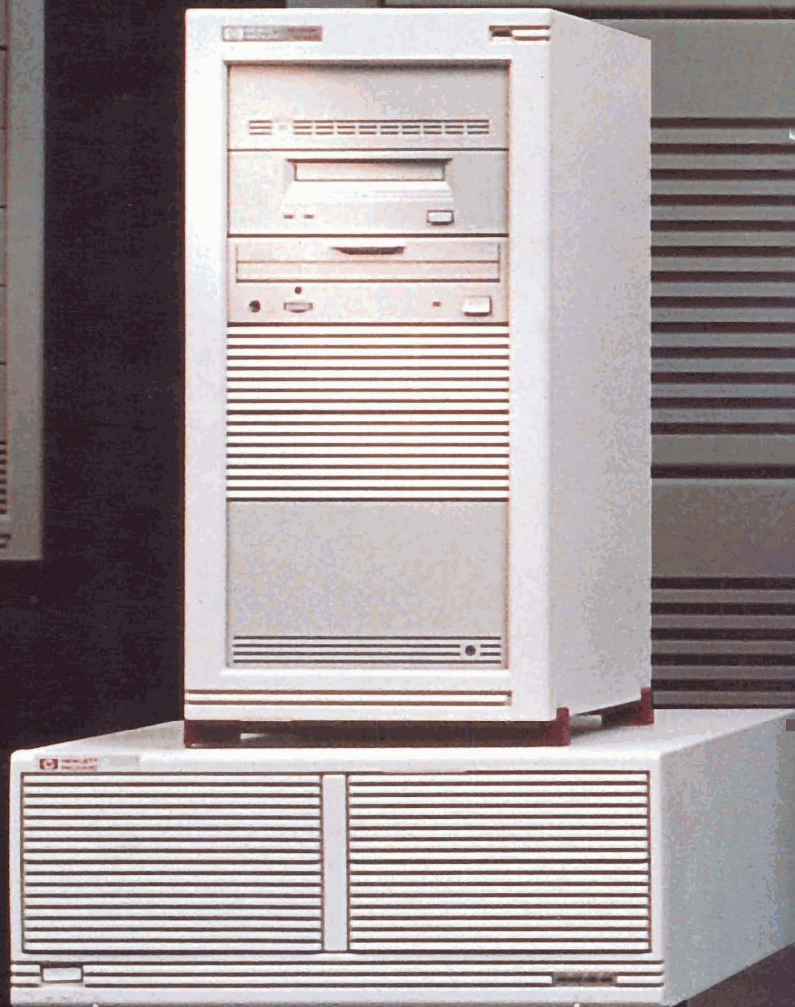


HP Computer Update

A Publication of Hewlett-Packard

February 1993

HP Series 6000 SCSI mass storage systems bring higher performance to HP workstations



HP realigns U.S. sales force to provide more personal service to users.

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HP Regional Users Group events calendar.

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New release of HP Transact — an exceptional programming language for HP MPE platforms.

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HP OpenSpool and SharedPrint/UX provide comprehensive printing solutions to HP users.

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HP Computer Update

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Managing Editor: Tracy Wester

Editor: Jackie Browning

Address editorial correspondence and address corrections to:

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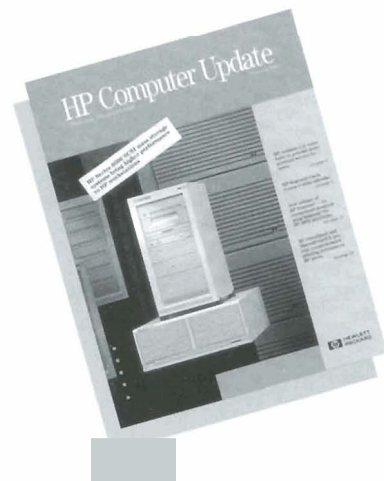
To order HP software or hardware products, call your HP representative. A telephone listing for sales offices in the U.S. and Canada appears on the back cover.

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

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HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

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Management Perspective



HP realigns the U.S. sales force to better serve customers

Hello, my name is Manuel Diaz and I am the general manager of HP's Computer Systems Sales and Marketing Organization in the Americas. I am writing to inform you of some recent changes in the U.S. sales force.

HP recently restructured its U.S. computer systems sales force to provide more personal and responsive service to users.

To best serve targeted industries such as telecommunications, discrete manufacturing, process manufacturing, financial services, among others, HP has established account focused sales teams that are organized by specific industry. These sales teams have knowledge of industry-specific business needs and can, therefore, provide solutions that are tuned to the needs of customers in those industries.

To improve our geographically based customer sales support, we have teamed up our direct territory sales reps with our telesales reps. These new integrated sales teams were developed in response to user needs and will provide better service to small and midsized companies. By combining the telesales and territory sales organizations under one roof, these sales teams can match HP's sales resources with different types of users and give each the kind of service and communications that best meet their needs.

Telesales reps are just a phone call away and provide the benefit of rapid response to user needs. Regionally based territory sales reps, familiar with the day-to-day challenges of users, are available for on-site visits as needed.

In addition, HP Direct, HP's computer catalog and direct ordering number (1-800-637-7740), gives users quick access to literature, answers to technical questions, and easy ordering for add-on products, upgrades, peripherals, and supplies.

To complement both the integrated sales teams and the account sales teams, the HP Professional Services Organization has also been restructured into industry and technology consulting practices to deliver sales support, consulting, education, and integration services.

Finally, HP Channel Partners such as independent software vendors, system integrators, and VARs offer application-specific solutions, system integration, and consulting.

I believe that under this new organization structure, our users **will** get better and faster service. All of the resources listed here can operate independently and can also leverage off each other's efforts to offer help where users need it most. HP is committed to listening to the concerns of users, communicating our plans, and taking whatever action is necessary to ensure customer satisfaction.

Since our goal is to delight our customers, we look forward to your feedback on how we are doing and how we can make further improvements.

Thank you for trusting your business needs to the Hewlett-Packard team.

Manuel Diaz
General Manager
Computer Systems Organization/Americas

Events

HP Regional Users Group events calendar

The following is a listing of upcoming HP Regional Users Group (RUG) events and respective contacts. Some of the events may involve costs. Call the contact for complete details.

- **March 10–13: IPROF SIG** — Interex Programmers Forum SIG meetings at the HP Cupertino site. Twelve SIGs are scheduled to meet. Full registration is \$145 for INTEREX members; \$55/daily. Call Terry Floyd, 512-345-3963, for more information.
- **March 11: LMRUG - Lake Michigan** — Dinner and business meeting at the Grand Rapids Hilton Hotel. HP roundtable panel to discuss attendees' issues. Cost is \$20 per person, which includes dinner. For information, call Joe Campbell, 6167866016.
- **March 18–19: SERUG - Southeastern** — Spring conference for HP MPE and UNIX® systems. The topic is Open Systems, and the theme is Take the Blarney Out of Computing. There will be 20 vendors and 60 attendees. For information, call Gail Engelhard, 404-973-1481, or Davie Rice, 404-448-3900.
- **March 23: ORERUG - Oregon** — One-day seminar at Portland Community College. The theme is Education and the Computing Environment. The two new HP UNIX Corporate Business Systems will be featured. To register, call Jerry Coughran, 503-246-5700.
- **March 25–26: BWRUG - Baltimore-Washington** — Seventh Atlantic conference and vendor show. The theme is Interoperability and there will be 90 attendees and 35 vendors. The conference will be at the Rosslyn Westpark Hotel in Arlington, Virginia. Booth space is \$400 per 8 x 10 booth. Call Phyllis Testerman for speakers and more information, 410-242-6777.
- **April 4–7: ICMS - Interex Computing Management Symposium** — This symposium is at the Washington State Convention and Trade Center in Seattle. There will be 500 attendees and 60 vendors. Keynotes will be by Rich Sevcik, HP; Ben Cosgrove, Boeing; Gary Heil, quality consultant; Marybeth Fidler, Tecker Consultants; and Peter Johnson, Johnson International. For registration and information, call 800-INTEREX (800-468-3739) or 4087362156.
- **April 13: SACRUG - Sacramento** — Quarterly meeting.
- **April 19–20: ALL TEXAS** — The fourth annual All-Texas RUG conference and vendor show on Galveston Island. The theme is Standard or Proprietary Systems: Choosing the Right Solution for You. Rich Sevcik will be the HP keynote speaker. Call Elizabeth Stanley at 713-621-2808 for more information.
- **April 29–30: MARUG - Mid-Atlantic** — Quarterly meeting and vendor show in Charlotte, North Carolina. The theme is Systems Design. For more information, call David Sugg at 704-529-8034.
- **May 4–6: SCRUG - Southern California** — Annual conference and vendor show at the Burbank Hilton Hotel. The theme is Soaring Ahead, and 500 attendees and 40 vendors are expected. Call 310-989-0626 for more information.

continued on next page

- *May 13: BARUG - Bay Area* — Annual conference and vendor show in Santa Cruz, California. The theme is HP Open Systems and Client Server. Rich Sevcik of HP will be the HP keynote speaker. Call Chuck Reinke, 510-734-9700, for more information.
- *May 17-18: RMRUG - Rocky Mountain* — Annual conference and vendor show at the Sheraton Denver West Conference Center in Lakewood, Colorado. For more information, call Lee Ann Pace, 303-977-6330.
- *May 18: MTLRUG - Montreal* — Quarterly meeting in Quebec, Montreal, from 8:30 am-5:00 pm. Call Mich Kabay, 514-931-6187, for more information.
- *May 20: FLORUG - Florida* — Quarterly meeting at the HP Ft. Lauderdale sales office, 7:00-10:00 pm. For more information, call Walter Hancock, 305-974-6300.
- *May 21: WRUG - Wisconsin* — Spring conference and vendor show; 90 attendees and 12 vendors are expected. Call Judy Gifford at 414-2483625 for more information.

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INTEREX Computing Management Symposium

The 1993 Interex Computing Management Symposium (ICMS), the only symposium for managers in HP computing environments, **will** meet April 4-7 at the Washington State Convention and Trade Center in Seattle. The ICMS brings MIS managers real-world solutions from manager-to-manager contacts, a comprehensive vendor exhibit, immediate response from senior HP management, and late-breaking product and strategy news directly from HP.

The symposium will include sessions, panels, and tutorials on management skills, client/server computing, open systems, application design strategies, and performance and capacity management/planning geared for MIS and corporate management perspectives. The MIS management perspective will provide specific management how-to skills for managing MIS departments. The corporate management perspective **will** address how the topic can affect organizations and deliver strategies for strengthening competitiveness.

The HP keynote address **will** be given by Rich Sevcik, general manager, Systems and Servers Group. Rich has international responsibility for HP commercial multiuser systems, which include Commercial Systems Division (HP MPE/iX-based HP 3000), General Systems Division (UNIX-based HP 9000 Series 800), and Cooperative Computer Systems Division. Rich **will** speak on Monday, April 5, at the opening session.

Ben Cosgrove, senior vice president, Boeing Commercial Airplane Group, **will** also speak at the Monday opening session on "What Upper Management Needs From MIS." Other keynote speakers include Gary Heil, quality consultant and member of the Board of Examiners; Malcolm Baldrige National Quality Award, who **will** speak on "Total Quality Management: From Rhetoric to Reality"; Marybeth Fidler, senior partner, Tecker Consultants, who **will** speak on "Building Consensus in the '90s and Beyond"; and Peter Johnson, president, Johnson International, who will discuss "Total Quality — Management's Impact on MIS Performance."

continued on next page

HP will offer a preconference, all-day seminar on Sunday, April 4, on "Client/Server Concepts and Capabilities." The seminar will be presented by Drew Brylowe, Open Systems specialist and technical consultant in HP's San Francisco Education Center. Key seminar topics include:

- The evolution of client/server computing
- Client/server components
- Justifying client/server computing
- Migration steps
- Client/server computing trends

HP will have several strategy sessions giving up-to-date information on HP's strategic directions. On Wednesday, April 7, key HP managers will be available to answer questions about HP's computer products, support, and services at the HP Open Forum.

The "HP is Listening" booth will be located in the HP booth on the exhibit floor. This booth gives attendees an informal setting to stop by and express opinions to HP management on how HP is doing. HP will also cosponsor a welcome reception Sunday evening, April 4.

Registration information

Interex members and non-members should call 800-468-3739 (800-INTEREX) or 408-7362156 to register.



HP Information Access enhancements

Included in the next release of HP Cooperative Computing Solution from HP's Cooperative Computing Systems Division (CCSY) is the enhanced version of HP Information Access.

HP Information Access is a business intelligence tool that provides business and systems professionals with a simplified process for incorporating database information into decision support applications, documents, and communications, without requiring knowledge of programming, networking, or database syntax. Using a graphical drag-and-drop interface, nontechnical users can easily access information from a range of external data sources residing on mainframes, midrange servers, or desktop systems into formatted desktop reports and other applications.

Data sources include DB2, IMS, VSAM, INFORMIX, INGRES, ORACLE, PROGRESS, SYBASE, and Red Brick Warehouse. Desktop applications include Lotus* 1-2-3®, Microsoft® Excel, and most word processors.

Available with CCSY's Release 1.1 will be the integration of HP Information Access with EDA/SQL from Information Builder for access to nonrelational data on IBM mainframes and other platforms. The product supports a competitively broad range of databases — more than 50 databases and file structures on 35 platforms.

In conjunction with Red Brick Warehouse, the latest release of HP Information Access provides the foundation for high-performance data warehouse capabilities. Red Brick Warehouse is a high-performance, query-only database management system that decreases database administration costs while increasing up to 10 times the performance of database creation, loads, and queries.

Another enhancement to HP Information Access is a comprehensive report writer — Crystal Reports from Crystal Services. Crystal Reports consists of an interactive report designer that permits end users to produce reports easily. Reports can be created that include simple columnar lists, extensive calculations, text merged with data, and highlighted key attributes. Comparisons of data fields or calculated values can be performed and reports generated based upon logical tests of a group of conditions.

For experienced users, the new version of HP Information Access also provides the full power of the formulas capability of SQL DBMS, allowing users to incorporate advanced data manipulation techniques.

These new capabilities are only available in the CCSY product version, which has been localized for French and German. Refer to CCSY single-user license (P/N B3115A) and media/manuals (P/Ns B3116A, B3116AD, B3116AF; B3160A, B3160AD, B3160AF; B3161A, B3161AD, B3161AF; B3162A, B3162AD, and B3162AF). The existing HP NewWave Access product (P/Ns D2500B/D2501B) will not be updated to include these new features and will be obsoleted by March 1993.

For more information on product structure, pricing, and ordering, contact your HP representative.

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

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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

HP Transact V to iX

If you upgrade from HP Transact V to iX, you **will** receive a 25% discount on the net price of the upgrade.

- **Scope:** North America
- **Eligible products:** P/N 30138A, Opts. 310,315,320,330,335,340, 350
- **Start date:** December 1, 1992
- **End date:** May 31, 1993
- **Promotion number:** 2.699

1993 HP 3000 HP Channel Partners Installed Base Upgrade

To encourage HP Channel Partners and systems integrators to upgrade their installed base to MPE/iX, HP **will** be offering qualified HP Channel Partners and systems integrators an incremental 15% discount on Series 927LX-937SC systems, 5% on Series 947LX and above NOVA systems, and 10% on Corporate Business Systems. To qualify for this promotion, HP Channel Partners and systems integrators must submit to HP a forecast with a minimal intent of upgrading 15% of their installed base, a communication plan, and an attractive offer on their software. Contact your HP representative for more information.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative for P/Ns.
- **Start date:** December 1, 1992
- **End date:** October 31, 1993
- **Promotion number:** 2.703



Series 9X7 Reseller Incentives

All resellers (HP Channel Partners, OEMs, and systems integrators) who have an active purchase agreement with HP **will** receive five percentage points of incremental discount over the normal purchase agreement discount on purchases of HP 3000 Series 947/57/67/87 systems.

All authorized distributors who have an active purchase agreement discount with HP **will** receive three percentage points of incremental discount over the normal purchase agreement discount on purchases of Series 947/57/67/87 systems.

- **Scope:** North America
- **Eligible products:** Check with your HP representative for P/Ns.
- **Start date:** December 1, 1992
- **End date:** May 31, 1993
- **Promotion number:** 2.704

User-Based Pricing Software

new

HP 3000 users at certain MPE-user license levels are eligible for a discount to match the price set prior to a recent price restructuring. There are no maximum quantities on eligible products.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns 30207A/91A/92A/93A/94A/95A, 30319A/49A, 36375A/78A/87A/88A/97A/98A, 36920A/23A/39A/57A, J2167A
- **Start date:** February 1, 1993
- **End date:** July 31, 1993
- **Promotion number:** 2.717

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HP 9000

System Support Software Assistance Discount *end*

If you purchase eligible Series 800 Business Systems Servers, you can receive a 35% promotional discount on HP System Support Software Assistance.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible Products:** PINs A1703A/04B/06A/51B/65A/66A/68A/69A, A2306A/07A
- **Start Date:** September 1, 1992
- **End Date:** February 28, 1993
- **Promotion number:** 2.673

HP Multi-Seat II (formerly HP PowerPack) *change*

If you purchase a Multi-Seat II SSP bundle, you **will** receive the following discount: end users, 34%; VARs/OEMs/systems integrators, 39%; and two-tier distributors, 44%.

- **Scope:** United States, Canada, and Latin America
- **Eligible Products:** PINs A2870A/71A/72A/73A
- **Start Date:** January 1, 1993
- **End Date:** June 30, 1993
- **Promotion number:** 2.706

Workstations *JJ*

Software transfer program

This program allows you to transfer from one HP workstation platform to one of three other strategic workstation platforms, and to transfer your software licenses to the new platform as well.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible Products:** Check with your HP representative for PINs.
- **Start Date:** June 1, 1992
- **End Date:** December 31, 1993
- **Promotion number:** 2.648

Domain "Welcome Back to Support" *end*

If you are currently unsupported and sign up for a minimum of one year of ApolloLine Support or one year of Domain/OS Software Only Support, you can receive a 50% promotional discount on any Basic Software Update required to bring your system up to date.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative for PINs.
- **Start date:** September 1, 1992
- **End date:** February 28, 1993
- **Promotion number:** 2.672

HP-UX CD-ROM Drive Offer *JJ*

If you purchase a CD-ROM starter kit (PIN B2950A) and HP-UX CD-ROM material update service (P/N H2069A or H2077A+S00 or comprehensive maintenance), you can receive a SCSI CD-ROM drive at no additional charge.

- **Scope:** Worldwide (except Europe) (*check with your HP representative for local availability*)
- **Eligible products:** P/N B2950A and HP-UX CD-ROM material update service (either P/N H2069A+S00 or H2077A+S00 or comprehensive maintenance) and PIN A1999A
- **Start date:** October 1, 1992
- **End date:** March 31, 1993 *
- **Promotion number:** 2.686

Power to Empower Coupon

You **will** receive an after-sale coupon that may be redeemed for credit toward the purchase of HP Channel Partner/ISV software licenses or add-on PL5X products sold through HP's Direct Marketing Organization.

- **Scope:** North America
- **Eligible products:** HP Apollo 9000 Series 700 workstation systems, Models 715/33, 715150, 725150, 735 and 755; check with your HP representative for PINs.
- **Start date:** November 1, 1992
- **End date:** April 30, 1993
- **Promotion number:** 2.696

Networks

National User Group Discount Coupon

Each person attending the National User Group Meeting will receive a \$500 promotional discount coupon that can be used against the purchase of PL 1L products (excluding consulting and all training classes less than \$2,000). More than one coupon can be used on any single order as long as the total discount percentage does not exceed 49%.

- **Scope:** North America
- **Eligible products:** PL 1L products excluding consulting and all training classes less than \$2,000. Check with your HP representative for P/Ns.
- **Start date:** October 1, 1992
- **End date:** March 31, 1993
- **Promotion number:** 2.685

JJ

DTC 16 and DTC 48

If you purchase an HP 3000 9X7 system at the regular price, you are eligible to purchase up to two DTCs at a 32.5% discount. The M05 discount is placed against the base product and appropriate options. All additional DTCs and asynchronous cards ordered above the maximum quantity are not eligible for a discount.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative for P/Ns.
- **Start date:** December 1, 1992
- **End date:** May 31, 1993
- **Promotion number:** 2.698

Peripherals

Optical Library Trade-in

If you are a current Optical Library user, you can trade in your used unit and purchase a new high-performance drive library (Models 20C, 60C, or 100C), of equivalent or greater capacity, and receive trade-in credit. Exception: Model 10 can only be traded in for a Model 20C or higher.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns C1700C/04C/10C/14C/15C
- **Start date:** September 1, 1992
- **End date:** June 30, 1993
- **Promotion number:** 2.671



New HP Transact release

HP Transact/iX Version A.04.02 and HP Transact/V Version A.09.02 (P/Ns 30138A and 32247A) are the new versions for HP MPE/iX 4.7 and MPE V Release 31.

HP is continually enhancing HP Transact to meet growing needs. This release and succeeding releases will contain key enhancements and defect fixes. The features and fixes are part of the plan to make HP Transact an exceptional programming language for HP MPE platforms.

Features and benefits

This release focuses on defect fixes that were committed to at the RAPID Special Interest Group (SIGRAPID) meeting, August 1991 INTEREX. Two high-priority enhancements are included in this release.

- *DATE/C option to the LIST verb* — allows HP Transact programmers to initialize item to YYYYMMDD.
- *Label breakpoint set and label jump* — two HP Transact/iX Symbolic Debugger (TRANDEBUG) enhancements that allow users to debug Transact/iX programs without current programs listings

The release also includes 28 defect fixes.

HP has worked closely with the HP TurboIMAGE Channel Partner indexing (TPI) vendors to improve TPI access from HP Transact. With HP Transact, programmers can access the key functionality offered by the TPI products that use current HP Transact I/O verbs. The fully integrated HP TurboIMAGE and TPI packages are available on HP MPE/iX Release 4.0. Less integrated TPI packages are available for other HP MPE/iX and MPE V operating systems. Contact the Channel Partner indexing vendors for software that is compatible with your HP MPE/iX or MPE V version.

Ordering information

Users with current support contracts will receive this release. The release is also available through the field via general release patches for users who need the enhancements faster. For users in the U.S. and Canada who are migrating from HP Transact V to iX, HP offers a 25% promotional discount off U.S. local currency price. Contact your HP representative for more information.

HP MPE/iX system requirements for HP Transact development

Some users migrating from HP Transact/V to native mode Transact/iX may experience longer compile times for large HP Transact applications. There are three possible reasons for the reduced performance:

- *The differences between the HP Transact/V interpreter and the Transact/iX compiler* — The HP Transact/V compiler generates intermediate code that is then interpreted at run time. This results in faster compile time but slower run time. The HP Transact/iX compiler generates an object module that is executed at run time. The HP Transact/iX compiler may take longer, the benefit is the increased run-time speed, which is important because when the development is complete, run-time users realize the increased performance.
- *Parameters in PROC calls are checked in HP Transact/iX* — HP Transact/iX does additional parameter checking that is not performed in Transact/V. The parameters passed in PROC calls in HP Transact/iX are compared with the definitions in the SYSINTR file. If the parameter types do not match or the number of parameters passed is incorrect, the developer is warned. This is an added feature in HP Transact/iX that increases compile time.

continued on next page

Additions to HP FIRST

For U.S. only

You can receive copies of Hewlett-Packard sales literature via your fax machine. HP FIRST (Facsimile Information Retrieval System Technology) includes literature such as product briefs, data sheets, price guides, and so forth.

HP FIRST can be accessed from any Group 3 touch-tone fax machine. Dial 208344-4809, and you will be connected to a voice-operated menu that walks you through the literature selection process.

A special section has been added to HP FIRST. "HP sales/training tools for Channel Partners" (index number 2295) lists HP sales and training tools that HP Channel Partners (in the United States 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/Description	Fax ID number
HP OS1 Transport Services/9000, technical data sheet, 5 pages	1596
NetWare for the HP 9000 Series 800, technical data sheet, 4 pages	1599
HP-UX B-Level Security Operating System, technical data, 2 pages	32194
HP 9000 Series 800 Business Sewers and Series 1200 systems, New System Support Options Program, price guide, 8 pages	32300
HP 9000 Series 800 Business Sewers, price guide, 9 pages	32301
HP 9000 Series 800 Business Sewers, Upgrades, price guide, 16 pages	32302

HP 9000 Series 800 Business Sewers, I/O Interfaces and Accessories, price guide, 9 pages	32303
HP 9000 Series 800 Business Sewers, Storage System, price guide, 7 pages	32304
HP 9000 Series 800 Business Servers, Disk Cabinet, price guide, 7 pages	32305
HP 9000 Series 800 Business Sewers, Optical Storage, price guide, 5 pages	32306
HP 9000 Series 800 Business Servers, Backup Tape Drive, price guide, 5 pages	32307
HP 9000 Series 800 Business Sewers, Printers, price guide, 5 pages	32308
HP 9000 Series 800 Business Sewers, Plotters, price guide, 5 pages	32309
HP 9000 Series 800 Business Servers, Terminals, price guide, 5 pages	32310
HP 9000 Series 800 Business Servers, X-Terminals, price guide, 8 pages	32311
HP 9000 Series 800 Business Sewers, Cables, price guide, 5 pages	32312
HP 9000 Series 800 Business Sewers, Accessories, price guide, 5 pages	32313
HP 9000 Series 800 Business Sewers, Media, price guide, 10 pages	32314
HP 9000 Series 800 Business Servers, Networking Products, price guide, 13 pages	32315
HP 9000 Series 800 Business Sewers, HP-UX 9.0 Operating System and Documentation, price guide, 13 pages	32316
HP 9000 Series 800 Business Sewers, HP-UX 8.0/8.0X Operating System and Documentation, price guide, 12 pages	32317
HP 9000 Series 800 Business Sewers, Programming Language, price guide, 12 pages	32318
HP 9000 Series 800 Business Sewers, HP Cooperative Computing Solutions, price guide, 9 pages	32319
HP 9000 Series 800 Business Servers, Productivity Tools and Information, price guide, 18 pages	32320
HP 9000 Series 800 Business Sewers, Systems Management Products, price guide, 15 pages	32321



HP 9000 Series 800 Business Sewers, Customer Services, price guide, 9 pages	32322
HP 9000 Series 1200 Systems, price guide, 20 pages	32323
HP 9000 Series 800 Business Sewers and Series 1200 Systems, Index: Listing by Product Number, price guide, 12 pages	32324
HP 9000 Series 800 Business Servers and Series 1200 Systems, Index: Listing by Product Number, price guide, 13 pages	32325
Token Ring 3000/iX for Series 900 Computers, technical data, 5 pages	33615
HP PC ARPA and ARPA Services for MS-DOS® Microsoft LAN Manager and NetWare, technical data, 5 pages	33670
Multimedia Channel Partners, technical data, 3 pages	34185
Shared Print/UX Printing Software for the HP Apollo Series 700 Workstations, technical data, 1 page	34186
HP SharedX, technical data, 2 pages	34187
HP 9000 Series 700 Fax, technical data, 2 pages	34188
HP ScanJet IIc Scanner for HP Apollo Series 700 Workstations, technical data, 2 pages	34265
HP Introduces Co-op for Mid-Range Systems, 2 pages	34290

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



Lowest price for 40-MB Winchester disk drives

HP's Finance and Remarketing Division (FRD) is offering new 40-MB Winchester disk drives (P/N 9153C) at a new low price. The HP 9153C is a 40-MB Winchester disk drive with an integrated 2-MB, 3 $\frac{1}{2}$ -inch microfloppy drive. This HP-IB external data storage product is available only with Option 040. Supply of these HP-IB external data storage products is limited.

The reduced price does not allow for other discounts or promotional terms. Product can ship within two weeks of order receipt. Contact your HP representative for more information.

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

Government Moving to Open Systems Computing reprint

- **Audience:** Government officials, department heads, and MIS directors
- **Format:** 2 pages, 8 $\frac{1}{2}$ x 11, four color
- **P/N:** 5091-5770E
- **Description:** *GOVERNMENT TECHNOLOGY* magazine reprint by HP's Lynn Gardner overviews the direction of government computing environments for the 1990s and the significant role of open systems.

HP 3000 Systems

Wim Roelandts' Letter to the Editor reprint

- **Audience:** current/potential HP 3000 users
- **Format:** one page
- **P/N:** 5091-6666E
- **Description:** HP Vice President Wim Roelandts was misquoted in "HP's MPE still a contender" on page 67 of the November 2, 1992, issue of *ComputerWorld*. The reprint is Wim's letter to the editor in response to the errors. While the article correctly stated that HP's objective is to keep HP 3000 customers satisfied, it failed to note HP's plans for winning new HP 3000 business in areas where the IBM AS/400 is currently winning, particularly in the mainframe alternative area.

A reprint of an article Wim authored on this subject in mid-1992: "MPE is Alive and Well," P/N 5091-5632E, is available. If you have customers who require a personal indication of Wim's commitment to the HP 3000, contact your HP representative for a copy of the reprint or arrange for a letter from Wim to be sent directly to the customer.

HP 9000 Systems***The HP 9000 Series 800 Proves Its Mainframe Class Batch Performance*** brief

- **Audience:** HP 9000 Series 800 users
- **Format:** 2 pages, black and white
- **P/N:** 5091-6419E
- **Description:** Piece describes a recent Oracle batch benchmark done by a large telecommunications company. The benchmark was run on an IBM 3090-600 and a high-end HP 9000 Series 800. The results proved Series 800 mainframe class performance.

HP 9000 Series 800 Buyer's Guide to Success

- **Audience:** Technical evaluators and decision makers
- **Format:** 48 pages, three color, multicolor cover
- **P/N:** 5091-5745E
- **Description:** Fifth edition is for a specific audience and should be used for reinforcing HP 9000 Series 800 open system leadership. Changes include an Executive Overview section to describe how users can benefit by addressing business challenges with the HP 9000 open system. The remainder of the document is targeted for DP/MIS managers with a high-level, technical overview of HP 9000 solutions; color for easier readability and emphasis of key areas; and HP 9000 story additions on empowering organizations with client/server computing, leading distributed computing solutions, and tailored professional services.

Workstations***Series 400 to Series 700 Workstation Upgrades*** data sheet

- **Audience:** HP Apollo 9000 Series 400 workstation users
- **Format:** 2 pages, 8½ x 11, two color
- **P/N:** 5091-6141E
- **Description:** Data sheet highlights the workstation upgrade program for moving to the new PA-7100-based Model 715. It explains that the program is part of HP's Open Migration Program, a suite of tools, products, and services to help workstation users move to Series 700 systems through trade-ins, upgrades, and discounts.

Support***The Open Systems Road Map*** primer

- **Audience:** Users of open systems
- **Format:** 28 pages plus cover, 7 x 9, full color
- **P/N:** 5091-47563
- **Description:** Primer illustrates HP's road map approach and outlines major decision points to consider as users migrate to open systems environments. The text has suggestions for how HP can help users achieve open systems goals. Case reviews and examples of HP services and capabilities are highlighted in each section.

HP 3000 900 Series Business Systems and Servers Price Guide Addendum*For the U.S. only*

- **Audience:** Channel Partners
- **Format:** 52 pages, 8% x 11
- **P/N:** 5091-6273EUS
- **Description:** Addendum contains product structure and pricing information for HP 3000 Series 9X7 PLUS systems, Series 9X7 field upgrades, associated support options, and assorted HP 3000-related products.

Series 400 U.S. Price and Configuration Guide*For the U.S. only*

- **Audience:** Primarily HP Channel Partners who sell HP Apollo 9000 Series 400 workstations; may also be given to customers
- **Format:** 160-page bound book, 8% x 11, two color
- **P/N:** 5091-5735EUS
- **Description:** Guide contains ordering, pricing, and configuration details for HP Apollo 9000 Series 400 systems. It includes information on workstations and servers, integrated options, customer-installable options, upgrades, hardcopy and other I/O peripherals, cables, software, and support.



HP internal sales and training tools for HP Channel Partners

For U.S. only

The following sales tools are for HP internal use only but are available to HP Channel Partners. Contact your HP representative to receive copies of this literature.

Remanufactured Computer Systems and Workstations price guide

- **Audience:** HP Channel Partners
- **Format:** single sheet, 8½ x 11, black and white
- **P/N:** 5091-6126EUS
- **Description:** December 1992 edition describes remanufactured computer system and workstation products.

HP 700/RX Station Software Video

- **Audience:** HP Channel Partners
- **Format:** 22-minute VHS videotape
- **P/N:** 5091-5947E
- **Description:** Videotape introduces HP 700/RX server software Revision B.04. The two-part video has a short, high-level introduction, followed by a more detailed discussion of the content. It describes how the new software supports a broad range of local clients and provides industry-leading ease of use and flexibility. The local clients include HP Visual User Environment/RX (HP VUE/RX), currently the X terminal industry's only local user environment. Other topics are HP SharedX and new Flash ROM servers.



• *Insufficient system memory* — The first two causes of increased compile time are functions of the HP Transact/iX compiler and users cannot change the result. Memory is something users can control and should be considered at the time of system installation. The standard memory configuration for high-end systems is sufficient for most applications. Low-end systems with 16-48 MB of standard memory are too small for development of large applications.

Compile time is significantly increased when a system has 48 MB of memory or less. When memory is increased to 56 MB, a significant performance improvement is realized. Another smaller improvement is realized when memory is increased to 64 MB. These memory constraints are most noticeable with very large applications — applications that include many variables or very large variables.

When configuring an HP MPE/iX system upgrade for HP Transact development, the size of the applications being developed and maintained needs to be considered. For very large applications, 64 MB of memory is recommended. Less than 56 MB of memory can cause long compile times for large applications.

Example

Memory	CPU time	Elapsed time
48 MB	28 minutes	43 minutes
56 MB	28 minutes	37 minutes
64 MB	28 minutes	34 minutes

The very large HP Transact/iX program on an HP 3000 MPWiX Series 935 used in this example had more than 10,000 lines of

HP Transact code split into four segments. This particular example cannot be compiled on HP Transact/V because it runs out of stack space.

New HP MPE V release

The new HP MPE V operating system Release 30 (P/N 51450A Option 366) is designed for HP 3000 users.

Another set of enhancements has been made to HP MPE V Release 30. The objective is to make users satisfied so that when they are ready to migrate they will choose HP.

Release 30 includes the enhancements discussed at the August 1992 INTEREX and one additional enhancement. Most of the enhancements already exist in HP MPE/iX. In the area of product reliability, 92 service requests were closed.

HP MPE V is enhanced based on user input through service requests, user group meetings, the System Improvement Committee survey, and other communication forums. The enhancements focus on system management ease, operation simplification, and HP MPWiX compatibility. As a result, migration to HP MPWiX is easy for users who are ready to upgrade their systems.

Features and benefits

- LISTF enhancement — adds LISTF Options 3, 4, 6, and -3; provides additional file label information and security provisions for singular files/file sets.
- Programmatic RUN — allows program execution through the COMMAND intrinsic.

- CHGROUP command — allows users to change the home logon group without logging on again.
- ;CAP=command — allows addition or subtraction to or from users, groups, and accounts capabilities.
- Wild card PURGE — supports wild card capabilities in purging multiple files.
- Wild card ALTSEC — supports wild card capability in manipulating ACDs.
- TELLOP for ESC character — allows SM/OP users to send ESC character to the terminal.
- HP TurboIMAGE database enhancement — features critical item update and allows updates to search/sort items in one step.
- Fixes requested by users are also included in the release.
- Year 2000 — allows HP MPE V to handle dates up to the year 2027.
- INITIAL — contains three fixes, including one to increase directory space.
- Security fixes — contains two fixes to improve system security.
- HP MPWiX compatibility improvements — includes one improvement to FCLOSE and one to PHYSICALCST.

Ordering information

Release 30 will be distributed to users on support with Release Phase Classification (RPCC) of Vs and 0s. For HP MPE V users who do not have support contracts and want to take advantage of this latest MPE V operating system or 2P, there is the time-limited MPE V Software and Hardware Support Welcome Back Program, which can provide savings on return-to-support charges. Contact your HP representative for more information.

Model 2000DC DAT data compression support on HP 3000 systems

As of February 1, 1993, the HP Series 6400 Model 2000DC (data compression) DAT drive is now being supported as a high-performance DAT backup device on the following HP 3000 NIO systems running MPE/iX 4.0: Series 9X7, 990, 992, 920, 922, 932, 948, and 958. (Series 920-958 are hybrid systems that can accommodate both NIO and CIO cards, but only NIO support is available.) Testing is under way with a planned completion date of the end of 1993 for CIO systems, which include Series 925, 935, 949, 950, 955, 960, and 980. The Model 2000DC (P/N C1521B) is supported as a preconfigured Option AG9 with data compression switched on and is positioned as a high-capacity backup device for midrange HP 3000 users desiring unattended backup.

Option AG9 standalone SCSI DAT drive stores up to 8 GB of data on a single 90-m digital data storage (DDS) cartridge and has a backup rate of up to 2.5 GB per hour. Data compression performance depends on the type of data being compressed, but typical compression ratios in a commercial environment are 4:1. Transfer rates are host and operating system dependent.

Option AG9 is now orderable as an interim solution on HP 3000 systems until host control of data compression is supported in the operating system. This support is planned for the end of 1993. The data compression feature in Option AG9 will not be controllable via either the host system or the front panel, so all data sent to the tape

drive will automatically be compressed. When host control is supported in the operating system, the host **will** be able to fully control the turning on and off of data compression.

Benefits

- The product provides up to 8 GB of unattended backup for users who have exceeded the capabilities of their 1.3- or 2-GB DAT drives.
- HP TurboSTORE support allows multiple data compression tape drives to be accessed in parallel. As a result, the tape drives perform data compression and the host is free to perform other tasks.
- The product provides the ability to read compressed and non-compressed data regardless of whether the compression feature is turned on or off. Tapes written on the 1.3- or 2-GB DAT drives can be read on Option AG9.

Trade offs

- Option AG9 can be used only for data interchange with another P/N C1521B or Option AG9. Tapes written on Option AG9 cannot be read on 1.3- and 2-GB DAT drives. Users must use another P/N C1521B or Option AG9 to restore files. This must be remembered when using multiple devices with HP TurboSTORE.
- When host control for data compression is supported in the operating system, users **will** have to change their procedures to turn data compression on. The software default is data compression off.

Ordering information

Product No.	Description
C1521B	HP Series 6400 Model 2000DC standalone SCSI DDS DAT drive, up to 8 GB
Opt. AG9	Configuration for HP 3000 users
C1520B	HP Series 6400 Model 2000 standalone SCSI DDS DAT drive, 2 GB

HP System Dictionary/XL manuals price reduction

The HP documentation for System Dictionary/XL manual set (P/N 36371A) was discontinued and unbundled to six individual manuals effective February 1. This benefits users because the combined price of the individual manuals is less expensive than the price of the set, manuals can be ordered individually, and it is easier to order through HP's Support Materials Organization (SMO) and Parts Center Europe (PCE).

In Europe, users can order individual manuals through PCE; outside Europe, through SMO.

Ordering information

Prod. No.	Description
32256-90001	HP System Dictionary/XL SDMAIN reference manual
32256-90002	HP System Dictionary/XL Intrinsic reference manual
32256-90003	HP System Dictionary/XL Utilities reference manual
32256-90004	HP System Dictionary/XL general reference manual, Volume 1
32256-90005	HP System Dictionary/XL general reference manual, Volume 2
32257-90001	HP System Dictionary/XL COBOL Definition Extractor reference manual

HP-UX Systems Management Solutions

HP has enhanced several HP-UX systems management products (listed below).

- System Administration Manager (SAM) now offers an OSF/Motif™ GUI.
- HP OpenSpool supports mixed HP-UX and Sun Microsystems environments and print device sharing between OpenSpool and LAN Manager and NetWare/9000.
- HP OmniBack supports central backup of LAN Manager and NetWare PCs through integration of Quest Plan-B software and offers local, online, and high-speed (up to 25 GB per hour) raw-disk backup of Oracle databases.

HP has recruited several new HP-UX systems management Channel Partner solutions. For example, a sort/merge solution SyncSort from IBM MVS environment, IRI COSORT high-speed, general-purpose sort package for commercial UNIX users, two commercial security solutions DEMAX SecureMax/UX, and Raxco Security Toolkit.

OSF/Motif is a trademark of the Open Software Foundation in the U.S. and other countries.

NetLS on HP 9000 Series 800 restructuring

HP Network License System (NetLS) has been restructured on HP 9000 Series 800 to remove tiered pricing. NetLS remains available on HP-UX 8.0 and 9.0. The change will be effective on the February HP Price List.

Ordering information

Product No.	Description
B2678A	NetLS/LSLOCK for HP 9000 Series 600/800
Opt. APB	LSLOCK on HP-UX 8.X
Opt. APH	LSLOCK on HP-UX 9.X
Opt. AAO	¼-inch cartridge tape and documentation
Opt. AA1	½-inch tape and documentation
Opt. AAH	DDS cassette and documentation
Opt. AAU	CD-ROM media and documentation
Opt. 0B1	Additional copies of documentation
<i>Options removed from P/N B2678A</i>	
Opt. AH0	License to use on Model 8081834
Opt. AEL	License to use on Model 815
Opt. AE5	License to use on Model 825/832/635
Opt. AE6	License to use on Model 8351645
Opt. AEN	License to use on Model 8401845
Opt. AEP	License to use on Model 8501855
Opt. AH1	License to use on Model 870
Opt. OGR	Upgrade from Model 808/834
Opt. OGE	Upgrade from Model 815
Opt. OC8	Upgrade from Model 82518321635
Opt. OGS	Upgrade from Model 8351645
Opt. OGT	Upgrade from Model 840/845
Opt. OGU	Upgrade from Model 850/855



Series 400 to 700 upgrades ship

HP is now shipping CISC to RISC upgrades in volume. HP Apollo 9000 Series 400 to 700 upgrades for Model 4XXt desktop workstations began shipping to users at the end of 1992; Model 4XXs deskside systems began shipping in January. Shipments include 33- and 50-MHz versions of the PA-7100-based upgrades to Series 700, which upgrade Series 400 users to Models 715t/33, 715t/50, 715s/33, and 715s/50.

HP's investment protection strategy provides users with an economical, simplified path from Series 400 workstations to the leading performance and future growth of Series 700 and HP-UX. In recognition of required upgrade planning, HP offers two no-cost planning kits for Domain and HP-UX users. The kits contain manuals to make upgrade preparation as easy as possible.

Ordering information

For ordering information and planning kits, users should call HP DIRECT at 800-637-7740 in the U.S. or 0344-369-231 in Europe, local HP sales office, or reseller in Asia Pacific.

Refurbished Model 425e workstations price reduction

Fully refurbished HP Apollo 9000 Model 425e workstations are available at 60% off list price from HP's Finance and Remarketing Division (FRD). The systems include either HP-UX or Domain operating systems and a choice of monochrome or color monitors. Two options are available with the workstations: 16 MB RAM and LAN AUI configuration. Additional disk drives and memory can be ordered on a standalone basis. Two Model 425e workstations (P/Ns A2141A and A2156A) are available with internal disk drives.

Product No.	Description
A2145A	Model 425e Domain grayscale workstation; includes 25-MHz 68040 CPU, 19-inch monitor, 8 MB RAM
A2149A	Model 425e Domain color workstation; includes 25-MHz 68040 CPU, 16-inch monitor, 8 MB RAM
A2154A	Model 425e Domain color, high-resolution workstation; includes 25-MHz 68040 CPU, 19-inch monitor, 8 MB RAM

Product No.	Description
A2156A	Model 425e Domain color, high-resolution workstation with 400-MB internal SCSI disk drive; includes 25-MHz 68040 CPU, 19-inch monitor, 8 MB RAM
A2130A	Model 425e HP-UX grayscale workstation; includes 25-MHz 68040 CPU, 19-inch monitor, 8 MB RAM
A2134A	Model 425e HP-UX color workstation; includes 25-MHz 68040 CPU, 16-inch monitor, 8 MB RAM
A2139A	Model 425e HP-UX color, high-resolution workstation; includes 25-MHz 68040 CPU, 19-inch color monitor, 8 MB RAM
A2141A	Model 425e HP-UX color, high-resolution workstation with 400-MB internal SCSI disk drive; includes 25-MHz CPU, 19-inch monitor, 16 MB RAM
Opt ANB	16 MB total RAM
Opt AL9	LAN AUI configuration

Prices are net; no other discounts or promotions apply except for HP Channel Partners, who receive a 15% discount off net price. Workstations can ship within two weeks of order receipt.

Domain input devices discontinuance

Effective April 30, 1993, HP will no longer supply the following Domain input devices manufactured by

HP Channel Partners. Final orders and lifetime buys must be placed before the obsolescence date.

Product No.	Apollo P/N	Description	Replacement
K1388	INP-DIAL	Dial set for 5080	Dynapar DLS80-1017; Spaceball SPTL-2003NA
K1410	INP-MSE-A	Quadrature mouse	A1630-82009
K1434	INP-TBALL	Trackball	Marconi RB2/2202A
K1435	INP-TBALL-MQ3	Trackball	ITAC Mouse-trak B5HPQP
K1536	PCI-MACII-CEK	Interface cable	Dynapar 106399

PC SCSI-2 disk drive price reduction

Effective February 1, 1993, the price was reduced on the 3 1/2-inch, 1-GB, SCSI-2 hard disk drive (P/N D2653A) for HP Vectra 486U and 486ST PC families.

HP Vectra 386s/25 PC series discontinuance

The following HP Vectra 386s/25 PCs **will** be removed from the April HP Price List. Orders will be accepted until April 30, 1993.

Product No.	Description
<i>In the U.S.</i>	
D2574A	Models 1-3,2 MB
D2575A	Models 1-5,2 MB
D2572A	Models 80-3,2 MB
D2579A	Models 170-3, 4MB
<i>In Europe</i>	
D2574A	Models 1-3,2 MB
D2578A	Models 80-3, 4 MB
D2579A	Models 170-3, 4 M B
<i>In Asia Pacific and Latin America</i>	
D2574A	Models 1-3,2 MB
D2575A	Models 1-5,2 MB
D2578A	Models 80-3,4 MB
D2570A	Models 80-5, 4 M B
D2579A	Models 170-3, 4 M B
D2571A	Models 170-5, 4 M B

Users who require the expandability of the HP Vectra 386s/25 PC should consider the HP Vectra 486/25U PC. In addition to the expandability of a large package, this PC offers high graphics capabilities, preinstalled software, upgradability to 66 MHz, and higher performance. Users working in network environments should consider the HP Vectra 486/25N PC.

HP VGA extension cable discontinuance

HP VGA extension cable (P/N D1184A) **will** be removed from the May HP Price List. The cable is designed for use with HP video graphics adapter (P/N D1180A). It has 15-pin connectors, is VGA-compatible, and increases cable length by 1.5 m. Orders will be accepted until May 31, 1993.



New HP AdvanceLink release for MS-Windows and HP NewWave

The new HP AdvanceLink for MS-Windows and HP NewWave Version A.03.18 is a communication tool that provides HP and DEC terminal emulation so users can access and execute host software from PCs, fast file transfer for PC/host data exchanges, application integration, and task automation.

Features and benefits

- *Fast, reliable file transfer* — simplifies data exchange between PC and host
- *Cut-and-paste and DDE support* — allows for a deep level of PC-to-host application integration
- *Task automation through extensive scripting language* — minimizes work required to complete complex, frequent activities
- *Drag and drop-in windows* — allows files to be dragged across from File Manager window onto HP AdvanceLink window (as in HP NewWave, this can cause script execution or file transfer, providing greater ease of use)
- *Scalable font sizing option on font size pop-up menu* — allows fonts to be resized whenever window is resized so that 24 rows by 80 columns are always displayed for greater ease of use
- *Encryption and decryption of script files* — prevents script files from being read or used by unauthorized individuals
- *Third-party network support* — allows connection via TCP/IP to HP 9000 systems using NetManage NEWT or Chameleon software and Frontier SuperTCP software; both are Windows Dynamic Link Libraries (DLLs) that allow connections to hosts over NDIS-compatible TCP/IP networks
- *Sample scripts* — provides users with faster understanding of the product's potential

Product positioning

HP AdvanceLink for MS-Windows and HP NewWave provides communication capabilities that enable users to integrate terminal/host applications with client/server and PC applications. Version A.03.18 fixes a number of problems found in previous versions. It is functionally the same as Version A.03.14, which it replaces.

Ordering information

Version A.03.18 is available with new product numbers at the same price as the previous version. Users with previous versions can upgrade to the new release.

Product No.	Description
D2104C	HP AdvanceLink for MS-Windows and HP NewWave single-user license
D2108C	HP AdvanceLink for MS-Windows and HP NewWave single-user upgrade
D2114C	HP AdvanceLink for MS-Windows and HP NewWave right to copy
D2434C	HP AdvanceLink for MS-Windows and HP NewWave right to copy upgrade

HP OpenSpool and SharedPrint/UX

For the Americas and Europe Only

HP OpenSpool (P/N B1900B) and HP SharedPrint/UX (P/Ns B21544 for HP Apollo 9000 Series 700 and B2159A for HP 9000 Series 800) are complementary products that provide comprehensive printing solutions to HP users. HP SharedPrint functionality is available in the HP SharedPrint/UX standalone product, or HP OpenSpool SharedPrint (P/N B1900B) integrated Option 222 (with media and documentation kit (P/N B1917B)).

HP SharedPrint provides a print path from various file formats to hard-copy devices and simultaneously frees users from determining which filters (translators) to invoke. This is achieved through a graphical user interface that is tightly integrated into the W E environment using an OSF/Motif user interface. HP SharedPrint also facilitates communication with printers through the use of NCS/RPC. In its basic form, HP SharedPrint/UX uses the lp spooler that comes with HP-UX.

HP SharedPrint is not a printing management solution. It does not have the robustness to manage hard-copy devices in a large network. HP SharedPrint also lacks the security features, print queue management utilities, and single-point administration of hard-copy devices across the network.

HP OpenSpool is the recommended solution for this functionality level.

Who needs HP OpenSpool SharedPrint OpenSpool, and SharedPrint/UX?

HP OpenSpool and SharedPrint/UX were developed for users who need printing solutions that offer print management resources and printing flexibility. With this solution, users get the benefits of the traditional HP OpenSpool product plus the series of filters that permit the printing of PostScript™ files to non-PostScript devices. This includes large-format devices; CGM files to HP-GL/2 devices; and IMAGE files (TIFF including Group III/IV, LZW compression, JPEG compression), X-Window purges, X bitmaps, Starbase, GIF, and JFIF bitmaps to PCL, PostScript, and RTL devices.

For users in traditional printing environments who need robust print management solutions, but have no need for the filters, continue to use HP OpenSpool. For workstation users who find lp spooling services adequate, but need the filters, use HP SharedPrint/UX as a basic, cost-effective solution.

Postscript is a trademark of Adobe Systems Incorporated which may be registered in certain jurisdictions.

General

Integrated 1.1–1.6-m cabinets solutions structure changes

HP has changed the product structure for HP 1.1- and 1.6-m cabinets (P/Ns A1883A and A1884A) to align with the model set by the new 900 Series HP 3000 business systems and servers. Effective on the January HP Price List, all options for mass storage devices were replaced by specific product numbers. The only remaining options are ABA and ABB for North American and European power. New HP Series 6000 SCSI mass storage drives were added. The product numbers must be ordered in the same section as the integrated cabinets to ensure full factory integration.

The following options have been deleted from the HP Price List: P/Ns A1883A and A1884A Options 201, 202,203,212;P/N A1884A Options 230, 231,232, 233,234, 235,250.

Product No.	Description
For P/Ns A1883A and A1884A	
C2461AZ	HP 1.3-GB Series6000 SCSI mass storage system
C2462AZ	HP 2.7-GB Series 6000 SCSI mass storage system
C2463AZ	HP 4.0-GB Series 6000 SCSI mass storage system
C2464BZ	HP 2.7-GB SCSI disk and 2-GB DDS DAT drive
C3023RZ	New HP 2.0-GB Series 6000 SCSI mass storage system
C3024RZ	New HP 4.0-GB Series 6000 SCSI mass storage system
C3025RZ	New HP 6.0-GB Series 6000 SCSI mass storage system
For P/N A1884A	
C2254HZ	HP 5.44-GB high-availability disk array, HP-FL
C2254BZ	HP 5.44-GB disk array, HP-FL
C2252HZ	HP 2.72-GB high-availability disk array, HP-FL
C2252BZ	HP 2.72-GB disk array, HP-FL
A1828AZ	HP-PB expansion module

Integrated cabinets structure changes

The product structure for HP 1.1- and 1.6-m cabinets (P/Ns A1896A and A1897A) has changed to align with the model set by the new HP 9000 Series 800 business servers. Effective on the January HP Price List, all options for mass storage devices have been replaced by specific product numbers. The only options remaining are Options ABA and ABB for North American and European power. New HP Series 6000 SCSI mass storage drives have been added for HP-UX 9.0 users. The product numbers must be ordered in the same section as the integrated cabinets to ensure full integration at the factory.

The following options have been deleted from the HP Price List: P/N A1896A Options 201,202,203, and 212; P/N A1897A Options 201, 202,203, 212,230, 231,232, 233,234, 235, and 250.

Contact your HP representative for more information.

Product No.	Description
For P/Ns A1896A and A1897A	
C2461AZ	HP 1.3-GB Series6000 SCSI mass storage system
C2462AZ	HP 2.7-GB Series 6000 SCSI mass storage system
C2463AZ	HP 4.0-GB Series 6000 SCSI mass storage system
C2464BZ	HP 2.7-GB SCSI disk and 2-GB DDS DAT drive
C3023RZ	HP New 2.0-GB Series 6000 SCSI mass storage system
C3024RZ	HP 4.0-GB Series 6000 SCSI mass storage system
C3025RZ	HP 6.0-GB Series 6000 SCSI mass storage system
For P/N A1897A	
C2254HZ	HP 5.44-GB high-availability disk array, HP-FL
C2254BZ	HP 5.44-GB disk array, HP-FL
C2252HZ	HP 2.72-GB high-availability disk array, HP-FL
C2252BZ	HP 2.72-GB disk array, HP-FL
A1828AZ	HP-PB expansion module

Mass Storage

New HP Series 6000 fast wide SCSI mass storage systems



The new HP Series 6000 fast wide SCSI mass storage systems and expansion kits are mass storage towers with new 1- and 2-GB fast wide drives that replace HP Series 6000 Models 1350SX and 670SX. These new storage systems were developed for HP Apollo 9000 Series 700 users who want high-performance external storage.

Features and benefits

- New fast wide drives — The 1- and 2-GB, HP-designed-and-manufactured SCSI-2 disk drives offer 10.5- and 11.5-ms average seek and up to 20 MB/s channel transfer rate. This channel transfer rate is four times as fast as single-ended drives and twice as fast as the earlier fast narrow drives. Fifteen disks per SCSI bus are supported, compared with seven for earlier products.

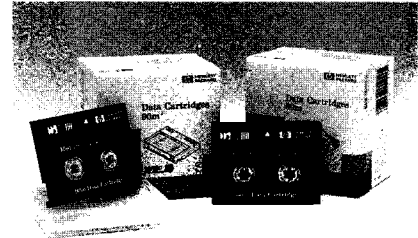
- Up to 7 GB of disk storage — This is an increase from the 4.6-GB maximum disk storage of previous storage systems.
- New, easy-to-order, preconfigured storage systems — Towers are preconfigured with four 1-GB disks, two 2-GB disks, or seven 1-GB disks.
- Same minitower enclosures — Floor-standing minitower enclosures house up to seven half-height devices.
- HP workstation support — The new systems are fully tested and supported on Series 700 with HP-UX 9.01.

Ordering Information

Product No.	Description
<i>Tower enclosures</i>	
C3034T	Two 2-GB fast wide disks
C3035T	Four 1-GB fast wide disks
C3036T	Seven 1-GB fast wide disks
<i>Expansion kits</i>	
C3037U	1-GB fast wide disk
C3038U	2-GB fast wide disk
Option 001 specifies workstation firmware on the drives and must be ordered on all fast wide products.	



HP Media Recognition System digital data storage enhancements for DDS



As of February, 1993, HP began shipping Media Recognition System 60-m and 90-m digital data storage (DDS) (P/Ns 92283A and 92283B) with DDS products. The new media are fully compatible with HP's installed base of DDS drives and incorporate product enhancements.

DDS media offers high reliability, quality, and data integrity. End users who still use lowquality audio media for data grade applications can experience compromised data security and tape jams that require the DDS drives to be serviced. This has already occurred with 8-mm technology, where the difference between data grade and consumer grade 8-mm media is considerable in terms of quality and reliability. The Media Recognition System feature in DDS drives will allow writing of valuable data only to highquality data grade media, thus protecting end users from data integrity issues.

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Media Recognition System allows DDS drives to differentiate DDS media from audio grade DAT media. Two 1.5-mm-wide opaque stripes that have been added to the clear leader before the beginning of the magnetic substrate can be detected by the optical BOM sensor within the DDS drive. DDS drives that have Media Recognition System enabled will read and write to the Media Recognition System DDS media but will only allow reading from non-Media Recognition System DDS media. Most DDS drives will allow the Media Recognition System to be disabled via switches or jumpers if specific users do not require this extra security. Other enhancements will reduce the possibility of tape-loading problems.

Product numbers and prices of the current DDS products will not change. Media Recognition System will be completely compatible with existing HP 5-inch and 3-inch form factor drives.

Disk product price increase

Effective February 1, 1993, HP has increased prices on older disk products (P/Ns C2200A-C2206A). New prices are listed on the February HP Price List, but old prices will be in effect until February 28, 1993. The products will be discontinued as of May 31, 1993.

Product No.	Description
C2200A	335-MB HP-IB disk
C2201A	670-MB HP-FL disk
C2202A	670-MB HP-IB cache disk
C2203A	670-MB HP-IB disk
C2204A	1.3-GB HP-FL disk
C2206A	HP-IB to HP-FL conversion kit

HP Series 6000 Model 420SA obsolescence

Effective May 1, 1993, the HP Series 6000 Model 420SA (P/N C2425JK) the SCSI disk array for HP Apollo 9000 Series 700 workstations, will be obsoleted. This product uses 3-inch, 422-MB disk mechanisms. Final orders for the disk array should be placed by April 30, 1993. This announcement does not affect P/N C2427JK, which uses 5-inch, 1,355-MB disk drives.

Printers

New HP FormDirector

The new HP FormDirector (P/Ns B2217A and B2218A) is an X windows-based software product that runs on HP-UX 8.0X/9.0 for P/N C1208A Asian laser printers. The new HP FormDirector was designed for Asian laser printer users who need form design and overlay printing.

Features and benefits

A visual user interface makes HP FormDirector easy to learn and use. HP FormDirector gives users scalable font handling (9.0 or later), X11 bitmap image support, automatic data insertion printing, Asian languages (Japanese, Korean, Chinese), and Asian laser printer support.

With HP FormDirector, users can graphically design, create, and edit forms on screen, which helps them develop forms at minimal costs and manage at lower operating costs. With HP FormDirector and the HP Asian laser printer, users can get readable forms fast and print out large volumes of data on unified forms with automatic data insertion.

Ordering information

Product No.	Description
B2217A	HP FormDirector for HP Apollo 9000 Series 700 running HP-UX 8.07 and 9.0
Opt. UAO	Single user license
B2218A	HP FormDirector for HP 9000 Series 800 running HP-UX 8.0 and 9.0
B2217A/B2218A options	
Opt. AAH	Software on DAT
Opt. AAU	CD-ROM code word certificate
Opt. ABA	Hard-copy manual (English)
Opt. ABJ	Hard-copy manual (Japanese)

HP FormDirector **will** begin shipping at the end of February. A license option must be ordered. Contact your HP representative for more information.

HP PaintJet XL printer discontinuance

Effective February 1, 1993, the HP PaintJet XL color printer (P/N C1602A) was discontinued. Orders **will** be accepted through February 28, 1993.

The replacement products are the HP PaintJet XL300 and the HP PaintJet printers (P/Ns C1645A and 3630A). The HP PaintJet printer offers 180-dpi color and text, A-size output, paper and transparency film printing, and Z-fold paper for continuous printing.



HP Sales Offices

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

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Huntsville (205) 971-2000

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