, it does enable users to plan ahead and prepare their applications for future enhancements.

| Product No. | Description |
|-------------|------------------------------|
| 32013A | HP OpenView Developer Assist |
| Opt. 001 | Premier Assist for DOS |

For more information, contact your HP representative.

Support

One-day seminar on MPE XL 2.1

Hewlett-Packard has just released a new one-day seminar — MPE XL 2.1 New Features and Functions (PIN B1784A) — to help users understand the differences between MPE XL version 2.1 and previous versions of MPE XL. With the release of MPE XL 2.1, significant changes have been made. Training on these changes will increase productivity at the users' site by helping them understand how to use the enhancements more quickly. This seminar will be available worldwide over the next six months. Because it does not require any equipment, many HP education centers will hold it not only at the education center, but also in local sales offices.

This seminar may be of special interest to **Teamline** users as they receive a 50% discount for all attendees from their company. Contact your HP representative for more information about this seminar (or in the U.S., call 1-800-HPCLASS [1-800-472-5277] for dates and locations).

support

Programming with OSF/Motif class

Programming with HP OSF/Motif (PIN 50767A) is a five-day course that presents the fundamentals of programming with the Motif Applications Programming Interface, including Motif Window Manager, widgets, and Motif Style Guide for creating application interfaces. The course is targeted towards programmers who are actively involved in developing applications that require a graphical user interface. The course can be taught at HP or at the user site.

Features and benefits

- experience configuring and using the Motif Window Manager
- an understanding of the broad range of "widgets" available for creating a user interface for the user's application
- practice in applying a wide range of resources to widgets
- expertise in applying Motif Style Guide concepts to user interface construction
- experience in using Xlib calls in a Motif application
- an understanding of the methods by which applications can communicate with each other within the Motif framework

Product-line positioning

This course is positioned at the intermediate level in the HP-UX software development curriculum. Prerequisites can be met by the following courses:

- Fundamentals of HP-UX, PIN 51434B
- Programming in C Language, PIN 35130B

For a schedule and/or additional information, contact your nearest education center (in the U.S., call 800-HPCLASS [800-472-5277]).

support

HP 9000 Visual Editor self-paced training

The HP 9000 Visual Editor training is a self-paced course (PIN B1502A) that teaches users how to install, operate, customize, and troubleshoot Visual Editor software for the HP 9000 computer. The course is targeted towards Visual Editor software users.

Ordering information

In the U.S. or Canada, call HP DIRECT at one of the numbers listed below:

- U.S., 800-538-8787
- Canada
 - Toronto, 416-671-8383
 - Ontario/Quebec, 800-387-3417
 - Other provinces, 800-387-3154

Users outside the U.S. and Canada should contact their local HP sales office.

For more information, contact your HP representative.

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Multuser Systems

General

HP's OpenCIM Strategy: HP NewWave Computing for manufacturers

Hewlett-Packard's OpenCIM strategy — HP's blueprint for delivering NewWave Computing into manufacturing — is based on the realities facing manufacturers as they work to improve time-based competitiveness. HP's OpenCIM strategy includes:

- joint development of site-specific information models based on users' needs
- "step-wise" integration of existing manufacturing solutions with "best-in-class" solutions from value-added businesses
- far greater flexibility through HP's leadership in open computing

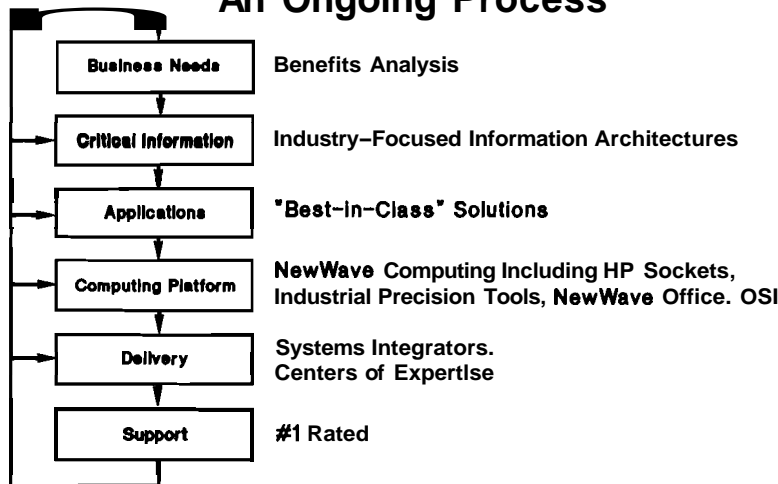
HP's OpenCIM strategy differentiators

Over 50% of HP's computer revenues come from manufacturers. HP's OpenCIM strategy capitalizes on this strong computing base and builds on some key differentiators:

No other hardware vendor has a top three position in virtually every key aspect of the manufacturing value chain including MRP II, industrial automation, engineering, and test and measurement. As enterprise-wide integration grows in importance for HP's customers, our unique position will provide HP with an even stronger differentiator.

- HP's OpenCIM strategy emphasizes *both* proprietary system interoperability *and* a strategic UNIX role *today*. Tools such as HP NewWave Office, HP VPLUS/Windows, and HP Software Integration Sockets are just a few of the technologies within the NewWave Computing umbrella that show HP's manufacturing users and value-added businesses that open computing from HP is not just a marketing initiative. As stated in the April, 1990, UBS Securities, Inc. report on HP, "Each of the three largest domestic computer companies has its own approach to open systems. These differences serve to reinforce the notion that HP is the only one of the three whose intentions are pure."
- Incremental integration of *existing, installed* applications is a top manufacturing priority. HP Software Integration Sockets is truly unique in the marketplace, providing value-added businesses and in-house applications developers with a tool that can cut their plant floor application linkage coding and testing efforts *in half*. Ease of integration while protecting the existing systems investment is a door opener with virtually every manufacturer.
- CIM tactical and strategic planning is quite a challenge for today's manufacturers. IBM Senior Vice President Earl Wheeler was recently quoted as saying that SAA is "... a puzzle in which all the pieces are never going to be in place." On the other hand, HP's OpenCIM strategy stresses the ease of getting started today with such things as site-specific user needs analyses and progressing in a "step-wise" manner. In fact, in its May, 1990, CIM Vendor Ratings Study, Gartner Group, Inc. states that it "... believes that HP's vision for manufacturing may be more easily implemented than any of its competitors."

HP's OpenCIM Strategy: An Ongoing Process



Delivering on the Promise of CIM

Contact your HP representative for more information.

Introducing HP Sockets — a new level of software application integration

HP Software Integration Sockets (HP Sockets, PIN 92568A) is a complete toolset to integrate new and existing software applications with minimal or no modification to those applications. It combines comprehensive application-to-application communications capabilities with data manipulation and software process control.

The first release of HP Sockets runs on HP-UX 7.0 platforms. It is currently being ported to MPE XL systems, with the target release scheduled in early 1991. HP Sockets is targeted towards application developers and systems integrators in VAB and Fortune 500 corporations where linking "islands of automation" is necessary.

Features

The following features increase the productivity of the application developer by providing a standard tool for the development of application interfaces. End-user productivity is increased because applications are better integrated.

- Table-based communications between applications — HP Sockets data exchange functionality includes file transfer, message transfer, time-out handling, message spooling, random or sequential message access, guaranteed delivery, incoming message file notification, synchronous/asynchronous messaging, destructive/non-destructive message reads, and mail box.

This communication functionality is implemented with location transparency; sources and destinations are specified by identifiers rather than by network addresses and can be changed without modifying interface source code using the administration tools of HP Sockets.

- High-performance data translation, manipulation, and record reformatting — This feature greatly reduces the amount of code needed to create an interface between applications, by providing a configuration language that specifies record formats both to the sender and the receiver. HP Sockets then maps the message from the sender to the receiver's format en route.

Each interfaced application process is insulated from the internal representations used by the other applications with which it communicates. Changes to one application process do not require changes to other intercommunicating application processes, only to HP Sockets data definition and manipulation tables.

Additional features include: local/remote program control, application Program Interface (API), administration of integrated system, simulation of interfaces, and data and error logging.

Benefits

- Substantial coding and testing savings — Once an interface has been specified, HP Sockets can save 50% or more of the interface coding and testing time. The number of lines of code for application interfaces can be reduced by 60 to 80%. With such substantial code savings, the HP Sockets alpha test sites revealed a willingness for developers to undertake integration projects with HP Sockets that before were ignored as too much work.
- Minimal impact on existing software applications — HP Sockets allows integration of applications without altering the internal data models of the applications, thereby protecting the user's investment in existing applications. This benefit is of particular

value to the thousands of HP 3000 users with existing manufacturing solutions. The user avoids costly and time-consuming software rewrites. Since interfaces do not cause major rewrites to existing application code, projects can be implemented one step at a time.

HP Sockets met and exceeded the design goal for an interface to cost the host application no more than 3 to 5% overhead. End users will notice virtually no performance degradation.

Unparalleled flexibility in software configurations — Interface programs can be constructed that do not need source code changes when any of the following interface characteristics are changed:

- network address of sending or receiving application
- type of CPU on which the other application resides
- communication buffer sizes (impacting performance)
- invocation and execution parameters for process control
- record formats at sending or receiving end

Additional benefits include:

- development of sophisticated interfaces with minimal programming
- faster delivery of integration
- elimination of the network interface from integration routines
- reduction in the learning curve to write interfaces
- no additional hardware requirements
- reduced support burden of application interfaces

HP product-line positioning

HP Sockets is one of the Industrial Precision Tools, a set of HP-designed building blocks for plant-floor solutions. HP Sockets is a key component of HP's OpenCIM strategy.

continued on next page

HP Sockets is designed to allow different software applications to exchange data across a local area network. It currently runs on HP-UX systems and is being ported to MPE XL for targeted release in early 1991.

Technical specifications/configuration

HP Sockets runs on HP 9000 Series 300 and Series 800 computers. It requires HP UX version 7.0, and HP's Network Services software. It also requires that at least one Series 300 and one Series 800 have an HP C compiler. HP Sockets will use 1 Mbyte of memory on each system on which it runs.

Ordering information

- HP Sockets is available on a LAN-wide license only. Licenses are available depending on how many different processes (programs) need to use HP Sockets communication facilities. A process is any computer program that calls an HP Sockets access routine. HP Sockets will not start up if the number of processes defined exceeds the licensed limit.

- For each LAN domain, order the base product number (PIN 92568A) and specify a media option and a number-of-processes option.

The 4-processes option (Opt. UA2) is only appropriate for installations where the user will have two or three applications integrated by a third-party who has already purchased HP Sockets. Users who do the integration themselves will have a choice between the options for 16-, 48-, and 96-processes. The 16-processes option (Opt. UA5) is suitable for pilot projects or prototypes.

| Product No. | Description |
|----------------------|----------------------------------|
| 92568A | HP Software Integration Sockets |
| <i>Media options</i> | |
| Opt. AAO | %-inch cartridge |
| Opt. AA1 | ½-inch tape, 1600 bpi |
| Opt. AAH | Digital audio tape (DAT) |
| Opt. UA2 | Up to 4 communicating processes |
| Opt. UA5 | Up to 16 communicating processes |
| Opt. UA8 | Up to 48 communicating processes |
| Opt. UAA | Up to 96 communicating processes |
| Opt. UB2 | Return credit for Opt. UA2 |
| Opt. UB5 | Return credit for Opt. UA5 |
| Opt. UB8 | Return credit for Opt. UA8 |

Support

HP TeamLine, ResponseLine, and BasicLine software support are available for HP Sockets. Application Option OFF (Factory Automation Support) is required when ordering HP TeamLine or HP ResponseLine support. The HP 9000 software support product numbers are as follows:

| Product No. | Description |
|-------------|-----------------------|
| H2010A+T00 | HP 9000 TeamLine |
| H2011A+H00 | HP 9000 ResponseLine |
| H2012A+L00 | HP 9000 BasicLine |
| H2029A+L00 | HP 9000 VAB BasicLine |

For more information on HP Sockets and/or software support, contact your HP representative.

General

New release of HP IVI—faster text, DDS support, and 16-bit NLS

HP Interactive Visual Interface (HP IVI, PIN 92576A) is a tool for the development of Graphical User Interfaces (GUI). HP IVI offers 2D graphics and 3D widgets in one consistent easy-to-use environment with an OSF/Motif-style interface. This new release of HP IVI is targeted towards software developers (VABs, systems integrators) and the manufacturing and telecommunications markets.

New features

The new release of HP Interactive Visual Interface (HP IVI) 1.2 has many new features and enhancements including: 20-times faster text processing; 16-bit NLS; support for the DDS media on HP 9000 Models 822 and 832; and several contributed utilities. The new features include:

- 16-bit NLS
- TEXT—LABEL — Text implemented as a graphic object, 20 to 30 times faster text processing
- support for HP 9000 Models 822 and 832
- DAT/DDS media
- HP VUE compatible
- OSF/Motif Level 1 compliance
- contributed utilities:
 - utility to document IVI file contents
 - HP-GL to HP IVI converter program
 - hard copy (plot IVI screens to HP Laserjet and Paintjet printers)
 - TEXT—OBJ to TEXT—LABEL converter
 - symbol library (55 monitoring and control symbols)

Ordering information:

Orders placed from July 1, 1990, will receive the new releases of the Industrial Precision Tools. The new release supports all the HP-UX release 7.0 and 7.02 platforms. These include the HP 9000 Models 832 and 822 DATIDDS media, Models 870, 855, 850, 845, 840, 835, 825, 815, and 808, and the Series 300 family.

| Product No. | Description |
|-------------|--|
| 92576A | HP Interactive Visual Interface development copy |
| Opt. AEQ | For HP 9000 Series 300 |
| Opt. AEL | For HP 9000 Models 822, 815, 808 |
| Opt. AEM | For HP 9000 Models 832, 835, 845, 825 |
| Opt. AEN | For HP 9000 Model 840 |
| Opt. AEP | For HP 9000 Models 850, 855, 870 |

The new release will be shipping in September to new and existing users on support. Contact your HP representative for more information.

General

Ingres interface available for HP Real-Time Database

HP Real-Time Database (HP RTDB, PIN 92572A) is a memory-resident, generic, relational database that replaces the need for application developers to create their own memory management systems for manufacturing, telecommunication, and other similar applications. Its features include the ability to interface with any disk-based relational DBMS.

The new release of HP Real-Time Database includes an interface to accelerate and simplify the task of interfacing HP RTDB to Ingres SQL, a combination of a relational database that provides high speed and full functionality.

Unaudited benchmarks of HP RTDB suggest that its performance is up to 1,000 times faster than disk-based relational databases.

The Ingres DBMS is a full-functioned disk-based system with full report writers and utilities. Ingres Corp. created a skeleton interface to HP RTDB thereby further reducing the time needed to develop applications. This interface and necessary documentation is automatically included with HP RTDB as part of its contributed library (no extra cost).

Features

- skeleton code for programmatic transfer covering all data types in both databases
- automatic activation of transfers through user-specified time intervals
- documentation on special and corner cases
- documentation on interactive methods to achieve the same transfers as programmatic

Ordering information

Orders placed after July 1, 1990, will receive the new releases of HP RTDB. The new release supports all the HP-UX release 7.0 and 7.02 platforms. These include the Series 800 Models 832 and 822 DATIDDS media, Models 870, 855, 850, 845, 840, 835, 825, 815, and 808, and the Series 300 family.

| Product No. | Description |
|-------------|--|
| 92572A | HP Real-Time Database development copy |
| Opt. AEQ | For HP 9000 Series 300 |
| Opt. AEL | For HP 9000 Models 822, 815, 808 |
| Opt. AEM | For HP 9000 Models 832, 835, 845, 825 |
| Opt. AEN | For HP 9000 Model 840 |
| Opt. AEP | For HP 9000 Models 850, 855, 870 |

These new releases will be shipping in September to new and existing users on support. Contact your HP representative for more information.

General

New release of HP Device Interface System includes diskless support

HP Device Interface System (HP DIS, PIN 92580A) is a complete environment for creating, testing, documenting, and maintaining RS-232-C device-communication software. It consists of programming, test, and run-time environments. It uses a consistent methodology that reduces development time up to 70%, reduces required programmer expertise, reduces maintenance, and increases flexibility.

New release features

- Support for all HP 9000 computers running 7.0 or 7.02 releases of HP-UX — HP Device Interface System supports all the current DIO, CIO, and NIO machines.
- Support for diskless clusters of HP 9000 Series 300 systems — Useful in harsh environments where having a disk at every node is unattractive and reduces system costs.
- Memory-resident run-time — Reduces the amount of disk access during operation.

Ordering information

Orders placed after July 1, 1990, will receive the new 2.2 release of HP DIS. The new release supports all the HP-UX release 7.0 and 7.02 platforms. These include the HP 9000 Models 832 and 822 DATIDDS media, Models 870, 855, 850, 845, 840, 835, 825, 815, and 808, and the Series 300 family.

continued on next page

| Product No. | Description |
|-------------|---|
| 92580A | HP Device Interface System development copy |
| Opt. AEQ | For HP 9000 Series 300 |
| Opt. AEL | For HP 9000 Models 822, 815, 808 |
| Opt. AEM | For HP 9000 Models 832, 835, 845, 825 |
| Opt. AEN | For HP 9000 Model 840 |
| Opt. AEP | For HP 9000 Models 850, 855, 870 |

This new release is targeted for shipments in September to new and existing users on support. Contact your HP representative for more information.

General

IPT Target Account Program supports HP's OpenCIM strategy

Thirty worldwide accounts have signed up for a 90-day free trial of the Industrial Precision Tools (IPTs) with the IPT Target Account Program. Those accounts signed up include: **DuPont**, **Motorola**, **GMIEDS**, **Loral Electronics**, **Ford**, **Siemens**, and **Daimler Benz**. Orders have already started rolling in. A significant amount of hardware has been leveraged. The Target Account Program entitles the users to a free 90-day trial offer of the IPTs along with **free** phone-in consulting from the factory.

The IPTs, key computing technologies of the OpenCIM strategy, comprise software development tools for HP-UX software developers:

- **HP Interactive Visual Interface (PIN 92576A)** — an X-Windows-based, OSF/Motif-compliant user interface development tool for developers who want rapid prototyping, dynamic screens, and 3D widgets and 2D graphics in one environment.

- **HP Real-Time Database (PIN 92572A)** — an "off-the-shelf" memory management system for developers who want exceptional performance in a relational database front end and real-time extensions added to any disk-based RDBMS.

HP Device Interface System (PIN 92580A) — a complete environment for developers who want to write protocol interfaces to connect any type of RS-232-C devices to their systems.

For more information on the program's success, contact your HP representative.

General

IPT VAB Program supports HP's OpenCIM strategy

Twenty-three VABs worldwide have signed up for a 90-day free trial of the Industrial Precision Tools (IPTs). Initial responses indicate that the VABs are happy with the IPTs and expect to use one or more of them in new applications and projects.

Among the participants are key systems integrators and OEMs, as well as VARs and software suppliers. Most are existing HP VABs, but some are new recruits that consider the IPTs as what makes HP more attractive than the competition. The IPTs are key computing technologies of HP's OpenCIM strategy.

The program includes factory phone-in consulting and, if the VAB buys during the evaluation period, free in-depth factory training. The IPTs support all the HP-UX release 7.0 and 7.02 platforms. Contact your HP representative for more information.

General

HP OpenMFG product enhancements

HP OpenMFG (PIN B1811A) is a comprehensive UNIX system-based MRP II software solution that includes manufacturing, financial, and sales order management functionality. HP OpenMFG is based on the PROGRESS fourth-generation language and relational database. HP OpenMFG is targeted towards medium to large manufacturers in the electronics, automotive, pharmaceutical, chemical, and food/packaged goods industries. HP OpenMFG is a superior fit for multinational, multi-site companies.

Features and benefits

The latest release of HP OpenMFG provides significant enhancements to help companies improve their manufacturing operations. Multisite (warehouse) functionality was added to give users more flexibility in handling true sitelocation relationships. The multisite capabilities serve as a foundation for other inventory enhancements such as user-definable status codes at site, location, and/or inventory level, and user-definable picking logic to satisfy individual user requirements.

New CIM links provide a facility to process on-line transactions through a batch process, where each record would go through the same validation as the on-line transaction. For instance, data from PLCs on the plant floor could be processed in batch mode as inputs to HP OpenMFG.

Selective MRP gives users the choice of running MRP by buyer/planner, production line, part type, vendor, MPS parts only, purchased parts, or manufactured parts. This feature provides increased flexibility in materials planning.

In addition to multisite capabilities, CIM links, and selective MRP, the following enhancements will also be available:

- alternate billrecipe
- backflushing
- on-line sales order allocations
- alternate routings
- multiple workcenter calendars
- simulated product costs
- credit approval
- sales order invoice history
- graphics capabilities

The enhancements add to HP OpenMFG's position as a superior MRP II solution. The flexibility and ease of use provided with the 4GL and RDBMS far exceeds that of traditional MRP II packages. A key differentiator of HP OpenMFG is its open architecture that facilitates links to CIM solutions and corporate information systems. These enhancements will be offered at no additional cost to users and are available immediately.

For more information, contact your HP representative.

General

AdvanceLink product changes

Beginning September 1, 1990, AdvanceLink for MS-DOS (PIN 68333F) terminal emulation software will have new product numbers. The changes are necessary to permit AdvanceLink for DOS to be included in the Corporate Site License

Program. They will also reduce the number of products, making it easier to order.

The following products will be discontinued:

| Product No. | Description |
|---------------------|--|
| 68333F | AdvanceLink single-copy product, including 5 1/4-inch media license certificate and documentation |
| Opt. 003 | Single-copy product, including 3 1/2-inch media license certificate and documentation |
| Opt. 100 | AdvancePrint single user kit, 5-inch media |
| Opt. 103 | AdvancePrint single user kit, 3-inch media |
| 68333L | 10-user site license product including one master copy of software, 10-user license, and one copy of documentation |
| 68333T | AdvanceLink documentation — 5 sets |
| 683332 | AdvanceLink upgrade right to copy for 10 copies |
| <i>Replacements</i> | |
| 68333B | Single-copy product, includes 5 1/4- and 3 1/2-inch media, license certificate, and documentation |
| 68333J | Single-user license certificate |
| Opt. 0CC | User license upgrade credit |
| 68333K | Additional documentation — 1 set |

Note: The AdvancePrint options are not being replaced. Users who require AdvancePrint should purchase P/N 32583F or 32583J as appropriate.

The AdvanceLink Family data sheet (PIN 5959-9626) will be updated to reflect these changes. Contact your HP

representative for any enquiries or concerns related to these product number changes.

General

How to order software support for HP OfficeFAX

HP OfficeFAX is supported under the HP Commercial PC-software Support program. This program offers two support services: HP ResponseLine (PIN H2015A+H00) and HP Software Update (PIN H2016A+S00). Therefore, users have two support alternatives: HP ResponseLine with HP Software Updates, or HP Software Updates only, depending on their support requirements.

HP 3000 or 9000 users with Integrated PC Office application option support are not required to purchase HP ResponseLine Commercial PC service to receive HP OfficeFAX support. These users receive HP ResponseLine support for all HP supported Commercial PC applications at no additional charge. However, HP Software Updates Commercial PC must be ordered separately.

Ordering information

For software support, order the desired service for the dedicated PC server only. If this PC is already on a PC contract, the user's contract must be updated to reflect the addition of HP OfficeFAX. Contact your HP representative for more information.

General

Graphics Gallery prints faster with new HP LaserJet III printer driver

With the new HP LaserJet III printer driver you can now take advantage of the printer's revolutionary Resolution Enhancement technology and HPGL/2 support. With Graphics Gallery, the industry-leading presentation graphics software, local printing to the HP LaserJet III printer is 30 to 500% faster. The results are even more remarkable when printing to a networked HP LaserJet III printer as your PC is freed up almost instantly.

Contact your HP representative for more information.

HP 3000/MPE

Introducing HP ALLBASE/Turbo CONNECT

HP ALLBASE/Turbo CONNECT (PIN 36385A) provides transparent read access from HP ALLBASEISQL to HP TurboIMAGEIXL databases. It is targeted towards TurboIMAGEIXL users who would like to take advantage of the open environment of standard ANSI SQL, and to perform more flexible decision support based on TurboIMAGEIXL data.

Benefits

- **Protected investment** — users can preserve their investment in TurboIMAGEIXL applications while they develop new applications in ALLBASEISQL.

- **Easier decision support** — take advantage of the functionally rich SQL language to perform ad hoc queries against TurboIMAGEIXL data.
- **Productivity gains** — a common interface to both ALLBASEISQL and TurboIMAGEIXL databases helps improve productivity.
- **More choice of tools** — Now you can choose any tool supported by ALLBASEISQL (both HP and ISV tools) to access TurboIMAGEIXL database by using it in conjunction with ALLBASE/Turbo CONNECT

Features

- support of standard ANSI SQL syntax
- support of all ALLBASEISQL interfaces (HP ALLBASE/QUERY, ISQL, preprocessed code, and soon, Ingres tools)
 - completely transparent access
- concurrent access with TurboIMAGE/XL applications without affecting their performance
- powerful SQL SELECT command
 - ad hoc query on TurboIMAGEIXL databases
 - generic searches on TurboIMAGEIXL databases
 - combine data from multiple TurboIMAGEIXL databases
 - transparent joins across TurboIMAGEIXL and ALLBASEISQL data (get data from two different database storage formats in a single query)
 - move data from TurboIMAGEIXL to ALLBASEISQL databases
 - full HP ALLBASE/NET support for remote database access

HP product line positioning

ALLBASEITurbo CONNECT provides interoperability between ALLBASEISQL and TurboIMAGE/XL, thereby allowing TurboIMAGE/XL users to move toward an open environment without giving up their current investment in TurboIMAGE applications. With ALLBASEITurbo CONNECT, coexistence of TurboIMAGE with ALLBASEISQL is now possible.

Ordering information

| Product No. | Description |
|-------------|--|
| 36385A | ALLBASE/Turbo CONNECT for 900 Series HP 3000 computers |
| Opt. 310 | For Series 920, 922LX |
| Opt. 315 | For Series 922RX |
| Opt. 320 | For Series 922, 925LX, 925, 932 |
| Opt. 330 | For Series 935 |
| Opt. 335 | For Series 949 |
| Opt. 340 | For Series 950, 955, 960 |
| Opt. 350 | For Series 9801100 |
| Opt. OCD | Upgrade credit for Option 310 |
| Opt. OGI | Upgrade credit for Option 315 |
| Opt. OCE | Upgrade credit for Option 320 |
| Opt. OCF | Upgrade credit for Option 330 |
| Opt. OGL | Upgrade credit for Option 335 |
| Opt. OGM | Upgrade credit for Option 340 |

ALLBASEITurbo CONNECT is available with MPE XL 2.1 retrofit release currently scheduled for this month.

Contact your HP representative for more information.

HP 3000/MPE

Add an extra dimension to your HP TurboIMAGE solutions

The release of HP ALLBASEITurbo CONNECT lets you add an extra dimension to the solutions you create for HP TurboIMAGE users. You can now include HP ALLBASEIQUERY and provide extra decision support for end users.

HP ALLBASEIQUERY gives end users a forms-based environment that makes it easy to quickly create reports and satisfy ad hoc queries. By including HP ALLBASEIQUERY in your solution, you are giving your clients a solution that is more flexible. With HP ALLBASEIQUERY, your clients have an immediate solution for new information needs, and an easy migration path to relational technology.

More than timely decision support

By including HP ALLBASE/QUERY and HP ALLBASE/TurboCONNECT

in your offerings, you can provide a solution that:

- enables timely decision support
- gives information workers, managers, and other end users the ability to retrieve their own information
- provides a common interface to both HP ALLBASEISQL and HP TurboIMAGE
- provides first-hand experience of relational technology

Moving towards relational technology

HP ALLBASE/TurboCONNECT uses SQL commands to manipulate HP TurboIMAGE data. This allows your clients to experience the potential power and flexibility of a relational environment. With HP ALLBASEIQUERY, such benefits become more apparent. By creating reports with HP ALLBASEIQUERY, managers will see for themselves the advantages of going relational. And because HP ALLBASEIQUERY interfaces to HP ALLBASEISQL, it provides you with a way of moving your client towards a relational environment with minimal learning time.

When is HP ALLBASEIQUERY the best choice?

HP ALLBASEIQUERY is the best choice when your client needs a solution now, when your client's IM needs are transient, and when your client requires a fast way for end users to get comprehensive decision support. And remember, HP ALLBASEIQUERY is the only terminal-based reporting tool for end users that can access both HP ALLBASEISQL and HP TurboIMAGE. HP ALLBASE/QUERY is available on both MPE XL and HP-UX systems.

For more information please contact your HP representative.

HP 3000/MPE

New product structure for ThinLAN/XL Link

The ThinLAN 3000/XL Link (PIN 36923A) has a different product structure and requires the ordering of multiple options. Two options must be specified—one for the type of LAN connection and another for the processor. A third option is needed for the upgrade credit for users upgrading within the XL family.

The ThinLAN Link provides system-to-system communication for a 900 Series HP 3000 system over a LAN to other HP 3000, PC, and HP 9000 systems. The link is made up of hardware and software components. The LAN interface controller card (LANIC) and the medium attachment unit (MAU) comprise the hardware. The software components are the TCPIIP transport and LAN driver.

All 900 Series HP 3000 systems come with the LANIC card for terminal, printer, and X.25 communications, all of which are supported via the Datacommunications and Terminal Controller Asynchronous Network Access product (DTC). For HP 3000 Series 920, 922LX, 922RX, 922, and 932, this same LANIC card is used for system-to-system communications by purchasing the ThinLAN Link, Options 310, 315, or 320, which provide software only. The ThinLAN link software is not included with the system; it must be purchased separately. The ThinLAN Link for the Series 920, 922LX, 922RX, 922, and 932 is the software component only, the TCPIIP transport, and LAN driver. All other systems require a second LANIC card for system-to-system communications. The ThinLAN link for these options is both hardware and software.

Ordering information

When ordering the ThinLAN Link, be sure to specify the appropriate system option along with the type of LAN connection. Contact your HP representative for more information.

| Product No. | Description |
|--|--|
| 36923A | ThinLAN 3000/XL Network Link |
| <i>MAU options, must order one of the following:</i> | |
| Opt. 090 | Software only (with Opt. 310, 315, 320) |
| Opt. 142 | For EtherTwist |
| Opt. 242 | For ThickLAN |
| Opt. 342 | For ThinLAN |
| <i>Processor options, must order one of the following:</i> | |
| Opt. 310 | For Series 920, 922LX, software only, includes ThinLAN, ThickLAN |
| Opt. 315 | For Series 922RX, software only, includes ThinLAN, ThickLAN |
| Opt. 320 | For Series 922, 932, software only, includes ThinLAN, ThickLAN |
| Opt. 325 | For Series 925LX, 925 |
| Opt. 330 | For Series 935 |
| Opt. 335 | For Series 949 |
| Opt. 340 | For Series 950, 955, 960 |
| Opt. 350 | For Series 980 |
| <i>Upgrade credit options, order one if upgrading:</i> | |
| Opt. OCD | Upgrade credit for Opt. 310 |
| Opt. OCE | Upgrade credit for Opt. 320 |
| Opt. OCF | Upgrade credit for Opt. 330 |
| Opt. 0GJ | Upgrade credit for Opt. 315 |
| Opt. 0GK | Upgrade credit for Opt. 325 |
| Opt. OGL | Upgrade credit for Opt. 335 |
| Opt. OGM | Upgrade credit for Opt. 340 |

HP 3000/MPE

New 386-based HP OpenView Workstation

HP OpenView Workstation (PIN 32054B) is a complete workstation for running HP OpenView applications. It is targeted towards users of System Manager and DTC Manager applications. The HP OpenView Workstation offers an integrated hardware and software package for HP OpenView applications. This product, using the HP Vectra QS/16S PC, is the basic platform for HP OpenView System Manager and HP OpenView DTC Manager applications. The HP Vectra PC is delivered with 2 Mbytes of expanded memory, a VGA monitor, a network connection, and the software already installed. An HP ThinkJet printer is included. Because this is a more powerful PC, at a lower price, we encourage users to order PIN 32054B instead of 32054A. This product will be on the September HP Price List; PIN 32054A will be obsoleted on the October HP Price List.

The HP OpenView Workstation offers significant advantages to the user over buying each of the individual components necessary to run an HP application. First, we have packaged together the correct versions of MS-DOS, MS Windows, OfficeShare, AdvanceLink, HP OpenView Windows, and the OpenView application software. Secondly, because the software is pre-loaded, the user saves installation time.

Ordering information

For each workstation ordered, users must select one localization option, one network connection option, and one application option. At this time, only one application may be ordered per workstation. Contact your HP representative for more information.

| Product No. | Description |
|-----------------------------|---|
| 32054B | HP OpenView Workstation |
| Connection options: | |
| Opt. 101 | Connect to ThinLAN |
| Opt. 102 | Connect to ThickLAN |
| Opt. 103 | Connect to EtherTwist |
| Application options: | |
| Opt. 201 | OpenView DTC Manager (this is installed; purchase of P/N D2355A is not required) |
| Opt. 202 | OpenView System Manager (this is installed) |

HP 3000/MPE

HP 3000 Series 922/932 field upgrade changes

Effective August 1, 1990, the product structure for the HP 3000 Series 922 (PIN A1177A), 922LX (PIN A1711A), 922RX (PIN A1175A), and 932 (PIN A1176A) field upgrades will be changed. The additional memory board and integrated disk previously supplied standard with selected upgrades will now be supplied as options to the product. The basic Series 922/932 field upgrade product will now consist of either a higher performance processor board, a user license upgrade, or both, depending on the upgrade path. Any additional integrated disk or memory required by the user is now ordered as an option to the upgrade.

The new product structure increases the user's flexibility when ordering field upgrades to Series 922/932 systems. For example, users requiring additional memory (or integrated disk) at the time of their upgrade can order whatever amount is needed with the field upgrade product itself.

New lower prices

Also effective August 1, prices for Series 922/932 field upgrades were changed in two ways. First, all field upgrade prices will be adjusted to reflect the new product structure. Specifically, the value of any integrated disk or memory that was removed from the standard upgrade product will be removed from the price of the upgrade, as well. As an example, an upgrade from a Series 920 to a Series 922RX (PIN A1175A Opt. 864) is currently U.S. list priced at \$52,500 and includes a Series 922RX processor, 8 Mbytes of memory, a 670-Mbyte disk, and a 64-user license. Under the new product structure, the U.S. list price of the processor and 64-user license (PIN A1175B Opt. 840) is \$38,100. Adding an extra 670-Mbyte disk (Opt. 004) and 8 Mbytes of memory (Opt. 508) brings the total upgrade price back to \$52,500, today's current price.

The second change to the Series 922/932 field upgrade prices is a reduction in the price of the Series 922 and 932 field upgrades (P/Ns A1177A and A1176A). This change will bring the prices of these field upgrades into alignment with the new Series 922 and 932 (P/Ns A1033A and A1041A) prices (see article in July issue of HP Channels).

Ordering information

To simplify the roll to the new product structure, all Series 922/932 field upgrade products will be rolled to "B" versions replacing the current "A" versions. The "A" versions of these field upgrades will be removed from the HP Price List effective August 1, 1990. Contact your HP representative for more information.



| Product No. | Description |
|-------------|-------------------------------|
| A1711B | Field upgrade to Series 922LX |
| Opt. 003 | Add-on 335-Mbyte disk |
| Opt. 004 | Add-on 670-Mbyte disk |
| Opt. 402 | Add-on CIO-HP-IB channel |
| Opt. 508 | Add-on 8-Mbyte memory array |
| Opt. 516 | Add-on 16-Mbyte memory array |
| Opt. 532 | Add-on 32-Mbyte memory array |
| Opt. 830 | From Server 920 |
| Opt. 840 | From Series 920 |
| A1175B | Field upgrade to Series 922RX |
| Opt. 003 | Add-on 335-Mbyte disk |
| Opt. 004 | Add-on 670-Mbyte disk |
| Opt. 402 | Add-on CIO-HP-IB channel |
| Opt. 508 | Add-on 8-Mbyte memory array |
| Opt. 516 | Add-on 16-Mbyte memory array |
| Opt. 532 | Add-on 32-Mbyte memory array |
| Opt. 830 | From Server 920 |
| Opt. 831 | From Server 922LX |
| Opt. 840 | From Series 920 |
| Opt. 841 | From Series 922LX |
| A1177B | Field upgrade to Series 922 |
| Opt. 003 | Add-on 335-Mbyte disk |
| Opt. 004 | Add-on 670-Mbyte disk |
| Opt. 402 | Add-on CIO-HP-IB channel |
| Opt. 508 | Add-on 8-Mbyte memory array |
| Opt. 516 | Add-on 16-Mbyte memory array |
| Opt. 532 | Add-on 32-Mbyte memory array |
| Opt. 830 | From Server 920 |
| Opt. 831 | From Server 922LX |
| Opt. 832 | From Server 922RX |
| Opt. 840 | From Series 920 |
| Opt. 841 | From Series 922LX |
| Opt. 842 | From Series 922RX |
| A1176B | Field Upgrade to Series 932 |
| Opt. 003 | Add-on 335-Mbyte disk |
| Opt. 004 | Add-on 670-Mbyte disk |
| Opt. 402 | Add-on CIO-HP-IB channel |
| Opt. 508 | Add-on 8-Mbyte memory array |
| Opt. 516 | Add-on 16-Mbyte memory array |
| Opt. 532 | Add-on 32-Mbyte memory array |
| Opt. 830 | From Server 920 |
| Opt. 831 | From Server 922LX |
| Opt. 832 | From Server 922RX |
| Opt. 833 | From Server 922 |
| Opt. 840 | From Series 920 |
| Opt. 841 | From Series 922LX |
| Opt. 842 | From Series 922RX |
| Opt. 843 | From Series 922 |

HP 1000

DS/1000-IV enhancements for Release 5.2

Release 5.2 of DS/1000-IV (PIN 91750A/R) has been enhanced to support the CI file system. In addition, the new operating system feature, Mail/1000, will run over DS/1000-IV between two or more HP 1000 systems.

Features and benefits

Support for the CI file system removes one of the most often-heard user complaints about the DS/1000-IV product. Previous to the 5.2 release, users were required to maintain at least a portion of their disk as a File Manager volume. Now this restriction has been removed, with the exception of those users who rely on Remote File Access (a DS/1000-IV service).

The CI file system will make the product simpler to use and allow for more efficient use of disk resources. Currently, only the RTE-A and RTE-6/VM operating systems offer support for CI volumes. Therefore, we are restricting distribution of the 5.2 update to those users on support for either of these two operating systems. Users who are still on support for RTE-IVB (or RTE-XL) will not receive the 5.2 update. These operating systems are either in support life or already obsolete. Fixes for serious and critical defects will still be supplied to these users on a request basis. However, we would like to encourage these users to upgrade to the current version of RTE-A.

Manual simplification

In order to greatly simplify the product documentation, a new set of manuals has been developed for release 5.2 which refer only to the RTE-A and RTE-6/VM operating systems. (The current version of the manuals can be ordered from HP DIRECT.)

The new manuals will be shipped with 91750A/R software revision 5.2 and with software updates to users on DS/1000-IV support for RTE-A and RTE-6 only.

The manuals for 91750A/R DS/1000-IV include one cover letter and the following four new manuals.

| Lit No. | Description |
|-------------|---|
| 91750-90012 | E0590 DS/1000-IV User's Manual for RTE-A and RTE-6/VM |
| 91750-90013 | E0590 DS/1000-IV Generation and Initialization Manual |
| 91750-90014 | E0590 DS/1000-IV Theory of Operation and Troubleshooting Manual |
| 91750-90015 | E0590 DS/1000-IV Quick-Reference Guide for RTE-A and RTE-6/VM |

Note: Users will also receive a small size binder.

The current set of manuals will be discontinued and transferred to HP DIRECT when they reach the end of their support life. The current set of manuals have information for RTE-M, RTE-L, RTE-XL, RTE-IVE, and RTE-IVB. These operating systems, their computers, and their I/O hardware are either obsolete or in support life.

New manuals have been created for the current operating systems, RTE-A, and RTE-6/VM, to replace the old manuals. The following four DS/1000-IV manuals are being discontinued and transferred to HP DIRECT.

| Lit No. | Description |
|-------------|---|
| 91750-90002 | E0189 DS/1000-IV User's Manual |
| 91750-90010 | E0189 DS/1000-IV Network Manager's Manual Generation and Initialization, Volume 1 |
| 91750-90011 | E0189 DS/1000-IV Network Manager's Manual Operation and Troubleshooting, Volume 2 |
| 91750-90005 | E0189 DS/1000-IV Quick-Reference Guide |

HP 9000/HP-UX

HP 9000 multiuser/server fits HP's OpenCIM strategy

The HP 9000 multiuser/server product line fits well with HP's OpenCIM strategy, which is focused on linking applications, production processes, and people to manage previously independent manufacturing activities. The HP 9000 family can be easily integrated into a manufacturer's multivendor environment, providing access to companywide information over WANs and LANs. HP is the only UNIX system vendor that covers the complete range of system availability, from highly reliable, multiuser systems, to fault-tolerant systems. A new, high-availability product — Automatic Processor Recovery — will further improve the availability of the HP 9000 Series 8001600 systems, by reducing the recovery time from hardware failures to 10 to 25 minutes. Automatic processor recovery is scheduled for introduction later this year.

The HP 9000 family offers the broadest range of open, object code-compatible systems, running "best-in-class" manufacturing applications. The HP 9000 Model 822S, which recently joined the HP 9000 family, offers a lower entry point into the integrated packages that previously supported only the Model 832S. New system management tools allow the HP 9000 Series 8001600 systems to successfully penetrate MIS departments. For example, HP OpenSpool/UX is a standards-based spooling product for HP-UX computing environments. It provides transparent use of network printers and plotters, and allows the user easy control over tasks like job management and output spooling. The HP 9000 family fully supports the open systems environment

by complying to all major industry standards. HP is the first vendor to announce and ship XPG3-compliant systems, and has recently been one of the few vendors to be XPG3 branded.

Major discrete and repetitive/batch process manufacturing companies have recognized HP's leadership position in the open systems market, and are pushing HP 9000 UNIX systems beyond engineering into production, distribution/logistics, and support. In fact, HP has been recognized as the number one UNIX system supplier on the shop floor.

Contact your HP representative for more information.

HP 9000/HP-UX

HP 9000 Model 855S OLTP accelerator

With the introduction of the HP 9000 Model 855S OLTP accelerator, HP is further demonstrating its commitment to the business UNIX system market. The Model 855S with the OLTP accelerator doubles the cache size of the Model 855S and can offer Model 855S users up to 30% more performance in OLTP applications.

Features and benefits

- **Performance upgrade for Model 850S/855S** — Protection of user's investment while offering another price/performance point between the Models 855S and 870S/100.
- **Larger cache on processor board** — Powerful OLTP performance. Up to 30% performance boost depending on the application.

Model 855S with OLTP accelerator — HP's commitment to commercial performance improvement.

The Model 855S with OLTP accelerator is attractive for general commercial applications, especially those based on major databases such as Oracle, Ingres, Sybase, and Informix. A sampling of these commercial applications might include payroll/accounting, warehouse inventory management, MRP, as well as sales and order processing.

Ordering information

New users should order the Model 855S (PIN A1114A) with Option 519; existing Model 855S users will need to order PIN A1808A to receive the OLTP accelerator. Existing Model 850S users are required to order the Model 855S upgrade (PIN A1118A) with Option 519. Credits will be offered for the return of the Model 855S with OLTP accelerator when upgrading to the Model 870S/100. By ordering PIN A1141A Option 726, the user will receive a credit towards the purchase of the Model 870S/100.

Promotions

Before the Model 870S begins to ship, users will be allowed to order the Model 855S or Model 855S with OLTP accelerator and a Model 870S/100 upgrade for the same price as the Model 870S/100 system. *Note: Models 855S and 855S to Model 870S/100 upgrade must be placed on the order.*

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

HP 9000/HP-UX

HP 9000 Models 822/832 DAT support for Industrial Precision Tools

Beginning July 1, 1990, orders placed for the HP 9000 Models 822/832 DAT support will receive the new releases of Industrial Precision Tools (IPTs).

The IPTs are enablers/productivity tools that provide significant reduction in development time for HP-UX application developers in manufacturing, telecommunications, and other technical markets. They consist of:

- **HP Interactive Visual Interface (HP IVI, PIN 92576A)** — X-based user interface development tool for developers who want rapid prototyping, dynamic screens, and 3D widgets and 2D graphics in one environment.
- **HP Real-Time Database (HP RTDB, PIN 92572A)** — An "off-the-shelf" memory management system for developers who want exceptional performance in a relational database, and real-time extensions added to any disk-based RDBMS.
- **HP Device Interface System (HP DIS, PIN 92580A)** — A complete environment for developers who want to write software interfaces to connect any type of RS-232-C devices to their systems.

The new releases support all HP-UX release 7.0 and 7.02 platforms, including the HP 9000 Models 832 and 822 DAT/DDS media; Models 870, 855, 850, 845, 840, 835, 825, 815, and 808; and the Series 300 family.

continued on next page

Ordering information

| Product No. | Description |
|-------------|--|
| 92576A | HP Interactive Visual Interface development copy |
| Opt. AEQ | HP 9000 Series 300 |
| Opt. AEL | HP 9000 Models 822, 815, 808 |
| Opt. AEM | HP 9000 Models 832, 835, 845, 825 |
| Opt. AEN | HP 9000 Model 840 |
| Opt. AEP | HP 9000 Models 850, 855, 870 |
| 92572A | HP Real-Time Database development copy |
| Opt. AEQ | HP 9000 Series 300 |
| Opt. AEL | HP 9000 Models 822, 815, 808 |
| Opt. AEM | HP 9000 Models 832, 835, 845, 825 |
| Opt. AEN | HP 9000 Model 840 |
| Opt. AEP | HP 9000 Models 850, 855, 870 |
| 92580A | HP Device Interface System development copy |
| Opt. AEQ | HP 9000 Series 300 |
| Opt. AEL | HP 9000 Models 822, 815, 808 |
| Opt. AEM | HP 9000 Models 832, 835, 845, 825 |
| Opt. AEN | HP 9000 Model 840 |
| Opt. AEP | HP 9000 Models 850, 855, 870 |

These new releases will be shipping to new and existing users on support during September 1990.

Also, each product contains new capabilities with these new releases. Please refer to articles elsewhere in this publication for more information, or contact your HP representative.

HP 9000/HP-UX

New board upgrade available for HP 9000 Model 822S

HP delivers on its commitment to protect HP 9000 users' computer investments. Available for the recently introduced HP 9000 Model 822S multiuser system is a board upgrade to the Model 832S multiuser system. This upgrade (P/N A1740A) will provide a 1.7-times performance boost for the Model 822S. The upgrade is a simple board swap that is easily field installable. Model 822S SPU boards must be returned to HP.

Ordering information

| Product No. | Description |
|-------------|---|
| A1740A | HP 9000 Model 822S to 832S multiuser system upgrade, requires HP-UX 7.0 or later and the return of the Model 822S CPU board to HP; upgrade consists of: Model 832S processor board and 8 Mbytes ECC RAM |
| Opt. 503 | Add 8 Mbytes RAM |
| Opt. 504 | Add 16 Mbytes RAM |
| Opt. 505 | Add 24 Mbytes RAM |
| Opt. 507 | Delete 8 Mbytes memory |

For more technical information, order the HP 9000 Series 800 Model 822S/832S data sheet (PIN 5952-2310) from your HP representative.

HP 9000/HP-UX

SCSI support for HP 9000 Series 800

In response to many users' system peripheral support requests, Hewlett-Packard will provide a special product for support of SCSI peripheral devices on CIO-based HP 9000 Series 800 systems running HP-UX 7.0. All existing and future CIO-based systems (Models 825, 835, 840, 845, 850, and 855) now have the capability of supporting SCSI back-up peripheral devices. Supported peripherals include:

- C1512A digital audio tape (DAT) device
- C1700A/C17002A optical disk library device(s)
- C1701A stand-alone optical disk drive

The attractiveness to the commercial, multiuser market is enormous. In one desk-side cabinet, users can have 20 Gbytes of backup storage capacity at a fraction of the cost of hard disk storage.

Typical commercial uses

- large database archivals
- electronic image data management

- off-line unattended backup of large databases

Target applications

■ **Off-line backup** — The HP C1512A DAT device can be accessed as a standard tape device. The suggested use of the DAT device is for an Off-line backup device. With 1.3 Gbytes of capacity, most users will be able to have unattended backup.

■ **On-line secondary data storage** — The optical disk drive can be accessed as a standard Winchester disk drive, with the primary difference being the slower throughput of the optical disk drive. The suggested use of the optical disk drive is as an online backup device.

The HP C1710A optical disk

library system provides C1700 SCSI driver (PIN 93002M), each platter surface (up to 64) can be accessed as a separate HP-UX file system. The movement of the platters inside the library system is handled transparently for the user by the driver. The suggested use of the optical disk library system is for an online backup device for large data archivals.

Product deliverables

This special product consists of the SCSI interface card that ultimately will be supported under HP-UX 8.0. This protects the user's hardware investment in successive HP-UX releases. This special product also includes the necessary software drivers for HP-UX Release 7.0.

There are only a few important user qualifications for this special:

The user will be required to upgrade from HP-UX Release 7.0 to HP-UX Release 8.0 when it becomes available.

This product has only been tested to the three back-up peripheral devices listed above. No system hard disk or printer device is supported on the SCSI software driver.

Software functionality is limited to basic backup/restore functions. This SCSI functionality should not be positioned as a primary read/write device for users' systems. Boot, update, and software installation are not supported on these peripheral devices with this product.

Product limitations

- No third-party devices are supported.
- Booting from the SCSI devices is not supported.
- The use of the install utility and the use of the update utility are not supported.

Ordering information

The complete interface kit consists of one SCSI interface card, software driver, and documentation.

| Product No. | Description |
|-------------|------------------------------------|
| 93302M | CIO SCSI Adaptor Card |
| 93302MD | CIO SCSI Device Driver (HP-UX 7.0) |

For more information, contact your HP representative.

Also in this issue

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|---|----|
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| <i>HP 9000 Visual Editor self-paced training</i> | 5 |
| <i>Supported emulators for ARPA and Network Services 2.0/MS-DOS</i> | 29 |
| <i>PC ARPA replaced by ARPA Services 2.0/MS-DOS</i> | 29 |

Workstations

General

New PersonalVRX and TurboVRX—next-generation family of 30 graphics workstations

The PersonalVRX and TurboVRX are a scalable, compatible family of products supported on HP's new 68040 TEAMstation. TurboVRX and PersonalVRX are HP's next generation of 3D graphics subsystems for the new Motorola family of workstations. These new graphics workstations start at less than \$15,000 (U.S. list) and achieve unparalleled levels of speed, realism, and adherence to standards for 3D applications in design engineering and scientific visualization. Based on Intel's new RISC-based 64 bit million transistor i860 graphics processor(s), these workstations now allow users to create models that can look almost better than reality.

An image created on one of these workstations can be quickly made transparent, cut to reveal its inside, and then put back together, checked for interference, and rendered under several lighting models with numerous textures. This would all be impossible using real models.

This new level of speed and realism allows engineers to test designs and ideas without early prototyping. Many of the features are unique to the industry and most are implemented in hardware or firmware.

Product-line positioning

The PersonalVRX is a low-cost follow-on product to the TurboSRX and is a "merged product" replacement for Apollo's DVS. It is relink compatible with the SRX and TurboSRX and object-code compatible with the DVS. Based on Intel's

i860, the PersonalVRX's performance and feature set are tuned to the requirements of the MCAD/MCAE market. The feature set is comparable to that of the TurboSRX with the omission of pixel pan and zoom, frame buffer blending, and support for 24 planes. However, several new features have been added, including capping, sectioning, interference checking, contouring, and deformation animation.

The TurboVRX is the new high-end 3D graphics workstation from HP that extends performance levels beyond the PersonalVRX. The TurboVRX represents the state of the art in 3D performance, rendering, and feature set. It can provide up to 20 times the performance of the SRX and 5 times the performance of the TurboSRX.

Features and benefits

- **Speed** — up to three Intel i860 (240 MFlops) have been applied to graphics. Each RISC-based 64 bit, million-transistor processor is capable of performing 40 MIPS and 80 MFLOPS. Like the TurboSRX before it, the TurboVRX is based on multiple transform engines. Performance begins at 300,000 3D vectors per second for one transform engine and extends to more than 1 million 3D vec/sec for three transform engines. To achieve this performance, HP designed custom VLSI and ASCII technology to balance the pipeline, increased the bandwidth between the CPU and the display processor 15 times (from 2 Mbytes to 30 Mbytes), and enhanced the rendering algorithms in order to reduce the amount

continued on next page

of virtual memory needed during rendering.

- Sixth Order NURBS with trimming — provides increased accuracy, control and interactivity of splined-based models
- Sectioning — permits arbitrary clipping to view internals of models
- Capping — makes sectioned models appear solid
- Interference checking — allows instant visual check for interference
- Contouring — calculates in real time
- Deformation animation — amplifies in real time
- **Realism** — advanced features such as texture mapping, antialiasing, sectioning, capping, and interference have been implemented in microcode and firmware. Most of the features that were in the TurboSRX have been retained. The Personal Visualizer has also been added for access to some of these features and ease of use.
 - Personal Visualizer — easy, advanced rendering
 - Radiosity progress refinement — quick, view-independent rendering of the diffuse quality of light
 - Ray tracing — photorealistic rendering with reflections and sharp shadows
 - Texture mapping with perspective interpolation — maps user-defined textures onto geometry to reduce polygons and increase interactivity
 - Antialiasing vectors — eliminates "jaggies" to increase effective line resolution and avoid ambiguity
 - Antialiased polygons — eliminates "jaggies" in polygons to avoid ambiguity
 - Sub pixel addressing — improved line placement accuracy
 - 12-bit indexing — provides much finer color changes

- Color map per window — true color in up to 15 windows simultaneously (TurboVRX only, 8 windows for PersonalVRX)
- Alpha blending — improves transparency effect by varying transparency across a surface
- Stereoscopic support — true 3D visualization through third parties
- Dithering — increase realism with fewer image planes
- Video in/out support — easy real time documentation and communication
- **Standards** — the TurboSRX was specifically architected to support a full performance native PHIGS and PHIGS PLUS implementation.
 - HP-PHIGS — HP's high-performance implementation of the ANSI/ISO standard, includes proposed extensions
 - MOTIF — standard "look and feel"
 - HP VUE — standards user interface
 - X11 Windows — access to numerous applications
 - GKS — standard 2D/3D API, facilitates porting
 - CGM — standard picture metafile

Configuration information

PersonalVRX is offered in three configurations — P1 (PIN 98702A), P2 (PIN 98705A), and P3 (PIN 98705B). Each is tailored to address a different design process within the MCADI MCAE market.

P1 is the entry-level 8-plane color-accelerated 3D graphics system particularly suited for entry 3D applications.

- **P2** is the high-performance, 8-plane color-accelerated 3D graphics system for intensive 3D wireframe applications. P2 can be upgraded to P3, the high-end PersonalVRX configuration.

P3 is the advanced 16-plane full-color accelerated 3D solids system with dynamic shading capabilities for solids applications. P3 is configured with a 16-bit Z buffer and has the ability to double buffer 8 planes. This configuration outperforms GXP from Sun and Turbo Personal Iris from Silicon Graphics.

- The TurboVRX is also **relink** compatible with the SRX and TurboSRX and comes in three configurations — T1 (P/N 98735A), T2 (P/N 98736A), and T3 (PIN 98736B). These configurations differ only in performance and price. All the configurations support 24 color planes, 24-bit Z buffer, and the ability to smoothly shade and rotate complex 3D images. The TurboVRX is primarily targeted toward high-end MCAD/MCAE applications, but will run many applications ranging from engineering design, to animation, to the many disciplines of scientific visualization.
 - T1 is the entry-level configuration. It has one transform engine
 - T2 is the midrange configuration with two transform engines
 - T3 is the high-end configuration with three accelerators

Contact your HP representative for more information.

Ordering information

| Product No. | Description |
|-------------|------------------|
| 98702A | PersonalVRX (P1) |
| 98705A | PersonalVRX (P2) |
| 98705B | PersonalVRX (P3) |
| 98735A | TurboVRX (T1) |
| 98736A | TurboVRX (T2) |
| 98736B | TurboVRX (T3) |

HP Apollo 9000

New HP Apollo 9000 Series 400 upgrades

With the introduction of the new HP Apollo 9000 Series 400, Hewlett-Packard has created new upgrades to the Series 400 for users with mature HP-UX and Domain technology.

The goal is to move mature technology users to the new HP Apollo 9000

Series 400 product line by offering substantial discounts. At the same time, we are offering performance upgrades to the current Domain product line to protect those users that cannot move to the new products due to operating system issues, peripherals, and production environment concerns.

Upgrade program

| Upgrade from | Recommended path | Optional path |
|---------------------------|------------------|---------------|
| <i>Domain systems</i> | | |
| DN 3XX, 4XX, 5XX, 6XX | Series 400* | Series 4500* |
| Series 300014000 | Series 400* | Series 5500* |
| Series 350014500 | Series 5500# | |
| <i>HP-UX systems</i> | | |
| Models 330, 350, 360, 370 | Model 375# | |
| Models 318, 319, 320, 340 | Series 400* | |
| Model 375 | Model 380# | |

* *system swap*
board swap

Pricing

All upgrades going to the Series 400 take advantage of the same offer:

- 15% discount off the U.S. list price of three specific bundles.
- Model 400t, 19-inch monochrome, 12 Mbytes (optional: up to two 200-Mbyte disks)
- Model 400t, 19-inch color, 12 Mbytes (optional: up to two 200-Mbyte disks)
- Model 400s, 19-inch color, 16 Mbytes (optional: one 330-Mbyte disk)
- user contractual discounts still apply

Additional upgrades for Domain/OS

- DN 3XX, 4XX, 5XX, 6XX to Series 4500 — 10% discount (\$3,000 maximum)

- Series 3000 and 4000 to Series 5500 — \$9,995 (8 Mbytes), \$14,195 (16 Mbytes)
- Series 350014500 to Series 5500 — prices start at \$4,995

Additional upgrades for HP-UX

- HP 9000 Models 330, 350, 360, 370 to Model 375 — prices start at \$8,995
- Model 375 to Model 380 — \$2,000

Availability

Upgrades to the HP Apollo 9000 Series 400 can be ordered August 1, 1990, through January 31, 1991. It will be shipped August 1990 through April 1991. Other upgrade programs have varying order and shipment dates.

Note: all prices listed in this article are U.S.; contact your HP representative for more information.

HP Apollo 9000

Instant Ignition now available for HP Apollo 9000 Series 400

Instant Ignition, Options OD5 and OD6 preloads HP-UX 7.0 or 7.03 operating system and HP Visual User Environment (HP VUE) on the internal disk drive for HP Apollo 9000 Series 400 computer bundles. Instant Ignition is targeted towards HP Apollo 9000 Series 400 users who use the HP-UX operating system. (Note these options are not available for the Domain operating system; only HP VUE is available for Series 400 Domain users.)

Features

These two options offer HP-UX users immediate productivity with their new Series 400 computer. With the Instant Ignition options, which combines a preloaded HP-UX system and a pre-configured VUE user environment, the user just turns on the HP 9000 Series 400 and starts working.

Note: Instant Ignition for HP-UX 7.0 is still available for HP 9000 Series 300 and 800 using the HP 6000 Models 3301335, 6601670, or HP 7958S mass storage systems and includes the pre-configured X windows environment based on the industry-standard, OSF/Motif.

Contact your HP representative for more information.

Ordering information

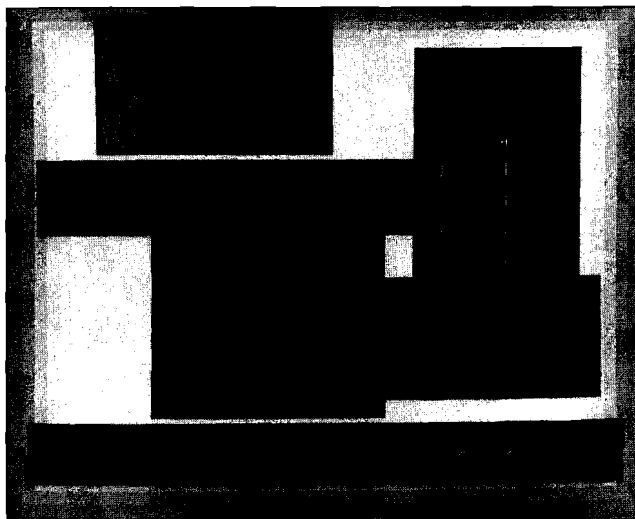
| Option | Description |
|-------------------------------|--|
| <i>For Series 400 systems</i> | |
| OD5 | Instant Ignition for HP-UX 7.0 Series 400 system bundles, includes HP VUE 2.0 |
| OD6 | Instant Ignition for HP-UX 7.03 Series 400 system bundles, includes HP VUE 2.0 |

continued on next page

| Option | Description |
|--|--|
| <i>For Series 300/800 workstations with HP Series 6000 external disks</i> | |
| 301 | Instant Ignition for HP-UX 7.0 on HP 7958S disk; includes preconfigured X window environment |
| 303 | Instant Ignition for HP-UX 7.0 on a Model 330S/335H disk; includes preconfigured X window environment |
| 306 | Instant Ignition for HP-UX 7.0 on a Model 660S/670H disk; includes preconfigured X window environment |
| 803 | Instant Ignition for HP-UX 7.0 on a Model 335H disk; includes preconfigured X window environment |
| 806 | Instant Ignition for HP-UX 7.0 on a Model 670H disk; includes preconfigured X window environment |
| <i>For Series 300, Models 340 and 345 system bundles using the 200-Mbyte internal disk</i> | |
| 411, 412 | Instant Ignition for HP-UX 7.0 installed on the internal 200-Mbyte disk drive; includes preconfigured X window environment |

HP-UX

Introducing HP Visual User Environment Version 2.0 for HP-UX



The Hewlett-Packard Visual User Environment (HP VUE), Version 2.0 for HP-UX is a graphical user interface that makes HP-UX workstations easy to use. Like its companion product, HP VUE Version 1.0 for Domain, HP VUE for HP-UX gives workstation users — both new and experienced — increased productivity through the use of window-based, mouse-driven functionality and a simple, flexible set of window-based utilities.

HP VUE is the first step toward **NewWave** in the UNIX system environment allowing users to start realizing many of the **NewWave** benefits. Additional **NewWave** features such as **NewWave** Agents and **NewWave** Object Management can be added as they become available.

HP VUE is based on the X Window System and **OSF/Motif** user interface and has a modular design allowing users and developers to run only the HP VUE components they desire.

More than just managing windows

HP VUE has five main components: Login Manager, File Manager, Workspace Manager, Style Manager, and Help Manager.

Login Manager — provides an easy and attractive way to begin a workstation session (login). Through Login Manager, the user also specifies which language (e.g., German) HP VUE should use.

- **File Manager** — allows the user to navigate through directories on local and remote workstations. Local and remote files, applications, and directories can be moved, copied, printed, or deleted simply by moving icons. Icons are also used to open a data file or start an application, and when a user opens a data file, the associated application is automatically executed.
- **Workspace Manager** — extends the **OSF/Motif** window manager enabling users to manage and navigate multiple workspaces. (A workspace is a logical collection of windows and icons arranged on the monitor. Take several of these workspaces, "hide" all but one of them, keeping the others as close as a button click, and you have HP VUE's multiple workspaces.) With multiple workspaces, a user can, for example, have one workspace for CAD work, another workspace for office automation tasks, and quickly change between them. The Workspace Manager also provides quick access to personal productivity and system utilities, and applications.

- **Style Manager** — assists the user in customizing the system environment: colors, mouse, keyboard, beeper, fonts, workspace background, password, accessible hosts and logins, and startup configuration. What used to take hours to accomplish can now be done with the click of the mouse.
- **Help Manager** — a systemwide context-sensitive help facility. In addition to the context-sensitive help, Help Manager provides easy access to HP-UX man pages and "how-to" tutorials. An application programming interface allows developers to easily integrate the Help Manager with their applications.

HP VUE will be bundled as part of HP's "Instant Ignition" program for Strider/Trailways HP-UX versions and other HP-UX workstations. In addition, the following separate products will be available:

Ordering information

| Product No. | Description |
|-------------|--|
| B1171A | HP VUE for HP-UX, Version 2.0 for HP 9000 Series 300 systems; includes license, media and manual for HP VUE, OSF/Motif 1.1, and X11 R4 servers |
| B1172A | HP User Environment Developers Kit for HP-UX, Version 2.0 for HP 9000 Series 300 systems; includes license, media, and manuals for HP VUE Help and Drag-&-Drop libraries, OSF/Motif 1.1 libraries, and X11 R4 Xlib, Xt intrinsics and FORTRAN bindings |
| B1173A | System Administration Manual |

HP 9000 Series 800 HP VUE software will be available at HP-UX 8.0 CPL date. In addition, HP VUE for HP-UX will be combined with HP VUE for Domain and will be bundled with all workstations with the next release of the operating systems. HP VUE will be available on OSF 1. HP also intends to make HP VUE available on Sun and DEC platforms and is actively working on OEM relationships.

Contact your HP representative for more information.

HP-UX

HP C++/SoftBench and HP C++Developer offered on HP-UX

HP C++Developer is a C++ class construction and browsing tool. HP C++Developer provides the C++ programmer a convenient, easy to use, functionality set to aid in the creation and maintenance of sophisticated C++ object-oriented programs. This tool allows the programmer to browse and edit classes and class inheritance hierarchies, and does consistency and design rule checking on the program as it is being edited.

HP C++/SoftBench is an extensible software development environment, specifically tuned to the C++ language, consisting of an integrated set of program development tools, libraries, and a Tool Integrated Platform. The HP C++/SoftBench bundle includes HP C++ and HP C++Developer.

Target market

C++ is the object-oriented language of choice for UNIX system applications in telecommunications, computer-aided design, computer-aided engineering (CAD/CAE), user-interface design, oil industry applications, software development, and text management.

Features and benefits

HP C++/SoftBench and HP C++Developer are follow-on products to HP C++ for HP-UX, providing a strong leadership position among C++ offerings on the market.

- **HP C++/SoftBench** — based on HP SoftBench and HP's C++ Language product (which implements AT&T C++, Version 2.0), HP C++/SoftBench provides a full suite of tools tailored to the C++ environment. These include graphical browsing, class construction, sophisticated debugging, build, static analysis and editing functions, and a Program Builder that automatically generates 'make' files.

HP C++/SoftBench provides seven tools that target the program construction, test, and maintenance phases of software development: HP C++Developer, Program Builder, Program Editor, Program Debugger, Static Analyzer, Development Manager, and Mail.

In addition, HP C++/SoftBench includes two libraries of reusable components: AT&T 2.0 Class Libraries; and Codelibs, a data abstraction library.

- **HP C++Developer** — supporting HP C++ (based on AT&T 2.0), HP C++Developer provides the next tool request for those using C++ and object-oriented programming. This request is for a C++ Class Browsing facility. However, C++Developer offers much more for the development of C++ object-oriented applications including automatic diagnosis and error correction of the program being edited. C++Developer has the following functionality:
 - graphical representation of the C++ class inheritance hierarchy
 - browsing of class definition and member function source code
 - add and delete classes, build and modify the inheritance hierarchy, all directly from the graphical browser
 - a directly **editable** view of the member functions, or protocol, of a class
 - consistency **checking** with diagnosis and automatic correction
 - source code template generation for classes or member functions added by the user
 - runs as stand-alone tool or as integrated in **SoftBench**

continued on next page

One of the major benefits of object-oriented programming is the reuse of code, through the use of Class Libraries. However, you can only reuse what you can find. The ability to browse through Class Libraries is cumbersome when forced to search through the source code. A graphical representation provides a more intuitive abstraction of the class inheritance structure, making it easier to locate specific classes. HP C++Developer provides this graphical representation but goes further to support object-oriented programmers in their task of developing software using C++. HP C++Developer runs as a stand-alone tool in the X Window System, Version 11, or as an integrated tool in HP's C++/SoftBench product.

HP product-line positioning

HP C++/SoftBench is based on HP SoftBench, but is a separate product. All the tools offered in HP SoftBench have been upgraded to support C++. As a result, users of SoftBench will be able to move to C++/SoftBench without retraining in the use of the SoftBench environment. However, training in object-oriented programming will help them take advantage of the object-oriented features added to support their development efforts in C++. C++/SoftBench and C++Developer run on HP-UX and support the HP C++ product that is based on the AT&T C++ version 2.0. SoftDebug is based on the HP C++ language product's debugger, providing all of the same superior object-oriented functionality. All the tools are a part of the CASEdge and Objects program. The program consists of Knowledge (CASE & Objects — A Primer and OO Concept Seminars), Tools (C++Developer), and Environments (C++/SoftBench).

Specifications/configurations

HP C++/SoftBench and HP C++Developer run on HP 9000 workstations and require HP-UX 7.0 and X Window System, Version 11. The

recommended system configuration for HP C++Developer as a stand-alone tool is 12 Mbytes. The absolute minimum configuration is 8 Mbytes. The recommended system configuration for HP C++/SoftBench is 16 Mbytes. The absolute minimum configuration is 12 Mbytes.

Ordering information

C++/SoftBench comes as a bundled system to include all the pieces users need to do their software development in C++. This includes the HP C++ language package, C++Developer, Program Debugger enhanced with object-oriented features, Static Analyzer enhanced to provide information on C++ specific features such as classes and member functions, the Program Editor, Program Builder, and Development Manager, all especially tuned to C++. In addition, HP C++/SoftBench includes two libraries of reusable code: AT&T 2.0 Class Libraries and Codelibs, a data abstraction library.

| Product No. | Description |
|-------------|---|
| BI636A | C++/SoftBench LTU on the HP Series 300, contains C++ Language package, C++Developer, window-based Program debugger, Builder, Editor, Static code analyzer and class libraries |
| Opt. OAN | 1-seat LTU, provides a license to execute HP C++/SoftBench on 1 HP 9000 Series 300 SPU |
| Opt. OA9 | 10-seat LTU, provides a package of 10, 1-seat LTU products, enables execution of C++/SoftBench on 10 HP 9000 Series 300 SPUs |
| Opt. OAG | 25-seat LTU, provides a package of 25, 1-seat LTU products, enables execution of C++/SoftBench on 25 HP 9000 Series 300 SPUs |
| Opt. OAA | 50-seat LTU, provides a package of 50, 1-seat LTU products, enables execution of C++/SoftBench on 50 HP 9000 Series 300 SPUs |
| Opt. 097 | Upgrade from BI621A, provides upgrade credit per seat for existing users of HP SoftBench (per seat) |
| Opt. 098 | Upgrade from BI691A, provides upgrade credit per seat for existing users of C++ Language/HP-UX (per seat) |

| Product No. | Description |
|-------------|---|
| BI637A | C++/SoftBench media and manuals, for C++/SoftBench on HP 9000 Series 300, requires purchase of BI636A LTU |
| Opt. AAO | ¼-inch cartridge tape, must order this option |
| BI638A | C++/SoftBench LTU on the HP Series 800, contains C++ language package, C++Developer, window-based Program debugger, Builder, Editor, Static code analyzer and class libraries |
| Opt. OAN | 1-seat LTU, provides a license to execute HP C++/SoftBench on 1 HP 9000 Series 800 SPU |
| Opt. OA9 | 10-seat LTU, provides a package of 10, 1-seat LTU products, enables execution of C++/SoftBench on 10 HP 9000 Series 800 SPUs |
| Opt. OAG | 25-seat LTU, provides a package of 25, 1-seat LTU products, enables execution of C++/SoftBench on 25 HP 9000 Series 800 SPUs |
| Opt. OAA | 50-seat LTU, provides a package of 50, 1-seat LTU products, enables execution of C++/SoftBench on 50 HP 9000 Series 800 SPUs |
| Opt. 097 | Upgrade from BI621A, provides upgrade credit per seat for existing users of HP SoftBench (per seat) |
| Opt. 098 | Upgrade from BI691A, provides upgrade credit per seat for existing users of C++ Language/HP-UX (per seat) |
| BI639A | C++/SoftBench media and manuals, for C++/SoftBench on HP 9000 Series 800, requires purchase of BI638A LTU. |
| Opt. AAO | W-inch cartridge tape, must order this option |
| Opt. AAI | 9-track tape |
| BI640A | HP C++/SoftBench Documentation Kit |
| BI694A | C++Developer LTU on the HP Series 300 |
| Opt. OAN | 1-seat LTU |
| Opt. OA9 | 10-seat LTU |
| Opt. OAG | 25-seat LTU |
| Opt. OAA | 50-seat LTU |
| BI695A | Media and manuals for BI694A |
| Opt. AAO | W-inch cartridge tape |
| BI696A | C++Developer LTU on the HP Series 800 |
| Opt. OAN | 1-seat LTU |
| Opt. OA9 | 10-seat LTU |
| Opt. OAG | 25-seat LTU |
| Opt. OAA | 50-seat LTU |
| BI697A | Media and manuals for BI696A |
| Opt. AAO | W-inch cartridge tape |
| Opt. AAI | 9-track tape |
| Opt. AAH | DAT tape |

HP-UX

HP 9000 Model 370 workstation obsolescence

The following HP 9000 Model 370 workstations will be obsoleted November 1, 1990. Final U.S. orders will be accepted through November 30, 1990; final international orders will be accepted through December 31, 1990. Final shipments will be made June 28, 1991.

| Product No. | Model | Replacement |
|-------------|-----------|---------------------------|
| A1082A | Flex-Five | None |
| 98566F | 25NS | None |
| 98583G | 370C+ | PIN 98583J, Model 375C+ |
| 98587G | 370SRX | PIN 98587J, Model 375SRX |
| 98587H | 370TSRX | PIN 98587K, Model 375TSRX |
| 98588G | 370CH | PIN 98588J, Model 375CH |
| 98589G | 370MH | PIN 98589J, Model 375MH |

The HP 9000 Model 370 SPU (PIN 98579B) will be obsoleted on February 1, 1991. It will be replaced by the HP 9000 Model 375 SPU (PIN 98574B). Final U.S. orders for the Model 370 will be accepted through February 28, 1991; final international orders will be accepted through March 29, 1991. Final shipments will be made September 30, 1991. Contact your HP representative for more information.

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- Programming with OSF/Motif class** 5
- New 386-based HP OpenView Workstation** 14

Personal Computers

General

PC accessories discontinuance

The following personal computer accessories will be removed from the HP Price List effective September 1, 1990. Contact your HP representative for more information.

| Product No. | Description |
|-------------|---|
| 45901A | HP 150 Intercon power cord (PIN 8120-1369*) |
| 45902A | HP 150 Europe power cord (PIN 8120-1689*) |
| 45903A | HP 150 Japan/Korea/Taiwan power cord (PIN 8120-1378*) |
| 45910A | HP 150 Hong Kong/Singapore/U.K. power cord (PIN 8120-1369*) |
| 13242D | Cable, Centronics for HP 150 |
| 13242M | Cable, European modem |
| D1172A | Coprocessor, 8087 for HP Vectra CS PC |
| D1672A | HP Vectra RS PC desktop mounting kit |

*Will continue to be available as the noted pan number.

Desktop

Gallery Collection 3.0 German and French user license products now available

For Europe only

A strong demand for German and French Graphics Gallery has prompted the structuring of user license products to allow greater flexibility in ordering multiple copies. Users have the freedom to order one copy of the standard Gallery Collection (German or French), as many user license certificates as

needed, and one manual set per user license purchased. Owners of previous Gallery Collection site license products can upgrade their disks through PCE and their right-to-copy certificates by purchasing new user license products with Option OCC Upgrade Credit (see description below for more details).

Gallery Collection 3.0 for German and French user license products is targeted towards German and French PC users desiring presentation graphics. Contact your HP representative for more information.

Ordering information

| Product No. | Description |
|-------------|---|
| D1711AD | Gallery Collection German single copy (includes disks and manuals) |
| D1723AD | Gallery Collection German user license certificate (must purchase at least one D1711AD) |
| Opt. OCC | Upgrade credit — to upgrade earlier site licenses, users can order one copy of D1711AD and an appropriate number of D1723AD user licenses and upgrade credits |
| D1724AD | Gallery Collection German manual set |
| D1711AF | Gallery Collection French single copy (includes disks and manuals) |
| D1723AF | Gallery Collection French user license certificate (must purchase at least one D1711AF) |
| Opt. OCC | Upgrade credit — to upgrade earlier site licenses, users can order one copy of D1711AF and an appropriate number of D1723AF user licenses and upgrade credits |
| D1724AF | Gallery Collection French manual set |

Desktop

HP Vectra RS/20C PC discontinuance

The HP Vectra RS/20C PC products listed below (all models, all language options) will be removed from the HP Price List on October 1, 1990. Orders will be accepted through October 31, 1990. The five-year support life will begin in October 1990.

Users wishing to stay with a **deskside** package should consider the **higher-performance 25-MHz HP Vectra RS/25C PC**. Users who do not need the expandability of a **deskside** package should purchase the desktop HP Vectra **QS/20 PC**, or the new desktop HP Vectra **386125 PC**. Contact your HP representative for more information.

| Product No. | Description |
|-------------|---------------------------------|
| D2001A | HP Vectra RS/20C Model 10e PC |
| D2002A | HP Vectra RS/20C Model 100e PC |
| D2003A | HP Vectra RS/20C Model 150e PC |
| D2004A | HP Vectra RS/20C Model 154e PC |
| D2010A | HP Vectra RS/20C Model 10e SPU |
| D2012A | HP Vectra RSROC Model 100e SPU |
| D2013A | HP Vectra RSROC Model 150e SPU |
| D2014A | HP Vectra RS/20C Model 154e SPU |

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PC ARPA replaced by ARPA Services 2.0/MS-DOS **29**

Peripherals

Mass Storage

HP Series 6000 Models 335H, 670FL/XP/H, and 1.34FL update

The HP Series 6000 products introduced this year — Models 335H (PIN C2200A), 670FL (PIN C2201A), 670XP (P/N C2202A), 670H (PIN C2203A), and 1.34FL (PIN C2204A) — have been met with many positive comments from users. All versions of the products are released for shipment and a review of the many associated products (cabinets, adapter kits, and cables) seems appropriate.

Cabinets

The HP Series 6000 disk storage systems are each housed in a compact "box" suitable for a desktop installation. These disk storage systems can also be mounted in new cabinets designed for them. These cabinets are available from HP DIRECT. They are also supported in some of the older cabinets, but adapter kits are required to do so.

■ New cabinets

- HP 92211Y four-pack cabinet with rails installed, power strip installed, four power cables, and a set of filler panels included
- HP 46299C fully assembled eight-pack cabinet (19-inch EIA) with eight trays, a power distribution unit, side panels, front and rear doors, eight power cords, and captive hardware

■ Kits for new cabinets

- HP 92211S kit with four rail sets for the HP 92211Y cabinet, may be used to replace lost or damaged rails

■ Kits required for older cabinets

- HP 92211Q tray adapter kit for the HP 19514A cabinet (one is required for each disk drive to be mounted in the HP 19514 cabinet)

- HP 92211S kit with four sets of rails for the HP 19511A cabinet (only two sets are supported in this cabinet, so the kit is enough for two cabinets)
- HP 35199C tray adapter kit for installing one disk drive in an acceptable 19-inch EIA rack

Cables

Each disk storage system leaves the factory with a data cable included. This cable is either an HP-IB or a PBus cable (for FL). The fiber optic cable comes with the CPU interface and not with the disk storage system. The fiber optic cable is 30 meters long. Special lengths can be ordered; order PIN HFBR-AWQXXX, where "XXX" is the length of cable desired in meters. Whenever interconnecting older HP-FL products with the new generation of drives, remember to use the cable associated with the new generation product.

Different cable lengths are also available in HP-IB or PBus. HP-IB cables of various lengths are available from HP DIRECT. A long (0.9 meter) PBus cable is available for interconnecting the 92211Y cabinets. This cable will also work for interconnecting the HP 7936137 two-pack and the new four-pack cabinets.

HP customer engineer (CE) installation is included on the HP Series 6000 Models 335H, 670H/XP/FL, and 1.34FL disk storage systems. Option OD4 exists on the HP-IB versions that allow a delete install if users want to do their own installation on these models. However, the FL version on these models does not allow Option OD4, since HP CE installation is required.

Contact your HP representative for more information.

Networks

HP Router now available

The HP Router (PIN 27270A) is used to interconnect local and remote LANs to provide high-performance network connectivity. It is targeted towards technical and commercial applications requiring a high-performance and/or multiple-vendor multisite network solution.

Features and benefits

- **High performance** — Supports high-speed WAN transmission links, such as T1 and 2.048 Mbytes/sec links for high-performance connections between LANs at separate sites. Also supports X.25 links.
- **Multiprotocol** — Simultaneously routes network traffic based on TCPIP, DECnet IV, and Novell IPX protocols; optionally provides concurrent transparent bridging. Allows users to integrate network traffic from multiple vendors' equipment onto a single networking transport solution.
- **Integrated network management** — Manageable from the HP OpenView Network Node Manager application under UNIX system for integrated management with HP systems.

Expandable — The product consists of a base unit chassis and a series of plug-in cards and software options that allow for flexible configuration and the addition of future cards as required.

HP product-line positioning

The HP Router is the only HP product currently available for interconnecting a series of local or remote LAN networks to form an extended LAN network. Extended LAN network solutions are attractive in situations requiring very high network performance and transparent access to LAN-based computing resources, regardless of location.

Contact your HP representative for more information.

Network

Software support for HP Router software

HP Router software (P/Ns 27270A-27274A) and HP Router Software Support are now available. The HP Router is a multiport, multiprotocol router used to interconnect both local and remote LANs. Several protocols will be available, to assist users in managing the complexity of the product software, both from a functionality, as well as product usage point of view. If a user would like support for the HP Router software, please note that HP Router ResponseLine or BasicLine must be purchased independent of any other HP system software support. Due to the fact that the HP Router is an independent network device, the following unique software support product numbers must be used when ordering:

| Product No. | Description |
|-------------|-------------------------------------|
| H2546A+H00 | HP Router ResponseLine |
| H2547A+L00 | HP Router BasicLine |
| H2548A+S00 | HP Router Software Material Updates |
| Opt. OLP | 1-3 protocols |
| Opt. OLV | 4-6 protocols |

The independent nature of the HP Router also requires that a remote support modem be connected to the product in order for the HP Response Centers to provide remote diagnostic support. Please note that the user must supply one of the following approved modems as a prerequisite for purchasing HP Router ResponseLine support: Bell 212 compatible, Hayes compatible, HP 50759A, or HP 37212B.

For more information, contact your HP representative.

Networks

MS Windows 3.0 version of HP OpenView Windows

The HP OpenView Windows/DOS product has been improved to take advantage of MS Windows 3.0. This product is an MS Windows 3.0-compatible product, and requires MS Windows 3.0 in order to operate. HP OpenView Windows/DOS is targeted towards developers writing applications for HP OpenView Windows, and users of HP OpenView applications. The new OpenView Windows, version A.04.00, (P/Ns 32011R/12R/48A/49A) began shipping at the beginning of August.

Reflecting the enhanced features of HP OpenView Windows, there has been an increase in the price of the runtime products: P/Ns 32011R (effective August 1), 32012A (effective August 1), and 32048A (effective October 1).

In addition to taking advantage of the new MS Windows features, this product has been enhanced to provide background graphics, improved alarm handling, a new alarm history file and other map-drawing improvements.

All HP OpenView applications will run with this new version of HP OpenView Windows and MS Windows 3.0. However, Microsoft offers two modes for Windows 3.0. Before starting up an application, verify which mode this application runs in. Currently, OpenView System Manager and OpenView DTC Manager run in real mode, which means that they cannot take advantage of the new MS Windows 3.0 features, but that they can operate in the 3.0 environment.

For more information, contact your HP representative.

Networks

Introducing HP PPN Model 45 Version B.00.00

The HP PPN Model 45 (P/Ns J2000A and J2001A) is an entry-level X.25 switch and a multiprotocol PAD. The new version B.00.00 adds an alarm/event reporting feature and BSC 3270 and 278013780 PAD capabilities. It provides now, on a single system, flexible connectivity between HP and non-HP (including IBM) systems and concentration of devices with different protocols (X.25, asynchronous, SNAISDL, BSC 3270, and BSC 278013780). It is targeted towards all HP 3000 and HP 9000 users using X.25 for their multivendor WAN connections. Together with the HP 2335A, it provides a cost-effective X.25 solution.

Features

simple, low-cost X.25 networking

- concentration of X.25, SNAISDL, BSC 3270, BSC 278013780, asynchronous links on one or more X.25 lines
- easy-to-use network management with alarm-reporting capability
- high performance and flexibility with protocol conversion on port-by-port basis

Benefits

- save on-line and equipment costs
- improved network monitoring and troubleshooting
- full HP solution in multivendor environments (including IBM)

Product-line positioning

Since its introduction in December 1989, the HP Model 45 has already had considerable success with several hundred units sold to more than a hundred HP users in all parts of the world. The Model 45, together with the HP 2335A, offers users an excellent networking solution in many environments:

- Standalone system and PAD concentrator — the HP Model 45 can operate as a low-cost, entry-level X.25 switch to route and concentrate data traffic from HP and non-HP systems, HP 2335A PADs, and DTCs.
- Small private network — several Model 45s can be interconnected to build a cost-effective, multivendor and multiprotocol network linking dispersed sites and equipments.

Multiprotocol PAD — the integrated multiprotocol PAD features of the Model 45 allow HP, non-HP, and IBM systems running applications over the SNAISDL, batch BSC 278013780, and/or interactive BSC 3270 protocols to communicate over an X.25 network. In this environment, it brings the open connectivity benefits of X.25 to SNA and BSC environments, saving on-line costs, and increased control of the overall network traffic.

New technical specs/configuration

Version B.00.00 of the Model 45 adds the following capabilities and features to the previous version:

- interactive BSC 3270 PAD and batch BSC 278013780 PAD to facilitate communication of BSC hosts and devices over an X.25 network
- alarm generation and reporting to increase overall network control and facilitate network monitoring and troubleshooting
- operation and support tools to facilitate local and remote Model 45s control and management

In addition, Version B.00.00 of the Model 45 is backward compatible with all previous versions and can coexist on the same network with Model 45s running a previous version.

Promotion/bundles

With the introduction of the Model 45 Version B.00.00, HP now offers more features and capabilities for the same price. A worldwide standard demo program has been set up to allow users to try the Model 45 and experience its numerous benefits before actually buying it. **Note: Even though this is a worldwide program, it may not be available in all countries. Check with your HP representative for more information.**

Ordering information

All units shipped after July 1, 1990, will include Version B.00.00 of the software. Users who have subscribed software maintenance contracts will receive a software upgrade kit and the new manual.

| Product No. | Description |
|-------------|---|
| J2000A | 4-port switch — desktop (includes LP card, X.25, SNAISDL, BSC 3270, 278013780, and asynchronous software), 8 synchronous and 4 asynchronous ports maximum |
| J2001A | 4-port switch — tower (includes LP card, X.25, SNAISDL, BSC 3270, 278013780, and asynchronous software), 20 synchronous ports maximum |
| J2004A | 4-port LP card (X.25, SNAISDL, BSC 3270, BSC 278013780 and asynchronous) |
| J2006A | 4-port AE card (asynchronous only included Q-cable) |
| J2007A | Monitor/keyboard management package |
| J2008A | Q-cable — 4 DTE |
| J2009A | Q-cable — 2 DTE and 2 DCE |
| J2010A | Q-cable — 4 DCE |

Networks

Supported emulators for ARPA and Network Services 2.0/MS-DOS

Several users have asked which terminal emulators are supported on ARPA Services 2.0/MS-DOS and Network Services 2.0/MS-DOS. Here is the most current answer:

ARPA Services 2.0/MS-DOS — Kermit (supplied with the product), HP AdvanceLink for DOS (PIN 68333F), HP AdvanceLink for Windows (P/Ns D2104A, D2114A, D2124A), Reflection by Walker, Richer, Quinn

- *Network Services 2.0/MS-DOS* — HP AdvanceLink for DOS (PIN 68333F), HP AdvanceLink for Windows (P/Ns D2104A, D2114A, D2124A), HP Terminal Program, Reflection by Walker, Richer, Quinn

For more information, contact your HP representative.

Networks

PC ARPA replaced by ARPA Services 2.0/MS-DOS

Effective August 1, ARPA Services1 Vectra (PIN D1800A) and ARPA ThinLAN Link/Vectra (PIN D1801A) were obsoleted. Both products can be ordered until October 31, 1990, and will be supported for five years. Contact your HP representative for more information.

ARPA Services/Vectra was replaced by ARPA Services 2.0/MS-DOS (PIN D1812A). It has all the features of the first product, plus the ability to

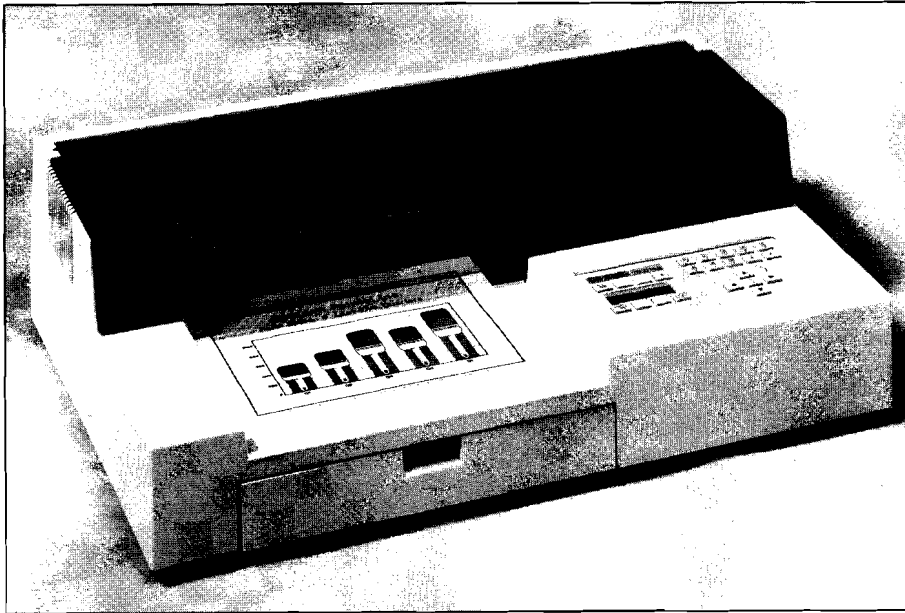
run with HP LAN Manager without having to reboot the PC.

ARPA ThinLAN Link/Vectra was replaced by the new HP ThinLAN Link (PIN 27250A) and HP EtherTwist Link (PIN 27245A). The new interface cards are higher in performance and support all of the products that the previous cards supported. In addition to the HP cards, the new ARPA Services 2.0/MS-DOS supports other existing cards from 3Com, Western Digital, and IBM.

| Product No. | Description | Replacement |
|-------------|--------------------------|---|
| D1800A | ARPA Services/Vectra | D1812A |
| D1801A | ARPA ThinLAN Link/Vectra | 27250A (HP ThinLAN link), 27245A (HP EtherTwist) |

Plotters

HP's new top-of-the-line desktop plotter to be introduced soon



Scheduled for a September 2, 1990, introduction, Hewlett-Packard's new top-of-the-line color desktop plotter — the HP 7550 Plus — will appear on the August 1 HP Price List to help ease the rollover from the popular HP 7550A. On September 1, the HP 7550A will be removed from the HP Price List. No orders will be accepted for the HP 7550A after August 31, 1990. The HP 7550 Plus has all the features that made the HP 7550A the most popular, award-winning desktop plotter ever — plus some of the features that users have been asking for.

Enhancements

- faster throughput and increased reliability
- two I/O versions — Centronics/serial or HP-IB/serial
- 1- or 2-Mbyte memory board option
- HP-GL/2 and HP 7550A (HP-GL) capability

With either the 1- or 2-Mbyte memory board option installed (PIN 33474B or 33475B), HP 7550 Plus users can download plot files and plot multiple copies without giving up control of their computer.

Marking a first for plotters, the HP 7550 Plus will be available in a Centronics version (HP 7550B Option 006) which includes one parallel and one RS-232-C (serial) connector and is designed for plotter users who work with a PC. For those users who need an I/O configuration identical to the HP 7550A (with eavesdrop capability), the HP 7550 Plus can be ordered in an HP-IB version (HP 7550B Option 005) with one HP-IB connector and two serial connectors.

Look for more information about the new HP 7550 Plus plotter in future issues of *HP Channels*.

Printers

HP LaserJet Series II printer PCL 5 printer language/Resolution Enhancement Upgrade Kit

On August 1, Hewlett-Packard introduced the HP LaserJet Series II printer PCL 5/Resolution Enhancement technology Upgrade Kit (PIN 5181-1940). The upgrade provides HP LaserJet III printer functionality, including Resolution Enhancement technology and PCL 5 printer language with integrated HP-GL/2. Also included are eight internal scalable typefaces. The upgrade kit is targeted towards HP LaserJet Series II printer users who want the functionality of PCL 5 printer language and Resolution Enhancement technology.

Features and benefits

- *Resolution Enhancement technology* — improves the print quality of every memo, letter, and proposal by smoothing the jagged edges in text and graphics sometimes found in 300 dpi printing.
- *Scalable typefaces* — features CG Times and Univers scalable typeface families:
 - treatments include medium, bold, italic, and bold italic
 - typefaces are scalable from .25 to 999.75 point in .25 increments
 - additional accessory typefaces are available from the HP MasterType Library.

- **Font compatibility** — includes complete set of HP LaserJet IID/IIP Courier and line printer bit-mapped fonts. Works with existing font cartridges, soft fonts, and scalable typefaces.
- **PCL 5 printer language** — features include multiple print directions on the same page, white-on-black printing, HP-GL/2 graphics, arbitrary rotation of text and graphics, patterned fonts, and mirrored text.
- **Integrated HP-GL/2** — PCL 5 printer language includes HP-GL/2 vector graphics commands, offering users the benefit of faster graphics printing.
- **Accessory memory** — uses 1-Mbyte (PIN 33474B) and 2-Mbyte (PIN 33475B) accessory memory (HP LaserJet IIP/III printer compatible). With the printer's two memory slots, 1, 2, 3, or 4 Mbytes of memory can be added to the 1 Mbyte of memory already built into the printer. Order the "B" version memory boards for use with the HP LaserJet III printer.
- **Warranty** — The parts included in the HP LaserJet Series II PCL 51 Resolution Enhancement Upgrade Kit are covered by warranty against defects in materials and workmanship for 90 days from the date of purchase or for the remainder of the HP LaserJet Series II printer warranty, whichever period is longer. Installation must be performed by an HP-authorized service technician.

- **Localized front panel** — features a front panel localized in five languages: English, German, French, Spanish, and Italian. User documentation is also translated and available in the same languages plus Danish, Swedish, and Norwegian.

Product-line positioning

The upgrade offers HP LaserJet Series II printer users the benefits of the HP industry-standard PCL 5 printer language and the HP proprietary Resolution Enhancement technology. With the addition of the HP Postscript cartridge (P/N 33439P), upgraded HP LaserJet Series II printer users will also be able to easily access Adobe Postscript.

Technical specifications

There are several functional differences between the original HP LaserJet Series II printer and one that has been upgraded:

- **Internal memory** — The upgraded HP LaserJet Series II printer has 1 Mbyte (1024 Kbytes total; 720 Kbytes user) of internal memory versus 512 Kbytes for the HP LaserJet Series II printer.
- **Optional accessory memory** — The upgraded HP LaserJet Series II printer requires HP LaserJet III printer accessory memory. Accessory memory designed for the HP LaserJet Series II and HP LaserJet IID printers will not work with the upgraded printer.

- **Optional I/O boards** — Optional I/O boards that work in the HP LaserJet Series II printer may not work in the upgraded printer. Optional I/O boards that work in the HP LaserJet III printer will work in the upgraded printer.

- **Postscript** — HP JetScript (PIN 88141A) will not work in the upgraded printer. The upgraded printer supports the HP Postscript cartridge (PIN 33439P).

- **AppleTalk** — Once the HP LaserJet Series II printer has been upgraded, accessories are available to use it with the Apple Macintosh. Use the Apple I/O board (PIN 33416), the HP Postscript cartridge and 1 Mbyte of memory.

- **Status checking** — The upgraded printer does not support status checking (ESC - ? - DC1) for HP 3000 systems. If this functionality is required, add the HP 26013A optional I/O board.

Ordering information

| Product No. | Description |
|-------------|--------------------------------------|
| 5181-1940 | PCL 5/Resolution Enhancement Upgrade |
| 33474B | 1-Mbyte memory board |
| 33475B | 2-Mbyte memory board |
| 33439P | Postscript cartridge |
| 33416A | Appletalk I/O |

Printers

HP LaserJet printer LAN connection for Novell NetWare Networks



Celebrate your independence from the server with the HP LaserJet printer LAN connection for Novell networks (PIN 33480A). The distance limitations encountered when connecting a printer to a server on the LAN and the hassles of stringing new cables are a thing of the past. The HP LaserJet printer LAN connection is a one-step accessory that allows users to attach an HP LaserJet Series II, IID, III, or LaserJet 2000 printer anywhere on the LAN by providing a direct-to-LAN EtherNet/802.3 connection.

The LAN connection requires Novell 286 NetWare (Advanced NetWare v2.15 Rev. C; SFT NetWare v2.15 Rev. C) with the NetWare Print Server v1.2 or beyond, or Novell NetWare 386 (v3.0 and beyond) with the NetWare Print Server, v1.2, and beyond. ELS NetWare level II (v2.12) are supported when connected to a network with Novell 286-based Advanced or SFT NetWare v2.15 Rev. C, plus NetWare Print Server v1.2 or beyond.

Features and benefits

▪ **Direct LAN connection** — Freedom to locate printer away from the server, no distance limitations, increased office productivity, maintains file server security

- **Novell tested and approved** — Maintains network integrity, reliable, safe buy
- **Allows all workstations on LAN to share printer** — Cost savings, ideal for large LANs with distributed printing needs
- **Compatible with Novell NetWare** — Fully integrated, convenient
- **Compact size** — Fits directly under desktop HP LaserJet printer, uses no additional desk space
- **No client software requirements** — No interference with existing applications, easy to use
- **Job status notification or inquiry on the PC** — Convenient information at your fingertips, saves time

HP product-line positioning

A truly integrated network solution for the HP LaserJet printer that allows the user to connect the printer anywhere on the Novell LAN without any performance degradation. Contact your HP representative for more information.

Ordering information

| Product No. | Description |
|-------------|--|
| 33480A | HP LaserJet printer LAN connection for Novell Network Networks |
| Opt. 001 | 802.3/EtherNet LAN connection |
| Opt. 002 | Token Ring LAN connection |

Terminals

HP 700/X first-generation X Window terminals discontinuance

The following products and related accessories will be discontinued/obsoleted due to the introduction of the HP 700/X second-generation family of X Window terminals.

| Product No. | Description |
|-------------|--|
| C2301A | HP 700/X terminal base unit |
| C2302A | HP 700/X 17-inch gray-scale X Window terminal |
| C2303A | HP 700/X 14-inch VGA color X Window terminal |
| C2304A | HP 700/X 16-inch high-resolution X Window terminal |
| C2305A | HP 700/X 19-inch gray-scale X Window terminal |

These products will be removed from the HP Price List on September 1, 1990. Orders will be accepted until September 28, 1990. Support for these products will be available for five years after price list removal (September 1, 1995).

There are direct replacement products for each of the HP 700/X terminals with the new generation products. Refer to the July issue of *HP Channels* for more details.

Users with the first-generation HP 700/X terminals will be able to upgrade to the new series. Refer to the following article for more details or contact your HP representative.

Upgrade path for HP 700/X terminal users

To help HP 700/X users take advantage of the capabilities of the new series of HP 700/X terminals, an upgrade program has been established.

The upgrade consists of replacing the processor base unit. The new HP 700/X terminals support the same keyboard, mouse, and monitor. This allows the user to save by only purchasing the base unit.

For users with more than 1 Mbyte of DRAM in the HP 700/X, only an additional 1 Mbyte module can be used with the new HP 700/X processor unit. Users who need more than 2 Mbytes of memory will need to order the appropriate module.

Ordering information

The following part numbers must both be ordered to upgrade to the new product offering. Contact your HP representative for more information.

| Product No. | Description |
|-------------|---|
| C2306B | Second-generation HP 700/X processor base unit, including 1 Mbyte VRAM, 1 Mbyte DRAM, installation manual |
| C2300AN | Return credit for HP 700/X first-generation X Window processor base unit |

Also in this issue

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Supplies

Supplies

HP DIRECT order phone numbers

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

| Location | Telephone Number |
|----------------------------|--|
| Australia | (03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861 (03) 895-2619 (800) 339-861 (toll-free) |
| Austria | (0222) 2500-61416151616 |
| Belgium/Luxembourg | (02) 761 31 11 |
| Canada | 800-387-3154 |
| Toronto Local | 416-671-8383 |
| Denmark | 80 30 16 40 |
| Finland | (90) 887 2361 |
| France | (1) 69 86 17 25 |
| Greece | (01) 672 6090 |
| Italy | (02) 9210 3301 |
| Japan | |
| Sagamihara | 0120 091321 (toll-free) |
| Middle East/Africa, | |
| Geneva | (022) 831212 |
| Norway | (02) 24 60 90 |
| South Africa | |
| Johannesburg | (011) 802 5111 |
| Cape Town | (021) 537 954 |
| Spain | (91) 637 4013 (91) 637 0011 |
| Sweden | (08) 750 2400 |
| Switzerland | (057) 31 24 90 |
| Taiwan | |
| Taipei | 080-211228 (toll-free) (02) 717-9608 |
| The Netherlands | 06-0501 |
| United Kingdom | (0734) 44 12 12 |
| United States | 800-538-8787 |
| West Germany | (0130) 3322 |

Software Packages Available and Wanted

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

Software Packages Available

Industry: Legal and professional services

Abstract: FSLI Legal Accounting & Productivity System 4.14 is a set of integrated software modules designed for small, medium, and large law firm practices, corporate legal, and other professional service industries, including CPA, consulting, advertising, and public relations. The system is sold by a number of time-keepers, and in modules as desired. Modules include: Time & Billing; Copier/Postage/Telephone Recovery Interfaces; Accounts Receivable; Accounts Payable; Conflict of Interest; Calendar; Docket; General Ledger; Trust Accounting; and related utilities.

FSLI's software was written in C, and is supported by our own database product. This software can be compiled onto any CPU that has a C compiler, including all HP-UX systems, micros utilizing MS-DOS or OS/2, and on networks including Novell, Banyan, and 3-Com (shared and open). Data files are directly transportable across all platforms.

Features

- small program sites (under 15 Mbytes DOS, and under 30 Mbytes UNIX system)
- on-line **softkey** displays and programmable function keys
- Lookups and Search capability on most fields
- extremely fast processing speeds
- totally engineered integration database reporting capability
- on-line "Help"

Requirements: Any CPU with a C compiler

Company Name: Foundation Software Laboratories, Inc.

Address: 7343 D, Hanover Parkway
Greenbelt, MD 20770
U.S.A.

Phone: 800-282-8308

Contact: Mike Mileski, President

Type of Distributor Wanted: Open, margins 10-60% based on volume

Geographical Coverage: U.S., Canada, U.K.

Industry: Cross industry — graphics and charting software

Abstract: CHART*PRO is a new and powerful charting and graphics package that can be transparently integrated into your system. All standard graph formats are supported, along with text charting, drawings, and chart annotations. CHART*PRO runs on PCs (MS-DOS), HP 9000 systems (HP-UX), and 900 Series HP 3000 systems (MPE XL) in native mode.

CHART*PRO was designed primarily for data and statistical charting, but works just as well for general business graphics. CHART*PRO provides capabilities previously found only on the largest mainframe computer systems. It utilizes a **straightforward** command language or prompt/response menu that outputs to the **screen** and to just about any plotter, printer, or laser printer.

Extremely easy to integrate and use. CHART*PRO communicates with your system in **real** time or through ASCII files. Defaults and automatic settings exist for all graph parameters. Phone support and implementation assistance are included at no additional cost.

Enhance your software by giving your users high-quality graphic output "directly" from your system. Initial license set-up fee is **\$1,000**. Royalties are negotiable and demos are available.

Requirements

- HP 3000 system (MPE XL)
- HP Vectra PC or IBM-compatible PC with MS-DOS 3.3 or later, 640K memory, and hard disk; EGA/VGA and math coprocessor desirable
- HP 9000 system (HP-UX)

Company Name: Interactive Solutions Corporation

Address: Route 1 Box 500
Eastsound, WA 98245
U.S.A.

Phone: 206-376-5085
800-545-4723

Fax: 206-376-2151

Contact: Stephen T. Hance

Type of Distributor Wanted: Software developer/integrator

Geographical Coverage: Worldwide

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

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 5952-7011, 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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