

# HP Computer Update

A Publication of Hewlett-Packard

March 1993

**INTEREX HP Users Conference**  
**September 19-23, 1993**  
**Moscone Convention Center**  
**San Francisco, California**



*UNIX leaders announce common open software environment.*

*see page 7*

*New capabilities for the HP LAN Manager version 1.4 strengthen the implementation on the HP 9000.*

*see page 17*

*The new HP Vectra 386/33N and 386/33NI high-performance entry-level PCs feature two shelves and three ISA slots.*

*see page 19*

*The new HP 700/RX Models 17Ci and 17Ca X stations come standard with Sony Trinitron monitors and 4 MB of user memory.*

*see page 21*

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PACKARD**

# HP Computer Update

Vol. 3, No. 3

March 1993

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

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## On the cover . . .

HP sees **Interex** as a strategic, value-added business partner. **Interex** HP Users Conference to be held September 19-23, 1993, at the **Moscone** Convention Center in San Francisco, California. See page 5.

Cover illustration created by Molly McGinnity, senior graphic designer, **Interex**.



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

**For research and education purposes only.**

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#### Note from the editors:

We have decided to change the publishing schedule for *HP Computer Update*. Beginning with the next issue, *HP Computer Update* will be distributed every other month. This new schedule will **start** with the May issue.

The May issue will also showcase the exciting redesign of the newsletter and will include **several** new sections to help you, our readers, keep up to date on HP products and services.

Best regards,

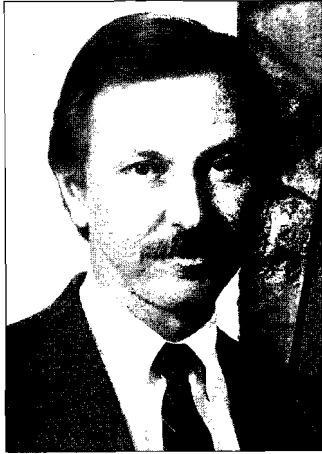
Handwritten signature of Tracy Wester in cursive.

Tracy Wester  
Editor

Handwritten signature of Jackie Browning in cursive.

Jackie Browning  
Editor

## HP and INTEREX offer educational forums to keep users informed



Hello, my name is Rich Sevcik and I am the group general manager for Systems and Servers. I am writing to tell you about the relationship between HP and INTEREX, and to offer some insight into the value of this relationship.

HP places special emphasis on working with INTEREX. We see INTEREX as a strategic

value-added business partner — a strong, effective channel to communicate with our users and improve customer satisfaction.

INTEREX's infrastructure allows HP to carry on a dialog with its members at multiple levels.

### Special Interest Groups (SIGs)

Special Interest Groups communicate directly with appropriate HP R&D and marketing representatives who are responsible for the products or markets of interest. These relationships have been mutually beneficial. The Systems Improvement Committee, SIGIMAGE, and SIGRAPID groups (discussed later), to name a few, have been working with HP very successfully. The benefits in each case have been improved levels of user satisfaction and an established process for HP to get prioritized feedback on user requirements. INTEREX members are automatically eligible to participate in INTEREX-affiliated SIGs.

### Strategic relationship

Through INTEREX membership surveys, publications, and direct exchange at users group events, senior HP managers are made aware of general opportunities and concerns among HP users.

For example, INTEREX's Annual Strategic Concerns Survey is helping HP understand key user trends. Last year, we focused on the top issues from this survey and sought INTEREX's assistance to drill down and uncover underlying issues and trends to help us make more sound decisions. Information received from these surveys has been a great way to guide our efforts to improve customer satisfaction.

### Experience in North America

#### Communicating with users

The key issues and needs identified by INTEREX members are driving the content of HP's 1993 customer communication plan. For example, we plan to address these topics in North America in customer publications, in seminars and User Group conferences, and through new formats such as audio conferencing.

In addition to meeting the needs of HP 3000 and HP 1000 users, INTEREX is making tremendous strides in addressing the needs of HP-UX users. HP is assisting INTEREX in this effort. For example, HP is cosponsoring (with INTEREX) special seminars to address strategic concerns identified by HP-UX users.

#### Working with the INTEREX Advocacy Committee

HP is looking forward to working with INTEREX's recently established Advocacy Committee, which will serve as a sounding board for HP as we work on establishing solutions to significant strategic concerns identified by INTEREX members.

#### Regional Users Groups (RUGs)

INTEREX-affiliated RUGs offer local HP Sales and Support Managers an opportunity to interact with local users and be responsive to localized needs. RUG meetings act as a very effective way for users, especially those who do not have the time and resources to travel to INTEREX conferences, to hear HP experts speak on a variety of topics and share "best practices" with users. Through the HP/INTEREX Speakers Program, RUGs can request HP experts to speak on key issues at RUG meetings.

The HP/INTEREX relationship has been mutually beneficial. From HP's perspective, we would like to see even more user involvement on a worldwide basis, and INTEREX provides a valuable channel to accomplish this.

A handwritten signature in dark ink, appearing to read "Rich Sevcik".

Rich Sevcik  
Group General Manager  
Systems and Servers

## INTEREX, facilitating the exchange of information among HP users for more than 18 years

### Problem solving made easy

INTEREX, a powerful resource for more than 7,500 HP users and problem solvers, **will** help you push your system to its limits, tune its performance, and reduce your workload. You'll never have to face another computer problem or project alone. INTEREX conferences, publications, Contributed Software Libraries, and Regional Users Groups (RUGs) have been providing users with hands-on solutions to everyday hardware, software, and operating systems problems for more than 18 years.

### Conferences

The annual INTEREX HP Computer Users Conference is the world's largest gathering of HP users, giving attendees an unparalleled opportunity to network with thousands of other HP users, see the latest products from HP third-party vendors, and have a direct communication channel to senior HP management. This year's conference will meet at the Moscone Convention Center in San Francisco, California, and **will** offer attendees the most comprehensive conference program available today for users of HP systems. Full conference registration is \$695 for members and \$895 for non-members until August 16, 1993, when rates **will** increase by \$100 for both groups. INTEREX has a special "Join & Go" promotion, offering new members a \$200 conference discount. Daily registrations are also available at \$250 for members and \$300 for nonmembers. To receive more information or a conference program, call 800-INTEREX (800-468-3739) from within the U.S. and Canada or 408-747-0227 internationally.

### Publications

INTEREX is the leading information resource for HP users. Publications keep you up to date on cutting-edge technology, providing all the information you need to stay competitive. INTEREX members receive two monthly publications: *Interact*, an award-winning magazine featuring how-to articles written by fellow users, and *INTEREX Press*, which offers industry news from HP and third-party vendors, **as well as** association and user group updates. *All* members receive a new bimonthly publication, *hp-ux/user*, designed specifically for users of HP-UX.

### Contributed software libraries

The INTEREX Contributed Software Libraries (CSLs) provide thousands of user-written programs and applications. One of these programs could save you hours or even weeks of work; they have been tested in real-world environments by being contributed to the INTEREX library. The CSL is available through an annual release. The complete library is available exclusively to members and includes CSL telephone support from the INTEREX technical staff.

### RUGs

Hook into a powerful network of HP computer users — regional user groups serve over 4,000 members in North America. As an organization of computer professionals, RUGs promote communication and cooperation among users of HP computers. RUGs are nonprofit organizations and function independently from HP.

RUGs meet in a variety of formats. Evening meetings, half-day seminars, annual conferences, and vendor exhibitions are all part of an ambitious program schedule in the HP community. Many RUGs draw the finest speakers in the HP world, and the carefully designed programs provide the most cost-effective educational opportunities available to users today. Members are often welcome to bring guests to user group functions.

Membership in a local area user group can provide a close-to-home forum for exchanging ideas, technical tips, and problem solving and can help users realize a greater return on their company's investment. This is the goal of all INTEREX and RUG activities and services.

*continued on next page*

### Advocacy

INTEREX is the most direct and effective communication channel between HP users and Hewlett-Packard corporate headquarters. In effect, each user's voice is amplified by 7,500. That's clout. INTEREX is made up of more than 120 users groups organized into a worldwide network. For more than 18 years, HP has turned to INTEREX for help in understanding what users want most. Your concerns are the priority of the MPE, RTE, and HP-UX system and business improvement committees. INTEREX is a member of HP's major customer Advisory Council. Round-table discussions with HP management and the annual INTEREX Strategic Concerns Survey give you the channels you need to be heard.

For more information or to join INTEREX, call 1-800-INTEREX (1-800-468-3739 ext. 637 or 638); outside the U.S. please call 408-747-0227.



HP News and Reviews

## UNIX leaders announce common open software environment

At last month's UNIFORM show, worldwide UNIX® system leaders Hewlett-Packard Company; IBM Corp.; The Santa Cruz Operation, Inc.; Sun Microsystems, Inc.; Univel; and UNIX System Laboratories, Inc. announced their intent to deliver a common open software environment across their UNIX system platforms. This announcement is in response to increased user demand for consistent technologies across multiple platforms, greater technology choice, increased cost savings, and quicker time to market.

HP, IBM, SCO, SunSoft (the software subsidiary of Sun Microsystems, Inc.), Univel, and USL have defined a specification for a common desktop environment that gives end users a consistent look and feel. They have defined a consistent set of application programming interfaces (APIs) for the desktop that will run across all of their systems, opening up a larger opportunity for software developers. The six companies have each decided to adopt common networking products, allowing for increased interoperability across heterogeneous computers. In addition, they have endorsed specifications, standards, and technologies in the area of graphics, multimedia, and object technology, and have announced a working group in the area of systems administration. All of the new specifications, technologies, and products will be designed to preserve compatibility with the companies' existing software application environments.

This announcement is a strong endorsement for the premise of open systems. Under open systems, unencumbered specifications are freely available, independent branding and certification processes exist, multiple implementations of a single product may be created, and competition is enhanced. To this extent, the Open Software Foundation™ (OSF™) has agreed to submit the Motif™ specification and associated support materials to X/Open™ for incorporation into a future release of X/Open's portability guide, including licensing of the trademark and the branding process. In addition, Novell/Univel have agreed to submit the specification for the NetWare UNIX client to X/Open.

### Common desktop environment

The six companies have defined a specification for a common desktop environment that will provide end users with a consistent computing experience and software developers with a consistent set of programming interfaces for the HP, IBM, SCO, SunSoft, Univel, and USL platforms. This advanced environment will enable users to transparently access data and applications from anywhere on the network.

The companies plan to publish a preliminary specification for the environment by the end of June 1993 and will periodically release updates to the industry. They have agreed to submit the specification to X/Open for incorporation into the X/Open portability guide. HP, IBM,

Sun, and USL will make available an implementation for the common desktop, based on X/Open specification, in the first half of 1994 that will be openly licensable to the industry. SCO and Univel will strongly participate in the evolution of this common desktop environment. The six companies will host a developers' conference in early October 1993 to give users and software developers details on products and direction.

The common desktop environment will incorporate aspects of HP's Visual User Environment (VUE), IBM's Common User Access model and Workplace Shell, OSF's Motif toolkit and Window Manager, SunSoft's OPEN LOOK® elements and DeskSet productivity tools, USL's UNIX SVR4.2 desktop manager components, and scalable systems technologies. Specific technologies to be used by the six companies include the X Window System, Version 11; the Motif toolkit and interface; and SunSoft's ToolTalk® interapplication communication product with an incorporated HP Encapsulator. As most of this environment exists today, the companies will integrate key technologies available in the open marketplace and innovate where appropriate to give users and software developers a consistent UNIX desktop environment. The common desktop environment was demonstrated at UNIFORM running across five hardware and software platforms.

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The companies' goal is to preserve compatibility of existing applications written to HP-UX, IBM AIX/6000™, SCO Open Desktop, SunSoft Solaris, Univel UnixWare™, and USL UNIX SVR4.2 as they are evolved from their current desktops to the common desktop environment.

### Networking

In furthering support for heterogeneous computing, HP, IBM, SCO, SunSoft, Univel, and USL **will** sell, deliver, and support OSF's DCE, SunSoft's ONC+™ and Novell/Univel's NetWare UNIX client networking products. The companies will offer users greater choice while providing them with a consistent level of support and integration. Users **will** gain increased interoperability across multiple platforms while continuing to protect their current investments. Individual companies **will** announce pricing and availability for each of their products at a later date.

### Graphics

To enable consistent implementation of high-performance graphics software and promote wider availability of applications in the marketplace, the companies plan to support a core set of graphics facilities from the X consortium. These are Xlib/X for basic 2D pixel graphics; Pexlib/PEX for 2D/3D geometry graphics; and XIElib/XIE for advanced imaging.

### Multimedia

The six companies **will** submit a joint specification for the Interactive Multimedia Association's (IMA) request for technology. This **will** provide users with a consistent access to multimedia tools in heterogeneous environments and enable developers to create next-generation applications using media as data

### Object technology

HP, IBM, SCO, SunSoft, Univel, and USL are working together to accelerate the development and delivery of object-based technology. They are supporting the efforts of the Object Management Group (OMG) that has developed the Common Object Request Broker (CORBA) standard for distributed object management solutions. The companies **will** comply with the CORBA specification in their future product implementations.

In addition, the companies will work with the OMG to establish common guidelines to simplify developer transition, specify core capabilities for object construction and development, and further the adoption of common testing and certification.

### Systems management

As more users move to distributed heterogeneous computing environments, enterprise system management becomes a critical requirement. To this extent, the six companies **will** form a working group to facilitate the rationalization and rapid acceptance of industry specifications in the

systems management area. The companies **will** initially focus on the areas of user and group management, software installation and distribution management, software licensing management, storage management, print spooling, and distributed file system management.

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## Events

**INTEREX and Regional Users Groups calendar of events**

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

- April 18–20: ALL TEXAS — The fourth annual All-Texas RUG Conference & Vendor Show **will** be held at the San Luis Hotel on Galveston Island. The theme is Standard or Proprietary Systems: Choosing the Right Solution for You. The HP keynote speaker will be Rich Sevcik. For information, call Elizabeth Stanley at 713-621-2808.
- April 21: WNYRUG — Quarterly meeting. For information, call Brian Carrier at 716-891-3125.
- April 25–28: INTERWORKS — InterWorks and Hewlett-Packard's Workstation Systems Group Annual Conference for HP-UX HP Apollo 9000 Series 700,400, and Domain/OS systems users. The conference **will** be held at The Pointe on South Mountain in Phoenix, Arizona. Gary Eichhorn, group general manager for HP's Workstations Systems Group **will** be the keynote speaker. Call Carol Relph at 508-436-5046 for more information.
- April 29-30: MARUG - Mid-Atlantic — Quarterly meeting and vendor show in Charlotte, North Carolina. The theme is Systems Design. For information, call Ray Kelley at 804-740-1581. The expected attendance is 50.
- May 4–6: SCRUG - Southern California — Annual Conference and Vendor Show at Burbank Hilton Hotel. The theme is Soaring Ahead. For information, call 310-989-0626.
- May 11: SACRUG - Sacramento — Quarterly meeting. For information, call J.C. Strote, 209-368-2993.
- May 11: TUG — Meeting at the HP Mississauga office, 6877 Goreway Drive, Mississauga, Ontario. For information, call Wanda Komorowski at 416-877-0161.
- May 13: BARUG - Bay Area — The annual conference in Santa Cruz has been cancelled. BARUG **will** have several one-day events focusing on several topics. A one-day seminar **will** be held at the HP Mountain View Sales Office on Distributed Network Computing.
- May 17–18: RMRUG - Rocky Mountain — Fifth Annual Technical Conference and Vendor Show at the Sheraton Denver West Conference Center in Lakewood, Colorado. For information, call Lee Ann Pace at 303-977-6330.
- May 18: GNYUG — Meeting. For information call Jerry Head at 201-492-0900.
- May 18: MTLRUG - Montreal — Quarterly meeting, 8:30 am - 5:00 pm. For information, call Mich Kabay at 514-931-6187.
- May 20: FLORUG - Florida — Quarterly meeting, 7:00 pm–10:00 pm, at the HP Ft. Lauderdale office. For more information, call Walter Hancock, 305-974-6300.
- May 20: SNUG — Meeting at the HP offices in Glastonbury, Connecticut. The topic is Developing Client/Server Applications. For information, call Dave Haberman at 617-859-5966.
- May 21: WRUG - Wisconsin — Spring Conference and Vendor Show. For information, call Judy Gifford at 414-248-3625.
- June 9: BWRUG - Baltimore/Washington — Meeting from 6:00–9:00 pm. at the HP Rockville office. The theme is Object-Oriented Programming. For more information, call Nick Demos at 410-242-6777.
- June 9–10: MINNRUG - Minnesota — Fourth Annual Conference and Vendor Show at the Thunderbird Hotel and Convention Center in Bloomington, Minnesota. The keynote speaker **will** be Bob Green, of Robelle. For information, call 612-649-4213.
- June 9: NTRUG — Quarterly Meeting, 8:00–5:00, at the HP Las Colinas office, for MPE and UX users. For information, call Dale Henderson (214-480-9913).
- June 17–18: AZRUG — Annual Conference and Vendor Show at the Tempe Mission Palms Hotel. For information, call Henry Schubel at 602-582-6055.
- June 22–25: NECRUG — Annual Conference and Vendor Show, in Atlantic City at the Bally's Grand. For information, call Scott Kauftheil, 215-265-0240.
- June 27–30: ENUG — European Annual Conference in Birmingham, United Kingdom. The theme is Breaking the Barriers. For information, call 44-0-81-424-8682.
- July 13: TUG — Meeting at the HP office, 6877 Goreway Drive, Mississauga, Ontario. For information, call Wanda Komorowski, 416-877-0161.

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- July 15–16: **MARUG** — Quarterly Meeting and Vendor Show in Roanoke, Virginia. The theme is Future Technologies. For information, call Ray Kelley at 804-740-1581.
- July 22: **CRUG** — The topic is Integrated Workstation (MPE/IX, DOS, and UNIX). For information, call Jerry Kopecky, 708-480-8667.
- July 22: **WNYRUG** — Quarterly meeting. For information call Brian Carrier at 716-891-3125.
- August 10: **SACRUG** - Sacramento — Quarterly meeting. For information, call J.C. Strote at 209-368-2993.
- August 13–14: **ORERUG** - Oregon — Annual Conference and Vendor Show at the Resort At The Mountains in Wemme, Oregon. The theme is Client, Server & the HP Environment. For information, call Jeff Coffman at 503-233-8511.
- August 19: **FLORUG** - Florida — Quarterly meeting at the HP Ft. Lauderdale Office, 7:00–10:00 pm. For information, call Walter Hancock at 305-974-6300.
- August 19–20: **SERUG** — Fall Conference and Vendor Show at the Windy Hill Hilton in Atlanta, Georgia
- September 8: **BWRUG** - Baltimore/Washington — All-day meeting in Baltimore, Maryland. The theme is Databases.
- September 9: **MINNRUG** - Minnesota — Quarterly meeting. The theme is Member Appreciation. The meeting will include a paddleboat ride and dinner on the St. Croix River. For information, call Linda Roatch at 612-455-3972.
- September 9: **SNUG** — Meeting at the HP offices in Glastonbury, Connecticut. The topic is Applying Total Quality Management to MIS/Cost Justifying MIS and MIS Projects. For information, call Dave Haberman at 617-859-5966.
- September 14: **TUG** — Full-day meeting at the HP Mississauga office, 6877 Goreway Drive, Mississauga, Ontario. For information, call Wanda Komorowski, 416-877-0161.
- **September 19–23: INTEREX — 19th Annual HP Computer Users Conference** at the Moscone Center in San Francisco, California. For information, call 1-800-468-3739.
- October 7: **CRUG** — Chicago User/Vendor Day.
- October 14–15: **MARUG** — Quarterly Meeting and Vendor Show in Myrtle Beach, South Carolina. The theme is Application Software. For more information, call Ray Kelly at 804-740-1581.
- October 20: **BWRUG** - Baltimore/Washington — Meeting in Baltimore, Maryland, 6:00–9:00 pm. The theme is POSM on MPE Platform.
- October 21: **WNYRUG** — Quarterly meeting. For information, call Brian Carrier at 716-891-3125.
- November 9: **SACRUG** - Sacramento — Quarterly meeting. For information, call J.C. Strote at 209-368-2993.
- November 9: **TUG** — Meeting at the HP Mississauga office, 6877 Goreway Drive, Mississauga, Ontario. For information, call Wanda Komorowski at 416-877-0161.
- November 17: **BWRUG** - Baltimore/Washington — All-day meeting. The theme is HP-UX Utilities.
- November 18: **FLORUG** - Florida — Quarterly meeting at HP Ft. Lauderdale office, 7:00–10:00 pm. For information, call Walter Hancock at 305-974-6300.
- November 18: **MINNRUG** - Minnesota — Quarterly meeting, board nominations. For information, call Linda Roatch at 612-455-3972.
- December 7: **SNUG** — Meeting at the HP offices in Glastonbury, Connecticut. The topic is Open Systems. For information, call Dave Haberman at 617-859-5966.

## Empowerment through Integrated Solutions Seminars

*For the U.S. only*

The Empowerment through Integrated Solution Seminars will offer corporate decision makers and influencers the opportunity to hear how HP will address the future business challenges and provide integrated solutions to meet current business needs. Events will feature well-known industry speakers as well as HP functional management speakers and solution providers. Seminars will demonstrate industry-specific solutions using workstation, X station, PC technology, and HP MPower collaborative computing software.

The morning session will feature the industry-specific topics and the afternoon session will be targeted at multiindustry solutions. The afternoon session will demonstrate how companies can increase data access across functions (such as research and development, finance, marketing, and documentation), decrease costs, and increase productivity.

To make reservations, call 800-289-5745.

Dates	Locations	Targeted industry
March 30	Marriott Hotel Financial Center, New York City, NY	Financial
April 1	HP Novi, MI	Site manufacturing
April 6	HP Mountain View, CA	Site manufacturing
April 8	HP Burlington, MA	Site manufacturing
April 13	HP Paramus, NJ	Site manufacturing
April 15	HP Bellevue, WA	Site manufacturing
April 20	Sheraton Premier Tysons Corner, VA	Federal government
April 20	Omni Hotel, Atlanta, GA	Telecommunications
April 22	HP Naperville, IL	Site manufacturing
April 29	HP Fullerton, CA	Site manufacturing
May 4	HP Englewood, CO	Site manufacturing
May 6	HP Richardson, TX	Site manufacturing
May 18	HP Orlando, FL	Site manufacturing
May 20	HP St. Paul, MN	Site manufacturing

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.*

**General**

**RAM Special Pricing**

**new**

If you are a qualified volume purchase agreement customer, you are eligible for a special pricing on PL5X add-on RAM. This special pricing is equivalent to a net price, after purchase agreement discount of \$65 per megabyte of RAM (U.S. list price).

- **Scope:** North America
- **Eligible products:** Check with your HP representative for P/Ns.
- **Start date:** February 15, 1993
- **End date:** May 31, 1993
- **Promotion number:** 2.722

**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

**User-Based Pricing Software**

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

**HP 9000**

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

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

- **Scope:** United States, Canada, and Latin America
- **Eligible products:** P/Ns A2870A, A2871A, A2872A, A2873A
- **Start date:** January 1, 1993
- **End date:** June 30, 1993
- **Promotion number:** 2.706

**Open for X Business**

**new**

If you purchase an HP 9000 Series 800 Class F, G, H, or I business server (P/Ns A2428A/29A/30A/31A) during the promotional period, you are eligible to receive a 40% discount off the purchase of one HP 700 RX station with 10 MB RAM and Series 800 software.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A2428A/29A/30A/31A
- **Start date:** March 1, 1993
- **End date:** August 31, 1993
- **Promotion number:** 2.720





## HP DTC management enhancements

The new HP DTC management products offer key enhancements that make the job of managing DTCs easier for system administrators.

- *HP 9000-based DTC management* — The new version of HP DTC Manager/UX (P/N J2120A) gives users capabilities that were formerly available only on the PC platform. Added features are switching capabilities, support for multiple concurrent sessions, Domain Name Server (DNS) functionality, and dynamic reconfiguration. Users who require a graphical user interface or HP-UX back-to-back DTC functionality should continue to choose HP OpenView PC-based DTC Manager as their management platform.
- *HP 3000-based DTC management* — HP MPE/iX host-based version 14.0 of the DTC management supports the new 162 and 72MX DTCs.
- *HP OpenView PC DTC Manager enhancements* — For multisystem/multivendor environments HP OpenView PC DTC Manager supports the new 72MX and 16TN DTCs. Fault management has been improved through a polling mechanism to alert network administrators when a problem exists on the network. New operator security features and improved power-on default configuration features have been added.

With the announcement of new DTC products that match the physical form factor of the HP EtherTwist product line,

management improvements include the integration of the complete family of HP networking products in HP OpenView PC DTC Manager. Users can rack and stack HP DTCs and EtherTwist products in a 19-inch EIA cabinet and manage the products on the same screen.

## New DTC products for HP 9000 Series 800

The new HP DTC16TN (P/N J2060A), a 16-port Telnet-only terminal server and HP ARPA Extensions-Telnet/OLTP (P/N J2123A), is an enhanced version of the standard Telnet protocol. The new products were designed for HP 9000 centralized or distributed, single-system environments or for ARPA-based, multisystem, and multivendor environments.

The new Telnet terminal server, with a price that is 50% lower than last year's DTCs, is designed for the cost-sensitive, competitive UNIX system environment.

### Features and benefits

- *Performance* — HP DTC16TN is based on a new, high-performance architecture that incorporates new terminal server technologies. The Telnet/OLTP software implementation significantly reduces HP 9000 CPU use and network traffic, delivering high performance for transaction-oriented applications in networked environments. This results in a 25–40% reduction in Telnet CPU overhead and up to a 90% reduction in terminal I/O LAN packet traffic.

- *Flexibility* — HP DTC16TN delivers 16 RS-232 direct connect or modem ports, or RS-423 ports, and it has a standard 19-inch EIA form factor for racking like the HP EtherTwist hubs, bridges, and routers. Connectivity features include the use of RJ45 (telephone-type) connectors or optional DB25 connectors. Hardware flow control is also available on direct connect ports. With MUX and DTC transparency to the system, applications can be ported from one environment to another without being affected.
- *Ease of use* — The new product structure makes the new DTCs easier to order than older DTCs. HP DTC16TN is easier to use, configure, and integrate and is user installable. A comprehensive set of support tools is available for increased supportability and uptime.

To address larger system configurations, a 64-port bundle (P/N A2957AZ) will be offered in midyear at a lower price point. An alternative is HP DTC72MX, which supports 900 Series HP 3000 AFCP protocol and Telnet protocol for UNIX systems. Integration into HP 9000 system cabinets (P/Ns A1896A and A1897A) will also be available midyear.

continued on next page

HP OpenView (PC-based) DTC Manager software is still the recommended solution to manage DTCs for ARPA-based HP and non-HP systems (including HP Apollo 9000 Series 700). Only the host-based DTC manager (P/N J2120A) is not supported on Series 700.

**Ordering information**

Product No.	Description
J2060A	HP DTC16TN
J2123A	HP ARPA extensions-Telnet/OLTP

**HP 700/RX 16-inch color X stations discontinuance**

Effective February 1, 1993, the HP 700/RX Models 16Ci/16Ca (P/Ns C2710A/C2706A) were discontinued and removed from the HP Price List. The products are replaced by Models 17Ca/Ci.

Product No.	Description
C2710A	Model 16Ca X station with 16-inch color monitor, 1,024 x 768 resolution, 93,000 Xstones, 4 MB DRAM, 1 MB VRAM
C2706A	Model 16Ci X station with 16-inch color monitor, 1,024 x 768 resolution, 93,000 Xstones, 4 MB DRAM, 1 MB VRAM

HP will provide support for Model 16Ci/16Ca for five years beyond the discontinuance date. The last ship date is February 28, 1993.

**Channel Partner promotions**

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

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

**HP 3000 Systems**

**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
- **Start date:** December 1, 1992
- **End date:** May 31, 1993
- **Promotion number:** 2.704

**HP 9000**

**Open for X Business**

*new*

If you purchase an HP 9000 Series 800 Class F, G, H, or I business server (P/Ns A2428A/29A/30A/31A) during the promotional period, you are eligible to receive a 40% discount off the purchase of one HP 700 RX station with 10 MB RAM and Series 800 software. HP Channel Partners receive a 46% discount and two-tier distributors receive a 52% discount.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** P/Ns A2428A/29A/30A/31A
- **Start date:** March 1, 1993
- **End date:** August 31, 1993
- **Promotion number:** 2.720

## HP Channel Partner sales rep training program introduced

*For North America only*

The 1993 goal of the HP Channel Partner sales rep training program is to respond aggressively to training needs and provide just-in-time, easy access to industry-leading Channel Partner training. A program announcement letter, which provided ID numbers, has been distributed to **all** Channel Partners in the VALID database.

The following two-part telecourses will be broadcast via satellite beginning at 8 am Pacific standard time to major sales offices in the U.S. and Canada. Video copies will be distributed to Latin America.

- **SR2204 - Differentiating HP Workstations** is designed to enable Channel Partners' sales reps to sell effectively against Sun Microsystems, IBM, and Silicon Graphics workstation solutions and PC LANs. Part one focuses on supplementing required prestudy material with high-level strategies, messages, and a business opportunities review.
- **SR2812 - Differentiating the HP 9000 Series 800** is designed to enable Channel Partners' sales reps to take the offensive when selling HP business server solutions. Part one focuses on building a product knowledge foundation on the Series 800 product line and key features and benefits.

- **SR2813 - Differentiating the HP 3000** is a two-part course designed to enable Channel Partners' sales reps to aggressively sell HP 3000 business solutions. Part one focuses on building a product knowledge foundation on the HP 3000 product line and key features and benefits.

Part two of each course focuses on articulating appropriate HP differentiators and responding to competitor claims.

Channel Partners' sales reps should use their ID numbers when attending telecourses or requesting testing information. Attendees should bring their ID numbers to the telecourse. Channel Partners' sales reps who need ID numbers should contact the training registrar.

A mastery test is available for the prerequisite self-study associated with each teleclass. After completing the self-study, Channel Partners' sales reps can access the mastery test by calling 408-447-1448 and following the audio instructions. A score of 80% or better represents successful completion. Test results will become part of each rep's training history. Reps who achieve a score of 80% or better on both the prerequisite and classroom mastery tests will receive a recognition item and be entered in a drawing for an HP 95LX palmtop PC (five PCs for each broadcast).

### Registration information

Channel Partners' sales reps can register attendance by calling the training registrar at 800-872-4698. Registrants will receive at no-cost, prerequisite self-study course material.

Course	Description	Date	Registration Deadline
SR2204	Workstations	June 23	May 21
SR2812	Series 800	July 15	June 18

HP may cancel classes if minimum enrollment is not reached by the registration deadline. Students will be notified of class cancellations.



## Additions to HP FIRST

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 touch-tone phone, and literature can be received on any Group 3 fax machine. Dial 800-333-1917 in the U.S. and Canada or 208-344-4809 worldwide, 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 computer systems items listed here have been added to the HP FIRST system as of March 1, 1993.

Title/Description	Fax ID number
STREAMS/UX, Technical Data; 5 pages	31502
Wim Roelandt's Letter to <i>Computerworld</i> Editor; 1 page	32166
HP 9000 Series 800 Model H40 TPC-C Benchmark Executive Summary (Informix host-based), Performance Brief; 3 pages	32242
HP 9000 Series 800 Model 89014 TPC-A Benchmark Executive Summary (Oracle client/server), Performance Brief; 3 pages	32243
HP's Trade-up '93 is the Answer, Product Note; 1 page	32289
HP 9000 Series 800 Business Sewers Section 1, Introduction Configuration Guide; 6 pages	34115

HP 9000 Series 800 Business Servers Section 2, Models FXX, GXX, HXX Business Sewers Configuration Flow Chart, Configuration Guide; 5 pages	34116	HP 9000 Series 800 Business Sewers Section 17, Printers, Configuration Guide; 6 pages	34131
HP 9000 Series 800 Business Sewers Section 3, Model F10/F20/F30 Integrated Business Sewers, Configuration Guide; 9 pages	34117	HP 9000 Series 800 Business Sewers Section 18, Graphic Devices, Configuration Guide; 5 pages	34132
HP 9000 Series 800 Business Sewers Section 4, Model G30/G40/G50 Integrated Business Sewers, Configuration Guide; 14 pages	34118	HP 9000 Series 800 Business Sewers Section 19, Terminals, Configuration Guide; 4 pages	34133
HP 9000 Series 800 Business Sewers Section 5, Model H20/H30/H40/H50 Integrated Business Sewers, Configuration Guide; 14 pages	34119	HP 9000 Series 800 Business Servers Section 20, X-Stations, Configuration Guide; 3 pages	34134
HP 9000 Series 800 Business Sewers Section 6, Model I30/I40/I50 Integrated Business Sewers, Configuration Guide; 14 pages	34120	HP 9000 Series 800 Business Sewers Section 21, Recommended Series 800 Peripherals, Configuration Guide; 5 pages	34135
HP 9000 Series 800 Business Sewers Section 7, Model FCC GXX, HXX, and IXX Family Upgrades, Configuration Guide; 7 pages	34121	HP 9000 Series 800 Business Servers Section 22, Peripherals Supported on the Series 800, Configuration Guide; 13 pages	34136
HP 9000 Series 800 Business Sewers Section 8, Model FXX, GXX, HXX, and IXX Typical Memory and Disk Configuration, Configuration Guide; 6 pages	34122	HP 9000 Series 800 Business Servers Section 23, HP-UX Operating System, Configuration Guide; 6 pages	34137
HP 9000 Series 800 Business Sewers Section 9, Corporate Business Sewer 890 Configuration Flow Chart, Configuration Guide; 6 pages	34123	HP 9000 Series 800 Business Sewers Section 24, Database Software, Configuration Guide; 8 pages	34138
HP 9000 Series 800 Business Sewers Section 10, Corporate Business Sewer 890, Configuration Guide; 23 pages	34124	HP 9000 Series 800 Business Sewers Section 25, Application Development Tools, Configuration Guide; 3 pages	34139
HP 9000 Series 800 Business Sewers Section 11, Series 800 Cabinets and Packing, Configuration Guide; 25 pages	34125	HP 9000 Series 800 Business Servers Section 26, Systems and Network Management, Configuration Guide; 3 pages	34140
HP 9000 Series 800 Business Sewers Section 12, Peripheral Interfaces, Configuration Guide; 8 pages	34126	HP 9000 Series 800 Business Sewers Section 27, Performance Management, Configuration Guide; 3 pages	34141
HP 9000 Series 800 Business Sewers Section 13, Multiplexers and User Communication Devices, Configuration Guide; 5 pages	34127	HP 9000 Series 800 Business Sewers Section 28, System Availability, Configuration Guide; 9 pages	34142
HP 9000 Series 800 Business Sewers Section 14, DTC [Datacom and Terminal Controller], Configuration Guide; 9 pages	34128	HP 9000 Series 800 Business Sewers Section 29, System Software, Configuration Guide; 17 pages	34143
HP 9000 Series 800 Business Sewers Section 15, Mass Storage Devices, Configuration Guide; 10 pages	34129	HP 9000 Series 800 Business Sewers Section 30, Distributed Computing, Configuration Guide; 4 pages	34144
HP 9000 Series 800 Business Sewers Section 16, Tape Drives, Configuration Guide; 7 pages	34130	HP 9000 Series 800 Business Sewers Section 31, Networking, Configuration Guide; 16 pages	34145
		HP 9000 Series 800 Business Sewers Section 32, Customer Support Services, Configuration Guide; 10 pages	34146
		HP 9000 Series 800 Business Servers Index, Configuration Guide; 9 pages	34147
		HP-RT/UX Backplane Networking, Data Sheet Brochure; 2 pages	34189



## New audiotape program for Americas HP Channel Partners

For *the Americas* only

HP launches a new audiotape, *HP Channel NewsTalk*, for HP Channel Partner sales reps. *HP Channel NewsTalk* leverages information from HP Computer *NewsTalk*, which is produced for HP sales reps. The tape will be distributed monthly to Channel Partner contacts in the U.S., Canada, and Latin America who are coded as "sales" in the VALID database. U.S. and Canadian contacts will receive their first tape in March. Latin American Channel Partner contacts will receive their first tape in April.

HP's objective is to assist the sales efforts by providing timely, strategic, and technical information about the latest HP products, programs, successes, strategies, industry trends, and competitive information. *HP Channel NewsTalk* contains information on HP computer systems products including workstations. Headline and feature stories are presented in a news reporting format. A new section features updated information on HP Channel Partner programs such as special training programs and events.

To ensure that you are coded in the VALID database correctly, contact Helen Ramshaw at 408-447-1497 for U.S. and Canada; or Alfonso Villasenor at 408-447-7846 for Latin America.

## HP FIRST 800 number for CSO fax documents

HP Fax Information Retrieval Support Technology (FIRST) has expanded its U.S. and Canadian 800 number service to include HP's Computer Systems Organization and networking information. The 208-344-4809 number is still available worldwide.

An advantage of the 800-333-1917 number is a two-call system by which the original call can come from a non-fax phone and direct the HP FIRST information to any U.S. or Canadian fax machine or PC fax card number. With the 208-344-4809 number, the original worldwide calls must be initiated from the receiving fax phone.

The HP FIRST information library indexes are updated twice each month when necessary. HP FIRST is for the HP field, factory, HP Channel Partners, and end users. Formatted text and graphics information includes application notes, product technical data, software/hardware compatibility information, driver request forms/information, material safety data sheets, upgrade forms, product warranties, press releases, photo cards, HP service parts lists, price lists, configuration guides, buyers guides, and white papers.

## 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.

### **DIRECT Systems and Workstation Products catalog (Canada)**

- **Audience:** HP Channel Partners - For Canada only
- **Format:** 136 pages, 8½ x 11, four color
- **P/N:** 5091-6017ECA
- **Description:** Spring edition offers new products including HP 3000 and 9000 CPU upgrades, HP Apollo workstation board upgrades, and the HP 2300/1100L impact printer. Products include workstations and X stations, software, upgrades, peripherals, networking products, workstation documentation, supplies, and accessories. The catalog also describes easy ordering and presales technical support available to users.

### **HP DIRECT Systems and Workstation Products catalog (U.S.)**

- **Audience:** HP Channel Partners
- **Format:** 136 pages, 8% x 11, four color
- **P/N:** 5091-328EUS
- **Description:** Spring edition offers new products including HP 3000 and 9000 CPU upgrades, HP Apollo workstation board upgrades, and the HP 2300/1100L impact printer. Products include workstations and X stations, software, upgrades, peripherals,

networking products, workstation documentation, supplies and accessories. The catalog also describes easy ordering and presales technical support available to users.

### **1992 VARBUSINESS Annual Report Card Review reprint**

- **Audience:** HP Channel Partners
- **Format:** four pages, black and white
- **P/N:** 5091-6356EUS
- **Description:** Reprint of the channel write-up in the 1992 VARBUSINESS Annual Report Card Review shows that HP again outranked its major competitors.

### **HP MPower — Empowering the User brochure**

- **Audience:** HP Channel Partners
- **Format:** six pages, 8% x 11, full color
- **P/N:** 5091-5338E
- **Description:** Brochure gives an overview of the features and benefits of HP MPower multimedia solution. Prospects can learn about collaborative computing and accessing all types of information including audio and video globally.

### **TradeUp'93 Sales Tools datasheet, promotional sheet, and agreements**

- **Audience:** HP Channel Partners
- **Format:** two pages, 8½ x 11, three color
- **P/N:** 5091-6122EUS
- **Description:** Datasheet highlights the TradeUp'93 Program, formerly the PowerUp'93 Program, through which users can trade in HP Apollo workstations, X terminals, or PCs for an HP Apollo 9000 Series 700 workstation or X station.

- **Audience:** HP Channel Partners
- **Format:** one page, 8% x 11, one color
- **P/N:** 5091-6622EUS
- **Description:** Promotional sheet was designed to fax users the news about the TradeUp'93 Program. The piece highlights discounts and information resources.

**P/N:** 5091-6685EUS End user 20/20 Special Program Agreement; 5091-66684EUS VAR/OEM 20/20 Special Program Agreement; 5091-66866EUS TradeUp'93 20/20 Special Program addendum.

### **Making the Right Connections— A guide to connecting workstations, PCs, and Apple Macintosh computers**

- **Audience:** HP Channel Partners
- **Format:** eight pages, 8% x 11, two color
- **P/N:** 5091-6371E
- **Description:** Guide includes a description of connectivity solutions that are available and a sample configuration to show users how these solutions can provide an easy-to-use environment that integrates PCs, workstations, and Apple Macintosh computers.

### **HP Education catalog**

- **Audience:** HP Channel Partners
- **Format:** 80 pages, 8% x 11
- **P/N:** 5091-6467EUS (three-hole drilled), 5091-466EUS
- **Description:** March–October catalog is a direct-response vehicle and a sales tool. It provides details and schedules for HP's basic to advanced courses on the UNIX/HP-UX system, HP MPE, RTE, networking, and open systems.

Workstations

**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 P/Ns.
- **Start date:** June 1, 1992
- **End date:** December 31, 1993
- **Promotion number:** 2.648

**Domain "Welcome Back to Support"**

*change*

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 P/Ns.
- **Start date:** September 1, 1992
- **End date:** May 31, 1993 (*extended from February 28*)
- **Promotion number:** 2.672

**HP-UX CD-ROM Drive Offer**

*end*

If you purchase a CD-ROM starter kit (PIN B2950A) and HP-UX CD-ROM material update service (PIN 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
- **Prdmotion number:** 2.686

**Power to Empower Coupon**

*end*

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, Model 715133, 715150, 725150, 735, and 755; check with your local HP representative for P/Ns.
- **Start date:** November 1, 1992
- **End date:** April 30, 1993
- **Promotion number:** 2.696

**PowerGraphics**

*new*

All customers, including authorized resellers and distributors, who purchase selected HP Apollo 9000 Model 715 or 735 systems equipped with either a CRX-24Z or CRX-48Z 3D-graphics subsystem are eligible to purchase additional factory-installed RAM memory at 45-56% promotional discount.

- **Scope:** North America
- **Eligible products:** Check with your local HP representative for P/Ns.
- **Start date:** March 1, 1993
- **End date:** August 31, 1993
- **Promotion number:** 2.721

Networks

**National User Group  
Discount Coupon**

*end*

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.
- **Start date:** October 1, 1992
- **End date:** March 31, 1993
- **Promotion number:** 2.685

**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

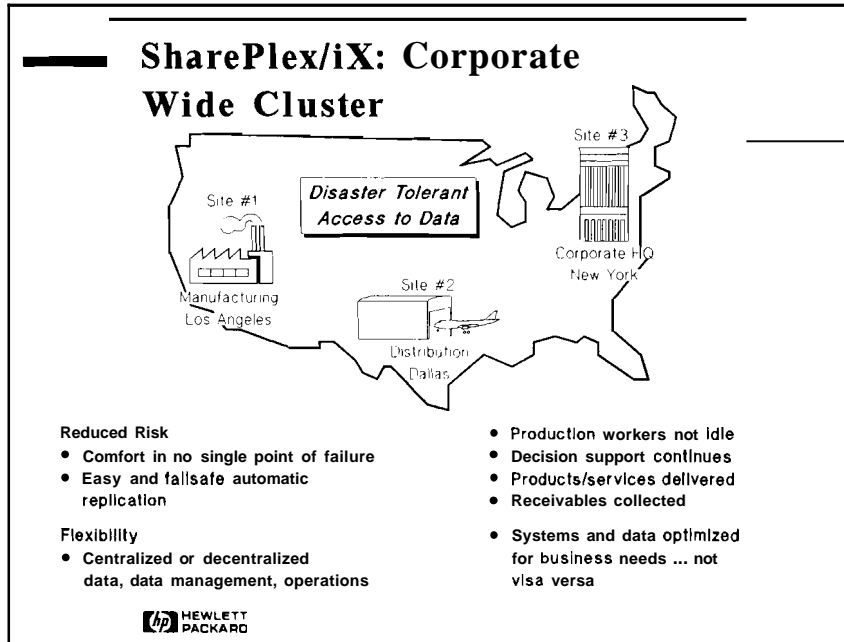
**Optical Library Trade-In**

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 SharePlex/iX provides clustering capabilities



### For the U.S. only

The new HP SharePlex/iX (P/N B3482A) provides cluster capabilities for networked HP 3000 systems. The new HP SharePlex/iX was developed for any industry requiring transparent data access, enhanced data availability, or disaster tolerance.

### Features and benefits

HP SharePlex/iX provides benefits traditionally associated with highly functional clusters including enhanced data availability, disaster tolerance, shared computing loads, and centralized systems management. The major components of HP SharePlex/iX are Netbase from Quest Software and HP OpenView Console. Netbase from Quest Software allows a network of

HP 3000 systems to share data transparently, replicate data automatically, and share computing loads. HP OpenView Console allows the central management of a network of HP 3000 systems allowing monitoring and full console control of all of the systems in the HP SharePlex/iX network. As part of the HP SharePlex/iX product, Netbase has been enhanced to automatically integrate with the HP OpenView Console so that Netbase functionality can be managed from within HP OpenView Console.

HP SharePlex/iX advances the HP 3000 as the system for worry-free, business-critical computing. With HP SharePlex/iX, a network of HP 3000 systems can provide nearly instantaneous recovery from natural disasters.

HP SharePlex/iX provides greater data availability than limited function clusters providing warm standby systems since HP SharePlex/iX switchover to replicated data occurs almost instantaneously. Because HP SharePlex/iX functions over LANs and WANs, it provides greater geographic distribution than clusters based solely on LAN or metropolitan networking capabilities. With these features, HP SharePlex/iX provides protection from single-system failures, data center accidents, and full-scale regional disasters.

Note: This product is currently available only in the U.S.; however, availability in Europe will follow in 60 days.

## HP OpenView Console lowers price and moves to user-based price

HP OpenView System Manager has been restructured to provide pricing based on HP MPE/iX user levels and to increase the name awareness of HP OpenView Console. The name change reflects greater name recognition in the field for HP OpenView Console since it is being bundled with HP 3000 Corporate Business System/DX products. The product has been reduced in price and restructured to reflect user-based pricing tiers.

HP OpenView System Manager Managed Node software (P/N 36937A) has been renamed to

Managed MPE/iX Node. This product has been restructured for user-based pricing tiers and has had price adjustments.

This new pricing structure was developed for HP 3000 users who want to improve the way they manage a single HP 3000 or to centrally manage multiple HP 3000 systems.

Changes to P/Ns 36936A and 36937A are listed below. Additional upgrade options exist unchanged and are not shown here.

Product No.	Description
36936A	HP OpenView Console; license must align with MPE/iX user license
Opt. OAF	20-user license
Opt. UCY	40-user license
Opt. UA9	64-user license
Opt. UBD	100-user license
Opt. UCN	160-user license
Opt. UAT	Unlimited-user license
Opt. UDB	Credit for 20-user license
Opt. UCZ	Credit for 40-user license
Opt. UB9	Credit for 64-user license
Opt. UD9	Credit for 100-user license
Opt. UDV	Credit for 160-user license
Opt. UBP	Credit for unlimited-user license
36937A	HP Managed MPE/iX Node; license of node must align with the node's MPE/iX-user license
Opt. OAF	20-user license
Opt. UCY	40-user license
Opt. UA9	64-user license
Opt. UBD	100-user license
Opt. UCN	160-user license
Opt. UAT	Unlimited-user license
Opt. UDB	Credit for 20-user license
Opt. UCZ	Credit for 40-user license
Opt. UB9	Credit for 64-user license
Opt. UD9	Credit for 100-user license
Opt. UDV	Credit for 160-user license
Opt. UBP	Credit for unlimited-user license



## HP LAN Manager enhancements for HP 9000

New capabilities have been added to HP LAN Manager for HP 9000 (LM/X) Version 1.4. The capabilities strengthen the HP LAN Manager Version 1.X implementation on HP 9000. *LAN Technology Magazine* rated Version 1.X above the rest as compared to implementations on other platforms. Version 1.4 offers support for Microsoft's latest client software Version 2.1a and includes 17 bug fixes and enhancements.

### Features

- Direct printing to a printer attached to an MS-DOS® PC client
- Improved Windows integration — LAN Manager 2.1a clients support WinPopUp, which allows messages to be sent.

- Persistent connections — If a connection is lost, users can specify automatic reconnection to specific shared disks and printers rather than getting the global default configuration.

- Version 1.4 is supported on HP-UX 9.0 and 8.X and is currently available. Users on support contract will automatically receive this update from HP.

Version 1.4 is required to support LM/X 2.1a clients. Older LM/X versions will not support these clients.

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

## Data compression option discontinuance

Effective February 28, 1993, P/N C1521B Option 800 was removed from the HP Price List. Deliveries may be scheduled through May 31, 1993. The data compression feature of P/N C1521B on HP 9000 Model 8X7 systems is supported under HP-UX 9.0.

Product No.	Description
C1521B	
Opt. 800	Model 8X7 interim data compression support for systems running HP-UX 8.02





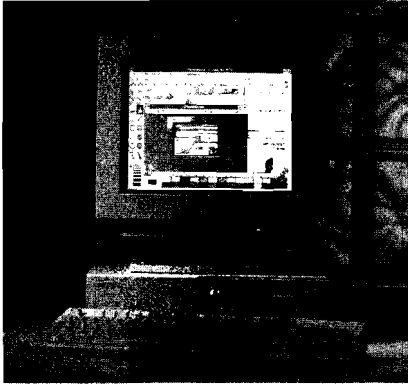
## SCSI disk array for Series 700 supported on HP-UX 9.01

Users who have an HP Series 6000 Model 1350SA or 420SA (P/Ns C2427JK and C2425JK) on an HP Apollo 9000 Series 700 workstation may install HP-UX 9.01. Support for the SCSI-2 disk arrays had been delayed while a patch tape for HP-UX 9.01 was being tested. Installed-base users should contact their local HP representative for the patch.

The patch tape will contain the necessary files for support on either HP-UX 8.07 or 9.01. These products are not supported on HP-UX 9.0. New P/N C2425JK and C2427JK orders will include the patch tape.

Support of these products on new Model 7X5 workstations is offered only with P/N 25525B EISA SCSI card. The disk arrays are not currently supported on the *fast*/wide SCSI connector on Models 735 and 755.

## New HP Vectra 386/33N and 386/33NI PC series



The new HP Vectra 386/33N and 386/33NI are high-performance entry-level PCs with two shelves/ three ISA slots.

### Features and benefits

- 33-MHz 386SX processor — highest speed currently in 386SX processor family for increased productivity
- Graphics accelerated video and fast drivers — subsystem that provides two to three times the video performance of competitive 386SX-based PCs for increased productivity when using applications under graphical user interfaces such as Microsoft® Windows
- NI Series: integrated high-performance 16-bit Ethernet interface, preinstalled LAN drivers, standard multifunctional startup ROM, optional coax module, and optional token ring adapter — provides plug-and-play connection
- N and NI Series: fully tested formultivendor connectivity — provides full compatibility with network environments
- Extensive security system — provides network administrator control and individual privacy
- Upgradeable to 486 performance via system board upgrade — provides room to grow and protects investment
- Preloaded MS-DOS, MS-Windows or MS-Windows for Workgroups, HP Dashboard, video drivers, and LAN drivers (NI Series) — reduces PC setup time

The HP Vectra 386/33N and 386/33NI PC Series offer top 386SX system and video performance to users who do not need the performance of HP Vectra 486N PC Series. These new PCs directly replace the obsolete HP Vectra 386/25N PC as the entry-level PC in the HP Vectra PC product line.

Differentiators from the 386SX competition are networking capabilities, especially for NI Series, video performance, and extensive security system.

### Ordering information

Product No.	Description
D2701A	HP Vectra 386/33N PC Model 1; 2 MB memory (no hard disk, no software)
D2702A	HP Vectra 386/33N PC Model 80; 4 MB memory, 85-ME hard disk, MS-DOS, MS-Windows, HP Dashboard, mouse
D2703A	HP Vectra 386/33NI PC Model 1; 2 MB memory, (no hard disk, no software)
D2704A	HP Vectra 386/33NI PC Model 80; 4 MB memory, 85-ME hard disk, MS-DOS, MS-Windows for workgroups, HP Dashboard, mouse
D2707A1	HP Vectra 386/33N PC Model 80C; 2 MB memory, 85-ME hard disk, MS-DOS, HP VGA color display
D2712A2	HP Vectra 386/33NI PC Model 80W; 4 MB memory, 85-ME hard disk, MS-DOS, MS-Windows, HP Dashboard, mouse
D2711A	Manuals for HP Vectra N and NI PC Series
D2713A	512-KB video memory upgrade kit
D2714A	2-ME 60-ns memory upgrade kit for HP Vectra 386/33N and 386/33NI PCs
D2715A	8-ME 60-ns memory upgrade kit for HP Vectra 386/33N and 386/33NI PCs

<sup>1</sup> P/N D2707A is not available in the U.S. or Canada.

<sup>2</sup> P/N D2712A is not available in Latin America.

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



## Two-button mouse discontinued

The HP mouse (PIN 46060A) **will** be discontinued and removed from the **April** HP Price List. Orders **will** be accepted through April **30, 1993**. The support part is the three-button mouse (PIN **46060-60202**) which **will** be used for the five-year support life. The three-button mouse has the same functionality as the two-button mouse.

## HP Vectra 386/25N PC discontinuance

The HP Vectra 386/25N PCs have been discontinued. The replacements are HP Vectra 386/33N PCs which are available on the March HP Price List. HP Vectra 386/25N orders **will** be accepted until **March 31, 1993**.

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Product No.	Description
D2490A	HP Vectra 386/25N PC Model 0
D2491A	HP Vectra 386/25N PC Model <b>0E</b> ; not available in the U.S.
D2492A	HP Vectra 386/25N PC Model <b>80</b>
D2493A	HP Vectra 386/25N PC Model <b>80E</b>
D2494A	HP Vectra 386/25N PC Model <b>170</b>
D2495A	HP Vectra 386/25N PC Model 1, <b>2 MB</b> ; not available in Europe
D2496A	HP Vectra 386/25N PC Model 1
D2497A	HP Vectra 386/25N PC Model <b>80T</b>
D2498A	HP Vectra 386/25N PC Model <b>40C</b> ; <b>2 MB</b> , VGA monitor

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Mass Storage

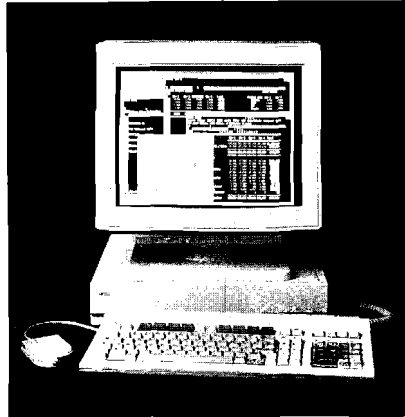
**Two DAT drives added to special sale**

The price on two 1.3 GB-DAT tape drives (P/N C2475F/R) has been reduced. This adds more products to the special sale that provides a low-cost alternative to purchasing a 2-GB DAT. The DATs use 60-m tapes that are forward compatible with P/Ns C2297A/T/U, C2298A/T/U, C2477F/R, and C2478F/R.

P/N C2475F drives are installable in P/N C246XF storage systems. P/N C2475R drives are installable in P/N C246XA and C246XR storage systems.

Terminals

**New HP 700/RX Model 17Ci X stations feature Sony Trinitron monitors**



The HP 700/RX Models 17Ci and 17Ca (P/Ns C2706B and C2710B) are new HP X station models that come standard with 17-inch, flicker-free, ergonomically designed, color, Sony Trinitron monitors and 4 MB of user memory.

The Model 17Ci/Ca X stations are low-cost clients for commercial and technical applications. When configured as companion products with HP 9000 Series 800 business servers and HP Apollo 9000 Series 700 workstations, they can meet the needs of cost-sensitive users who require low cost-per-seat.

The Models 17Ci/Ca are competitively priced against other X-terminal vendor offerings. The Models 17Ci/Ca are available with the MultiSeat II promotion. The 17-inch, color, packaged solution offers a three-seat system for a lower cost-per-seat than a workgroup of Sun SPARCclassics.

**Ordering information**

Product No	Description
C2706B	Model 17Ci X station with 17-inch, 1,024 x 768, 75-Hz, flicker-free color monitor (PINA2287A); X Window processor base unit (52,000-Xstone performance); PS/2 keyboard; PS/2 three-button mouse; 2-MB VRAM; 4-MB DRAM; power cords; manual
C2710B	Model 17Ca X station with 17-inch, 1,024 x 768.75-Hz, flicker-free color monitor (P/N A2287A); X Window processor base unit (93,000-Xstone performance); PS/2 keyboard; PS/2 three-button mouse; 2-MB VRAM; 4-MB DRAM; power cords; manual
P/N C2706B/C2710B options	
Opt. 1A2	Delete keyboard
Opt. AN7	Delete 2-MB SIMM

For more information, contact your local HP representative.

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

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# HP Computer Update

March 1993

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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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