

# HP Computer Update

A Publication of Hewlett-Packard

July 1992

**HP 3000 - Celebrating 20 years of leading technology and lasting value**



With HP OpenSpool, users can transparently access printers and plotters across networks consisting of HP-UX workstations, HP multiuser systems, standalone HP-UX business servers, and Sun environments.

*see page 14*

The HP ISDN Link/Series 700 for HP Apollo 9000 Models 720, 730, and 750 workstations enables TCP/IP data communications between distribution workstations over public ISDN networks.

*see page 15*

With the introduction of the new HP 700/RX Model 19Ga, users can have access to work-group solutions at lower prices without compromising image quality or definition.

*see page 19*

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# HP Computer Update

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*HP Computer Update* is a monthly publication of Hewlett-Packard Company that provides information on new Hewlett-Packard computer software and hardware products, events, and promotions.

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To order HP software or hardware products, call your HP representative. A telephone listing for sales offices in the U.S. and Canada appears on the back cover.

To receive literature or technical information on HP computer systems and workstations, and to order workstations and select computer products, call HP DIRECT at 800-637-7740 (U.S. only).

To receive technical information about any HP product, call the Customer Information Center: 800-752-0900 in the U.S., or 800-387-3867 in Canada.

## **On the cover . . .**

HP has spent two decades shaping the HP 3000 family of multiuser computer systems to meet our customers' complex and changing business needs. As a result, today's HP 3000 is a smarter investment than ever. The HP 3000 delivers access to the best applications, leading PA-RISC technology, and robust commercial functionality for systems that *run* businesses. In celebration of the HP 3000's two decades of delivering leading technology with lasting value, we're sponsoring a contest to collect the best customer stories. See page 10 for more details.



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

**For research and education purposes only.**

## Management Perspective

4

## General News

5

Events  
Concurrent engineering  
workshops

## Promotions

6

## HP 3000 Systems

9

Application picture great on  
HP 3000  
HP 3000 celebrates 20 years  
of leadership  
HP ALLBASE/4GL enhance-  
ments ship with MPE/iX 4.0  
HP 3000 field upgrade  
changes

## HP 9000 Systems

12

Multisession support with  
TSM for HP 700/60 terminals  
HP LaserRX/UX trial software  
NLIO 7.0 product  
discontinuance

## Workstations

14

HP OpenSpool — extending  
into multivendor  
environments  
Recovery CD set shipped  
with Instant Ignition  
ISDN Link for HP Apollo 9000  
Series 700 workstations  
HP 9000 Model 8XX work-  
stations not supported by  
next HP-UX release  
RasterOps VideoLive Card on  
HP Price List  
HP OmniBack client software  
for Sun Microsystems  
workstations  
HP 3-GB external drive  
repriced  
Italian and Spanish localized  
products discontinuance  
Localization upgrades  
discontinuance  
HP PC-313CM controller price  
reduced  
HP Trackball obsolescence

## HP 1000 Systems

18

HP SoftBench Link/1000  
Encapsulation released

## Personal Computers

18

Introducing Windows 3.1 pack  
for HP Vectra 386/25N PC

## Networks

18

Codex modems for HP  
computers

## Peripherals

19

Mass Storage  
HP 9122C/9153C disk drive  
discontinuance

19

Terminals  
HP 700/RX prices reduced  
New HP 700/RX Model 19GA  
19-inch grayscale X station





# Management Perspective

*Hewlett-Packard was one of the first companies in the computer industry to recognize the need for developing long-term strategic partnerships with value-added businesses. We combined this strategy of aligning world-class applications and delivery channels with a premier client/server architecture. The addition of cooperative computing and open systems makes this alliance a truly winning combination for the '90s and beyond.* — John Young, President, CEO, Hewlett-Packard Company



My name is Rocky Gunderson and I am the Manager of Hewlett-Packard's Americas Industry Marketing organization. I feel the above quote from John Young strongly supports HP's position on continuing to establish and maintain successful relationships with a wide selection of **best-in-class** application and service providers. With over 2,300 MPE applications, nearly 2,000 workstation-specific applications, and more than **3,600** worldwide HP-UX applications, we have already turned this strategy into action. More importantly, HP is looking to the future to ensure that the next generation of open, **client/server** solutions is available and optimized for HP's platform.

There are many trends being discussed today in the computing marketplace: open systems, client server computing, reduced instruction set computing (RISC), and mainframe alternatives (**a.k.a.** downsizing/rightsizing), to name a few. To meet the promises of each of these trends requires not only the right systems

from HP, but also best-in-class software and services that take full advantage of these trends. Let's look at the trend toward mainframe alternatives as an example. As Glenn Osaka discussed in the May issue of *HP Computer Update*, "rightsizing" from mainframe to midrange systems such as the HP 3000 and 9000 product lines is not just a matter of switching hardware. Among other things, rightsizing requires the availability of **mainframe-class** application software. As part of HP's recent Corporate Business Systems announcement, HP has announced support for the leading third-party software and services once exclusively available for IBM mainframes. Software vendors that are household names in data-center environments have developed **business-critical**, mainframe applications — **ranging** from order processing to payroll — to run on HP systems. These companies include CINCOM, Computer Associates, Dun & Bradstreet Software, Information Builders Inc., Oracle, SAP, SAS, and Software AG. The availability of these and other **mainframe-class** applications on HP's midrange computing platform preserves data-center investments for both applications and user training, while providing savings of over 40% in hardware operating costs alone.

The challenge that HP is addressing, however, is to go beyond the basic savings associated with hardware and operating costs when rightsizing from a mainframe. The real benefit of rightsizing comes only when the monolithic, character-based applications — **originally** designed for the IBM mainframe environment — are converted to take full advantage of the flexibility and ease of use inherent in an open, client-server environment. This fact brings us to the heart of HP's strategy in **working** with third-party software and service suppliers. It is critical for HP to not only have the world's leading software and service providers supporting our platforms, but also to work in partnership with these providers to deliver on the full promise of open systems computing. HP has done exactly this with each of the software vendors listed previously, as well as many others.

*continued on next page*

HP also offers a broad set of CASE and 4GL development tools to support users and software vendors in the development of distributed applications, particularly for client-server environments. Examples include SoftBench from HP, and Integrated-CASE products from CGI, Softlabs, and Texas Instruments. We have established relationships with conversion tool vendors, such as InfoSoft, Integris, and VSystems, that help companies modify their internally developed software to take full advantage of HP's Corporate Business Systems. Finally, HP works closely with system integrators like Andersen Consulting, CAP Gemini, EDS, and ISI to help companies move traditional mainframe applications to HP, while also supporting the reengineering of impacted business practices.

Looking to the future, HP is committed to continuing to partner with the industry's leading software and service providers in order to take full advantage of key industry trends. We intend to differentiate ourselves not only by the quality of our technology, but also by the quality of our relationships and business dealings. We will continue to be the "partner of choice" for the leading providers of those applications, enabling technologies, tools, and service providers that will improve your competitiveness and overall success.



Rocky Gunderson  
Manager, Global Industry Marketing

## Events

### Concurrent engineering workshops

Hewlett-Packard and Synergis Technologies have announced they will host two free product showcases to demonstrate technologies that deliver concurrent engineering solutions. The first workshop will be held July 15, 1992, at the HP offices in Piscataway, New Jersey. The second will be held August 4, 1992, at the Synergis offices in Blue Bell, Pennsylvania

Hewlett-Packard is a world-class manufacturer and supplies the HP Apollo 9000 Series 700 workstations, which offer industry-leading CPU performance, excellent graphics, and competitive pricing.

Synergis Technologies is a systems integrator and regional training center for SDRC I-DEAS software and for AutoCAD® by Autodesk. It also provides custom data management tools for engineering organizations.

If you are interested in attending one of the workshops, but you have missed the July 15 session, please register for the August 4 product showcase.

To register for either session or for further information, please call 800-766-7576 (toll free in the U.S.) or 301-670-4415 (worldwide).

*AutoCAD is a U.S. trademark of Autodesk, Inc*

The promotions listed in *HP Computer Update* contain brief information about HP promotions currently in effect — including new promotions, promotions with changes (underlined), and promotions that are ending.

For more details on any of the following promotions, contact your HP representative.

Special considerations may apply to some of these promotions, and discount percentages can vary by country. Note: promotional programs listed with a "Worldwide" scope may not be available in all countries. Check with your HP representative for local availability.

*Hewlett-Packard assumes no responsibility for any errors that might appear in these listings.*

#### HP 3000 Systems

#### Midrange Upgrade Installed Base

*end*

If you purchase selected HP 3000 XL systems, you are eligible to receive promotional discounts off selected system upgrade products. HP DeskManager is now one of the options you may select in this promotion.

- **Scope:** Worldwide, U.S. not included (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A1707A/08A/09A/52A/58A/72A, either Opt. 709 or 710
- **Start date:** February 1, 1992
- **End date:** July 31, 1992
- **Promotion number:** 2.601

#### Why Wait — Series 980 to HP 3000 Corporate Business System Upgrade

If you are upgrading your recent HP 3000 Series 980 system (shipped on or after December 1, 1991) to the HP 3000 Corporate Business System, you are eligible for promotional credits on the Series 980 system.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A1809A, A1811A, processor Opts. 881, 882, 883, 884, plus Series 980 return credit/product Opts. 725, 726, 727, or 728
- **Start date:** May 1, 1992
- **End date:** September 30, 1992
- **Promotion number:** 2.634

#### HP 3000 Series 950/955/960/980 Delivery Incentive

If you are upgrading your HP 3000 Series 950, 955, 960, or 980 system to the HP 3000 Corporate Business System, you are eligible for promotional credits on the Series 980 system. You must take delivery of the Corporate Business System by October 31, 1992.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A1809A, A1811A Opts. 880, 881, 882, 883, 884 plus return credit option for one Series 95X, 960, or 980
- **Start date:** May 1, 1992
- **End date:** September 30, 1992
- **Promotion number:** 2.635

#### HP 3000 Series 6X/70 Installed Base Upgrade

If you own an HP 3000 Series 64, 68, and 70 and are upgrading to the Series 937/LX, 947/LX, 957/LX, 967/LX, 977, or 987, you can receive 10% off the SPU, integrated peripherals, DTC and associated ports, rack cabinets (P/N A1883A/84A), and associated options, as well as 15% off selected software products.

- **Scope:** U.S., Canada, and Europe (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A1707A/08A/09A/10A/52A/57A/58A/72A, A2300A/17A
- **Start date:** June 1, 1992
- **End date:** October 31, 1992
- **Promotion number:** 2.641

#### HP 3000 Series 925/LX, 935, 950 Installed Base Upgrade

If you own an HP 3000 Series 925/LX, 935, 950 and are upgrading to the HP 3000 Series 937/LX, 947/LX, 957/LX, 967/LX, 977, or 987, you can receive 10% off the SPU, integrated peripherals, DTC and associated ports, rack cabinets (P/N A1883A/84A), and associated options, as well as 15% off selected software products.

- **Scope:** U.S., Canada, and Europe (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A1707A/08A/09A/10A/52A/57A/58A/72A, A2300A/17A
- **Start date:** June 1, 1992
- **End date:** October 31, 1992
- **Promotion number:** 2.642



### HP 9000 Systems

#### HP R/332 Trade-in

*end*

If you purchase an HP R/382 (P/N A1319A and/or A1324A), you can trade in an HP R/332 (P/Ns A1303A, A1305A, and/or A1307A) and receive trade-in credit.

- **Scope:** North America, Europe, and Asia (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A1303A/05A/07A/19A/24A
- **Start date:** February 1, 1992 (N. America, Europe), March 1, 1992 (Asia)
- **End date:** July 31, 1992 (N. America, Europe), August 31, 1992 (Asia)
- **Promotion number:** 2.606

### Workstations

#### Measurement Coprocessor Software Upgrade

If you purchase an upgrade to HP BASIC 6.2 for your measurement coprocessor, you can receive a copy of HP BASIC Plus and HP BASIC 6.2 upgrade at a promotional price.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns 82300U, E2160A, and either Opt. AA8 or AA9
- **Start date:** March 1, 1992
- **End date:** August 31, 1992
- **Promotion number:** 2.609

#### HP 9000 Series 300 Trade-up

If you purchase an HP A2240A or A2251A and trade in your HP 9000 Series 300 or 200, you can receive a promotional discount per unit traded in.

- **Scope:** North America
- **Eligible products:** P/Ns A2240A/41A/42A/50A/51A
- **Start date:** March 1, 1992
- **End date:** September 30, 1992
- **Promotion number:** 2.613

#### HP GlancePlus UX Trial Software Kit Discount

If you purchase an HP GlancePlus UX license within 90 days of purchasing an HP GlancePlus UX trial software kit, you can receive a promotional discount off the price of the software license.

- **Scope:** North America
- **Eligible products:** P/Ns B1790A, B2660A, B1791A, B2661A, B1807A, B2804A
- **Start date:** April 1, 1992
- **End date:** December 31, 1992
- **Promotion number:** 2.626

#### HP Design Plus Workstation Furniture

If you purchase a quantity of three, of any combination of eligible products, you will receive a task chair at no additional charge.

- **Scope:** North America
- **Eligible products:** P/Ns 92213B/F and 92214K (workstation tables), 92214A/B/C (system tables), 92211N/R (cabinets)
- **Start date:** May 1, 1992
- **End date:** October 31, 1992
- **Promotion number:** 2.630

#### Buy a Model 720/730 and X Station – receive memory discount

If you order an HP Apollo 9000 Model 720 (P/N A1933A) or a Model 730 (P/N A1950B) server with 64 MB of RAM and at least one X Station configuration (on the same order), you can receive a promotional discount on 32 of the 64 MB of memory ordered. Also, if you order SoftBench (P/N B2600A), you can receive a 10% discount per license ordered.

- **Scope:** North America, Mexico, and Latin America (*check with your HP representative for local availability*)
- **Eligible products:** A1933A, A1950B, B2600A
- **Start date:** June 1, 1992
- **End date:** October 31, 1992
- **Promotion number:** 2.645

#### Software Transfer Program

If you are moving from an HP 9000 Series 300/400 HP-UX platform to an HP Apollo 9000 Series 700 PA-RISC platform, you are eligible to transfer software licenses and receive the discounts on the Series 700 products.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative
- **Start date:** June 1, 1992
- **End date:** November 30, 1992
- **Promotion number:** 2.648



Personal Computers

**HP Instrument BASIC for Windows Introductory Offer**

If you purchase HP Instrument BASIC during the promotional time period, you are eligible to receive a discount.

- **Scope:** U.S.
- **Eligible products:** P/N E2200A
- **Start date:** March 1, 1992
- **End date:** August 31, 1992
- **Promotion number:** 2.614
- **Redemption:** Available only by contacting HP DIRECT at 800-452-4844

**HP-IB for Windows and MS-DOS Introductory Offer**

If you purchase HP-IB for Windows and MS-DOS® during the promotional time period, you are eligible to receive a discount.

- **Scope:** U.S.
- **Eligible products:** P/N 82335B
- **Start date:** March 1, 1992
- **End date:** August 31, 1992
- **Promotion number:** 2.615
- **Redemption:** Available only by contacting HP DIRECT at 800-452-4844

Networks

**System Management Installed Base Program** *end*

If you are an HP system management installed based customer, you can receive eligible evaluation copy software at no charge.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative
- **Start date:** April 1, 1992

- **End date:** July 31, 1992
- **Promotion number:** 2.625
- **Redemption:** Available also by contacting HP DIRECT at 800-225-5290 in the U.S.; for other countries contact local HP DIRECT offices

**Enhanced Competitiveness—DTC16 Solution** *new*

If you purchase an HP 9000 Series 800 or 900 Series HP 3000 system with one or several HP DTC16s (data communications and terminal controller), you are eligible for a promotional discount on the DTCs. The DTCs must be fully loaded (two asynchronous options providing 12, 14, or 16 ports per DTC16, depending on the option combination).

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative
- **Start date:** July 1, 1992
- **End date:** December 31, 1992
- **Promotion number:** 2.655

Peripherals

**Line Printer Trade-in Program** *end*

If you purchase an eligible line printer, you can trade in an HP line, impact dot matrix, or a competitive line printer and receive credit.

- **Scope:** Europe and Mexico
- **Eligible products:** P/Ns C2562C/63C/64C/66C/67C
- **Start date:** February 1, 1992
- **End date:** July 31, 1992
- **Promotion number:** 2.608

**HP Block Mode Terminal Trade-in** *change*

If you purchase a minimum of five HP 700/96 or 700198 block mode terminals, you can trade in five of your old HP 3000 block mode terminals and receive a trade-in credit. One trade-in credit per eligible terminal order.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns C1064A/G/W, C1065A/G/W, C1084W, C1085W. Block mode terminals: 262X/4X, 239X, 700/92, 700194
- **Start date:** March 1, 1992
- **End date:** October 31, 1992 (*extended from August 31*)
- **Promotion number:** 2.611
- **Redemption:** Available also by contacting HP DIRECT at 800-2255290 in the U.S.; for other countries contact local HP DIRECT offices

**Byte for Byte — Disk Drive Trade-in**

If you order any of the eligible multiuser C225X disk arrays, you can trade in "byte for byte" eligible HP disk drives and receive trade-in credit.

- **Scope:** North America, Latin America, Europe (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns C2252B/HA, C2254B/HA; trade in: 7933/35/36/37, C2200/01/02/03/04
- **Start date:** May 1, 1992
- **End date:** October 31, 1992
- **Promotion number:** 2.636

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

## Application picture great on HP 3000

The wealth of fully functional commercial applications available today on the **HP 3000** continues to be a major strength of the product line. Recent studies have confirmed that a key reason customers choose the **HP 3000** is the large number of mission-critical commercial applications available for the **HP 3000**. The addition of POSE and other industry standards have made a port to MPWiX so easy that the number of applications available on the platform will continue to increase at a rapid rate.

The idea of open systems, and HP's success in this area, has dramatically changed the way application software vendors think. No longer do they write code for one particular hardware platform. Today's software is written to standards so it is portable among many open systems. The goal is to support the same application code on several platforms in order to gain maximum leverage from both the R&D and support investments. While this may mean more applications are available to the end user, it also puts more responsibility on the hardware and the operating system to deliver the functionality and performance needed for mission-critical commercial applications. It is the **HP 3000's** ability to deliver superior performance, functionality, and reliability — not available on any other open system platforms today — that sets it apart in the market and makes it so attractive to application providers and end users alike. This is especially true when applications associated with mainframe offloading are involved.

Mainframe applications providers and customers have been successful offloading mission-critical applications to the **HP 3000**.

The adoption of POSE and other industry standards, along with the new mainframe-class systems, have attracted many new applications to the **HP 3000**. Industry leaders such as Dun & Bradstreet, ROSS, Cincom, and Lawson have all recently agreed to port their leading-edge solutions to the **HP 3000**. The current leaders in client/server computing according to Forester Research, PeopleSoft, and Fourth Shift, have already completed their ports and are very pleased with the superior performance their products are seeing on the **HP 3000**. Many of the current **HP 3000** applications such as ASK, Cyborg, Collier-Jackson, and DRC have recently reengineered their products in order to offer the latest in graphical user interface and relational technology. If you haven't seen these new products, we strongly encourage you to take a look.

Many of the new applications currently porting are taking advantage of the POSE interface on MPE/iX. POSIX allows almost any UNIX® application to run on MPWiX virtually unchanged. The end user gets a wider selection of applications to choose from, and all the advantages MPWiX offers in performance, functionality, and reliability. Software AG, a leading database and tools provider, recently completed a port of its ADATABASE product from **HP-UX** to



*Port to MPE easier than UNIX*  
—Dave MacSwain

MPWiX using POSE. The port was completed in six weeks. Dave MacSwain, VP, product marketing, from Software AG, stated, "We found porting to MPWiX from **HP-UX** simpler than porting to other UNIX systems." Several more POSIX ports will begin soon and each is expected to be quick and easy, according to the software companies that will do the port.

The situation has never been better regarding applications on the **HP 3000**. New applications utilizing the latest tools, user interfaces, and database technologies, combined with the robustness and reliability of the **HP 3000** are today providing businesses in all industries a significant advantage versus their competition.

*UNIX is a registered trademark of UNIX System Laboratories Inc. in the U.S.A. and other countries.*

## HP 3000 celebrates 20 years of leadership

It's hard to believe that it was nearly 20 years ago when Hewlett-Packard Company shipped the first HP 3000. The HP 3000 is still going strong with more than 50,000 installed systems, and that number is increasing every year. More and more companies are realizing that the HP 3000 is a tremendous technology success story in an industry that has seen many computer vendors struggle for survival.

To celebrate this auspicious occasion, we at HP are throwing a twentieth birthday party for HP 3000 customers during this year's Interex show in New Orleans, Louisiana. The HP 3000 **will** actually be 20 years old on November 1, 1992, but HP wanted to celebrate at Interex with customers who have been with us through many of those 20 years.

To kick off the celebration, we are having a contest to collect the best stories about how the HP 3000 has come through for customers in amazing or extremely difficult situations. At the party, some of the entrants **will** share their experiences.

Final winners of the contest **will** be chosen sometime after Interex, and prizes **will** be awarded to individuals who send in the stories.

To participate in this contest, type or print your best stories and fax your entries to the "HP 3000's 20th Birthday Contest," attention: Elise Farr, at 408-447-4966. You can even bring them with you to Interex in August. Be sure to include the following information:

- Your name
- Company name
- Phone number
- Your industry
- The year you joined the HP 3000 family

Take a moment and describe a particularly successful and/or amazing experience you have had with your HP 3000, and give us several paragraphs describing your situation. Some examples of the types of stories you may have are:

Your oldest HP 3000 system (perhaps a Series II or III that is still running applications) or oldest support contract

Your oldest application (maybe one that ran on a Series II and now runs on a Series 927, for example)

Innovative use of the HP 3000  
Miraculous HP 3000 story (like the time the ceiling sprinkler system broke and, after you dried the HP 3000 with a hair dryer, it booted right up)

Longest continuous uptime you have had on an HP 3000

Support extraordinaire (the time when the field and/or the factory broke all the rules to bring your business back to life)

Of course, you are not limited to these types of stories; these are only examples to help you get started thinking about what story you might have.

The winning stories **will** be reprinted later this year.

We look forward to hearing your stories. Hope to see all of you at Interex in New Orleans.

## New and remanufactured HP-IB DAT products repriced

HP's new digital audiotape (DAT) products are only available with SCSI interfaces, so where does that leave users who are still on HP-IB? HP's Finance and Remarketing Division (FRD) will now sell both new and remanufactured HP Series 6400 Model 1300H 1.3-GB DAT drives with HP-IB interfaces. In addition, prices have dropped more than 10% on the HP Series 6400 Model 1300H, now sold new as P/N C1511AL and sold remanufactured as P/N C1511AR.

The HP Series 6400 Model 1300H will only be available in limited quantities, and current availability of the refurbished product is low.

Need quick turnaround? FRD can ship new DAT tape drives two weeks after receipt of order.

These are the only DDS-format tape drives that HP manufactures with the HP-IB interface. They're the right solution for users who need a highcapacity, fast-transfer backup for their low- to midrange HP 3000 and 9000 systems.

### Features

- Stores 1.3 GB of data on one 60-meter DDS cassette
- Transfers 11 MB per minute
- Provides file access in 20 seconds
- Reduces media costs
- Has three levels of error correction
- Offers quick 18-second easy loading

For more information, contact your HP Channel Partner representative.

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## VAB promotions

The following promotion is specifically for VABs. The promotions featured on pages 6-8 of the main publication also apply to VABs. Contact your HP representative for more information.

*Hewlett-Packard assumes no responsibility for any errors that might appear in these listings.*

### HP 3000 Systems

#### Midrange Upgrade Installed Base

If you are on VAR schedule A1001A and purchase selected HP 3000 XL systems, you are eligible to receive promotional discounts off selected system upgrade products. Contact your HP representative for a listing of eligible upgrade products.

- **Scope:** Worldwide, except U.S. (check with your HP representative for local availability)
- **Eligible products:** P/Ns A1707A/08A/09A/52A/58A/71A/72A, either Opt. 709 or 710
- **Start date:** February 1, 1992
- **End date:** July 31, 1992
- **Promotion number:** 2.602



## Available literature

The following new literature is available through your local HP sales office. The literature is separated by product line and in order of publication number. Contact your HP representative for more information.

### General

#### **HP Open Software Environment Software Architecture Workshop data sheet**

- **Audience:** IT managers and staff
- **Format:** 4 pages, 8% x 11 inches, black and white
- **P/N:** 5091-4304E
- **Description:** Describes the open software environment (OSE) approach, including principles and practical advice for achieving open systems benefits. Piece provides a typical agenda, an OSE framework, features and benefits, specifications, and ordering information.

#### **HP Education Catalog**

For U.S. and Canada *only*

- **Audience:** HP 1000, 3000, and 9000 programmers, administrators, and end users
- **Format:** 80 pages, 8% x 11 inches, two color
- **P/N:** 5091-4520EUS
- **Description:** Provides comprehensive curriculum information and schedules, as well as HP educational services programs. New program information includes services for HP Channel Partners, an HP-UX startup training guide, HP support services, and the Education Value Plan. The toll free number for course selection/registration assistance is 800-472-5277.

#### **If you think the new Corporate Business System can't handle mainframe applications, think again**

- **Audience:** IT purchase approvers in Fortune 1000 companies — CFOs, CIOs, COOs, MIS directors, and VPs
- **Format:** newspaper spread, 20½ x 17 inches, black and white; color version also available
- **P/N:** 5091-4545E
- **Description:** Ad was featured in the *Wall Street Journal* during the launch of the HP Corporate Business System. It illustrates that users can run mainframe-class applications in a more open environment and more economically, with cuts in maintenance and infrastructure costs.

#### HP 3000 Systems

#### **If you think your HP 3000 isn't the best insurance against unexpected changes, think again**

For U.S. *only*

- **Audience:** DP/MIS and functional management of the HP 3000 installed base
- **Format:** 2 pages, full color
- **P/N:** 5091-3849E
- **Description:** Ad featuring California Compensation is the third of four HP 3000 success story ads, which run sequentially through April 1993 in *HP Professional*, *Interact*, and *HP Chronicle*. The ad's central theme features California Compensation with HP's ALLBASE/SQL upgrading mission-critical application from mainframes to HP 3000.

#### **Learn MPE/iX at an absolutely incredible pace**

For U.S. *only*

- **Audience:** 900 Series HP 3000 users
- **Format:** 12 pages, full color
- **P/N:** 5911-4039E
- **Description:** Updated flier describes the benefits of self-paced computer courses for HP MPE/iX systems. Course descriptions, equipment requirements, and a special starter kit offer are included.



## HP 9000 Systems

### **HP 9000 Series 800 Business Servers brochure**

- **Audience:** sales, marketing, technical evaluators, decision makers
- **Format:** 6 pages, multicolor
- **P/N:** 5091-3612E
- **Description:** Positions HP 9000 business servers as open for business, highlighting the HP 9000's commercial capabilities and open systems advantages. Piece describes customer benefits and includes HP 9000 Series 800 family and HP Apollo 9000 Series 700 family.

### **Learn the UNIX system at an incredible pace flier**

*For U.S. only*

- **Audience:** UNIX system users
- **Format:** 10 pages, full color
- **P/N:** 5911-4040E
- **Description:** Updated flier describes the benefits of self-paced computer courses for UNIX systems. Course descriptions, equipment requirements, and a special starter kit offer are included.

### **HP 9000 Series 800 Buyer's Guide**

- **Audience:** sales, marketing, technical evaluators, decision makers
- **Format:** 64 pages, black and white
- **P/N:** 5091-4143E
- **Description:** Describes HP 9000 business servers and their capabilities under the Open for Business theme. It provides Series 800 features and benefits for nontechnical evaluators.

### **HP 9000 Computer Family brochure**

- **Audience:** CIOs, upper/midlevel/DP-MIS managers, technical evaluators
- **Format:** 8 pages, full color
- **P/N:** 5091-15073
- **Description:** Positions the HP 9000 family as the broadest, most complete line of open, compatible, UNIX system-based computers. The brochure has been revised to include current HP 9000 Series 800 and HP Apollo 9000 Series 400 and 700 systems.

## HP 1000 Systems

### **HP 1000 Condensed Guide**

*For U.S. only*

- **Audience:** HP 1000 users
- **Format:** 8 pages, 8½ x 11 inches, one color
- **P/N:** 5091-4480EUS
- **Description:** Summary guide provides upgrade information for HP 1000 users who want to enhance current system performance. It contains information on HP 1000 RTE, add-on memory, A-Series I/O cards, and A990 field upgrades. Brief descriptions and ordering information on HP GFox and Softbench Link/1000 are included.

## HP internal sales and training tools for VABs

*For U.S. only*

Authorized U.S. VABs can use a toll-free 800 telephone number to directly purchase selected HP internal sales tools and training materials.

To qualify, your company must have a current channel contract or catalog agreement with HP and be listed in the U.S. Value-Added Channels Marketing Center database (VALID).

To place orders, call 800-227-8164 specify the part number of the items you are ordering and provide your U.S. customer number.

### **HP 9000 Series 800 Business Servers sales guide**

- **Audience:** Sales and marketing personnel, users
- **Format:** 100 pages, black and white, two-color cover
- **P/N:** 5091-36113
- **Description:** Contains information to help ensure success in selling HP 9000 Series 800 business server-based solutions. It contains information that builds on the HP 9000 Open for Business strategy and framework for the following new products. HP 9000 Corporate Business Server 890, high-performance Models 887S and 897S business servers, Model 8X7S business server enhancements, the next HP-UX release, peripherals, networking, human resources and payroll solutions, and support services





### **HP 9000 Series 800 Business Servers and Series 1200 Computing Systems price guide**

- **Audience:** Sales and marketing personnel, users
- **Format:** 125 pages, black and white
- **P/N:** 5091-4368E
- **Description:** Contains pricing information on the new HP 9000 Corporate Business Server 890 and high-performance Model 887S and 897S business servers. It also reflects price decreases on Model 807S, 8378, 8478, 8578, 8678, 877S, and other 8X7S memory and SCSI disk drives.

## **Additions to HP FIRST**

HP FIRST can be accessed from any Group 3 touch-tone **fax** machine. Dial 208-344-4809, and you will be connected to a voice-operated menu that steps you through the literature selection process.

A special section has been added to HP FIRST. "HP sales/training tools for VABs" (index number 2295) lists HP sales and training tools that VABs (in the U.S. only) can order directly through an 800 telephone number. The section will be updated monthly.

The computer systems items listed here have been added to the HP FIRST system.

Title	Fax ID number
HP 3000 Corporate Business Systems CS 9901100, CS 992/200, CS 992/300, CS 992/400; technical data, 12 pages, P/N 5091-4060E	2106
HP 3000 Business Computer Systems photo card, 2 pages, P/N 5091-4097E	2107
HP 5000 Series Model F100, technical data, 4 pages, P/N 5091-4058E	2108
HP 9000 Corporate Business Server 890, price guide, 8 pages	2109
HP 9000 Corporate Business Server 890 Family, product brief, 6 pages, P/N 5091-3609E	2110
HP Apollo Series 400, Models 400s, 425s, and 433s workstations, 8 pages, P/N 5091-1600E	2252
HP ClearCase, product brief, 2 pages	2189
HP ClearCase, product brochure, 5 pages	2190
HP ClearCase, white paper, 8 pages	2191
HP GancePlus/UX software for HP 9000 systems, technical data, 6 pages, P/N 5091-2159E	2192
HP GancePlus Software for Sun SPARCstations, technical data	2193
HP EtherTwist Product Catalog (includes the following 20 listings), 36 pages, P/N 5091-3364E	1520
HP EtherTwist Product Introduction and Benefits, 2 pages	1521
HP EtherTwist Products Diagram, 2 pages	1522
HP EtherTwist IAN Adapters, 4 pages	1523
HP EtherTwist Transceivers, 2 pages	1524
HP EtherTwist Hubs, 8 pages (includes 1529-1532)	1525
HP EtherTwist Hub/8, 2 pages	1529
HP EtherTwist Hub Plus and Hub Plus/48, 2 pages	1530
HP ThinLAN Hub Plus, 2 pages	1531
HP Fiber-Optic Hub Plus, 2 pages	1532
HP EtherTwist Bridges, 6 pages (includes 1533-1535)	1526
HP 10:10 IAN Bridge MB, 2 pages	1533
HP 10:10 LAN Bridge LB, 2 pages	1534
HP Remote Bridge RB, 2 pages	1535
HP EtherTwist Routers, 4 pages (includes 1536-1537)	1527
HP Router ER, 2 pages	1536
HP Router TR, 2 pages	1537
HP OpenView Network Management, 6 pages (includes 1538-1540)	1528
HP OpenView Hub Manager/DOS, 2 pages	1538
HP OpenView Interconnect Manager/DOS, 2 pages	1539
HP OpenView Resource Manager/DOS, 2 pages	1540
HP-UX SNAplus Link for HP 9000 Series 700,800 computer systems, technical data, 4 pages	1425
HP-UX SNAplus 3270 for HP 9000 Series 300,400,700,800 computers, technical data, 4 pages	1426
HP-UX SNAplus API for HP 9000 Series 300,400,700,800 computers, 5 pages	1427
HP LAN Manager/X, 8 pages, P/N 5091-1303E	1120
NS/9000: Series 300/400, 700, 800/600, 5 pages P/N 5091-1303E	1121
ARCserve data sheet, specifications, 2 pages P/N 5091-1957	7585

## HP ALLBASE/4GL enhancements ship with MPE/iX 4.0

HP ALLBASE/4GL (developer and run-time versions, P/Ns 30601A and 30602A) is now available and shipping to users developing high-performance applications on MPE/iX 4.0 and UASWSQL.

HP ALLBASE/4GL peaked performance and outstanding price/performance helps users reduce applications backlog in MIS development team environments, improve programmer productivity, save money on hardware, and outperform competitors with faster applications at lower costs.

### Features and benefits

- *Expanded logic blocks* — The number of lines allowable in each HP ALLBASE/4GL logic block has expanded from 30 to 99, allowing more efficient development of functions and processes.
- *Improved tracing facility* — Developers can have more flexible, programmatic control over logic tracing.
- *Standard sorting capability* — HP ALLBASE/4GL has adopted the standard collating sequence used in HP MPE/iX and HP 3000 applications and tools written to this standard.
- *Customizable messaging* — Developers can specify programmatically the number of seconds HP ALLBASE/4GL waits after a message is displayed before a finished application continues.

## HP 3000 field upgrade changes

Effective July 1, price changes for the following HP 3000 field upgrades were made to bring them in line with system prices. Contact your HP representative for more information.

Product No.	Description
A1759B	From Series 917LX/927LX/937XL to Series 947LX
A1760A	From Series 937LX/947LX to Series 957LX
A1761A	From Series 937/937LX/947/947LX/957LX to Series 957
A1762A	From Series 947/947LX/957/957LX/967LX to Series 967
A1763A	From 947LX/957LX to Series 967LX
A1789A	From Series 917LX to Series 927LX
A1790A	From Series 937LX to Series 937
A1791A	From Series 917LX/927LX to Series 937LX
A1792B	From Series 927LX/937LX/947LX to Series 947
A2301A	From Series 957/957LX/967 to Series 977

### Series 955/960 upgrades

Also effective July 1, prices for the following board upgrades to the HP 3000 Series 955 and 960 systems were reduced by over 30% (U.S. list).

Product No.	Description
A1117A	From Series 950 to Series 955
A1132A	From Series 950 to Series 960
A1133A	From Series 955 to Series 960

also  
in this  
issue

Codex modems for HP computers

18

## Multisession support with TSM for HP 700/60 terminals

Using the HP 700/60 terminal with HP TerminalSession Manager (TSM) provides an extensive set of features for multiple-session support and general productivity enhancement. TSM is bundled with all HP 9000 Series 800 systems as part of HP-UX.

Multisession capability can be implemented in terminal hardware, in software running on the host, or as a combination. In the hardware-only approach, the terminal provides two ports that can be connected to the same or different host systems. The combined approach includes a host application that coordinates multiple sessions over a single hardware connection with some of the features implemented in the terminal. The software-only approach implements all multi-session features in the host application software.

### Features and benefits

TSM is a host-based application that allows users to manage up to 10 sessions through a single connection between an HP 700/60 terminal and an HP 9000 Series 800 system.

Using `rlogin` from one of the sessions, users can establish a session on a remote system. TSM can be `run` on the remote session, allowing up to 10 additional sessions on that system.

Though only one session can be viewed on the screen at a time, all can be updated concurrently by the system. TSM provides the capability to cut and paste text between or within sessions. Users can access TSM functions using pull-down menus or through a command language.

The HP 700/60 terminal provides Wyse 60 and VT320/220/100/52 compatibility modes. VT220/100/52

modes and Wyse 60 mode are supported by TSM using the VT220 and Wyse 60 configuration files, respectively.

The DEC VT420 and Wyse Wy 160 provide two-session support by providing two hardware ports. This approach requires two separate cables to the same or different hosts. The TSM approach provides up to 10 sessions over a single wire.

Feature	VT420	HP 700/60 with TSM	Wy 160
Implementation	hardware	software	hardware
Number of sessions	2	10/host	2
Configurable sessions	yes	no	yes
Maximum memory per session	3 pgs	3 pgs	3 pgs
Multiple hosts	yes	yes	yes
Maximum hosts	2	no limit	2
Single-cable	DEC only	with TSM	no
Dual cable	yes	no	yes
Copy/paste within session	yes	yes	no
Copy/paste between sessions	yes	yes	no
Maximum viewable sessions	2	1	1
Horizontal split screen	yes	no	no

## HP LaserRX/UX trial software

*For U.S. and Canada only*

Two HP LaserRX/UX software trial kits are available to qualified HP 9000 users at no charge. One kit contains trial versions of Analysis and Performance Collection software for HP 9000 Series 800 running HP-UX 8.0. A trial version of Performance Collection software for other systems and operating system releases is not available.

The other kit contains a trial version of Analysis Software only. Both kits contain sample log files and a case study to help users quickly learn and use HP LaserRX/UX.

The Analysis software trial version is functionally limited and can be used for up to 20 hours. It is available on either 5¼- or 3½-inch floppy disk media and requires a PC with Microsoft® Windows Version 3.0.

The Performance Collection software trial version has full functionality and will collect up to 60 days of performance data. It is available on either magnetic cartridge, or DDS tape.

### For more information

Users in the U.S. and Canada should call Software Technology Division at 800-237-3990.

Microsoft is a U.S. registered trademark of Microsoft Corporation.

## NLIO 7.0 product discontinuance

Native Language I/O (NLIO) 7.0 products for HP 9000 Series 300 and 800 systems will be removed from the August HP Price List. There are no direct replacements for the

products for HP-UX 7.0 environments. Users should update to HP-UX 8.0 or later and use the corresponding NLIO products or localized HP-UXs.

Product No.	Description	Corresponding product
92433A	Series 800 JPN simplex font 7.0	B2203A, JPN fonts
92550A	Series 800 S-CHN NLIO 7.0	B2214A, Series 800 S-CHN NLIO
92552A	Series 800 T-CHN NLIO 7.0	B2210A, Series 800 T-CHN NLIO
92553A	Series 800 T-CHN simplex font 7.0	B2211A, T-CHN fonts
92554A	Series 800 KOR simplex font 7.0	B2207A, KOR fonts
92555A	Series 800 KOR NLIO 7.0	B2206A, KOR NLIO
92556A	Series 800 JPN design font 7.0	B2203A, JPN fonts
92557A	Series 800 JPN NLIO 7.0	B2202A, JPN NLIO
98591A/L	Series 300 JPN simplex font 7.0	B2203A, JPN fonts
98851A/L	Series 300 S-CHN NLIO 7.0	B2390A, S-CHN HP-UX
98853A/L	Series 300 T-CHN NLIO 7.0	B2389A, T-CHN HP-UX
98854A/L	Series 300 T-CHN simplex font 7.0	B2211A, T-CHN fonts
98861A/L	Series 300 JPN NLIO 7.0	B2386A, JPN HP-UX
98864A/L	Series 300 JPN design font 7.0	B2203A, JPN fonts
98609A/L	Series 300 KOR NLIO 7.0	B2388A, KOR HP-UX
98610A/L	Series 300 KOR simplex font	B2207A, KOR fonts

**also  
in this  
issue**

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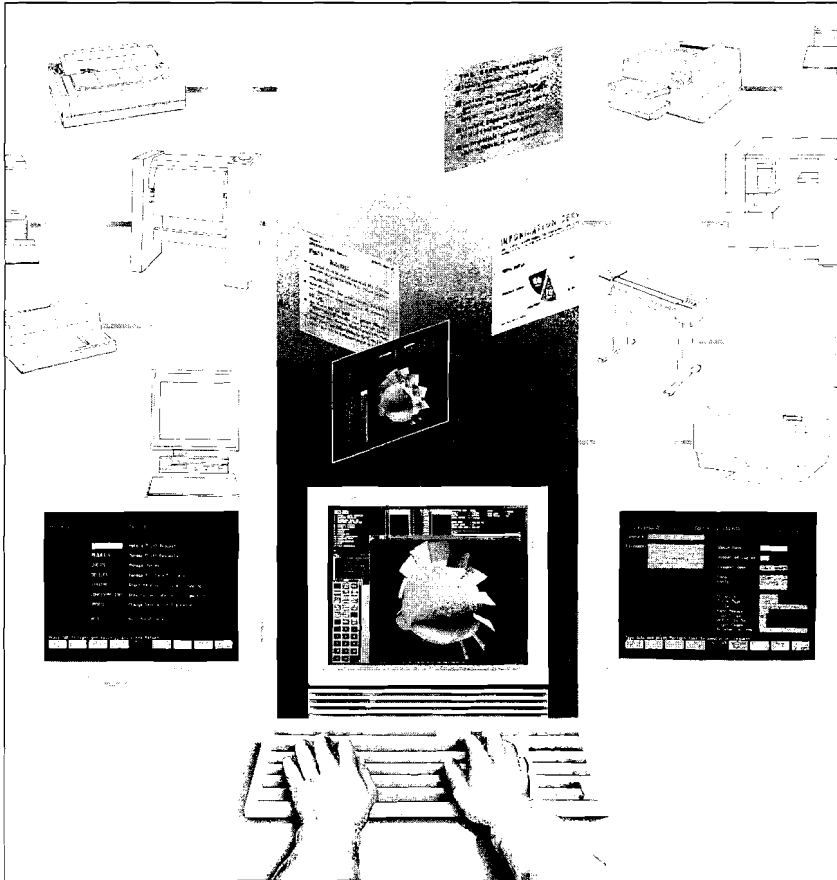
HP OmniBack client software for Sun Microsystems workstations

16

HP SoftBench Link/1000 Encap — on released

18

## HP OpenSpool — extending into multivendor environments



HP OpenSpool Version A.02.00 is an advanced print management solution for networked and stand-alone computing environments for HP 9000 Series 300/600/800 and HP Apollo 9000 Series 400/700 systems and Sun Microsystems SPARCstations (operating system 4.1.1).

### Benefits

With HP OpenSpool Version k02.00, users can transparently access printers and plotters across networks consisting of HP-UX workstations, HP multiuser systems, standalone HP-UX business servers, Sun SPARCstations, or homogeneous Sun environments.

The modular HP OpenSpool concept is currently the only client/server solution based upon the Palladium technology (Version 1), which has been selected by the Open Software Foundation for the distributed management environment.

### Configuration information

HP OpenSpool Version A.02.00 supports PC integration via LM/X and through NetWare/9000. Version A.02.00 **will** run in HP-UX 8.X and the next release, Sun/OS 4.1.1, or mixed environments. For HP-UX 7.X users, HP OpenSpool Version k01.02 will remain on the HP Price List until December 1, 1992.

## Ordering information

Product No.	Description
819008	HP OpenSpool license to use (LTU)
819038	HP OpenSpool software and documentation for HP 9000 Series 300/400
819078	HP OpenSpool software and documentation for HP Apollo 9000 Series 700
B1908B	HP OpenSpool software and documentation for HP 9000 Series 600/800
B1909B	HP OpenSpool software and documentation for Sun/OS

LTU, media, and manual options are available for these products. Evaluation copies will be offered at no cost until July 31. Site licenses and country licenses are also available.

## Recovery CD set shipped with Instant Ignition

*For Europe only*

Every HP Apollo 9000 Series 700 Instant Ignition shipped now includes a Recovery CD set. The recovery set includes HP-UX 8.07 **install** and core operating system compact discs, installation and configuration instructions, and a customer letter.

### Features and benefits

- *Recover crashed system* — Users can reinstall an Instant Ignition system if the disk loses data.
- *Recover lost files* — Should users accidentally remove HP-UX system software, the data can be quickly and easily restored from the CD-ROM.

*continued on next page*



- *Reconfigure the system* — Should users wish to reformat the disk (for example, to change the factory default configuration parameters), they can reinstall the HP-UX Instant Igrution system.
- *Reduced time to recover* — Users can read the recovery instructions supplied and recover the system immediately, without having an HP engineer visit.
- *Customer letter* — For users who may not have a CD-ROM drive to take advantage of the Recovery CD set, the letter explains ways to get a CD-ROM drive and points out features and benefits of CD-ROM technology.
- *Wide area networking performance* — Through its ability to transfer information over one or two ISDN B channels, the HP ISDN Link/Series 700 provides a total bandwidth of 64 or 128 Kb/s per communication.
- *Ongoing cost savings* — Configurable inactivity timers allow users to take full advantage of the public ISDN cost structure to reduce communication costs. Multiple sessions and transfers between two Series 700 workstations can be multiplexed over one or two 64 Kb/s B channels to keep communication costs lower.
- *Integrated TCP/IP router capabilities* — Through its optional router/gateway capability, a Series 700 workstation can act as a nondedicated TCP/IP ISDN router/gateway for all HP and non-HP computers or workstations attached to the same Ethernet LAN.
- *Full compatibility with HP ISDN product family* — The HP ISDN Link/Series 700 is fully interoperable with the HP ISDN Server (P/N J2101A) and the HP ISDN Link/MS-DOS (P/N J2102A).

## ISDN Link for HP Apollo 9000 Series 700 workstations

The HP ISDN Link/Series 700 (P/N J2104A) is an ISDN ISA/EISA basic rate interface (BRI) add-on card, with associated software, for HP Apollo 9000 Models 720, 730, and 750 workstations that enables TCP/IP data communication between distributed workstations over public ISDN networks.

### Features and benefits

- *Network transparency for any TCP/IP-based application* — Any application using the standard IP communication protocol will be able to transfer information over ISDN transparently and without any change for users.
- *Ease of use* — Transferring information over ISDN is comparable to transferring information over an Ethernet LAN for end users. ISDN call setup and call management functions are fully automated.

Because of the inherent communication cost structure of public ISDN services, HP ISDN Link/Series 700 users will pay for 64 Kb/s B channel for data communication at the same rate they could pay for a standard phone call. When compared with other wide area networking alternatives, the HP ISDN Link/Series 700 offers substantial cost savings in application environments involving file transfers between distributed sites and remote database access on an intermittent basis. It is an attractive price/performance alternative to expensive leased lines or slower and expensive X.25 public services in many of these environments.

### Target applications

For users who cannot afford the substantial fixed charges for leased lines or X.25 access, ISDN offers an equivalent or superior bandwidth at an affordable price. New applications can be extended over wide areas. Examples include:

- *Collaborative engineering* — ISDN, when used in conjunction with applications such as HP SharedX, provides the necessary wide area networking capabilities for real-time X-Window screen sharing. Typical uses of ISDN and HP SharedX include remote and real-time support, and interconnecting dispersed teams working on the same project.
- *Telecommuting/working at home* — In areas where ISDN is available to business and residential users, it is now possible to connect any employee's home workstation to remote sites with an ISDN BRI at speeds up to 128 Kb/s. An employee can work at home while accessing remote computing resources at a low cost.

### Country certification

The HP ISDN Link/Series 700 is targeted, at introduction time, to be certified in the countries where ISDN services are commercially available. ISDN certification is available for Japan, the U.K., and the U.S. (AT&T 5ESS). For France, Germany, and Belgium, extension of P/N J2100A certification is pending. Australia, Switzerland, the U.S. (NT), and Italy have certification in progress. Contact your HP representative for requests or up-to-date status.

*continued on next page*



## Ordering information

Product No.	Description
J2104A	HP ISDN Link/Series 700; includes ISA/EISA card, cable, and manual
Opt. AAH	Software on digital audiotape (DDS)
Opt. AAU	CD-ROM certificate
Opt. 099	Router/Gateway software; allows Series 700 to act as a TCP/IP router/gateway to ISDN for computers or workstations attached to the same Ethernet LAN

### Notes:

Only one HP ISDN Link/Series 700 is supported per workstation.

Model 720 needs to be ordered with the EISA extender option to host ISDN card.

Option 099 provides additional software on DDS tape and add-on CD-ROM certificate.

## HP 9000 Model 8XX workstations not supported by next HP-UX release

HP-UX 8.0 is the last release to support HP 9000 Models 825CH, 825SRX, 834CH, 834SRX, 834TurboSRX, 835CH, 835SRX, and 835TurboSRX workstations and Model 845 upgrades to those models. The next HP-UX release will *not* support the following workstations.

The last of these workstation products were removed from the March HP Price List.

Product No.	Description
A1005A	HP 9000 Model 825SRX
A1008A	HP 9000 Model 825CHX
A1056A	HP 9000 Model 834CH
A1089A	HP 9000 Model 834SRX
A1091A	HP 9000 Model 834TurboSRX
A1050A	HP 9000 Model 835CHX
A1045A	HP 9000 Model 835SRX
A1055A	HP 9000 Model 835TurboSRX
A1610A	HP 9000 Model 845 upgrade for Model 825
A1612A	HP 9000 Model 845 upgrade for Model 834/835

## RasterOps VideoLive Card on HP Price List

The VideoLive Card from RasterOps (P/N Z1100A) is a workstation card that displays live, full-motion video in photorealistic color and can digitize and capture current images to main memory.

It is ideal for HP Apollo 9000 Model 720, 730, and 750 users with applications such as broadcast, process and closed circuit monitoring, computer-based training, and electronic publishing.

The RasterOps VideoLive Card can be used alone or with other hardware and software to bring the potency of live video to workstations and provide a gateway to imaging capabilities. The card plugs into the EISA slot to display a live video window in crisp photo-realistic color. It requires HP-UX Version 8.07.

### Features and benefits

- N-motion, 24-bit, analog video/live video is displayed in a window.
- Maximum window size is 1/5 to 1/4 the size of the screen.
- Composite video, S-Video, or RGB cables will connect to the card.
- A variety of sources such as camcorders, VCRs, laser discs, RGB cameras, still video, and medical scanners can be used to enable the card to show video in a window.
- Multiple sources can be attached simultaneously, allowing switching between sources through software.
- The card supports NTSC, PAL, and SECAM input formats.
- The window is moveable and scalable downward to one pixel.
- The card can freeze a frame on demand or at a prespecified rate, about two to seven frames per

second (fps) depending on window size. Each frame can be saved to a TIFF file.

- The card can display grayscale video windows when used with black and white systems.
- Live video does not affect workstation or graphics performance.

## HP OmniBack client software for Sun Microsystems workstations

HP OmniBack client software for Sun Microsystems workstations is on the July HP Price List. With this product, the backup of Sun workstations running SunOS 4.1.1 over the network to either an HP-UX or Domain OmniBack server is possible. The HP OmniBack Sun disk agent provides the same functionality as the OmniBack HP-UX or Domain disk agent.

The licensing scheme for HP OmniBack for workstations was extended to cover the Sun platform. Each Sun workstation running HP OmniBack requires one HP OmniBack node license (P/N B1943A).

First shipments of HP OmniBack Sun client software are planned for late 1992.

Product No.	Description
<i>License</i>	
B1943A	Node license (workstation platform independent)
<i>Platform software (must specify media and language option)</i>	
B1948A	HP OmniBack for Sun workstations (client software)
Opt. ABA	U.S. English documentation
Opt. ABJ	Japanese documentation
Opt. AA0	1/4-inch cartridge tape (QIC 24)
Opt. AGZ	Evaluation copy

## HP 3-GB external drive repriced

Hewlett-Packard has lowered the price of the factory-integrated 1.3-GB drive option (Opt. AMG) and the user-installed option (Opt. A1989A) effective June 1, 1992.

The HP 1.3-GB is a 5/8-inch mechanism used on HP Apollo 9000 Model 750 by users who need larger storage capacities. The price of the 1.3-GB drive for Model 425S factory-installed option (P/N A2076A) has also been lowered by the same amount. The price of all the bundled configurations with 1.3-GB drives has not been changed.

Product No.	Description
A1989A	1.3-GB drive option for Model 750, user installed
Opt AMG	Factory installed
A2076A	1.3-GB drive for Model 425s

## Italian and Spanish localized products discontinuance

Effective September 1, Italian and Spanish localized versions of HP-UX 8.05 for HP 9000 Series 300 and HP Apollo 9000 Series 400 will be discontinued. Both products will be replaced by the English version. Shipments will end September 30. The products will have a five-year support life ending September 30, 1997.

Product No.	Description
B2393A	Italian HP-UX two-user Runtime
Opt AA0	HP-UX 8.0 on DAT
Opt AAU	HP-UX 8.0 on CD
Opt CHG	Language upgrade
B2394A	Spanish HP-UX two-user Runtime
Opt AA0	HP-UX 8.0 on DAT
Opt AAU	HP-UX 8.0 on CD
Opt CHG	Language upgrade

## Localization upgrades discontinuance

Effective September 1, localized versions of HP-UX 8.0 and HP-UX 8.05/8.07 for Japan, Germany, France, Korea, Taiwan, China, Italy, and Spain for HP 9000 Series 300 and HP Apollo 9000 Series 400 and 700 will no longer contain language upgrade Option CHG.

Option CHG provides a path for users who purchase English versions of HP-UX and want localized

portions (messages, HP VUE screens, and learning products) without having to rebuy the entire product. Only Option CHG is being discontinued; the product number with remaining options will remain on the HP Price List.

Shipments will end September 30. The products will have a five-year support life ending September 30, 1997.

Product No.	Description	Replacement options
Option CHG language upgrade for Series 700 products		
B2387A	Japanese HP-UX 2-user Runtime	Opt. AAU or AAH
B2395A	Korean HP-UX 2-user Runtime	Opt. AAU or AAH
B2396A	German HP-UX 2-user Runtime	Opt. AAU or AAH
B2397A	French 2-user Runtime	Opt. AAU or AAH
B2816A	Traditional Chinese 2-user Runtime	Opt. AAU or AAH
Option CHG language upgrade for Series 300/400 products		
B2386A	Japanese HP-UX 2-user Runtime	Opt. AAO or AAU
B2388A	Korean HP-UX 2-user Runtime	Opt. AAO or AAU
B2391A	German HP-UX 2-user Runtime	Opt. AAO or AAU
B2392A	French 2-user Runtime	Opt. AAO or AAU
B2389A	Traditional Chinese 2-user Runtime	Opt. AAO or AAU
B2390A	Simplified Chinese 2-user Runtime	Opt. AAO or AAU
B2393A	Italian HP-UX 2-user Runtime	Opt. AAO or AAU
B2394A	Spanish HP-UX 2-user Runtime	Opt. AAO or AAU

## HP PC-313CM controller price reduced

Effective July 1, the list price of the HP PC-313CM controller (P/N82333F) was reduced to reflect recent price reductions.

## HP Trackball obsolescence

Hewlett-Packard plans to make the HP Trackball (P/N M1309A) obsolete by December 31. The HP Trackball is easily attached to workstations with an HP-HIL interface. Contact your HP representative for more information.

also  
in this  
issue

Concurrent engineering workshops	5
HP SoftBench Link/1000 Encapsulation released	18
New HP 700/RX Model 19Ga 19-inch grayscale X station	19

HP 1000 Systems

## HP SoftBench Link/1000 Encapsulation released

HP SoftBench Link/1000 Encapsulation (P/Ns B2690A, B2691A, B2692A, B2693A) is a software package that enables HP 1000 software developers to take advantage of CASE tools in the HP 9000 SoftBench environment through LAN.

### Features and benefits

HP SoftBench Link/1000 Encapsulation runs on HP 9000 Series 3001800 and HP Apollo 9000 Series 4001700 HP-UX systems. It transparently integrates the HP1000 A-Series into the SoftBench environment for HP-UX.

HP SoftBench is an extensible software development environment featuring a tool integration platform that supports the integration of many tools into a common development environment. HP SoftBench Link/1000 Encapsulation, in conjunction with HP SoftBench, provides a core set of tools for RTE-A application creation, testing, and maintenance.

### Configuration information

HP SoftBench Link/1000 Encapsulation requires HP SoftBench A.02.01 and RTE 5.2 or later. It currently supports FORTRAN 77, HP C/1000, and Macro 1000.

Personal Computers

## Introducing Windows 3.1 pack for HP Vectra 386/25N PC

As of June 1, all HP Vectra 386/25N PCs with hard disks are being shipped with a no-cost Microsoft Windows 3.1 pack. The pack contains MSDOS 5.0, Windows 3.1, and an HP mouse. Packs are localized in the following languages in Europe: English, French, German, Italian, and Spanish. The bundling of the

Windows pack gives HP's fastest new network-ready PC a strong position in the Windows marketplace. The program will be extended to other HP Vectra network-ready PCs on a regional basis. Contact your HP representative for more information.

Networks

## Codex modems for HP computers

*For U.S. and Canada only*

The Codex 3500 and 3380 modems (PINs CODX-3350, CODX-3380A/B), which feature digital transmission in a compact package, are available

to HP users. The Codex 3500 transmits up to 56 Kb/s and the Codex 3380 transmits up to 19.6 Kb/s.

Contact your HP representative for more information.

### Features and benefits

	Codex 3500	Codex 3380
HP-supported hardware	HP 3000, 9000, 2335A mux, 28674A remote bridge, 2727X router, 45/75 X.25 data switches	HP 3000, 9000, 2335A mux, SNA modem link, BSC link, point-to-point modem link, X.25 link
Line requirements	Dataphone digital service DDS-1	3002 DI-conditioned lines
Size	6.6 x 2.3 x 9.6 inches	8.5 x 3 x 16 inches

**also  
in this  
issue**

**ISDN Link for  
HP Apollo 9000  
Series 700 workstations 15**

## Mass Storage

**HP 9122C/9153C disk drive discontinuance**

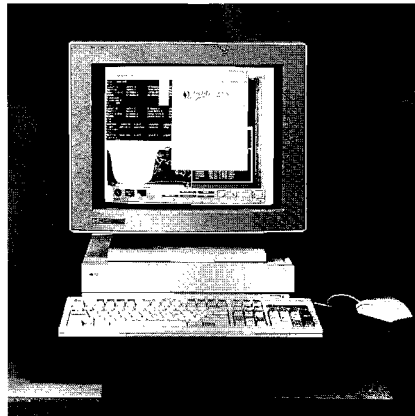
The HP 9122C and 9153C and all associated OEM versions of these small disk drives and their controllers (P/Ns 97501B, 97502B, 97515C, 97596K) have been discontinued and were removed from the July HP Price List. None of the products have direct replacements.

## Terminals

**HP 700/RX prices reduced**

HP RISC Xstations prices have been reduced by up to \$500 (U.S. list). With these reductions, HP reinforces its commitment to providing leading price/performance in the X-terminal marketplace. **All** other HP Xstation prices remain unchanged.

Product No.	Description
C2710A	HP 700/RX Model 16Ca, 16-inch color monitor, 1,024 x 768 resolution, 86K Xstones, 4 MB DRAM, 1 MB VRAM
C2706A	HP 700/RX Model 16Ci, 16-inch color monitor, 1,024 x 768 resolution, 52K Xstones, 4 MB DRAM, 1 MB VRAM
C2705A	HP 700/RX Model 14Ci, 14-inch color monitor, 1,024 x 768 resolution, 52K Xstones, 4 MB DRAM, 1 MB VRAM
C2702B	HP 700/RX Model 19Mi, 19-inch mono monitor, 1,280 x 1,024 resolution, 90K Xstones, 4 MB DRAM, .25 MB VRAM
C2704A	HP 700/RX Model Ci, high-resolution color X station base, 52K Xstones, 4 MB DRAM, 1 MB VRAM

**New HP 700/RX Model 19Ga 19-inch grayscale X station**

The HP 700/RX Model 19Ga (P/N C2749A) is a 19-inch grayscale addition to the HP 700/RX family of RISC X stations; low-cost companion for HP Apollo 9000 Series 700 workstations. The combined X station/workstation solution offers the industry's best grayscale workgroup price/performance.

The new HP 700/RX Model 19GA is ideal for HP Apollo 9000 Series 700 workstation users with applications such as electronic publishing, computer-aided software engineering, and document imaging, that require large, high-resolution displays with highly precise character and shading representations.

The HP 700/RX Model 19Ga has 4 MB of memory and a 19-inch high-resolution 1,280 x 1,024 grayscale monitor that displays 256 levels of gray.

For the color desktop market, HP has low-cost workgroup computing solutions that offer leading performance. With the introduction of the HP 700/RX Model 19Ga, users can have access to workgroup solutions at lower prices without compromising image quality or definition.

The HP 700/RX Model 19Ga is available with off-the-shelf delivery.

**Ordering information**

Product No.	Description
C2749A	HP 700/RX Model 19Ga; includes 19-inch grayscale display, 1,280 x 1,024 support, PA-RISC processor base unit, 2 MB VRAM, 4 MB DRAM, PS/2 keyboard, PS/2 3-button mouse
C2709A	HP 700/RX color grayscale X station base; includes PA-RISC processor base unit, 2 MB VRAM, 4 MB DRAM, PS/2 keyboard, PS/2 3-button mouse
Opt. 1A2	Delete keyboard
Opt. AN7	Delete 2 MB SIMM
Opt. W03	Convert 1-year return-to-HP warranty to 90-day onsite

Localization options must be ordered separately.

**also  
in this  
issue**

Multisession support with TSM for HP 700160 terminals	<b>12</b>
HP OmniBack client software for Sun Microsystems workstations	<b>16</b>
HP 3-GB external drive repriced	<b>17</b>

For more information about the products described in this issue, call your local HP representative.

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