

Information Systems & Manufacturing News

Information for HP sales reps selling MIS, office automation, and manufacturing solutions □

May 1, 1987

HP Information Access

Bringing people
and information
together



Mainframe



Minicomputer



Workstation

ANNOUNCING
Cullinet Link

- Upload
- Batch Access
- X.25 Support

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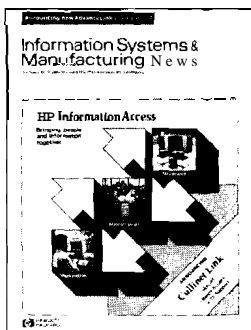
Information Systems & Manufacturing News is published biweekly for Hewlett-Packard field personnel to help you sell HP solutions by *organizing, summarizing, and highlighting* sales and marketing information.

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On the cover

HP Information Access has been enhanced to include the features your customers have been asking for. And now, with the Cullinet Link, they also have a bridge to mainframe information. See page 15.

MARKETING 8 INTERNATIONAL SECTOR

US Field Operations
Europe/Africa Operations
Intercontinental Operations
 Worldwide Major Accounts Program
 Federal Marketing Operation
 Direct Marketing Division
 Value-Added Channel Management
 Customer Support
 Application Support Division
 Product Support Division
 Finance and Remarketing Division
 Corporate Marketing Communications

SYSTEMS TECHNOLOGY SECTOR

Circuit Technology Group
 PD Printed Circuit Division
 NID Northwest IC Division
 SID Singapore IC Operation
 CID Integrated Circuits Division
 CICD Colorado IC Division

Information Technology Group (ITG)

FID Fort Collins IC Division
 HFO Information Hardware Operation
 ISO Information Science Operation
 ISO Entry Systems Operation

Information Networks Group (ING)

CND Colorado Networks Division
 GND Grenoble Networks Division
 RND Roseville Networks Division
 IND Information Networks Division

Peripherals Group (PPG)

GUD Greeley Division
 Computer Peripherals Bristol Division
 GTD Greeley Tape Operation
 DMD Disc Memory Division
 BOD Boise Division
 VCD Vancouver Division
 ICD Ink-Jet Components Operation
 AHCO Asian Hardcopy Operation
 SDD San Diego Division
 BPO Barcelona Peripherals Operation

BUSINESS SYSTEMS SECTOR

COMMERICAL SYSTEMS
 CSY Computer Systems Division
 GCO Guadalajara Computer Operation
 MFD Manufacturing Productivity Division

OFFICE SYSTEMS

OSD Office Systems Division
 OPD Office Productivity Division
 PSD Personal Software Division

PERSONAL COMPUTER

SPCO Sunnyvale PC Operation
 MHP Microcomputadoras HP
 APCO Asian Personal Computer Operation
 RIL Roseville Terminals Division
 HPRR Puerto Rico Operation
 PCPD Grenoble Personal Computer Division
 PCD Portable Computer Division
 BPC Brazil Operation
 HCCO Handheld Computer & Calculator Operation
 BGD Böblingen General Systems Division
 ASO Australian Software Operation
 CPS Computational Products Singapore
 PCDO Personal Computer Distribution Operation

TECHNICAL SYSTEMS SECTOR

Manufacturing Systems Group (MSG)
 DSD Data Systems Division
 AMSO Advanced Manufacturing Systems Operation
 LD Loveland Instrument Division
 PAO Patagon Automation Operation
 MTD Manufacturing Test Division
 LMSO Lyon Manufacturing Systems Operation
 TCO Technical Computer Operation
 IAC Industrial Application Center
 Engineering Systems Group (ESG)

TECHNICAL WORKSTATION

FSD Fort Collins Systems Division
 O Technical Workstation Operation
 SSO Systems Software Operation
 CWO Corvallis Workstation Operation
 BCD Böblingen Computer Division

DESIGN SYSTEMS

LSO Logic Systems Division
 LSO Logic Systems Operation
 FEO Fort Collins Engineering Operation
 SLCO Salt Lake City Operation
 LSD Lake Stevens Instrument Division
 MBO Mechanical Business Operation
 BEO Böblingen Engineering Operation
 TSC Technical Software Center

Corporate Manufacturing

PCPD Printed Circuit Division

Corporate Engineering

MEASUREMENT SYSTEMS SECTOR

Microwave and Communications Group (MCG)

SPD Stanford Park Division
 NMD Network Measurements Division
 SAC Signal Analysis Division
 SPK Spokane Division
 CTD Colorado Telecom Division
 QTD Queensferry Telecom Division
 MWTID Microwave Technology Division
 QMCO Queensferry Microwave Operation

Electronic Instruments Group (EIG)

NJD New Jersey Division
 SCD Santa Clara Division
 BID Böblingen Instrument Division
 YID YHP Instrument Division
 YCO YHP Computer Operation
 COL Colorado Springs Division
 ISL Instrument Systems Labs

Analytical Group (APG)

AVD Avondale Division
 SID Scientific Instruments Division
 WAD Waldbronn Division
 HPG HP Genenchem

Medical Group (MPG)

AND Andover Division
 BMD Böblingen Medical Division
 MCMC McMinville Division
 WAL Waltham Division
 MSC Medical Supplies Center

Components Group (CPG)

MSD Microwave Semiconductor Division
 OED Optoelectronics Division
 OXCD Optical Communication Division
 SAC Southeast Asia Operation

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.



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GENERAL

Graphics Symposium scheduled for June 9-10

Ralph Hyver/HP Labs

HP Labs' Strategic Grants Program, in cooperation with Corporate Engineering, will host the Graphics Symposium at Building 5 (5M Conference Room) in Palo Alto on June 9-10, 1987.

The Graphics Symposium is intended to build greater awareness among interested HP personnel of the major directions in graphics research and their implications for next generation commercial graphics systems. The Symposium will bring together leading U.S. graphics research scientists — all of whom are grant recipients of HP 9000 Model 320SRX solid-rendering workstations — in the following two-day program.

Tuesday, June 9

- 8:30- 8:45 Ira Goldstein, Director, HP Labs
Distributed Computing Center
Welcome/Introductions
- 8:45- 9:45 Andries van Dam, Professor, Computer Science, Brown
Brown's Animation Generation System (BAGS)
- 9:45-10:00 *Break*
- 10:00-11:00 Steve Feiner, Professor, Computer Science, Columbia
Computer Graphics Modeling
- 11:00-12:00 Gerald Maguire, Professor, Computer Science, Columbia
Medical Imaging Research
- 12:00- 1:15 *Lunch (provided)*
- 1:15- 2:15 David Zeltzer, Professor, Computer Science, MIT Media Lab
Knowledge-Based Animation
- 2:15- 3:15 Norman Badler, Director, Computer Graphics Research Lab, Penn.
Modeling and Animation of Human Movement
- 3:15- 3:30 *Break*
- 3:30- 5:30 Alan Barr, Professor, Computer Science, Cal Tech
Computer Graphics Modeling

Wednesday, June 10

- 9:00-10:15 Donald Greenberg, Professor, Computer Graphics, Cornell
Photorealism
- 10:15-10:30 *Break*
- 10:30-11:30 Andries van Dam
PHIGS +, the Programmer's Hierarchical Interactive Graphics System
- 11:30-12:30 Larry Miller, Professor, University of Southern California, Information Sciences Institute
Intelligent, Interactive User Interfaces
- 12:30- 1:30 *Lunch (provided)*
- 1:30- 2:30 Richard Riesenfeld, Chairman and Professor, Computer Science Department, University of Utah
The Alpha 1 Solid Modeling CAGD System
- 2:30- 2:45 *Break*
- 2:45- 4:30 *Panel discussion: The Future of Graphics Workstations*

The speakers will augment their talks with videotapes as well as demonstrations of work in progress on an HP 9000 Model 320SRX. There will be ample time for discussion among speakers and the audience.

The Graphics Symposium should be attended by those at HP who are involved in developing graphics applications or who are interested in learning more about future graphics trends.

The registration fee for the Graphics Symposium, including lunches and materials, is \$150 U.S. list. To register, contact Corey Morel, Corporate Engineering, at 415-857-5101.

For additional information, contact Hai-Wen Bienz, HP Labs, at 415-857-2110 or on HPDesk: Bienz/HP1900/01.

Plan ahead for Telecom'87

Phil Darnell/HPSA

The most significant worldwide event in the telecommunications industry, held every four years by the I.T.U., will occur in Geneva, Switzerland, October 20-27. The convergence of computers and telecommunications ensures an industry event with a broad appeal to manufacturers, PTTs, and end users. There will be more than 800 exhibitors from 65 countries, and the event is expected to attract more than 250,000 visitors (up from 190,000 in 1983). Many of these will be senior executives and decision makers motivated to attend by the uniqueness of the occasion. They have the

opportunity to participate in conferences on economic and technical facets of the industry, plus the chance to talk and exchange views with peers, senior government officials, and suppliers.

HP will be present at Telecom'87 with an impressive booth featuring a range of solutions and presentations on our key business areas related to the industry. We are also planning to hold a full program of seminars, demonstrations, and a series of roundtable discussions. These programs will be held in our European headquarters building, located nearby.

John Young, his executive team, and senior managers from the groups and field will be present. The combination of application demonstrations, seminars, and management presence will deliver a unique opportunity to enhance our position as a preferred supplier, broaden sales opportunities within existing accounts, and help accelerate the sales process.

We have put together a team of people to cover Europe, the U.S., and Intercon to ensure we *get the word out* and the *customers in*. If your customers or prospects are planning to attend, let us know. They will be included in a series of informative mailshots, *plus* be able to register for HP seminars and roundtables in advance.

Who to contact for more information

Region	Contact	Telephone
U.S. and Intercon	Bob Kresek, Cupertino	408-447-1195
U.K.	Jim Taylor, Pinewood	44 344 77 31 00
France	Alain Boucher, Evry	33 1 60 77 83 83
Italy	Maurizio Marcon, Milano	39 2 92 36 91
Germany	Joachim Leonardt, Boblingen	49 7031 140
SEK	Paul Hanmer, WTC Geneva	41 22 98 96 51
NER	Christer Gauffin, Amsterdam	31 20 5479999

Pursuing leads with consultants

Julie Whalen/Consultants Channel

For the U.S. only

Hewlett-Packard's Consultants Program is in full swing with dedicated field consultant program managers in 13 major U.S. cities. This field support is the critical link in the program, and is paying off in the form of leveraged leads and orders. We currently have over 100 leads in the funnel (15 with major accounts) and 11 deals have closed thus far in FY87. All **Rig 8** accounting firms, as well as several independents, are represented in the funnel.

Strong program support at all levels

In addition to the key field consultant program managers (CPMs), the channel also includes a corporate team, under Jack Griffin, that manages the overall structure of the channel. Working with Corporate is the Business Systems Sector (Susan Curtis, consultants channel manager), Technical Systems Sector (Nancy Henkle, consultants channel manager) and Information Networks Group (Karyn Mashima, consultants channel manager) . . . each of whom have developed programs to promote key product and strategy messages to consultants.

How you can benefit

The Consultants Program, articulated through 13 field consultant program managers, sector, and corporate teams, is also designed to work for you. If you reside in an area represented by a CPM (see list), contact him or her directly for details. If you represent an area that does not yet have dedicated program support, call Julie Whalen at 408-447-1661. With a corporate-wide mapping of activities and contacts, Julie can direct you to the person most likely to assist you.

Area	Contact
Atlanta/Ft. Lauderdale	Dale Leicht
Boston	Rich Ditucci
Chicago	Tom Nielson
Dallas	Donna Crowell
Denver	Fred Homing
Los Angeles	Lynn Wolf
New Jersey	Hank Greenfield
New York	Al Greenside
Philadelphia	Rod Bush
St. Paul	Jon Hunstock
San Antonio	Mike Slaby
San Francisco/San Jose	Michaelyn Park
Washington DC	Harvey Flatt

Current marketing tools, available in the Literature Distribution Center, in Palo Alto, California, are listed below.

P/N	Description
5954-9080	Hewlett-Packard: A Consultants Overview
5954-6349	Hewlett-Packard Consultants Program*
5954-7689D	Resources For VA Businesses*

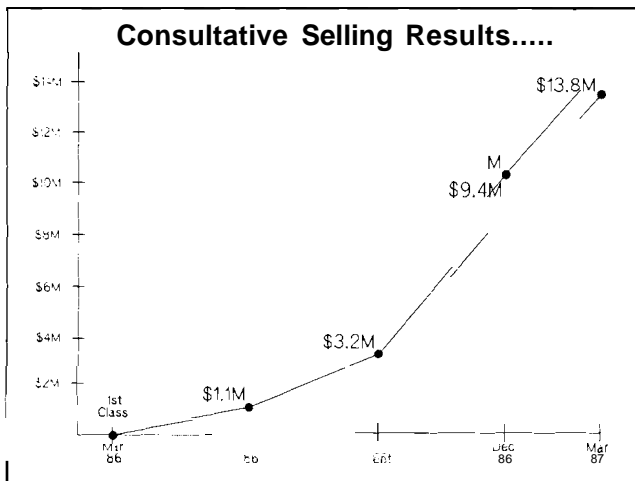
**Inserts to the Value-Added Business portfolio, a complete guide to HP's value-added channel programs.*

MAJOR ACCOUNTS

Consultative Selling — successes are mounting

Dianne Barton/Major Accounts Marketing

Since the first HP-sponsored Consultative Selling class, held in March 1986, we have been tracking the sales resulting from using these new concepts. To date, the results are \$13.8 million in sales for HP, as shown in the graph below.



Included in the graph are deals at E-Systems, Martin-Marietta, Litton Amecom, Purolator Courier, Abbott Labs, Motorola, Kodak, TRW, Procter & Gamble, State Farm, Northern Telecom, and PCC Castings. Our goal for FY87 is \$50 million in sales attributable to Consultative Selling. If you know of a Consultative Selling success that may not have been included above, with a major account or not, please send an HP Desk message to Diane Barton at HP 6650122 or call me at 408-447-1105.

Consultative Selling: who can help?

Dianne Barton/Major Accounts Marketing

The current list of division and group marketing people who have been trained in Consultative Selling and may be able to offer assistance in developing Profit Improvement Proposals (PIPs) follows:

- **Mike Radisich**, Engineering Systems Group, 303-229-4604, for financial justification in implementing computer-aided design tools
 - **Neal Streit**, Manufacturing Productivity Division, 408-559-5439, for any PIP related to MRP, especially those in the food industry
 - **Corey Staton-Smith**, Portable Computer Division, 503-750-4447, especially for PIPs on sales and service automation
 - **Phil Johnson**, Business Systems Sector Big Deal Manager, handling HP 3000, office, and PC deals, 408-447-1188
 - **Jim Dawdy**, Manufacturing Test Division, 303-667-5000, ext. 3695, for board test applications
- Be on the lookout for more contacts in the future.

More help for your profit improvement proposals

Dianne Barton/Major Accounts Marketing

Following are a few tools that can facilitate development of a Profit Improvement Proposal (PIP) for your customers. They include:

- A cost of ownership analysis published recently by Product Support Division (PRSD) marketing in a binder entitled, *Make the Sales Connection*. It contains a competitive analysis for selected models of the HP 1000, HP 3000, and HP 9000. The report uses two measures to analyze HP's support position versus our competition: three-year cost of ownership and annual support as a percentage of list price. If you don't already have a copy of the cost of ownership analysis, you may obtain one by contacting the PRSD marketing department.
- An article on the cost savings achievable with Desktop Publishing that appeared on pages 21-22 of the January 15 issue of *Information Systems & Manufacturing News*. The chart provided in this article serves as an excellent model of the savings available by using Desktop Publishing versus conventional publishing methods.
- A worksheet to cost justify the benefits of trading in HP 7933 disc drives for HP 7937 disc drives is available from Margo Whale at Disc Memory Division.

As other tools become available from different divisions and groups, we'll keep you informed.

VALLIE-ADDED CHANNELS

Commercial value-added directory now available

Marilyn Rauchle/Value-Added Channels/BSS

Have you ever needed assistance locating a particular value-added business or their HP sales rep? Help is here in the form of a new directory put together by the commercial value-added channel development team. It lists all VA businesses with current contracts, their vertical markets, and the name, COMSYS, engineer code, and function of the HP VA sales rep. This directory is organized in two different formats to assist you, one in alpha order by VA business and the other by COMSYS code and HP sales rep.

Copies of this directory have been sent to the VA field organization, contracts personnel, and region order processing managers. If you would like to receive a copy of the directory, please contact Sandra Brandon at 408-447-1325.

SALES SUCCESSES

Sales Successes *reports on successful sales strategies and HP solution installations.* Information Systems & Manufacturing News *welcomes contributions for this column from the field and divisions alike. Articles should be brief; informative, and contain the following information: (1) A description of the customer and the problem, (2) the competition's answer to the problem, (3) HPS solution and why the customer chose HP, and (4) who to call for more information about the sale.*

Celanese Industrial Fibers selects SPM+ software from Salerno

Jeff Drexler/IAC

Celanese Industrial Fibers, in Salisbury, North Carolina, wanted a system for statistical process control and monitoring of their polyester fiber production lines. The solution: Salerno's SPM+ software running on the HP 1000 A-Series computer.

Operators take frequent samples of polyester filament from several production lines. These samples are tested and the parameter data is entered manually into one of two HP 1000 A600s running Salerno's SPM+ software. Each HP 1000 A600 supports a combination of 40 terminals and printers. SPM+ provides alarming, data analysis, and report generation. The system also includes an HP 1000 A900 host and a second A900 for archiving and communications.

Salerno's standard SPM+ package mapped well into Celanese's required functionality, eliminating the need for much customization. This feature, plus SPM+'s ease of use and a quick projected investment payback, clinched the win for HP and Salerno.

This installation will be integrated with two other recent HP wins at Celanese: networking products and services provided by the local HP project center, and an HP 3000 deal that supports a Celanese *home grown* machine operating management system complementary to SPM+.

Congratulations to the HP sales team led by John Coombs in the Greenville, South Carolina, sales office.

CUSTOMER SUPPORT

Course design/instructional methods training for product support training

Tami Leopold/PRSD

To assist you in designing a product support course, Product Support Division's (PRSD) Product Support Training (PST) group offers the following courses. These three courses provide expertise in the areas of general instructional methods and Computer-Based Training (CBT) techniques and authoring language development. These should be considered essential training for the product division course designer.

Computer-based training design and development course

This three-day lecture and lab course teaches the basics of interactive, instructional design. By the end of the course, you will have created a CBT course. This course is recommended training prior to using the CBT Development Process and Guidelines. The prerequisite is a working knowledge of TDP. It is also recommended that you take Instructional Design Process (CEG3-IDPOA) prior to this course.

Registration is available through Deborah Barfield via HP Desk. Send a message with your location code, employee number and manager's name. Include the course number (CEG3-CBTOA) and the dates of the course you wish to attend.

Class schedule:

Date	Location
May 19-21	Grenoble Training Center, Grenoble, France
July 14-16	Bldg. 36, Mountain View, CA
Oct. 13-15	Bldg. 36, Mountain View, CA

Please note: classes may be cancelled if enrollment is less than six persons.

CAI/3000 Authoring

This three-day lecture/lab class has been designed specifically for the CBT course author using CAI/3000. This course instructs the student regarding the authoring package as well as reinforcing instructional design techniques. To check on course availability, please contact Jacquie Weber at 415-691-5033 or HP Desk 5000160.

Instructional design process

Learn how to design a product support course using advanced educational learning theory and instructional methods. In three days you will learn a defined process for establishing the learning objectives, designing instructional experiences, and measuring student compliance with the course objectives. This course is recommended for all course design staff (and especially for those who wish to take the Computer-Based Training Design and Development course). For course information contact Pete Read at 415-691-5030, or Tami Leopold at 415-691-5026.

Computer-Based Training aids for the product division course designer

Tami Leopold/PRSD

Computer-Based Training (CBT) aids for HP training developers and delivery entities (training centers) are now available. As of March 16, 1987, the following tools will be available, free, from the Literature Distribution Center:

CAI13000 Administrators Manual: PIN 5954-7405 — This manual was created for the administrators of CAI/3000 systems. For those entities that plan to run CAI/3000 courseware at their site, this manual is a must.

CAI13000 Authors Manuals: PIN 5854-7406 — This is a kit containing the CAI/3000 tutorial, the reference manual, and the procedures manual. This documentation has been designed to lead the author and the developer through the design phase using the CAI/3000 software. These manuals are essential for the efficient use of CAI/3000.

Computer-Based *Training* development process and guidelines: PIN 5954-7409 — This document will step you through the stages of the CBT training life cycle — from investigation to discontinuance. Final copy standards for screen design, graphics, and supplemental media selections (e.g. workbooks and interactive video) are also featured. The target audience for this guide is the division support engineer (course designer). This document is essential for anyone who plans on developing Computer-Based Training. The easy-to-read descriptions and process flow designs will make your CBT project a cost-effective effort and ensure a high-quality computer-based learning experience.

Special Customer Service Training class for the HP 7974A mag tape

Wei Huang/PRSD

Customer Service Training, Mountain View, California, is offering a special HP 7974A maintenance training class August 24-27, 1987.

This four-day course covers all the necessary technical knowledge and skills to operate, maintain, and troubleshoot the HP 7974A mag tape unit. A service course or working knowledge of the HP 7970E is a prerequisite. The cost of the course is \$1,400 (U.S. list).

Interested customers should contact Kathy Martin at 415-691-5300, or toll-free at 800-523-0696 (in the U.S.), 800-882-9595 (in Calif.).

Educational Support Program update

Linda Parriott/PRSD

For the U.S. only

Since introduction, the new educational program has been a distinct advantage in selling HP equipment into the educational marketplace. This article is being written to clarify a variety of questions that have surfaced on support upgrades — both in hardware and software.

Upgrading free RCS to AMS — This upgrade is available to customers as part of this program. Your order administrator quotes, orders, and invoices the AMS product and offers as a discount the amount of the corresponding RCS product. The net result is that the customer pays the difference between AMS and RCS. A copy of any order of this *special* needs to be sent to Customer Support sales development.

Hardware upgrade — A CPU upgrade (i.e. an HP 3000 Series 37 to MICRO 3000XE) or box swap (i.e. Series 70

upgrade from Series 58) is eligible for extended hardware support based on the upgrade product's warranty code. In both of these situations, it is unnecessary for customers to buy any new software and customers typically have a software contract already in place. No free RCS is provided.

System upgrades — Since the introduction of HP Precision Architecture systems, it has become necessary for customers to upgrade both the hardware and the software (i.e. from HP 1000 or 9000 to Series 840 or from Series 70 to Series 930). The software may be bundled into the hardware product. This case is treated the same as a new system purchase: one year of RCS is free.

Return-to-HP upgrade to Scheduled On-Site — If your customers have an existing Scheduled On-Site contract, they may have products purchased under this program serviced under a Scheduled On-Site contract for one year.

If you have any support questions or issues regarding this program, please call your regional Customer Support sales development engineer.

Extra HPTREND manuals available

Tony Wong/PRSD/ASD

There is no need to make xerox copies of HPTREND manuals for your customers anymore. You can order copies through Software Distribution Center (SDC) by placing a quantity one (1) HEART order for 35136A at \$0 (free). Customers should be on Account Management Support (AMS) before receiving additional copies of this manual.

To order more than one copy, you must place a separate order for each copy of the manual. This is the way product marketing has set the procedures.

Along with the manual, you will also receive a certificate. Disregard this certificate since our customer has already received one when they originally received HPTREND.

For further information, call Tony Wong, Sales Development, at 408-447-1298.

SPECIAL OFFERS

Promotion programs and special offers announced in Information Systems & Manufacturing News may not be valid outside of the U.S. Before promotions are valid in other countries, they must be announced by the Country Marketing Organizations.

HP 7907A Special Option promotion begins

Randi McClure/DMD

Disc Memory Division (DMD) and Direct Marketing Division (DMK) have initiated a promotional program to increase customer awareness of a special HP 7907A disc host adapter that was introduced in January. See article in the January 15, 1987, issue of *Information Systems & Manufacturing News*.

The promotion consists of including a "What If . . ." flyer in each HP 12940A disc pack shipment from DMK. The flyer outlines the features of the HP 7907A, the benefits of the disc drive coupled with Special Option S77 or S88, and the ease of purchase with an HP 7906 trade-in credit of up to \$3,000. The promotion began in April and will last 12 months; the trade-in credit is available through August 1987.

Special Option S77 provides emulation of the HP 7906 MAC interface. Special Option S88 offers everything in Option S77 and includes the HP 1000 interface PCA. The HP 7907A coupled with this new option will replace the HP 7906M Std and 7906S, and will appear to the host system as two equivalent HP 7906s. It will work on the HP 1000 E- and F-Series using RTE-II, III, IV, and VI.

As a replacement for the HP 7906, this interface option to the HP 7907A will allow customers to realize increased capacity and performance and decreased maintenance and operating costs.

Since the flyer suggests calling a local HP sales rep for more information, expect an increase in HP 7907-related questions from your customers.

HP 7907A data sheets and Special Option pricing sheets are available through DMD by calling Ed Pavlinik, DMD product marketing, at 208-323-2060. In Europe, direct your questions to Alan McLough at Boblingen General Systems Division (BGD), (011) 49 7031 140. The "What If . . ." flyer can be ordered through LDC for those customers not exposed to the in-box piece. Order P/N 5953-3679.



GENERAL

HP MICRO 3000XE outperforms MicroVAX II

Steve Peck/CSY

Have you ever wondered how the 32-bit, 0.9 MIPS "Supermicro" MicroVAX II performs in a commercial transaction processing environment? Not nearly as well as the HP MICRO 3000XE according to a benchmark recently completed at the Business Systems Capacity Planning Center. In fact, in what we feel to be the most critical measure of system performance — peak transaction throughput, or *work* — the HP MICRO 3000XE with 6 Mbytes processed 28 percent more transactions per hour than a 17 Mbyte MicroVAX II. Absolute response time data showed even more than the 28 percent advantage. This should add a nail in the coffin of the *MIPS and bits* performance controversy that has been raging for some time.

What does this extra performance mean to your customer? They can simply get more work done, faster. They can add more applications without having to upgrade. And since the HP MICRO 3000XE will support more memory than this benchmark could utilize, they could see even more performance out of this cost-effective, office-compatible system. All of this performance at a lower price than the similarly configured MicroVAX II.

With all of the recent DEC-hype, you may still be a little skeptical. This benchmark — the first of its kind — was engineered with total objectivity in mind. The development process will be summarized here; however, the total story is available in the April issue of *Performance News Notes*. Many thanks go to the Capacity Planning Center for overcoming multiple hurdles to provide this important competitive data.

Hardware selection

The hardware was purchased directly through the VAB that supplied the application software. This equipment is typical of what might be bid in competitive situations with these processing requirements. Configurations for both the HP MICRO 3000XE and MicroVAX II are presented. As you see, they are similarly configured (except for memory).

Hardware	HP (max)	DEC (max)
SPU type	MICKO 3000XE	MicroVAX II - BA 123
Main memory	6 Mbytes (8 Mbytes)	17 Mbytes (17 Mbytes)
KS-232 ports	16 (56)	16 (41)
Tape drive	%-inch cartridge	½-inch cartridge
Disc drive	1 7957A, total 211 Mbytes	3 RD53, total 213 Mbytes
	1 7958A	
Disc controllers	1 each mechanism	1 RQDX3
Operating system	MPE UB-Delta-1	MicroVMS 4.4

Software

The application software selection was critical to ensuring a totally fair and realistic benchmark. This particular package was chosen because it is an interactive transaction processing application with a reasonable installed base. It has been optimized for each host system yet retains the same functionality in order to be comparable. Specifically, it is a transaction processing application for manufacturing functions making extensive use of database access.

Expertise

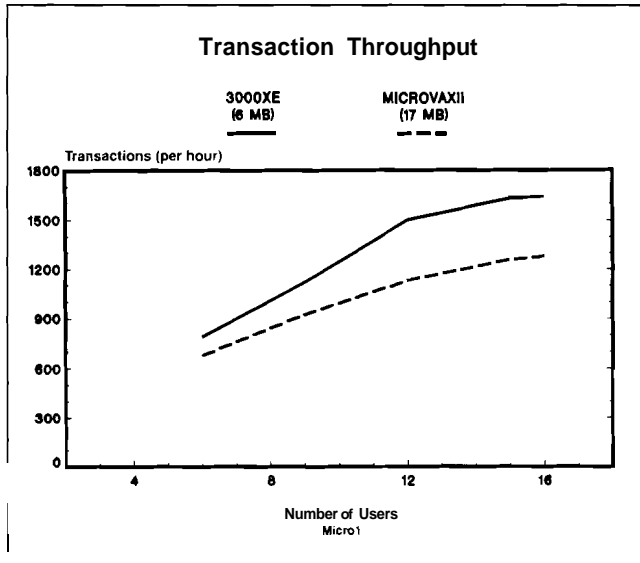
To ensure the application and machine were running in top form, two different non-HP consultants were utilized. The specialist from the VAB application tuned the customizable parameters within the manufacturing software for top performance. In addition, the database *loading* and script development was done under their scrutiny to verify that this was totally representative of how manufacturers interact with the application.

A VAX performance specialist was retained to tune the system parameters for top performance. In fact, as each workload was changed, the MicroVAX II was retuned for exactly that system load. This was probably more than most users would do but there was no expense spared to make sure that this was the top performance that we could obtain from this application on this system.

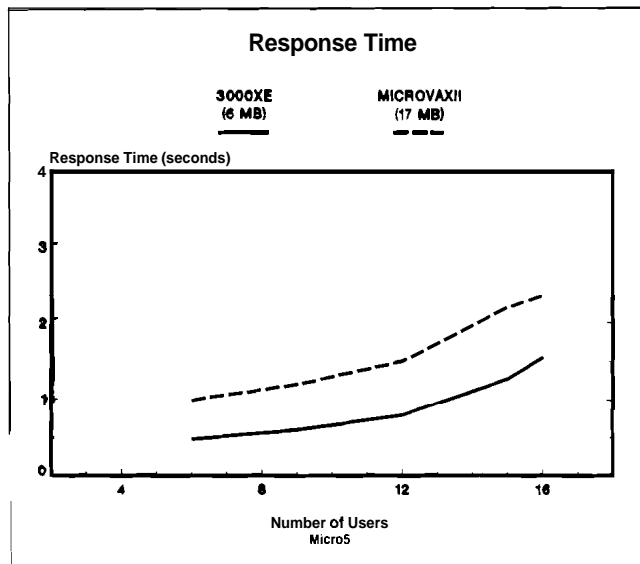
The same was done on the HP 3000 side. It is interesting to note that MPE's best performance was obtained when run exactly as it was delivered. Since the machine and operating system has been optimized for transaction processing, there was little need to deviate from the factory settings. The MicroVAX II required changes for optimization for this benchmark.

Results

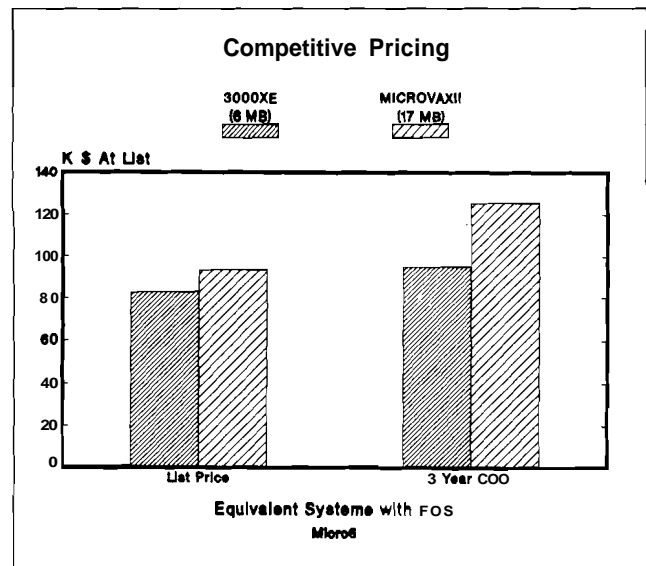
The HP MICRO 3000XE shows higher transaction throughput than the MicroVAX II under similar workloads.



It takes all of the MicroVAX II's 32-bits, 0.9 MIPS, and 17 Mbytes of memory just to equal the throughput of the 6 Mbyte uncached HP MICRO 3000XE. Turn on the disc caching subsystem (included in system price) and the HP MICRO 3000XE can do 28 percent more work. Below is the response time graph. The MICRO 3000XE performs better in this category as well. For complete details, see the April issue of *Performance News Notes*.



The HP MICRO 3000XE gives you all of this additional performance, but at what price? Our MicroVAX II, one of their standard system building blocks, had a 12 percent higher list price than our HP MICRO 3000XE. By including response center support, the three year cost-of-ownership (mature) shows an even greater difference. Competitive pricing details are in the April issue of *Performance News Notes*.



In short, using what we consider to be a fair and representative benchmark as a guide, the HP MICRO 3000XE does more work, with less response time degradation, for less money than the benchmarked MicroVAX II. We think that the MICRO 3000XE is simply more system for the money, and your customers will too.

Business Systems Sector rolls out Consultants Program

Karen Petrini/BSS

Consulting firms now account for \$4 billion in annual revenue derived from information system consulting. Several of the **Big 8** accounting firms are experiencing 35 percent annual growth in their consulting practices. The presence of consultant influence in our industry is large and growing. A recent survey of Fortune 500 firms revealed that more than 75 percent engage consultants to study, evaluate, choose, and implement their information and manufacturing system needs and solutions.

continued on next page

Business Systems Sector (BSS) has established a program to penetrate the consulting market and establish *Big 8* consultants as a new leveraged distribution channel for HP commercial solutions. The objective for the program is to develop working partnerships with select *Big 8* firms. Initially, BSS will focus program development on the firms of Arthur Young, Coopers & Lybrand, and a third one yet to be determined. Both Arthur Young and Coopers & Lybrand have had numerous successes with HP in manufacturing applications and have committed to work with BSS to market and sell commercial solutions.

The sector consultants channel manager, Susan Curtis, has placed responsibility for Arthur Young and Coopers & Lybrand with two account managers dedicated to the firms. The account managers will focus on the national and regional partners and directors of the consulting firms to build support for HP solutions within the consultants' client base. Combined with the efforts of field consultant program managers, BSS expects consultants to play an increasingly important role in the HP sales process.

Aaron Mills, who developed the Manufacturing Systems Group (MSG) relationship with Arthur Young, has joined BSS and will be responsible for HP's joint marketing and sales activities with Arthur Young. Arthur Young has expressed an interest in working with HP in a number of key areas, including manufacturing, legal, financial (insurance and banking), retail, distribution, and government. Since December, Arthur Young has leveraged \$1.2 million for HP.

BSS will soon announce the individual to be responsible for the Coopers & Lybrand account. Coopers & Lybrand has had a number of major sales successes with HP and continues to provide HP with new sales opportunities in many disciplines. BSS is currently tracking over 21 leads involving Coopers & Lybrand.

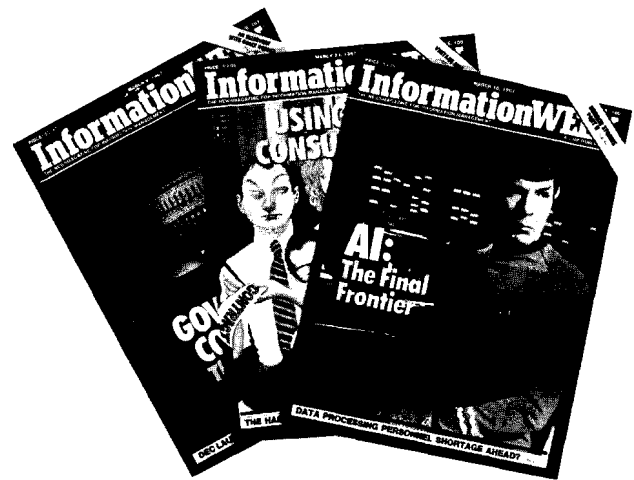
Marcia Sherwin will be responsible for consultant channel market support and will be the contact for consultant materials and communications.

Consultants will continue to exert their influence on our major and target accounts. Because it is critical for the HP sales force to understand consultants and work with them, BSS will aggressively support field inquiries and involvement with the *Big 8* consulting community. We look forward to helping leverage new business in the field and welcome your comments and suggestions.

HP special insert in May 11 issue of *InformationWEEK*

Carolyn McDonnell/BSS

Hewlett-Packard's Integrated Business Systems strategy will be presented for the first time in a special, four-color 24-page insert, on May 11 in *InformationWEEK*. This special insert called an "advertorial", consists of both advertising and editorial pages.



Seven ads will complement 17 editorial pages explaining HP's Personal Productivity Center, the HP 3000 growth path, our networking strategy, HP's Sales Force Productivity solution and much more. HP customers, industry consultants and HP management will discuss their views on our products and solutions in this news magazine for information management.

HP commercial sales reps, systems engineers, and field management will be sent copies directly from *InformationWEEK* on May 11. Qualified inquiries from the advertorial will also be passed on to sales reps. Additional copies will be available mid May from the Literature Distribution Center in Palo Alto, Calif. They can be used for direct mailings to installed base customers or as a sales tool for prospects. Order using PM 5954-9364.

Competitive customer literature needed

Kathleen Archambeau/BSS

If you help us find this missing link in our Marcom strategy, there's something in it for you.

The situation

Business Systems Sector (BSS) Marcom needs *current* competitive customer literature from DEC, IBM, Apple, Compaq, AT&T, Wang, and others. You know the competition better than anybody in HP; after all, you're out there selling against them every day.

We need your help. Please send us as many samples of competitors' brochures, flyers, direct mail pieces, dealer and customer newsletters, and point-of-purchase items that you can collect.

Send them to:

Sales Promotion Department
Hewlett-Packard Company
Business Systems Sector Marcom
19091 Pruneridge Avenue, Bldg. 46UA
Cupertino, CA 95014

Deadline: May 31, 1987 (quarterly thereafter)

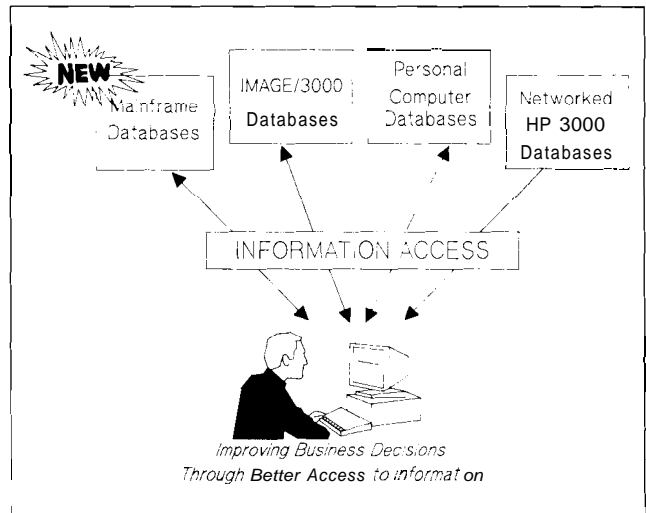
And what's in it for you? A reward every quarter to the person who sends in the most literature. Spirits and supper at your favorite pub. Thanks for your support.

OFFICE SYSTEMS

HP Information Access Cullinet Link: mainframe information at your fingertips

Fred Waters/OSD

Good news. HP Information Access Cullinet™ Link (P/N 32598A) is here. Now, your customers can tie together information sources on PCs, HP 3000s, and IBM mainframes. HP Information Access with the Cullinet Link can be used to solve critical business problems where ad hoc access, personal reporting, information distribution, or information consolidation is required. Patricia Seybold considers it a "unique competitive advantage" for HP (*OfficeSystems Report* – Vol 9, No. 12).



You can leverage your successes with HP Information Access into mainframe shops that have Cullinet's Information Center Management System™ (C/ICMS™). You can offer HP Information Access as the tool to link PCs and mainframes in a distributed processing environment. You can sell more HP 3000s as distributed information servers. This and much more.

Information Access Cullinet Link offers a bridge to mainframe information. Often, selling to a mixture of HP 3000 and mainframe shops presents unique challenges. We want to ensure your success. To help, we have placed availability on a *call factory for availability* basis. This gives us a chance to review with you the particulars of the order and to put together a package (delivery and recommended services) that makes the most sense for your customer. Please call us if you have questions or need information.

Information Access Cullinet Link will be available on the June 1, 1987, Corporate Price List (CPL). Information Access Cullinet Link is an add-on product to Information Access (P/N 32596A/R). Customers are also required to have IMF/3000 or SNA/IMF (P/N 30247, 30250).

You will be receiving your sales guide for Information Access Cullinet Link within the next two weeks. We feel that you'll be just as excited as those customers who've already previewed this product.

Cullinet™, Information Center Management System™, and C/ICMS™ are trademarks of Cullinet Software, Inc.

HP Information Access enhancements are here

Fred Waters/OSD

HP Information Access (P/N 32596A/R) has been enhanced to include many of the features your customers have requested:

- **Upload** – move information from the PC to the HP 3000. Or with the addition of the Cullinet™ Link, move PC or HP 3000 information to the mainframe. Your customer can consolidate information at the appropriate levels in their company.
- **Batch access** – End-users or MIS professionals can now initiate a batch access in lieu of an interactive retrieval. For time-consuming retrievals, the end-user can be freed to make other retrievals or use other PC products. MIS departments can schedule routine accesses to have results waiting for the end user when they enter HP Information Access.
- **X.25 and multiplexer support** – HP Information Access now supports the HP 2334A. Customers may connect PCs to an HP 3000 (RS-2321422) using either stat MUX or cluster controller modes.
- **ISO-7 support** – HP Information Access now supports the specific ISO-7 language character set your customer selects.

You can now leverage these new capabilities with existing customers and offer new customers unparalleled availability of information.

HP Information Access, with these enhancements, will be on the June 1, 1987, Corporate Price List (CPL). Availability is the same as the UB-Delta-3 MIT. Customers on SMS (or better) subscription/support services will receive these enhancements through normal software update. For pricing and details, see the new HP Information Access Sales Guide. You will receive the sales guide within two weeks.

Office Productivity Services software moves to three-tier pricing

Pam Brown/OSD

The remaining Office Productivity Services software will move to three-tier pricing on the June 1, 1987, Corporate Price List (CPL) consistent with Office Systems Business Unit pricing strategy previously announced for HP DeskManager.

HP Information Access, Resource Sharing, and Print Central pricing will reflect the value of the solution based on the relative performance of the system and the number of users supported. The three-tier option numbers are 310 (HP 3000 Series 37 and MICRO 3000s), 320 (HP 3000 Series 39-5X), and 330 (HP 3000 Series 6X-70).

Prices remain unchanged for Option 310 and 320 customers with one exception: the price of the HP 3000 Series 39-5X Print Central Product has been reduced. New prices have been established for Option 330 customers.

Graduated pricing of software is fast becoming an industry standard. DEC's multitiered structure prices software differently on each VAX system (i.e. MicroVAX 2000, MicroVAX II, 8200, 8300, 8500, etc.). With the introduction of the 9370, IBM announced a four-tiered pricing structure for the System1370 family of software.

The following chart summarizes the new pricing structure for the remaining Office Productivity Services products.

P/N	Description	U.S. list price	
		A-RTU	R-RTC
32596	HP Information Access Kit for host and 1-10 PCs		
Opt. 310	Series 37, MICRO 3000	\$ 5,900	\$ 4,150
Opt. 315	Upgrade Opt. 310 to 320	6,600	4,600
Opt. 320	Series 39-5X	12,500	8,750
Opt. 321	Upgrade Opt. 310 to 330	12,500	8,750
Opt. 325	Upgrade Opt. 320 to 330	5,900	4,150
Opt. 330	Series 6X-70	18,400	12,900
32597	HP Resource Sharing Kit for host and 1-10 PCs		
Opt. 310	Series 37, MICRO 3000	4,800	3,360
Opt. 315	Upgrade Opt. 310 to 320	4,700	3,290
Opt. 320	Series 39-5X	9,500	6,650
Opt. 321	Upgrade Opt. 310 to 330	8,200	5,740
Opt. 325	Upgrade Opt. 320 to 330	3,500	2,450
Opt. 330	Series 6X-70	13,000	9,100
32593	HP Print Central Kit for host and 1-10 PCs		
Opt. 310	Series 37, MICRO 3000	2,450	1,715
Opt. 315	Upgrade Opt. 310 to 320	1,650	1,135
Opt. 320	Series 39-5X	4,100	2,850
Opt. 321	Upgrade Opt. 310 to 330	2,750	1,935
Opt. 325	Upgrade Opt. 320 to 330	1,100	800
Opt. 330	Series 6X-70	5,200	3,650

Announcing new HP AdvanceLink for HP Vectra PC

Tamara Baker/PSD

On May 1, HP introduced a new improved release of the popular HP AdvanceLink 2392 product. HP AdvanceLmk now has new features and performance improvements including state-of-the-art data compression.

New terminal capabilities

- HP 2627 color graphics terminal emulation on EGA systems
- HP 2623 monochrome graphics terminal emulation on systems other than EGA
- Up to 25 percent faster terminal emulation than before
- HP terminal standard 26-line display on all HP video systems except the Monochrome Plus (sell the Monochrome Plus when you need a monochrome video with full IBM compatibility)

New file transfer capabilities

- State-of-the-art data compression algorithm for file transfer with the HP 3000
- Up to 500 percent faster file transfer with HP 3000 than before, typical increase will be 150-200 percent faster
- X.25 network transparency mode in file transfer with HP 3000 cuts the number of packets, time, and cost almost in half — you get additional savings when combined with data compression
- Comprehensive PC backup to the HP 3000, HP 1000, or HP 260 (with data compression to the HP 3000)
- MS DOS command and program access from HP AdvanceLink

HP AdvanceLink 2392 could have become HP AdvanceLink 23921262312627, but to keep things simple, we are now just calling it HP AdvanceLmk. These new features are combined with the capabilities HP AdvanceLink has had all along, HP 2392 and VT100 terminal emulation, HP AdvanceNet support, and an extensive command language. Now, more than ever before, HP AdvanceLink meets your customers' needs for a general-purpose PC data communications product.

Ordering information

	Description	U.S. list price
68333F	AdvanceLink	
68333-65001	Upgrade from AdvanceLink 2392	

Site licensing is available. Contact Personal Software Division for more details.

Announcing new HP AdvanceLink FastTrak

Tamara Baker/PSD

The all new HP AdvanceLink FastTrak is a sales and support reference guide designed for you and for your customer. HP AdvanceLink/150 and HP AdvanceLmk Vectra PC configuration requirements, set up guidelines, and performance specifications assist you in proposals. It contains tips and command files to build demonstrations and a complete HP AdvanceLink version history to help with customer upgrade plans. HP AdvanceLink FastTrak is also a support tool and expert user's guide that is ideally suited for your customer's internal support organization. It teaches advanced product features through readings, labs, and examples. It has an extensive technical tips section and several fully documented command files to give your customer a head start automating communications. Anyone who plans to use HP AdvanceLink for more than terminal emulation should have a copy of the HP AdvanceLink FastTrak.

Ordering information

P/N	Description	U.S. list price
89918F	HP AdvanceLink FastTrak	\$95

HP Vectra 3000 PC: most frequently asked questions

Dennis Shak/PCBU

For U.S. only

The price of the new HP AdvanceLink has increased from \$295 to \$325 (U.S. list). Has the price of the HP Vectra 3000 PC (which includes the new AdvanceLink) also increased?

No. So that you can continue to purchase the HP Vectra 3000 PC at the same price as before, we have increased the discount off the sum of the components price.

What are the advantages of the Monochrome Plus video subsystem, the new monochrome solution now bundled with the HP Vectra 3000 PC Monochrome?

The Monochrome Plus video solution combines three of the industry's most popular video standards and a parallel printer port on one card. It provides compatibility with the IBM Monochrome Display Adapter, Hercules Graphics Card, and IBM Color Graphics Adapter.

continued on next page

Unlike Multimode, that maps colors onto 16 shades of gray often with minimal contrast between different graphic areas, the Hercules graphics standard is designed for high-resolution monochrome output. This results in maximum contrast and clarity in graphics applications such as 1-2-3[®] from Lotus^B, AutoCAD[™], and Graphics Gallery.

How many lines can I display on the screen of the HP Vectra 3000 PC?

On an EGA system with the new AdvanceLnk (version B.00.01), 26 lines (24 for text, 2 for function keys) can be displayed. The EGA video standard has always had the capability to handle different fonts. Previously, however, HP AdvanceLink 2392 did not take advantage of this particular functionality of the EGA. Now it can. The new HP AdvanceLink downloads a character font that is one dot shorter than the standard EGA font previously used. The result is that 26 lines can be shown on the screen of the HP Vectra 3000 PC EGA.

On a Monochrome Plus system, 25 lines (23 for text, 2 for function keys) can be displayed. This is today's standard set by all IBM-compatible monochrome cards. Unlike EGA, IBM-compatible monochrome cards cannot handle different fonts. As a result, even the new HP AdvanceLnk or Reflections 3 will not change the number of lines you see. However, it is possible to display 24 lines of text with 1 line for the function keys. See next question.

The Monochrome Plus video solution, being IBM-compatible, is capable of displaying 23 lines of text and 2 lines of function labels (25 lines total). How can the display be changed to 24 lines of text and 1 line offunction labels? Which applications use the 24th line?

If you have a Monochrome Plus display, the default of 23 lines leaves you 2 lines for function labels. To change the HP AdvanceLink setting to 24 lines, go to the "Global Config" menu and change the field "Screen Size" to 24 lines. Once HP AdvanceLink is set for 24 lines of data plus 1 line of function keys, you can use the "F9" key to temporarily pop-up the function label to view the full 2 rows.

For example, HP 3000 block mode applications, like VPLUS, use 24 lines. If HP AdvanceLink is set to 24 lines, you may easily change the display to 23 or 24 lines by simply pressing the "F9" key. With a 24-line setting, abbreviated 1-line function labels will be displayed that are designed to be meaningful even in the 1-line version. Switching back and forth between the 23 or 24 line display is quick and easy. Just press "F9."

	Default	Press "F9"
Lines for text display	23	24
Lines for function key display	2	1
Total lines available	25	25

What is a customer still wants to purchase the Multimode video solution?

Your customer can order all the necessary components separately. The five components include:

P/N	Description	U.S. list price
72450A	HP Vectra PC Model 50	\$3,995
45891A	Multimode video adapter	325
35731A	12-inch monochrome monitor	325
45951A	HP Vectra PC operating system (DOS 3.1)	85
68333F	HP AdvanceLink	325
	Total	\$5,055

*AutoCAD[™] is a U.S. trademark of Autodesk, Inc.
1-2-3[®] from Lotus[®] is a U.S. registered trademark of Lotus Development Corporation.*

Sell memory boards and fonts with your HP LaserJet Series II printer

Arlene King/BOI

The HP LaserJet Series II printer revolution is in full swing and sales are exceeding HP's wildest dreams which means that you are profiting too. However, the lower price of the HP LaserJet Series II printer means that you have to sell more printers to protect your profits. Another way to maximize your profits is to sell the appropriate plug-in memory board and font cartridges or soft fonts with printer purchases.

The HP LaserJet Series II printer was designed with flexibility in mind. The printer's single memory slot allows the user to add on either a 1-, 2-, or 4-Mbyte plug-in memory board. The printer's two font cartridge slots allow users in a shared environment greater flexibility.

The recent font cartridge price reduction makes buying additional font capabilities for your HP LaserJet Series II printer even more affordable. Helping your customer define memory and font requirements at the time of purchase, and selling these accessories will increase your profits.

LaserJet Series II printer

The 512 Kbytes of memory that comes standard with the HP LaserJet Series II printer will be sufficient for many of your customers. With 512 Kbytes you can print up to a half page of 300 x 300 dpi graphics or download several soft fonts or forms. For customers with applications consisting mainly of word processing or data management with limited graphic requirements, the HP LaserJet Series II printer is the answer. With the new low price, the HP LaserJet Series II printer is a great choice for the first-time printer buyer as well as for those customers who want to replace their daisy wheel or dot matrix printers with a quiet, fast, and more flexible printer.

Plug-in memory boards

Three plug-in memory boards are available for the HP LaserJet Series II printer. Be sure to evaluate your customer's needs carefully before you recommend a board as the memory on these boards is not additive. With each of the memory boards, you will be able to print full-page 300 x 300 dpi graphics that will provide your customer with high-quality presentations, and the ability to add larger type faces and merge in graphics for anything from business letters to reports and proposals.

1-Mbyte memory board positioning

Adding a 1-Mbyte board to your printer will boost the total printer memory to 1½ Mbytes. This is plenty of memory for the single user who requires full-page 300 x 300 dpi high-resolution graphics (which takes approximately 1.2 Mbytes of memory), and the ability to download some larger fonts for headlines or some forms that are used on a regular basis.

2-Mbyte plug-in memory board positioning

If your customer is planning on using the HP LaserJet Series II printer in a shared environment or will be doing sophisticated desktop publishing applications incorporating scanned images, multiple fonts, and graphics, the 2-Mbyte memory board should be purchased. The 2½ Mbytes of total printer memory is adequate for several users to download the fonts and forms they use most often and still produce full-page 300 x 300 dpi graphics.

4-Mbyte plug-in memory board positioning

Why would anyone need 4½ Mbytes of memory in their printer? Two years ago 128 Kbytes was enough and now many users are demanding at least 1 Mbyte. The 4-Mbyte memory board will give the very sophisticated user, doing desktop publishing for newsletter or manual production, enough room to download and use 32 large fonts and 32 complex forms and still produce 300 x 300 dpi full page graphics. 4½ Mbytes of memory are ideal for a shared environment with several sophisticated users.

Why three different memory boards?

The memory on the boards is not additive, which means you cannot take a 1-Mbyte board and add chips to make it a 2-Mbyte board. There are some good reasons why the printer and boards were designed this way.

- The first was to keep the printer as small as possible. It was a technical challenge to design a small board that would hold from 1 to 4 Mbytes of memory. The 2-Mbyte and 4-Mbyte memory boards use surface-mounted chips in order to fit on the board. If the board had been designed for plug-in chips, it would have been much larger which would have impacted the overall size of the printer.
- The second reason for offering add-on memory boards was to keep the printer itself as affordable as possible. Many of your users will only need the 512 Kbytes of memory that comes with the printer. They can buy the printer now and add a memory board later if their needs grow.
- The third goal was to make the memory boards user installable. Adding memory chips to a board is a sensitive operation. By selling the memory board with the chips already installed, customers will be assured that they are getting the quality and reliability expected from HP. HP's servicing and one-year warranty is offered on the memory boards and HP LaserJet Series II printer.

Font cartridges and soft fonts

Remember, the HP LaserJet Series II printer has two font cartridge slots, so there is a real opportunity to sell two font cartridges at the time of printer purchase. Also, memory boards give the user more room to download HP's or Bitstream's soft fonts. For a complete list of HP's offerings, see the HP LaserJet Printer Font Catalog, P/N 5954-7324. If a customer wants to see what fonts are supported by software packages, refer to the HP LaserJet Printer Family Software and Hardware Solutions Guide, P/N 5954-7318.

Sell a memory board, font cartridges, or soft fonts with each HP LaserJet Series II printer.

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| Obsolescence of WordStar/HP Vectra PC products | 23 |

VERTICAL MARKETS

HP wants TI's best VABs

Eileen Skrabutenas/*Vertical Markets*

For North America Only

Vertical Markets has made solutions — for the market segments listed below — top recruitment priority for 1987:

- **Manufacturing:** Process.
- **Wholesale Distribution:** Apparel, food, alcohol, metal services, construction material, lumber, furniture.
- **Retail Distribution:** Restaurants, building material, grocery stores, auto/home supply, auto dealers, and apparel.
- **Financial Services:** Community banks, property casualty insurance, retail banking, agent brokers, mortgage loans, branch banking, and broker workstations.
- **Local Government:** High-end financials, and integrated-municipal management.

Value-added channels sales reps should have received a list of TI VABs in their area to use in prospecting. This list was updated as a result of our March telemarketing campaign discussed in the last issue of Salesgram.

HP offers VAB conversion package special

The Vertical Markets/TRANSFORM 3000 group has put together a special program to recruit targeted TI VABs. HP will sell a special package of conversion services to TI VABs who meet the solution criteria and are willing to make HP an important focus of their business. This package features conversion of the VABS solution by DCS, 30 days of consulting/conversion services, and the unlimited right to resell the converted application, documentation, and training for \$25,000 (U.S. list).

Vertical Markets/TRANSFORM will assist you in determining solution fit and establishing whether the VAB is a good candidate for conversion. If you have a TI VAB prospect you *think* may fit the criteria listed above, please contact Eileen Skrabutenas at 408-447-1517.



PORTABLE

DESKTOP

Microcom Networking Protocol available for the HP Portable PLUS

Bill Kemper/PCD

Error-free data communications between computers is not always possible. At times there is just too much noise on the telephone lines for transmission of information to occur. While a few errors during text transfer can be annoying at best, errors in the transmission of a spreadsheet or program cannot be tolerated. The Microcom Networking Protocol (MNP) has been designed to virtually eliminate these transmission errors when the protocol is used on both ends of the transmission. MNP can either be built into software on each computer or be part of an error-correcting modem. By installing the MNP driver, the Portable PLUS is able to provide error-free transmission utilizing the built-in modem in the Portable PLUS. When MNP is used, the transmission rate is reduced by 18 percent, but in those circumstances when the line noise is severe, this is a small penalty to pay for clear transmission of data.

MNP is available on a 3½-inch disc. To get your copy of MNP (P/N MNP, for the Portable PLUS only, \$55 U.S. list) send payment in U.S. funds to Hewlett-Packard Company, Users' Library, Dept. 39UL, 1000 NE Circle Blvd., Corvallis, OR 97330; or call 503-750-3003 (please reference Visa or MasterCard credit cards). International orders will need to include an additional 10 percent to cover shipping and handling. Internal orders can be placed via HP Desk to Scott Sprague/HP3900/20 with an account and location code for billing.

New HP Vectra PC interfaces are IBM compatible

Yves de la Kethulle/GPCD

Grenoble Personal Computer Division (GPCD) is pleased to announce enhancements to its PC interface products. As of May 1, the Serial/Parallel Interface (P/N HP 24540A) and Dual Serial Interface (PIN HP 24541A) will be replaced by new, improved 'B' versions (HP 24540B and HP 24541B).

- *Backwards compatible* — The two new cards are totally backwards compatible with the previous 'A' versions. This means all applications that ran on the 'A' will also run on the 'B'.
- *New features and better compatibility* — Revision 'B' is more than just a cost-reduction exercise. It's the addition of new features — all serial ports can be configured as COM1, COM2, COM3, or COM4. The card can be configured to operate in an HP Vectra PC, IBM PC/AT or in an IBM XT. And the cards have been modified to fit in any compatible PC, XT, or AT.
- *Sell more than two cards per PC* — During the past year, sales results clearly show that HP dealers are recommending our interface cards each time an HP Vectra PC is purchased. Why not recommend them for other PCs, XTs, or ATs?
- *Each HP LaserJet printer and plotter needs an interface* — PCs need interface cards in order to communicate with a host or peripheral. Each opportunity to sell an HP LaserJet printer, QuietJet printer, or ColorPro plotter is an opportunity to sell an interface card and corresponding cable.

The new color flyer (PIN 5953-5971 includes a cable selection table to help you (and your dealer) choose the correct cable, and sell the complete HP configuration: PC plus interface card plus cable plus peripheral.

P/N	Description
HP 24540B	Serial/parallel interface
HP 24541B	Dual serial interface
5953-5971	Data sheet for both products

Announcing HP-IB for the HP QuietJet PLUS printer

Chris Lum/VCD

The HP 2227B is a new version of the wide carriage HP QuietJet PLUS personal inkjet printer. It features a single HP-IB port, an 8 Kbyte input buffer, and both primary and secondary HP-IB commands modes. At a U.S. list price of \$799, it is the lowest-priced wide carriage HP-IB printer available from HP.

As a local printer, the HP 2227B is an excellent choice for scientists, engineers, and technical professionals using HP technical PCs, workstations, instrument controllers, and instruments.

In measurement automation applications, the wide carriage allows you to log more useful data on a single line. The adjustable pinwheels allow you to load either wide or narrow paper, depending on your test needs. And, with the easy-to-change, single-color inkjet print cartridges, different test runs can be printed in different colors such as black, red, blue, and green for more efficient data management.

In design automation applications, the wide carriage, 8 Kbyte input buffer, 192 dpi graphics resolution, low noise level, and printing speed are well suited for local printing of working hardcopies of simple schematics and diagrams from CAD/CAE software.

The HP 2227B can be used as an output device with the HP 54000 Series of digitizing oscilloscopes and the HP 1630 Series of logic analyzers. These instruments allow you to make a hardcopy dump of what's on the displays directly to a graphics printer without the use of a controller. And of course, it's an easy fit for spreadsheets, reports, and program listings.

Features at a glance

- **Printing speed:** 192 characters per second in draft, 48 cps in near-letter-quality (NLQ) mode.
- **Graphics resolutions:** 96 x 96 dpi, 192 x 96 dpi, 192 x 192 dpi

- **Input buffer:** 8 Kbyte, expandable to 16 Kbyte
- **Interface:** HP-IB, primary and secondary commands modes.
- **Paper handling:** Friction feed, fully adjustable pinfeed, paper advance knob, last form tear-off.
- **Paper widths:** 10.2 to 38.1 cm (4 to 15 inches)
- **Size:** 527 mm W x 118 mm H x 214 mm D (20.75 x 4.7 x 8.4 inches)
- **Duty cycle:** Less than 40 pages per day.

The HP 2227B is supported on the HP 9000 Series 200/300/500 technical computers, HP Integral PC, HP 150A/B/C, HP Series 80, and HP Vectra personal computers. Operating systems/language support include: HP-UX (Rev 5.141), Pascal (Rev 3.1), BASIC (Rev 4.0), SRM System (Rev 2.2), HP 64000 Development System (Rev 2.0). All releases of the HP 150 operating system support the HP 2227B as well. The HP 2227B will formally be mentioned starting with MS-DOS 3.2 configurators; for older releases, HP *ThinkJet printer* or *other* should be used.

The HP 2227B is also supported on the new HP 82300A HP BASIC language processor card for the HP Vectra PC, as well as the new HP Vectra PC Models PC-308M and PC-308C HP BASIC Controllers.

This is also HP's lowest priced printer with HP-IB secondary commands mode. Secondary commands mode (also known as *Amigo* mode) is a more sophisticated implementation of HP-IB that allows a printer and disc drive to more easily share a bus without affecting speed. This allows the HP 2227B to be compatible with a wider range of higher performance systems.

The product is on the HP Corporate Price List as of May 1.

Obsolescence of WordStar/ HP Vectra PC products

Carla Klein/PSD

WordStar® (P/N 68345F) and WordStar Professional (P/N 68346F) for the HP Vectra PC will be removed from the Corporate Price List (CPL) on May 1. On June 1, WordStar 2000 (P/N 68341F) and WordStar 2000+ (P/N 68342F) will also be removed from the CPL. Low sales of the WordStar products through our direct sales force do not justify continuing to offer these software packages. Your customers can still obtain all of these products from software distributors and retail personal computer dealers.

MicroPro has recently introduced Release 4.0 of WordStar Professional for the IBM PC. Release 4.0 has over 125 new features including an undo command, keystroke macros, thesaurus, improved printer support, math capability, and onscreen boldface/underline. HP will not distribute Release 4.0 for the Vectra PC. However, for \$89 U.S. list price plus shipping, any user may upgrade from WordStar or WordStar Professional to the latest release. For more information on the upgrade program, contact MicroPro at 800-227-5609. Your customers should be informed, however, that HP will not support their WordStar product if it has been upgraded to Release 4.0.

There are no plans to offer Release 4.0 for the HP Touchscreen PC. WordStar (P/N 45400D) and WordStar Professional (P/N 45427D), version 3.34, are currently available for the HP Touchscreen PC. In addition, MicroPro will upgrade a Touchscreen version of WordStar to Release 4.0 of the IBM PC version for the standard \$89 price.

Any questions regarding MicroPro products should be directed to Carla Klein at Personal Software Division, 408- or TELNET 773-6300, or HP Desk D600/IM.

WordStar® is a U.S. registered trademark of MicroPro International Corporation.

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□ Manufacturing Systems

FACTORY AUTOMATION

HP 1000 A-Series: restructured development packs

Joann Starke/DSD

Data Systems Division (DSD) has restructured the bundled development software packages introduced February 1, 1987, to create an even more flexible package for your customers. The new structure offers a choice of database options as well as providing all of the software required by your customer's HP 1000 A-Series development system for 60 percent off full list price.

The development packs contain: FORTRAN 77 (PIN 92836A), Graphics DGL (PIN 92861A), Symbolic Debug (PIN 92860), Pascal (PIN 92833), BASIC (P/N 92857), IMAGE II or I, and VC+ (P/N 92078) for those systems that currently do not contain VC+ with their operating systems.

Listed below is the pricing and ordering information for the newly restructured development packs. You must indicate a processor use option when placing your order.

P/N	Option			
	400	600	700	890
91156A (IMAGE II and VC+)	\$4,180	\$7,600	\$12,000	\$16,000
91156B (IMAGE I and VC+)	3,580	6,880	10,800	15,200
91157A (IMAGE II without VC+)	—	7,080	10,800	14,800
91157B (IMAGE I without VC+)	—	6,280	9,600	13,200

In addition to the processor use option, you must indicate a media option with your order. These include:

- Opt. 022 — CS/80 cartridge tape
- Opt. 044 — Microfloppy media
- Opt. 051 — 1600 bpi mag tape

For HP 1000 A400/A600/A700 systems, minimum memory requirement is 1 Mbyte while HP 1000 A900 customers will require a minimum of 1.5 Mbytes. For improved performance, we recommend a total of 3 Mbytes of memory; however, this is dependent on the number of users and type of application.

You are responsible for any hardware upgrade or additional memory connectors required by your customers as a result of purchasing these development packs. Be sure to include the additional hardware support charges for any upgrades or memory connectors ordered.

The new development packs are orderable today and have a three-week availability. The current HP 1000 valuepacks will be orderable until June 1, 1987, at which time they will be removed from the Corporate Price List. For further information, please contact your representative at the HP 1000 Sales Response Center, 408-257-8811.

High-speed MCM for HP 48000 RTU

Dave Rung/Panacom

Effective April 15, 1987, all MCM modules for the HP 48000 RTU will be shipped with a higher-frequency crystal installed. This will result in an effective clock increase from 2.5 MHz to 4 MHz.

As a result of this change, there will be a corresponding increase in speed for signal processing functions and BASIC program execution.

The new, higher-speed MCM will only be supported with F/W version 3.0 or later. The original MCM will be supported by F/W version 1.0 and 2.0.

The upgrade kit for F/W 3.0 will include the crystal change as well, and therefore must be installed at a field repair center. The part number of the upgrade kit remains as HP 48010-60202. All boards returned for repair will automatically receive the upgrade.

We will provide upgrade kits for all demo units in the field. Installation of these kits will be the responsibility of the field as well as any FRC charges if incurred. If you require an upgrade kit, send an HP Desk message to Barry Bishop/HPY600/01 with the following information: contact name, mailing address, and serial number(s).

If you have any further questions, please contact us.

Memory card discontinuance

Joann Starke/DSD

Due to very low sales volume, the following memory cards will be removed from the Corporate Price List effective November 1, 1987:

- 12103A 128-Kbyte parity memory
- 12103B 256-Kbyte parity memory

If you have any questions, please contact your representative in the HP 1000 Sales Response Center, 408-257-1640.

Also in this issue

Celanese Industrial Fibers selects SPM+ software from Salerno

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Name change and repositioning for HP Model 315M/C BASIC controllers

TSBU Marketing

In reference to an April 15 announcement article that appeared in *Information Systems & Manufacturing News*, HP Model 315M/C BASIC controllers has been changed *effective immediately* to the HP Model PC-308M/C BASIC controllers. This change was necessary in order to reflect a repositioning of the controllers below the HP Model 310 BASIC controller.

Localized version of HP Model PC-308 BASIC controller now available

Bill Hodges and Eloise Motonaga/CWO

Technical Systems Business Unit (TSBU) is pleased to announce a Euro/English (USASCII) version of the pre-assembled HP Vectra PC systems featuring the new HP BASIC Language Processor.

These bundled systems will allow purchase of a complete monochrome or color system with just one HP part number. In addition, the preassembled bundles will reduce the number of product boxes a customer receives, thus saving the customer set-up time. The HP BASIC Language Processor board, hard disc, video card, and interface card are installed at the factory. All the customer has to do is connect the power cord and display, format the hard disc, install DOS and BASIC, and the system is ready to go.

The Model PC-308M HP BASIC Controller (monochrome) bundle includes the following components:

- 640-Kbyte HP Vectra PC SPU
- 1.2-Mbyte flexible disc drive
- 20-Mbyte hard disc and controller
- Language Processor board (512 Kbytes, HP-IB, DIO)
- 512-Kbyte RAM Expansion Kit (Expands BASIC RAM to 1 Mbyte)
- HP BASIC 5.0 software and manuals
- Dual-Serial RS-232/422 Interface
- Monochrome Plus video display and adapter with parallel interface

- HP Vectra PC DOS/PAM
- Keyboard

The Model PC-308C HP BASIC Controller (color) bundle consists of the following items:

- 640-Kbyte HP Vectra PC SPU
- 1.2-Mbyte floppy drive
- 20-Mbyte hard disc and controller
- Language Processor board (512 Kbytes, HP-IB, DIO)
- 512-Kbyte RAM Expansion Kit (expands BASIC RAM to 1 Mbyte)
- HP BASIC 5.0 Software
- Serial/Parallel Interface
- Enhanced Graphics Display and Adapter
- Tilt/Swivel base
- HP Vectra PC DOS/PAM
- Keyboard

Additional localization efforts continue to be evaluated based on demand. Bundles scheduled for the May 1 Corporate Price List are listed below.

P/N	Description	Factory base price
82314AB	HP 9000 Model PC-308M HP BASIC Controller (monochrome) - Euro/English	\$6,454
82315AB	HP 9000 Model PC-308C HP BASIC Controller (color) - Euro/English	7,229



82314A Model PC-308M HP BASIC Controller with monochrome display.



82315A Model PC-308C HP BASIC Controller with EGA color display.

HP 9000 Series 2001300 workstation Pascal now available for HP Vectra PC

Dick Siegel/CWO

Technical Systems Business Unit (TSBU) is pleased to announce HP's popular workstation Pascal language for the HP Vectra PC. The HP Pascal Language Processor consists of an HP Vectra PC plug-in card, HP Pascal 3.2 language software, and documentation. This is the same Pascal that runs on HP 9000 Series 2001300 computers, supplied on 5%-inch, flexible discs.

When installed in an HP Vectra PC, the new subsystem delivers the best of both worlds: HP's powerful Pascal workstation environment and access to a wealth of PC-DOS application software. Now customers who desire (or are required to use) personal computers do not need to forego the power, performance, and time-saving advantages of HP Pascal or rewrite their HP 9000 Series 2001300 Pascal programs. The Pascal Language Processor is object-code compatible with HP 9000 Series 2001300 Pascal workstations. Since code written for the language processor will also run on high-performance HP workstations a natural migration path is established. Other benefits include:

- Low entry price (512-Kbyte card with Pascal, under \$1,300)
- Compute and I/O performance similar to HP 9816
- Access to industry-standard LAN (SRM and IEEE 802.3 available)
- Foreground/background operation

HP's Pascal 3.2 facilitates program development through a rich set of language and library extensions, file operations, string manipulations, graphics routines, and I/O operations.

Its very large memory address capability makes handling of large arrays and data structures possible. High performance is assured by the 68000-based architecture. The Pascal 3.2 software includes a full set of software tools: Editor, Filer, Compiler, Assembler, and Debugger.

The language processor board, which includes a Motorola 68000 CPU and up to 4 Mbytes of RAM, emulates an HP 9000 Series 200 workstation. It includes a built-in HP-IB and standard HP 9000 Series 2001300 DIO interface. Pascal is invoked like any other PC-DOS application and can take advantage of DOS discs, peripherals, and other PC resources. At the same time, compatibility with programs, data, and peripherals used by other HP Pascal workstations has been maintained.

With optional hardware, the processor operates on HP networks such as SRM and OfficeShare, and can pass files to ARPA (IEEE 802.3) networks as well. This networking flexibility makes an HP Vectra PC/HP Pascal system an excellent gateway between SRM and industry-standard LANs.

The HP Pascal language processor includes:

- MC 68000 processor card
 - 512 Kbytes of RAM (expandable to 4 Mbytes)
 - Built-in HP-IB interface
 - DIO connectors (for SRM, GPIO options)
 - Connectors for ROM expansion board
- HP Pascal 3.2 software
- PC emulator software
- Manuals and keyboard overlays

Related accessory products include:

- RAM expansion board and 512 Kbyte expansion kits
- GPIO interface
- Shared Resource Manager (SRM) interface

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Ordering information

P/N	Product/description	Date available	U.S. list price
82310A	HP Pascal Language Processor - Plug-in 68000 card with 512 Kbytes RAM, HP-IB - Pascal 3.2 software on 360 Kbyte, 5%-inch discs - Manuals	June 1	\$1,295
82311A	HP Pascal software-only option (included with 82310A; for HP BASIC Language Processor 82300A customers) - Pascal 3.2 on 360 Kbyte, 5%-inch discs - Manuals	June 1	495
82303A	512 Kbyte RAM expansion kit - Set of four 1-megabit chips - Used on main board or RAM expansion board	Now	495
82305A	Ram expansion board - Includes 512 Kbyte, expandable to 3 Mbytes (4 Mbyte total) - Expand in 512 Kbyte increments with 82303A kit - Attaches to processor card; doesn't require slot	Now	595
50963A	Shared Resource Manager (SRM) interface - Uses full performance DIO connection - Takes one HP Vectra PC expansion slot	June 1	845
82306A	GPIO interface - Uses full performance DIO connection - Takes one HP Vectra PC expansion slot	Now	455

HP Vectra PC and HP BASIC: technical and PC applications in one

Greg Goebell/CWO

Hewlett-Packard is introducing a new product: The BASIC Language Processor — a 68000-based single-board computer that runs HP BASIC (and Workstation Pascal) in an HP Vectra PC.

Why use two computers in one box? Is it worth the expense? Yes. The Vectra PC Language Processor combination is a contribution that gives cost-effective solutions where the customer needs both technical and PC applications.

HP BASIC language workstations (based on the Motorola 68000 microprocessor) have an installed base of roughly 350,000 computers. IBM PCs and clones, including the HP Vectra PC (all based on Intel microprocessors) have an installed base of almost 10 million computers.

HP sells both workstations and PCs; it was a natural idea to combine the technologies to get the best of both worlds.

The wide variety of available PC software gives them a great advantage. PC hardware is so common that PC clones are priced as commodities. Prices are driven lower and lower as PCs ride the "power curve" of mass production that drives software availability. Many corporations and nations are adopting computer purchasing standards that demand PC compatibility.

On the other hand, our HP BASIC and Pascal workstations offer high performance, and powerful languages that make sophisticated instrument control easy.

HP sought a product that would allow customers using our BASIC workstations to move to PCs — and keep the advantages of our highly-refined software and high-performance hardware.

The solution is the Language Processor, a 68000-based, single-board computer that plugs into the HP Vectra PC, supported by software running on the HP Vectra PC that links the Language Processor to the HP Vectra PC's resources. The Language Processor has its own CPU, memory, RAM, ROM, and HP-IB; but it uses the HP Vectra PC's discs, display, keyboard, I/O interfaces, and peripherals.

It is the best of both worlds. On one hand, the customer can run HP BASIC like any other DOS application, on the other, the Vectra/Language Processor system acts as an HP 9000 Series 2001300 computer, using the resources of the HP Vectra PC.

Roughly half the cost of most computer systems is software. A major goal of computer manufacturers is to preserve customers' software investment. The remaining half of the cost of a computer system is hardware: SPU boxes, keyboard, display, disc drives, printers, plotters, I/O interfaces, power supplies, RAM, ROM, and other components. Most of the hardware dollars are in the peripherals: disc drives, keyboard, display, printers, and so on.

Basing an HP BASIC workstation on the HP Vectra PC not only allows compatibility with DOS software, but allows such a workstation to use the most inexpensive peripherals available. HP Vectra PC peripherals will almost always be less expensive than the same peripherals for an HP BASIC workstation — since the peripherals for the Vectra PC (and other clones) are produced in the greatest volume and therefore have lower manufacturing costs.

The Language Processor duplicates only the core elements of an HP 9000 Series 2001300 computer — the CPU, RAM, ROM, and certain I/O interfaces. These components are actually a small part of the cost of a computer system; the two-computer approach does add cost, but not a great deal compared to the cost of the overall system.

The existing HP BASIC customer base is very large. Preserving the customers' software investment is critical in the design of new computers because of the customer's investment in it. Because there's so much software designed specifically for HP BASIC, and because HP BASIC itself is the product of ten years of refinement, only the greatest possible compatibility is acceptable.

The HP BASIC software base includes compiled sub-routines — CSUBs — which must run without change; the solution must be able to run 68000 object code. The CSUBs link into the RMB interpreter, so the interpreter must also run unchanged.

Our goal was to run HP BASIC applications on the HP Vectra PC with the least change, the lowest cost, and the best performance possible. The HP Vectra PC must appear to the software as both a PC and a 68000-based HP 9000 Series 2001300 workstation, using, as much as practical, the HP Vectra PC's hardware resources.

The Vectra/Language Processor combination provides the best answer. It runs the same BASIC 5.0 object code as HP 9000 Series 200 or Series 300 BASIC workstations on the HP Vectra PC — a feat that could not be otherwise accomplished.

A radical deal provides an elegant solution. And that solution is the Vectra/Language Processor advantage that gives the customers the greatest possible compatibility with their existing HP BASIC software — *and* access to a galaxy of DOS applications — all in one box.

HP 9000 Series 300 DOS coprocessor upgrade

George Meyer/ESG

The HP 9000 Series 300 DOS coprocessor is a combined hardware and software product that allows the HP 9000 family of Series 300 technical workstations to run IBM PC AT-compatible applications.

The HP 9000 Series 300 DOS coprocessor has been upgraded to support 16 non-USASCII keyboards, and the HP-UX mouse (emulating the Microsoft Mouse). The system's overall compatibility, and integration and performance under HP Windows (HP-UX's native windowing system) has also been improved.

The DOS coprocessor system is based on HP-UX and requires HP-UX Revision 5.1 or later. All varieties of HP 9000 Series 300 HP-UX are supported, from single user AXE to the multiuser HP-UX programming environment. DOS operates as a true UNIX® operating system task completely integrated within the multitasking, windowing, and networking HP-UX environment. The system can also be optionally configured in "Auto-boot" fashion allowing non-HP-UX customers (i.e. BASIC/Pascal) to effectively use the system with very little HP-UX knowledge.

International support

Revision 1.1 of the DOS coprocessor software provides localized keyboard support for 16 keyboards in languages not previously supported. This support entails mapping of non-USASCII PC keyboard emulations on corresponding HP 9000 Series 300 keyboards. With the 1.1 revision, customers throughout North America and Europe will be able to use the system with their standard localized HP 9000 Series 300 system.

In addition to the USASCII keyboard already supported, the sixteen new HP 9000 Series 300 keyboards supported are:

- Belgian
- Canadian English
- Canadian French
- Danish
- Dutch
- European Spanish
- Finnish
- French
- German
- Italian
- Latin Spanish
- Norwegian
- Swedish
- Swiss French
- Swiss German
- United Kingdom

continued on next page

Microsoft Mouse emulation using the HP-HIL mouse

Revision 1.1 includes a Microsoft Mouse Driver and associated emulation software that allows the standard HP-UX mouse to emulate the Microsoft Mouse when in the DOS window. This software allows the customer to use a single HP Mouse for both HP-UX and DOS applications. Inside the HP Windows System the mouse can be 'attached' to the DOS Window using a simple 'pop-up' menu selection.

Improved integration within HP Windows

In addition to the new mouse emulation support, many other enhancements have been added for operation in the HP Windows environment. Video emulation improvements allow DOS applications running in the DOS Window under HP Windows now to appear to run up to two times faster. A new feature, called 'FREEZE', has also been added allowing the user to temporarily freeze the DOS process. This feature is operable anywhere inside DOS and allows, for example, a user to temporarily freeze 1-2-3[®] from Lotus[®], switch to an HP-UX \ window, and execute various HP-UX tasks with *no* performance degradation due to DOS operation. This window can be 'unfrozen' by simply reactivating the DOS window via a single click from the system mouse.

Improved compatibility and functionality

Well over 100 applications have been tested for compatibility on the existing system. Thousands of DOS applications are expected to be compatible with the system. Revision 1.1 improves this high degree of compatibility, an offering unsurpassed in a coprocessor environment. Improved printer support allows the DOS printer output to be sent to the HP-UX line printer spooler. A new, completely automated and uncomplicated installation procedure allows the user to install the entire DOS coprocessor system in well under 15 minutes.

Free customer upgrade available

The upgrade to revision 1.1 is being offered to current DOS coprocessor customers, for a limited time, at no charge. The free customer upgrade will be available until December 1, 1987. The April *Momentum* mailing contains information on how your customers can obtain this free upgrade.

The upgrade will also be available to all internal DOS coprocessor system users, at cost, from the Corporate Parts Center (CPC) beginning May 1. The following two 10-digit part numbers have been set up for this upgrade:

P/N	Description
98531-17200	DOS Coprocessor Software Upgrade Kit, Rev. 1.1, on ¼-inch cartridge tape media.
98531-17500	DOS Coprocessor Software Upgrade Kit, Rev. 1.1, on 3½-inch double-sided floppy disc media.

The above kits include manual updates. The price of the upgrades were not available at print time.

BASIC 5.0 compiler to be licensed

Pat Hafford/TSTBU

Hewlett-Packard has reached an agreement with IEM, a value-added channel located in Fort Collins, Colorado, to license their BASIC 5.0 compiler product.

The HP 9000 Series 200 and Series 300 BASIC 5.0 compiler (P/N HP 98618A) will be listed on the May 1 Corporate Price List for \$495, U.S. list. Availability is eight weeks. This product enables BASIC programs, once they are compiled, to execute faster than the original interpreted versions.

Support Services (RCS, SMS, and SNS) will be available from Application Support Division (ASD). There will be no Right-to-Copy or Right-to-Use products available. Details will follow on an upgrade kit from Direct Marketing Division (DMK) for those customers who have a previous version of the IEM BASIC compiler.

Announcing HP PCDS, Revision 1.1

Paul Robst/FEO

The Fort Collins Engineering Operation (FEO) is proud to announce the first software revision to the HP Printed Circuit Design System (HP PCDS). HP PCDS, an HP DesignCenter product, is a full-function, computer-aided-design (CAD) system for the design of printed circuit boards. Through the use of automatic and interactive tools, HP PCDS aids the user in ensuring design integrity and manufacturability of printed circuit boards.

Since its introduction in June 1986, over 150 design seats have been sold to both internal and external customers. During this time, FEO has been hard at work adding new features and removing defects. The result is Revision 1.1 with scheduled deliveries beginning May 1.

Better system performance

HP PCDS now supports new hardware recently introduced by many HP divisions, including workstations, disc drives, plotters, and graphics display systems. Now available to your customers are lower entry-level system costs, higher performance systems, greater data-storage capacity, faster and more reliable plotter output, and the ability to run both HP PCDS and ME-30 on the same workstation.

Specifically, HP PCDS now offers your customers support of:

- HP 9000 Series 330 and 350 workstations
- HP 7958A, 7936H, and 7937H disc drives
- HP 7570A, 7595A, and 7596A plotters
- HP 9000 Series 350SRX, 3-D graphics display system

Enhanced Surface Mount Technology (SMT)

HP PCDS has been enhanced significantly for surface mount technologies. Faster design times are achieved through new features that increase autorouter completion rates and through the addition of surface mount device parts that reduce the tedious task of library parts creation. In addition, added SMT spacing parameters help ensure PCB design integrity. Specifically, Revision 1.1 adds the following features:

- Swapping of parts between the sides of a PCB during the parts-placement improve procedure
- User-definable routing grid
- SMT spacing parameters added
- Addition of 300 surface mount parts (SMDs).

Better performance, flexibility for automatic tools

Performance enhancements to the automatic tools result in higher, automatic board completion rates, saving users valuable design time. The automatic tools are much more flexible:

- Single-pass execution of AutoImprove-Device Placement speeds execution time
- Users can now stream together automatic place and improve sequences for scheduled "batch" processing during non-design time
- User-specifiable routing grids to adapt routing strategies for particular needs
- The Autorouter adheres to user-specified design rules to ensure design integrity and high PCB manufacturing yields
- Autorouter strategy editing much easier and more friendly

Front-end links easier to use

Many of you asked that the *Link* between HP PCDS and the HP schematic capture system, HP Electronic Design System, be simplified. We took your advice and made it much more user friendly. A Schematic Netlist Editor has also been added to HP PCDS to provide an easy-to-use, manual entry of netlist information into HP PCDS.

Improvements to the HP PCDS user-interface

To make the HP PCDS user-interface easier to use, faster, and more consistent, many small enhancements have been added. Many of these enhancements are the result of your requests:

- Function keys pick with cursor
- Optional, left-hand puck map
- Automatic work area generation when creating board blank
- Different markers now used to highlight different design rule violations
- DSM spooler now handles both HP PCDS and HP EDS plot files

For more detail on Revision 1.1 of HP PCDS, you are encouraged to read the HP PCDS, Revision 1.1 Field Training Manual, available from FEO.

These enhancements and future plans will help you compete in the tough CAD marketplace and help HP expand our market share. FEO is committed to helping you sell HP PCDS; call us for any help or suggestions you might have.

Custom links to CAE systems available for HP PCDS

Tom Krantz/FEO

Connecting the HP Printed Circuit Design System (HP PCDS) via a customized link to existing CAE-schematic capture systems is now possible in Europe.

Fort Collins Engineering Operation (FEO) has developed a collection of utilities and guidelines for use in connecting HP PCDS to existing, customized CAE systems. Code named 'ToolBox,' this collection allows netlist information from any CAE system, in any state of customization, to flow into HP PCDS. This is a one-way link only — into HP PCDS — with no back-annotation possible.

ToolBox and the expertise to use it are now at the Knowledge Center (part of the European Marketing Center). In Europe, contact Jerry Watkins, manager of the Knowledge Center (HP Desk HPB600/51), if you need to connect HP PCDS to any CAE system installed at a present or potential customer site.

U.S. capability is not far behind. FEO is investigating methods of using ToolBox outside of Europe. We are currently discussing ToolBox with the Fullerton Project Center in U.S. Field Operations (USFO), and hope to make an announcement soon.

New HP PCDS system configurations

Paul Robst/FEO

Revision 1.1 of HP PCDS now supports the new HP 9000 Series 330 and 350 workstations. These new workstations and the HP PCDS application software now offer your customers a superior price/performance family of PCB CAD systems.

Listed below are the four configurations recommended for use with HP PCDS. The entry-level system, based on the HP 9000 Series 330, is well suited for cost-conscious customers. For most customers, the high performance system, based on the HP 9000 Series 350, is well suited. Those customers requiring high-speed graphics performance should choose the high-performance graphics system, which includes a graphics accelerator and extra planes of graphics memory. Finally, those customers looking for a server to offload their autorouting jobs should choose the Autorouter Station.

Ordering information

P/N	Description	Total system cost
<i>Entry-level system</i>		
98583L	Model 330C bundled system	
Opt. 010	High-speed disc interface	
7958A	131-Mbyte disc drive	
9144A	5/8-inch cartridge tape drive	
74400A	HP PCDS, complete software	\$59,030
<i>High-performance system</i>		
98583C	Model 350C bundled system	
7936H	307-Mbyte disc drive	
35401A	1/4-inch cartridge tape autochanger drive	
46087A	HP-HIL, A-size graphics tablet	
Opt. 001	Adds four-button cursor with crosshair	
92211L	Taboret	
74400A	HP PCDS, complete software	84,650
<i>High-performance graphics system</i>		
98586B	Model 350CX bundled system	
7936H	307-Mbyte disc drive	
35401A	5/8-inch cartridge tape autochanger drive	
46087A	HP-HIL, A-size graphics tablet	
Opt. 001	Adds four-button cursor with crosshair	
92211L	Taboret	
74400A	HP PCDS, complete software	95,650
<i>Router station</i>		
98582C	Model 350M bundled system	
7957A	80-Mbyte disc drive	
92211L	Taboret	
74402A	HP PCDS, autorouter software only	43,495

For complete information on configuration and ordering, please consult the HP PCDS Configuration Guide, Performance Guide, and Pricing Guide.

Quick response team for HP PCDS sales assistance

Doug Blackwood/FEO

Fort Collins Engineering Operation (FEO) has initiated a program to help you close HP Printed Circuit Design System (HP PCDS) sales. Selling HP PCDS typically involves longer sales cycles and greater resource demands than simpler, entry-level PCB CAD systems such as HP Engineering Graphics System. Because of these greater demands, FEO is offering something new: the 'Quick Response Team' (QRT).

FEO has numerous resources available should a sales situation arise where you need assistance. Whether you need someone that is intimately familiar with the application software and platform, or someone with printed circuit board design experience who can add additional credibility to HP's presence in this market, we are here to help. And, if you need FEO management involved in the sale — that is another option available to you.

Please contact your Regional Support Engineer (RSE) should you need to discuss a sales situation requiring a Quick Response Team. We will assign a person or a team of people to provide the quick response you need. Should you be unable to reach your RSE for QRT service, please contact one of the following FEO marketing managers:

Gretchen Tobin 303- or TELNET-229-3793
Regional Support Manager

Lee Reep 303- or TELNET-229-2010
Regional Support Manager

Doug Blackwood 303- or TELNET-229-2645
Sales Development Manager

Don't forget that your RSE is here to assist you with other services such as on-line support, factory visits, and benchmarks. Or, perhaps you need help from other organizations because your needs go beyond PCB CAD, such as a DesignCenter sale. Let us know; we will help coordinate the involvement of the other divisions and operations.

HP PCDS 1.1 sales aids

Paul Robst/FEO

To help you sell Revision 1.1 of HP PCDS, new and revised sales aids have been created. The HP PCDS data sheet has been updated to reflect software changes and reformatted to look like other EE DesignCenter product data sheets. Other updated HP PCDS sales aids include the Configuration Guide, Pricing Guide, and the training binder you received during HP PCDS factory training.

Two new sales aids have been created for the introduction of Revision 1.1. A field training manual will give you more detailed information on the new features and benefits of HP PCDS, PCB CAD market update, ordering information, sample configurations, and a look at the future product plans for HP PCDS. An HP PCDS Performance Brief has been created to help you and your customers determine the best hardware (workstations, RAM, display systems, and disc drives) for a particular application.

Here is a list of the available sales aids for HP PCDS:

P/N	Description
<i>Literature</i>	
5954-7052	HP PCDS Brochure
5954-9381	HP PCDS Data Sheet (New)
<i>Sales aids</i>	
	HP PCDS Configuration Guide (FEO) (New)
	HP PCDS Performance Brief (FEO) (New)
	HP PCDS Pricing Guide (FEO) (New)
	HP PCDS, Revision 1.1 Field Training Manual (FEO) (New)
	HP PCDS Training Binder (FEO) — Benchmarking section — Competition section — PCB CAD Market overview (New)

A PCB CAD mailing from Fort Collins Engineering Operation (FEO) should be complete by mid-May and will contain a copy of all the items listed above. If you have not received your mailing or need additional copies, please contact FEO as follows: HP Desk: FEO SALES/HP4006/00, telephone 303 or TELNET-229-4333.

You can order the HP PCDS brochure and data sheet direct from the Literature Distribution Center using the eight-digit part number. Request all other items directly from FEO.

Announcing obsolescence of HP 82964M Vectra PC Instrument Control System

Bill Hodges/CWO

With the May 1 introduction of the new Model PC-308 HP BASIC controllers, the HP 82964M Vectra PC Instrument Control System bundle, originally priced at \$4,808, has been obsoleted and taken off the Corporate Price List (CPL) as of April 1. The product that consisted of an HP 82990A HP-IB interface and command library as well as HP Vectra BASIC will no longer be available as a bundle. The HP 82990A HP-IB interface and command library will continue to be sold as an individual product.

HP 9000 Series 2001300 RAM products to be obsolete

Pat Hafford/TSBU

Due to low customer demand for some of our earlier releases of HP 9000 Series 2001300 BASIC and Pascal workstation products, Fort Collins Systems Division (FSD) is planning to take a number of these RAM products off the Corporate Price List (CPL) as of August 1, 1987. This is in keeping with FSD's policy of supporting two revisions of the operating system software: the current version and one version back.

The products that will be entering support life on August 1 are listed below:

P/N	Description
98611A	RAM-based BASIC 2.0
98613A	RAM-based BASIC 3.0
98615B	RAM-based Pascal 3.0

The scheduled dates for support life for these products are:

Support process	Date
Removal from CPL	August 1, 1987
Final U.S. orders accepted	August 31, 1987
Final international orders accepted	September 30, 1987
Final shipments	January 15, 1988
Support life	through January 15, 1992

If you encounter any problems because of this obsolescence, please contact Pat Hafford at FSD, 303 or TELNET-229-3300 or COMSYS 4000.

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HP-UX passes AT&T's System V Verification Suite

Rick Joshi/TCO

The HP-UX operating system has passed compliance tests in the System V Verification Suite (SVVS), which was issued by AT&T to verify vendors' conformance with the UNIX® operating system System V Interface Definition (SVID).

This means that the HP 9000 family of 32-bit computers, ranging from the Series 300 workstations to the Series 800 systems at the high end of the family, conforms to all standards required for full adherence to AT&T's UNIX System V operating system. SVVS compliance reported by HP includes Release 5.2 for the HP 9000 Series 300 systems and Release B1.01 for the Series 800 systems. These releases conform to the AT&T base plus kernel extensions as specified in Issue 2 of the AT&T SVID. SVVS compliance is clear evidence of HP's commitment to AT&T's UNIX System V operating system as the evolving industry standard. It also gives you the opportunity to encourage your customers who are formulating RFPs to include SVVS compliance for UNIX operating systems as a required specification.

In addition, HP-UX implements many other important standards, all assurance that our customers will have maximum portability and interoperability. These include the Graphic Kernel System for graphics (currently available on the HP 9000 Series 300 only), Native Language Support (NLS) for ease of use in various national languages other than English, and International Standards Organization (ISO) networking standards. HP is also committed to offering NFS, the Sun Network File System that is becoming a de facto standard for distributed file systems. Current plans are to offer the NFS product by the end of the year on HP 9000 Series 300 and Model 840 computer systems.

These developments demonstrate HP's continued commitment to standards as a cornerstone of its strategy in the technical computing marketplace.

UNIX® is a trademark of AT&T in the U.S.A. and other countries.

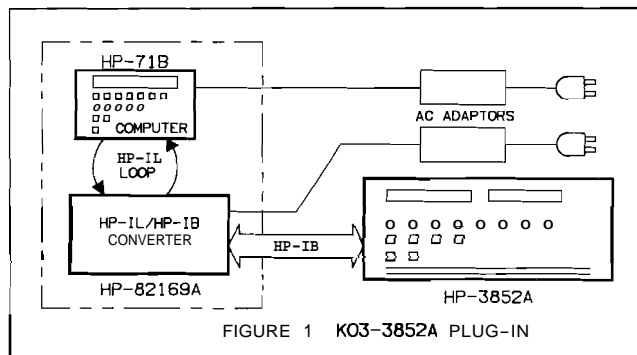
Special Option offers HP-71B plug-in for HP 3852A

Mark Bailey/LID

Since the introduction of the HP 3852A, Loveland Instrument Division (LID) has received many requests for a method of auto-booting a start-up program after power loss to the mainframe. In response to those requests, LID has set up Special Option K03-3852A. Not only will this special option allow you to auto-boot, but several other applications can be addressed.

Special Option K03-3852A consists of an HP-71B computer, an HP-IL module, 17½ Kbytes of memory, and an HP 82169A HP-IL/HP-IB converter. The HP-IL/HP-IB interface provides communication between the HP-71B and the HP 3852A (See Figure 1). AC adaptors for both the HP-71B and the converter are also provided.

The HP-71B and the HP-IL/HP-IB converter are conveniently housed in a single-wide, plug-in that fits into an HP 3852A mainframe. Slots are cut in the sheet metal on the side of the plug-in to allow access to the front of the computer and the converter. Since Option K03-3852A fits on a single-wide plug-in, this solution keeps the system compact and easily rack mountable.



The HP 3852A subroutines can be stored in the HP-71B's internal nonvolatile memory. These routines can then be reloaded into the HP 3852A's memory and restarted after power is returned. A simple time-out routine can be used to detect when power has been restored to the HP 3852A.

Because the HP-71B is communicating via HP-IL, some other interesting applications are possible. For example, an HP 9114B HP-IL disc drive could be added on the loop to provide non-volatile mass storage. An HP 8216A HP-IL/RS-232 converter could also be added to the loop, allowing for remote communication with a supervisory computer. With the addition of a power inverter, it would even be possible to run the loop instruments off a car battery, thereby ensuring that communication with the supervisory computer is not interrupted due to power failure.

Applications requiring the re-boot capability of special Option K03-3852A have already been established. Price for the option has been set at \$1,510 U.S. list. For further information, contact your sales development engineer at LID. Remember, we want to hear your ideas.

HP FTM/300 on BASIC 5.0

Jim Wall/LID

On May 1, 1987, Revision 2.0 of the HP FTM/300 production test software is available for ordering. Revision 2.0 runs with BASIC 5.0 on HP 9000 Series 2001300 computers and contains the same feature set as the previous version. Revision 2.0 will execute on stand-alone workstations using BASIC 5.0's hierarchical file system (HFS) and will also execute on the HP Shared Resource Manager (SRM) network. To order Revision 2.0, use product number HP 34802 or HP 34803. The price is the same as for Revision 1.0 with deliveries in late May.

Customers with Revision 1.0 can upgrade to Revision 2.0 for a nominal cost. An upgrade kit provides utilities to move test data generated with Revision 1.0 using the SDF200 hierarchical file system to the BASIC 5.0 hierarchical file system. HP SRM users do not need to move test results when upgrading to Revision 2.0.

HP FTM/300 Revision 1.0 executing on BASIC 4.0 is still available.

GENERAL

New ordering information for recorder supplies

Jane Marks/SDD

As of May 1, supplies for X-Y recorders, strip chart recorders, oscillographic recorders, and instrumentation tape recorders will be distributed through Direct Marketing Division (DMK). Your customers can continue to call their local sales offices. The only change for order processing is the supplying division will be A500.

Customers can also order directly from DMK by calling 800-538-8787. Their orders will be shipped within 24 hours.

NETWORKS

Feedback on NS for the DEC VAX

Andy Droll/CND

Recently, Colorado Networks Division (CND) received some positive feedback regarding HP's NS for the DEC VAX (P/N 50950A) computer networking product. NS for the DEC VAX transfers files between VAXes and HP 1000, HP 3000, and HP 9000 computer systems. The following letter came from Jim Blake, a systems engineer in the United Kingdom:

"Many thanks for the info on the VAX and its software versions, it potentially will save me a lot of searching/ phoning in the future! The NS for the VAX product is beginning to take off in the U.K. now, and I am getting a lot of interest from some very large heterogeneous network users (keep those orders coming in).

"Whilst on the subject, my compliments to the lab, and to the technical writers who documented the software. The first installation I did, I had never driven a VAX, nor seen the software, but I managed to give a convincing demo to Shell in London, after taking only an hour to install. This was all due to the completeness and correctness of the manual, and the way the software did exactly what I was expecting. It's great when we get it right!"

In-service analog datacom testing customer seminar

Gordon Reid/QTD

Introduction

A new customer seminar has been added to Queensferry Telecom Division's (QTD) array of sales-generating tools. The half-day seminar discusses analog datacom testing, impairments/measurements, datacom test tools, and the new in-service measurement capability brought about by the HP 4948A ITIMS. The program combines a 35mm slide presentation, supported by the seminar book *In-service Analog Datacom Testing* (P/N 5954-7945), with live and videotape demonstrations.

The free half-day program will be time well spent by your customers and a valuable lead-generating exercise for you. Which customers should you sign up? Anyone who maintains, operates, or manages analog datacom circuits, such as those listed below.

- Operators of public, private, or military communications systems.
- Telephone company special services and network technical support.
- Datacom/network managers of end-user organizations (such as utilities, financial institutions, large retail companies, large manufacturing companies, large transport companies, etc.).
- Datacom equipment suppliers.

Seminar content

The seminar is presented in three major sections:

Analog datacom overview

- Modems
- Line impairments (origin and effects)
- Measurements

Datacom test tools

- Out-of-service test methods
- In-service test methods

Application case studies

- Fault location
- Troubleshooting
- Finding intermittents
- Network monitoring

continued on next page

In the U.S.

Feedback from Mark Powell, one of our QTD-at-CTD (Colorado Telecom Division) team, is very positive about the seminar. Mark reports that so far, the seminar has been presented eight times in both the Neely and Midwest regions to over 250 people. Our thanks go to Tom Cylkowski for his efforts in Neely. The program has been enthusiastically received by all audiences. It gives tremendous leverage to your valuable sales time and sales dollars, helping you flush out qualified sales leads.

For more information about running this QTD seminar in your district/area, contact Mark Powell (Neely), John Duffield (Southern), Robert Duncan (Midwest/Eastern), or Tom Smith (sales development mgr.) at CTD, 303-593-8700.

In HPSA

In HPSA, the ITIMS seminar material packs are being sent to all (MCG) program managers. To date, Tom White's U.K. team has presented the seminar to 1,300 people, with about 25 percent requesting follow up. Tom's approach has been to run the program in conjunction with the Protocol seminar, which addresses the same audience. In April the program will be run in The Netherlands, and other regions are making plans to hold the seminar in the second half of FY87 as the interest raised by VIP visits starts coming through.

Your contacts for more information about the In-service seminar in HPSA are Allan Sturgeon (QTD Product Line Manager, MCG European Marketing Centre/3700), Milton Gilmour (SDE at QTD/1400), and Robin Sharp (SDM at QTD/1400).

In Intercon

Interest in the HP 4948A is also high in Intercon where the product is getting good exposure in field trials and VIP visits. Here too the seminar will start seriously in the latter half of FY87. In Canada, where several units have already been sold, Jack Weldon (program manager) intends to run a series of seminars commencing in June. VIP tours in Australia are creating interest and high sales potential, which Ian Johnston (Melbourne) plans to capitalize on through seminars run in the second half. The seminar material is being sent to Takashi Togashi (YHP marketing) for use in Japan. Wes Wickham (Intercon headquarters) for Latin America, and Kok-Onn Chia, QTD's product line manager at the Asia-Pacific Marketing Centre, can also be contacted for materials and further information.

Your Intercon team at QTD, David Lord (SDE) and Graeme Nelson (SDM), are ready and willing to support

you in getting the seminar under way in your area/country. Contact them on HP Desk 1400 or call 44-31-331-1000.

A winner

With the HP 4948A, its In-service Analog Datacom Testing seminar, and associated sales tools, you are looking at a winner. Give us a call to discuss how we can help you reap rewards with this product in your district.

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MASS STORAGE

HP Bristol now shipping HP 7936H/37H

Jacqui Green/CPB

Beginning May 1, Computer Peripherals Bristol (CPB) will be the European supplier for the HP 7936H and HP 7937H disc drives. This will help maximize our production capability for this exceptionally successful product family on a worldwide basis and will help to improve availability. Disc allocation and European availability will now be handled by CPB for these products. The HP 7936XP and HP 7937XP are still being manufactured and shipped by Disc Memory Division (DMD) on a worldwide basis. All enquiries concerning the XP versions should be referred to DMD.

Also in this issue

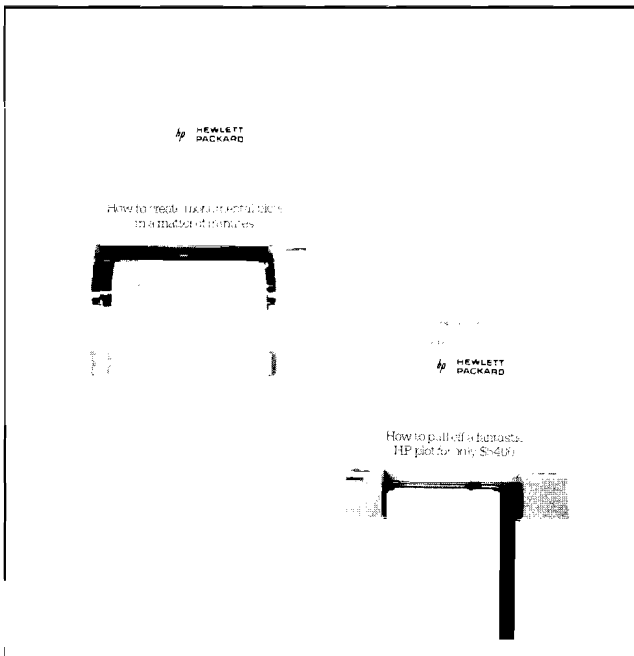
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PLOTTERS

Ad campaign for drafting plotters

Gretchen Coar/SDD

A six-month ad campaign is generating awareness of Hewlett-Packard's new drafting plotters, the HP DraftPro and HP DraftMaster plotters. Companion ads targeted for architects, mechanical engineers, and electronic engineers are appearing in *Machine Design*, *Design News*, *Architecture*, *Architectural Record*, *CAE*, *Design Graphics World*, *EDN*, and *Electronic Design*.



New training video for HP DraftMaster drafting plotter

Glen Fraser/SDD

Training videos for the new HP DraftMaster drafting plotters are now available. This video has four sections:

- **Sales** — Key sales points on product features and benefits. Very helpful for the sales rep who wants to learn the critical points to stress with a prospective customer.
- **Technical** — Information on operating, interfacing, and demonstrating the plotter. Ideal for preparation before a customer visit.

- **Customer** — A short version of the sales section designed for customer viewing in a seminar or office setting. Gives the right mixture of promotion and sales points to help close the sale.
- **Promotional** — A brief section designed for use at trade shows or seminars to attract potential customers. Use the customer section for qualified customers.

The new HP DraftMaster plotter video can be ordered along with the existing HP DraftPro plotter video from the Literature Distribution Center (LDC) in Palo Alto, California.

P/N	Description	Format	U.S. list price
5954-9424	HP DraftMaster plotter	VHS	\$15
5954-9425	HP DraftMaster plotter	U-Matic	25
5954-9426	HP DraftPro plotter	VHS	15

We recommend that sales offices interested in selling more drafting plotters order a copy of the HP DraftMaster and DraftPro plotter training videos. They are excellent training tools and sales aids. (Some HP offices may already have copies from recent training programs.)

PRINTERS

HP 256X upgrade considerations

Christy Schill/BOI

Although printer upgrade installations are normally "plug-and-run" operations, there are some exceptions for which you should be prepared. The following tables highlight these exceptions and provide you with instructions to make your installations as smooth as possible.

From Table A

- Find your customer's current product under "Original Product."
- Under "Recommended Replacement," find the HP 256X replacement product.
- Locate the intersection of the two products and reference the note(s) specified in Table B.

continued on next page

Table A

Original Product (lpm)	Recommended Replacement			
	2563 (300)	2564 (600)	2566 (900)	2567 (1200)
HP 2613 (300)	Note 1	Note 1	Note 1.2	Note 1,2
HP 2608 (400)	X			
HP 2617 (600)	X	Note 1	Note 1,2	Note 1,2
HP 2611 (600)	X	Note 1	Note 1	Note 1
HP 2619 (1000)	X	X	X	Note 1

X — not recommended because of throughput

Blank — Nomodification needed

Table B

Notes	Exceptions	Specifics	Comments
1	Vertical forms control		See your systems engineer to convert paper tape to electronic VFC. (manual 02564-90905)
	Forms width	Forms > 16.7" wide	HP 2563/4 max width = 16.7" HP 2566/7 max width = 18.0" (HP 2566 Opt. H05, max width = 19")
	Forms thickness	Mailers Label stock	Run HP 256X forms test Run HP 256X forms test
	Application software	MRJE/RJE print applications, Code listings Potential nonprintable character in data stream Applications run unspooled (hot) Use of forms alignment commands to console	Run spool file in HP 256X application prior to installation Consult your systems engineer (last time followed by "close dev") May require operator retraining
2	Ribbon stock	Using re-inked ribbons or ribbons > .004" thick	Use HP P/N 9282-0545

Half-price sale: HP 2673A and 2671G refurbished thermal printers

Darlene Routledge/VCD

The HP 2673A/888 printers have been added to Vancouver Division's (VCD) half-price sale for refurbished thermal printers. The full warranty applies to these units. Both the HP 2673A and 26716 printers are quiet, 80-column, 120-character per second, 90-dots-per-inch graphics thermal printers.

A number of options are available for both products. For the HP 2673A/888, Options STD/888 and 0401888 can be ordered. The HP 26716/888 options available are: STD/888, 0441888, 0401888, and 0081888. The half-price sale includes a flat rate discount of 50 percent — no other discounts apply. The discounted price for the HP 2673A/888 products is \$1,120; for the HP 26716/888 products, the discounted price is \$870. Book the \$1,120 quote adjustment for the HP 2673A and the \$870 adjustment for the HP 2671G as an M99. This promotion will last until all HP 2671G/888 and HP 2673A/888 printers are sold.

Any further questions on how to order these units may be addressed to Lauri Koehler at 206-254-8110, ext. 2215.

Also in this issue

- Sell memory boards and fonts with your HP LaserJet Series II printer 18
- Announcing HP-IB for the HP QuietJet PLUS printer 22

