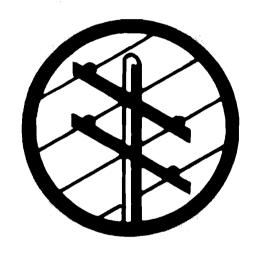
# Computer Yeus

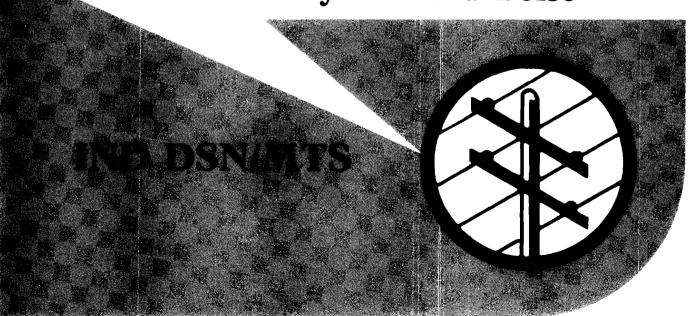
For HP Field Personnel June 15, 1982

### DSN/Multipoint for HP 3000



Boise HP 2608S

.. enhanced by IND and Boise



# HP Computer Museum www.hpmuseum.net

For research and education purposes only.

#### Karen Campbell, Editor Tracy Wester, Editorial Assistant June Wedding, Circulation

CMG Computer Marketing Group
CMG/ Computer Marketing Group 3PP Third Party Program
CSD Computer Support Division
CSO Computer Supplies Operation
SRO Systems Re-Marketing Operation
TCG Technical Computer Group
DSD Data Systems Division
RVD Roseville Division
YCD Yokogawa Computer Division
DCD Desktop Computer Division
BDD Boeblingen Desktop Computer Division
CVD Corvallis Division
PCD Personal Computing Division
Grenoble Technical Systems Operation
BCG Business Computer Group
BCG/ Business Computer Group/ Application Systems
CSY Computer Systems Division
FSO Financial Systems Operation
IND Information Networks Division
MSO Manufacturing Systems Operation
CSP Commercial Systems Pinewood
BGD Boeblingen General Systems Division
DTD Data Terminals Division
GSD General Systems Division
HPG Grenoble Division
CPG Computer Peripherals Group
BSE Boise Division
COL Colorado Springs Instrument Group
OMD Disc Memory Division
GLD Greeley Division
SDD San Diego Division Instrument Group
VCD Vancouver Division

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### CMG

### 3PP

#### Signature Pages

Joe Rodgers/CMG

#### New OEM Signature Page

Effective June 1, 1982 CMG will introduce a new OEM Signature Page (P/N 5953-2238,R6-82) for "pure" OEM customers. This new Signature Page will contain the new Corporate approved "OEM Certification and Conditions" and the terms for use of a new OEM Value Added System Supplier Identity Program.

The new OEM Certification and Conditions specify more clearly what qualifies as "added value", and the conditions required for OEMs to receive OEM discounts on "add-on" equipment and upgrades.

### Value-Added System Supplier Identity Program Amendment

This new Amendment (P/N 5953-2230) must be executed by all existing OEMs who desire to participate in the new VAS Identity Program and use the new logo.

#### Combo Signature Page

Effective June 1, 1982 a revised Combo Signature Page (P/N 5953-3016, R6-82) will be available. This signature page has been revised to reflect the more comprehensive "OEM Certification and Conditions" described above. Also, the "Security Interest" clause has been deleted from this form.

Distribution of the above Signature Pages (P/N 5953-2238 and 5953-3016) will be made within two weeks using normal distribution channels to US sales offices.

### Software Supplier Approval Forms and Procedures Revised

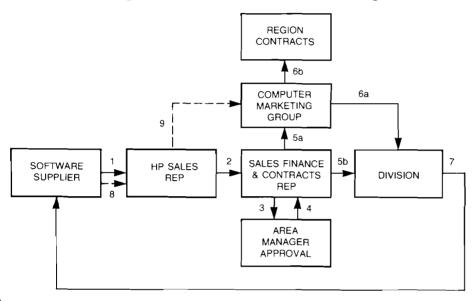
Ray Cebold/CMG

(This applies to the US only.) Due to the evolution of the software supplier program, it has become necessary to revise the forms and procedures used in the approval process. Most of the changes are to accommodate the entry of personal computers and peripherals into the program. One new form, the HP PLUS Merchandising Program Trademark License — Exhibit T, has been created. This exhibit to the Software Supplier Agreement sets forth the conditions under which Referenced and Distributed suppliers may use the HP PLUS logo.

The forms changes are summarized in the accompanying table.

Form	Changes
Software Supplier Application	Name changed to HP Software Supplier Application and Program Submission Agreement Request for additional information and signature block moved to last page Program submission provisions added
Software Development Agreement	Allows for use by non-computer products
Exhibit D-1 SDO's Contribution	No change
Exhibit D-2 Demo Development System	Demo/development discounts based on system type Allows for use by non-computer products
Exhibit D-3 Demo Development Rental Program	Shipping no longer included in rental fee Refers to D-2 for appropriate discount
Exhibit D-4 SDO Software Training Program	No change
Software Supplier Agreement	Non-confidentiality provision added HP trademarks usage restricted added Retail product paragraph added
Exhibit T HP PLUS Merchandising Program Trademark License	NEW FORM
Exhibit SS-1 Distributed Software Terms and Conditions	HP may request copy of source code be kept in escrow Allows 25% discount if product is sold within HP HP granted rights to use supplier's trademarks to identify product Payments to supplier made quarterly instead of monthly
Exhibit SS Distributed Product Exhibit	One product per exhibit General format improvement

The revised approval process is shown in the Software Supplier Approval Process diagram for HP 1000, HP 3000 and HP 98XX. The following nine steps correspond to the numbers in that diagram.



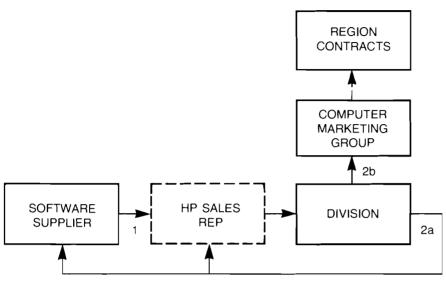
Software Supplier Approval Process for HP 1000, HP 3000, and HP 98XX

- Software supplier completes appropriate forms and sends to the supporting SR.
- After checking the forms, the local SR sends the package to the area Contracts/Sales Finance (C/SF) Rep.
- Area C/SF Rep makes sure package is complete and submits it to Area Computer Manager for evaluation.
- After evaluation, the Area Computer Manager returns the package to C/SF Rep.
- 5. If the Area Computer Manager approves the supplier:
  - a) All copies of the application, Software Supplier Agreement, Software Development Agreement and supporting exhibits are sent to Computer Marketing Group contracts
  - The Product Summary, supporting addendums and Product Summary Instructions are sent to the appropriate product division.

- CMG contracts will sign all copies of the forms, send one copy of a signed original to the supplier for his records and:
  - a) Send a copy of the application to the appropriate product division
  - Notify by COMGRAM region contracts and copy supporting SR of the Software Development Agreement number.
- 7. The product division then sends a letter notifying the supplier of its status, copying the local SR. If the supplier is approved for the Referenced category (form number 5953-2239, Exhibit T HP PL(IS Merchandising Program Trademark License) is sent with the letter. If the supplier is approved for the Distributed category, Exhibit T, Exhibit SS-1, and Exhibit SS-... (Distributed Product Exhibit) are sent with the letter.

- 8. If any of these additional forms are sent from the product division, the supplier completes them and gives them to the supporting SR.
- 9. After proofreading these exhibits, the local SR sends them to CMG contracts who signs the forms and returns one signed original to the supplier for his records.

The expansion of the HP PLUS program to include the Series 80, HP 125, plotter, and terminal products has raised some questions regarding the approval process for this equipment. The software supplier program for these products will be administered directly from the divisions. Suppliers wishing to produce software for these products should contact the HP PLUS Manager at the division themselves — the exception being a supplier who also has software for the HP 1000, HP 3000, or desktop computers. These suppliers should continue to deal with their supporting SR. The SR then becomes responsible for dealing with the divisional HP PLUS Manager. The approval process for these "factory driven" programs is shown in the Software Supplier Approval Process for Series 80, HP 125, Plotters and Terminals diagram. The following two steps correspond to the numbers in that diagram.



Software Supplier Approval Process for Series 80, HP 125, Plotters, and Terminals

- 1. The software supplier completes the appropriate forms and sends them to the division unless they also have software for the HP 1000, HP 3000, or desktop computers. In the latter case they would send the package to their supporting SR who proofreads the forms and forwards them to the HP PLUS manager at the appropriate division.
- 2. The division performs the evaluation and
  - a) Sends a letter notifying the supplier of its status, copying the SR if appropriate
  - b) For the Computer Group divisions all forms except the product summaries and exhibits to the Software Development Agreement are forwarded to CMG contracts for signing. CMG contracts will notify region contracts of the Software Development Agreement number. After signing, CMG will send one signed original to the supplier for their records. Non-Computer Group divisions will forward to CMG contracts the

Software Development Agreement and a copy of the Application only. These noncomputer group divisions will keep one original of all other forms for their records, returning one to the software supplier.

### The HP PLUS Program in Europe

Jean Dolivo/CMG Geneva

The information you already have received about HP PLUS primarily concerned our program in the US and Canada. Here are the specifics of the European HP PLUS program and its current status.

#### European Implementation — A Decentralized Structure

HP PLUS implementation turned out to be significantly more complex in Europe than in North America, essentially because:

 Legal and language requirements differ from one country to another

- Referenced and distributed products must be supported by a local software supplier in each country where they are introduced

   this is a basic decision we made in order to provide high quality products and support to our customers
- The packages must correspond to real needs of our local markets, which vary across Europe.

A consequence of these requirements was to give our countries the main responsibility for successfully implementing HP PLUS in their territory. European divisions and CMG/HPSA will work closely with the countries to coordinate the program, to maintain its compatibility with our worldwide implementation and to leverage our solutions offering across countries (e.g., through cross-licensing).

It will take some time to introduce HP PLUS throughout Europe with this decentralized structure, but it will ensure that the program fulfills local needs with a high degree of quality.

#### Introduction — Two Phases

HP PLUS has been introduced in a first phase to France, Germany, UK and Italy, where country software centers are already operating and make it easier to implement the full program. These software centers do not support HP PLUS products but they evaluate the potential packages as well as the ability of the local software supplier to support them. They are also responsible for distributing HP PLUS "distributed" products. This introduction took place during this year's second quarter. As a first result, FORTRAN and PASCAL for the HP 9845 were announced in Germany as distributed products on April 1 (see Computer News, April 1).

The second phase will be the gradual introduction of HP PLUS in the Northern and Southern European regions, which should be completed in the coming months.

#### New European Software Catalog

For the first time, a European software catalog has been produced and its first edition just distributed by BDD to all European countries. This catalog will contain descriptions of all HP PLUS products available in Europe for the technical and business computers, as well as descriptions of HP software products for these systems.

Important note: HP PLUS packages for technical computers from North America are also listed in the European catalog, to let you introduce the most promising ones to your country through cross-licensing.

Referenced and distributed packages from the US/Canada must be treated as listed software in your country until they are formally qualified for HP PLUS in your territory. In the meantime, prospective customers should be referred directly to the software supplier without HP being otherwise involved.

Every computer manufacturer we know of is right now struggling to produce software supplier catalogs in Europe. Let's be among the first ones to have European and local software catalogs! Your country/region management teams are working on that right now.

### CSD

### Travel Guide Availability

Cheryl Gebru/CSD

The revised edition of the Customer Service Travel Guide has been delayed so that accurate office information for Europe may be included. The new edition will be available in July 1982 and updated semiannually each January and July.

The Travel Guide and its update, Subscription Service, must be ordered separately. The Guide (which includes a binder) index tabs, and the most recent insert may be ordered using a CSD Division/SDC Internal Subscription Services Order Form. The part number for the Travel Guide is 5955-3221. The part number for the Subscription Service is 5955-3222. For your convenience, a copy of the order form will be included in the instruction section of the Travel Guide.

SDC currently has a backlog of orders for the Travel Guide and plans to distribute the July edition by mid August. In the meantime, please delay ordering the Travel Guide until the new edition is available.

#### Selling the Best Level of Software Support

Dave Carver/CSD

One of the most challenging support situations arises when a customer who has full hardware support coverage but has only Software Subscription Service (SSS) for his software, encounters a prolonged system interruption caused by a

software problem. Sometimes customers have trouble understanding why the analysis and resolution of the problem is not covered as part of the SSS contract.

This situation can also place undue pressure on the account Customer Engineer, whose job it is to keep the system up and running but not to solve software problems.

The answer to these problems lies in properly setting Customer expectations before the situation develops.

Customers who need full software coverage will be most satisfied with the Customer Support Service (CSS). This service is analogous to any of HP's hardware support programs and carries with it the commitment of the account Systems Engineer to solve software problems as part of the contract.

Some customers wish to be as self-sufficient as possible in supporting their own software and software provided by HP; SSS may be the proper coverage for these customers, and we are happy to provide it. We owe it to them to explain that they are really electing a *self-support* program for their software. HP will, of course, provide SE assistance on a Time and Materials basis for SSS customers.

Through the account-assigned SE, CSS provides whatever assistance is necessary to resolve system interruptions, subject to the very reasonable limitations set forth in the Support Service Agreement. In addition, there are many things the SE can do to prevent these interruptions, such as reviewing the customer's operation regularly and working with the customer to pursue opportunities for improvement.

Understanding the customer's support needs and selling the best level of support will set up an HP account team that is best equipped to support our goal of customer satisfaction.



#### HP 125 Software Update Kits

John Herrgott/CSO

Inexpensive HP 125 software update kits are now available from CSO for customers holding an earlier software version. (These kits also are a low cost way for customers to replace software media they may have damaged.) Each kit contains the latest enhancements (and known bug fixes) on a new disc, along with documentation pages that have been changed. Your customers will view this HP 125 software update program as another value received with their purchase of an HP computer.

Two new releases of HP 125 software are now available as update kits. The HP 125 Operating System (Rev. A.01.20) supports the HP 9134A/9135A; the new GRAPHICS/125 software (Rev. A.01.01) supports the HP 7470A. Update kits are provided on either 5-1/4" or 8" flexible discs.

New GRAPHICS/125 software (Rev. A.01.01) supports the HP 7470A. Update kits are provided on either 5-1/4" or 8" flexible discs.

US list price for the HP 125 software update kits is \$42 each. A quantity discount for 20 or more kits reduces the unit cost to \$27.30. Sorry, but contract and dealer discounts do not apply.

Software update kits are offered only to customers who purchased earlier versions of the HP 125 software. Purchase is proven by sending the original disc (containing the software being updated) for each update kit ordered. Original discs will have an official HP label containing the HP software product number and description.

P/N	Update for	Disc	Supports
45500-15800	HP 125 Op Sys*	5-1/4''	HP 9134A/9135A
45500-18800	HP 125 Op Sys*	8''	HP 9134A/9135A
45532-15800	GRAPHICS/125	5-1/4"	HP 7470A
45532-18800	GRAPHICS/125	8"	HP 7470A

\*Includes new HP 125 Utility disc (containing the Block/Format Mode Utility).

Domestic customers should order HP 125 software update kits directly from CSO using the software update mail order form (P/N 5953-2466), supplied by CSO. Prepayment of domestic orders by credit card or check is required, and the original disc(s) must be sent with the order form and payment. Domestic orders for update kits should **NOT** be entered at US Sales Offices.

International customers should order HP 125 software update kits from their local Country HP Sales Office. The original disc(s) must be sent to the HP Sales Office before the order is entered. Do not send the disc to CSO; discard or erase locally. Prepayment is not required for International orders.

To provide faster service, European orders will be shipped from PCE, rather than CSO.

HP authorized dealers can order update kits for their customers by following the instructions for domestic or international customers shown above. Dealer's discount is not allowed, due to the low price. Dealer stock should be replaced by following instructions from GSD Sales Development.

HP internal users should order the update kits directly from GSD at cost by placing a HEART I-2 order, overriding the supplying division to 6700.

CSO will send mail order forms and instructions directly to customers calling toll-free 800-538-8787. In California, Alaska, Hawaii call 408-738-8858, ext 338. COMSYS address is A500.

Of course, domestic and international customers can also order supplies for their HP 125 and peripherals with the software update kits.



#### Return Credits Reduced

Andy Tasnady/SRO

Every Upgrade/Re-Marketing program is reviewed periodically. The credits we are able to offer for a given product are affected by many factors including the costs of refurbishment and the value of the product in the marketplace. After careful consideration of all these items it became clear that some adjustments should be made to the credits offered for the following products. These new credits will be effective July 1, 1982.

#### **Tapes**

The return credit for 7970B 800bpi tape drives will also be reduced. As of July 1 the return credit will be \$-1,000 US list, a reduction from the previous credit of \$-3,000 US list.

#### Accessories

The return credit for Synchronous Single Line Controllers (SSLC) #30055AN will be reduced from \$-500 to \$-100 US list price.

A reduction in a credit is equivalent to an increase in a product price. There is a 30-day grace period beginning July 1 for all customers who would like to order the return credit

Discs				
		US List	US List Credits	
P/N	Description*	Old	New	
7920MN	Return Credit for 7920M Master Disc	\$ -6,800	\$ -5,800	
7920SN	Return Credit for 7920S Slave Disc	-5,000	-4,000	
7925MN	Return Credit for 7925M Master Disc	-9,800	-7,800	
7925SN	Return Credit for 7925S Slave Disc	-8,000	-6,000	

<sup>\*</sup>Disc return credits include cable and disc pack. The return credit for master disc drives includes the return of the controller and of the HP-IB interface if the drive is connected to an HP-IB system.

at the old price. If you have any upgrade quotes outstanding or have any customers considering an upgrade, we suggest you inform them of this pending credit change. If you have any questions please call SRO Sales Development at 408-738-8858.

### SRO Introduces Products for the Installed Base

Russ McBrien/SRO

Systems Re-Marketing Operation now has sufficient inventory to supply the worldwide needs for several products. The July 1 CPL will show SRO and RSE (Re-Marketing and Supplies Europe) as the only divisions marketing these products.

These items will be previously owned and fully refurbished. Product descriptions and support will remain

unchanged. Availability will also stay the same, but prices are reduced. If you currently have any equivalent new products on order from CSY or IND they will ship from that division. All future orders for ATCs, SSLCs, etc. should be directed to either SRO (North America and ICON) or RSE (Europe).

These new stand-alone Re-Marketed products are:

P/N	Description	US List Price
30032BR Opt. 001	Asynchronous Terminal Controller (ATC) Modem Support (Bell 103, 202T & 212)	\$ 3,000 1,235
30055AR	Synchronous Single Line Controller (SSLC)	2,000
30209AR	Line Printer Controller	1,275
30215AR	Magnetic Tape Controller	2,700
30235AR	Series III I/O Expansion Bay	8,000

These products are available under the same terms and conditions as all new products. If there are any questions contact SRO Sales development at 408-738-8858.

### Re-Marketed Slave Discs Now Available

Andy Tasnady/SRO

Due to your success in the disc upgrade program SRO is now able to introduce slave disc drives (50Mb and 120Mb) in unlimited quantities on all Re-Marketed systems. The July 1 CPL will show a number of new mass storage options for the Series 30R/33R and Series IIIR.

Now slave drives can be ordered in any quantity and product mix. But it should be remembered that Re-Marketed disc drives are still offered only as options to Re-Marketed systems and are not available stand-alone.

For both the Series 30R/33R and Series IIIR order the options shown at the top of the next page.

Option No.	Description	US List Price
720	7920S Slave 50Mb disc drive (Re-Marketed) with cables. (60Hz)	\$ 9,600
721	7920S Slave 50Mb disc drive (Re-Marketed) with cables. (50Hz)	9,600
725	7925S Slave 120Mb disc drive (Re- Marketed) with cables. (60Hz)	15,000
726	7925S Slave 120Mb disc drive (Re- Marketed) with cables, (50 Hz)	15,000

Expansion kits currently on order from CSY will be shipped from CSY. All future kit orders should be placed with SRO or Re-Marketing and Supplies Europe (RSE). If you have questions call SRO Sales Development, 408-738-8858.

In addition, SRO is introducing Re-Marketed 7920M master 50Mb disc

drives on the Series IIIR. They can be ordered using the following options:

#### 32435BR

820	7920M Master 50Mb disc drive (Re-Marketed) with cables. (60Hz)	\$11,925
821	7920M Master 50Mb disc drive (Re-Marketed) with cables. (50Hz)	11,925

All these disc products will be introduced on the July 1 CPL, and will have a four to eight week availability.

If you have any questions call SRO Sales Development at 408-738-8858.

#### Re-Marketed Series IIIR Memory Available

Russ McBrien/SRO

Systems Re-Marketing Operation has received many requests for Re-Marketed main memory. We are pleased to announce that our supply is now sufficient to introduce a memory expansion kit. This product will be listed on the July 1 CPL. It is the 1 Mb to 1.5 Mb expansion kit. All

components of the kit are Re-Marketed and will be available at a reduced price. All other terms, conditions of sale and support will remain the same for refurbished memory as for new. To obtain Re-Marketed memory order the following:

Product	Description	US List Price
30418AR	Memory Expansion Kit for Series III/IIIR Expands memory from 1024Kb to 1536Kb.	\$ 9,000
-001	Adds one memory power supply module.	2,500

### TCG

### New OEM Sales Aid Kit

Sulu Hegde/TCG

A much-voiced need from the field has been finally addressed! CMG has come to the rescue of all Computer Group Sales Representatives with a brand new OEM Sales Aid Kit (SA-310).

SA-310 consists of 18 35mm slides and script describing HP computers and the OEM. It will serve as a valuable front-end to an OEM seminar and will help SRs on that first OEM sales call.

Priced at \$23 with an availability of seven working days, it can be ordered using a HEART override (attention Cindy Martinez, DSD) with the following information: Product Line 65, Sales Force 02, Marketing Division 22, Supplying Division 22. Orders can be transmitted starting June 7, 1982.



### The HP 2608S on the HP 1000

Peter Philipp/DSD

As of the 2226 PC0 (July 1982) the new HP 2608S line printer will be supported on the M/E/F-Series computers using RTE-6/VM and RTE-4B (2608S, Option 210).

By September the 2608S will be supported on the A-Series computers using RTE-A.1 (2608S, Option 214).

Graphics support will be available at the same time as the printer is supported on the particular CPU.

The 2608S with the above options is orderable now with 12 and 16 week deliveries, respectively.

When ordering the 2608S, an HP-IB card (12821A-001 for the M/E/F-Series, and 12009A for A-Series) is required. The 12821A card on the M/E/F-Series will not support other devices concurrently, and is limited to supporting one printer per card. The 12009A card, however, will support multiple devices.

Unlike the 2608A printer structure, the HP-IB interface is *not* included in the 2608S Option 210, and must be ordered separately.

#### **A-Series Cabinets**

Jim Pinsky/DSD

In response to customer requests, important changes are being made to the A-Series tall systems cabinet. As of July 1, the 29431E one-piece front door will be replaced by a two-piece door, split at the separator panel. Filler panels behind the door in the upper compartment will allow customers to more easily rack equipment or even remove the upper door if desired. The exhaust area in the back will be expanded. The 29431E two-piece door will be on the August 1 CPL as a standalone item.

The 29429A (A-Series 23" cabinet, used for the 2196B and 2197B SPUs) will not be changed, but it will also be on the August CPL as a stand-alone item.

**NOTE:** 29402C cabinets cannot be used to rack A600/A700 CPUs or CS/80 discs.

#### GRAPHICS/1000-II CAI Course

Phil Walden/ESO

A new customer course for GRAPHICS/1000-II DGL will be on the July 1 CPL. This is not just your ordinary, run-of-the-mill learning aid; it is a CAI (Computer Aided Instruction) course and it is also HP's first true CAI course!

The subject of the course is GRAPHICS/1000-II DGL. Course management, instruction, lab exercises, and auizzes are controlled online by an HP 1000 computer. This means that students get the benefits of a self-paced instruction that is superior to any kind of self-paced workbook courses. Students may work at their own speed, on their own premises, and still get instant feedback and hands-on experience. Customers no longer need to come to the factory or the local sales office to take a class. They can learn in their spare time at their own desks!

Instruction is accomplished by showing screens of text information with graphics illustrations and demonstrations. The lab exercises provide an interpretive environment such that the student can actually experiment with DGL interactively (like BASIC) to get hands-on experience. To top it off, the course will also administer quizzes and automatically score results.

This course is what everyone's been waiting for! Get one for your office and try it out yourself, too!

#### Price List Data

22985B DGL CAI Course \$1000 Includes installation guide, one workbook, and DGL manuals.

-001 Upgrade discount -700 from previous revision

### Technical Computers

#### Choose media option:

Minifloppy disc	NC
8" floppy disc	NC
800 BPI mag tape	NC
1600 BPI mag tape	NC
	8" floppy disc 800 BPI mag tape

22985C Right-to-copy 22985B

DGL CAI Course. \$100 Includes installation guide, one workbook and DGL manuals.

#### Equipment Required

GRAPHICS/1000-II DGL Software HP 1000 A, E, or F series Operating system RTE-IVB/A.1 or 6/VM Hard Disc

At least one graphics terminal — 2623A or 2647/48A

#### Optional Equipment

A 9111A graphics tablet may be connected to an HP-IB port and used in conjunction with the graphics terminal.

#### New M/E/F-Series Technical Data Books

Ted Proske/DSD

Two new HP 1000 M/E/F-Series Technical Data books have just been published and are enroute to your office.

The large, HP 1000 M/E/F-Series Hardware Technical Data book (5953-2832) combines the former HP 1000 Systems Data book (5953-4200), the former HP 1000 Computers Hardware Data book (5953-4202), and the most recent HP 1000 Computers Hardware Data Supplement (5953-2874).

All HP 1000 M/E/F-Series interfaces from the former HP 1000 Hardware Data book (5953-4202), the Communications Data book (5953-2896), the Communications Data Supplement (5953-2825), and the Measurement and Control Peripherals Data book (5952-8506) have been combined in tabular summary form in the HP 1000 M/E/F-Series Computer Interfaces Technical Data book (5953-2833).

This is part of our ongoing effort to consolidate and condense data sheet coverage of DSD products for more convenient use by you and your customers.

### New Media Options for IMAGE/1000

Jim Gruneisen/DSD

The standard for DSD product options states that Option 40 represents a single-sided flexible disc medium, and Option 41 represents a dual-sided flexible disc medium. However, for IMAGE/1000 (92069A/S/T), these options are reversed.

Some customers have not received the type of media they expected for their IMAGE/1000 updates. To make sure they do, both types of media and a letter of explanation will be shipped with their B.82 IMAGE/1000 updates.

On the July CPL the two options will be reversed to agree with the standard for the IMAGE/1000 Support Contracts (92069S/T). A letter will be sent to Support Customers to inform them of the change and the necessary action required on their part. The switch has already been made for the basic product (92069A). (Although not on the CPL, use a HEART override until July to receive Option 40.)

### New Sales Aid for Customer Visits

Chris Carney/DSD

Do your customers sometimes ask for a pitch on the reliability and quality of DSD products? An 11-1/2 minute color video tape addresses that subject; specifically, the improved reliability of the A600 and A700 Series over the already reliable M, E, and F Series. First developed for the ICON region, the tape features Dave Borton, DSD's Quality Assurance Manager, as well as flashes of different testing methods utilized by DSD. After viewing this tape your customer will be ready to sign on the dotted line. To get a copy for your office, order Sales Aid SA-309. Use HEART Override, Product Line 65, Sales Force 02, Marketing Division 22, Supplying Division 2200. Please direct your HEART order to the attention of Cindy Martinez. The cost of this film is a mere \$25.

### R.I.P. Standard Performance Memory

Jim Pinsky/DSD

As of July 1, 1983, standard speed memory for the M/E/F-Series will no longer be manufactured. However, this should present no problems because the equivalent size high performance module is a perfect substitute (fit, form, function). At that time, high performance memory prices will be lowered to that of standard performance.

The memory controller determines the performance of the memory system. Standard performance memory controllers and memory packages will continue to be offered. No customer should be inconvenienced by this change.



#### Free HP 9826A BASIC 1.0 Upgrades

Frank Ryan/DCD

Because a number of you apparently did not receive Pat Welch's April 28 TWX offering free upgrades for 9826A BASIC 1.0, the message is paraphrased here for your action.

Since the introduction of BASIC 2.0 on the HP 9826 and a number of software packs designed to run on the 9826/36 in BASIC 2.0, we've received complaints from customers who purchased BASIC 1.0 9826A versions and wish to run this software. We have good news for you.

Effective immediately, we're starting a program to allow your customers to upgrade their BASIC 1.0 systems to a language configuration that will support this software. This upgrade is free until August 31, 1982.

DCD will support the software on the 9826 in BASIC 1.0 with the addition of a Basic Enhancement Binary (BEB), P/N 09826-10030.

#### Ordering Information

Place a HEART order on DCD for 09826-10030. Sold to and ship to should be the customer's location (or your location if you prefer).

Enter an "M60" quote adjustment equal to the local list price of the BEB. This will result in a net price of zero.

For customers who have already ordered and paid for a BEB, you may, at your discretion, have a credit issued to them equal to the amount they paid for the BEB. This notice authorizes both the quote adjustment and credit until August 31, 1982.

The BEB and BASIC 1.0 has all the capabilities of BASIC 2.0 except the powerfail support and three plotting statements (PLOT, IPLOT, RPLOT), which can be simulated by other program routines.

Since this offer of free BEB upgrades is limited, it's important that you take action now with customers who would benefit from it.

### New HP PLUS Software Available

Jack Clagett/DCD

The new (4/82) TCG Software Catalog update contains lots of new HP PLUS software to help you sell technical computers. Each new item is flagged with an asterisk in the index and a "NEW" on the catalog page. Here are a few of the new desktop packs you (and your customers) have been asking for.

Word Processors. There are now three for the 9826/36 (one even has a spelling check) and three for the 9845! Prices are reasonable, capabilities good, and all are available now. See the Management section for details.

9845 VisiCalc? No, not the real thing. But there is a new pack named PROTRATABLE for the 9845B/C which both serves many of the same applications as VisiCalc® and has additional/different features. Read about it in Mathematics.

Project Management. There's a new 9845 pack for project planning, scheduling, and control that permits building a project "on the fly." See the Management section.

Engineering. There are 11 new engineering packs. Included are AC Power Source Analyzer (one); Spectrum Analyzer, Modal Analysis,

Sound Intensity (four); Fluid Piping Networks (one); Solar Cells/Optical Filters (three); Roll Forming Design (one); and Compound Surface Milling (one). There's even a pack to make a 9845 simulate a Digital Oscilloscope, and another for environmental monitoring and analysis.

Financial/Cost Management.
There is a new Investment Analysis pack and a complete Accounting System pack with order entry and accounts receivable. Both are for the 9845.

*Utilities.* There are eight new programming aids/utilities for a variety of 9800 desktops. Check these out in Utilities.

Altogether there are 30 new software supplier offerings in the catalog for desktops, seven for Series 1000, and 13 for Series 80. So don't delay reviewing and using your new update. Now, more than ever, it can help you sell solutions.

### Software Catalog Changes

Jack Clagett/DCD

You will be pleased to know we've been listening to your (and your customers') suggestions. Major changes are underway in the Technical Software Catalog's format and the way customers can purchase a catalog.

First, the present software catalog will be discontinued July 1 and replaced with a complete new issue in a totally new format. The new catalog, available for purchase and/or mailed to subscribers after July 1, will include the following changes:

### Technical Computers

- The present catalog will become two separate catalogs ordered and shipped together: one catalog for all HP/HP PLUS Technical Computer software, the other for all desktop computer Exchange Library software
- The catalogs will be perfectbound with soft covers in 8-1/2" x 11" size
- The catalogs will be updated and completely reprinted with every four-month issue
- The contents of both catalogs will be printed on white paper. Page layout and software information are unchanged.

The way customers obtain a software catalog also is changed and much improved (no change is anticipated in the field sales procedures). The present system of annual software catalog subscriptions has terminated, and on July 1 a new catalog purchase program will begin. Software catalog orders will be handled by HP's Computer Supplies Operation (CSO), where customers can purchase (with great flexibility as to method) individual software catalog sets as they are issued. HP will not be offering an annual subscription service.

Planned issuance dates are every four months beginning with July 1982. CSO can take customer orders any of three ways:

- US customers with an HP open account or VISA, Master Card, or American Express, can order by calling 800-538-8787
- US or International customers can issue purchase orders to their nearest HP sales office for transmittal to CSO
- US or International customers can mail orders if payment is by credit card or check (details are in the CSO catalog).

The Technical Computer Software Catalogs will appear on the HP Parts Price List July 1 under P/N 5957-4315, price \$25 plus tax and shipping, and will be orderable from CSO after that date.

All customers with existing Software Catalog subscriptions will continue receiving their catalogs from DCD until expiration of their current subscriptions. Subscribers will be advised to purchase future catalogs from CSO when they are receiving the final catalog of their subscription.

Taken together, these are very positive changes that will give you and our customers an easy-to-use, easy-to-order, and always updated, Technical Software Catalog.

#### Spanogle Succeeds with HP 9915A

Larry Inman/DCD

Among other exciting HP 9915A applications, here is possibly the most unusual one yet. Dennis Spanogle of the Albuquerque sales office recently made a sale to a government contractor that will ultimately lead to more than one hundred 9915s being installed worldwide.

The application involves testing weaponry firing circuits on military aircraft. For the application, the customer first converted the 9915 to 28Vdc operation, then mounted it with some custom electronics in a special suitcase. The suitcase had to be self-contained, due to the extremely wide range of temperatures and other conditions it will be exposed to on the flight line. The 9915's operator interface was brought to the suitcase's exterior using a weatherproof switch panel, to give the operator information and control.

The 9915A will control the tests via specially built high-speed serial to parallel and digital to analog conversion circuitry, both controlled along with other sensing circuitry by the same GPIO interface.

The customer chose the 9915A primarily due to the short development time it afforded compared with a microprocessor-based solution. For the number of units involved, this made the economics much more favorable for the 9915A-based solution. The customer was able to simulate his final system and do his system justification using an HP-85 that shortened his development time even more.

Another important item in the customer's decision to go with the 9915 was the extensive testing that had been done during its development. This is something that was extremely important for this rugged type of application, and the customer could not afford to have done the testing based on the number of units involved.

Dennis Spanogle says, "We got the business because no one else was able to offer a quality product of this type where a customer could quickly develop a BASIC language program and then burn it into ROM."

#### HP 9835A/B Will Be Discontinued

Jim Borchert/DCD

We are considering discontinuing HP 9835A/B products due to impending FCC RFI regulations and other factors.

If this plan causes any major problems for your customers, OEMs, or third-party software suppliers, please call me at 303-226-3800, ext. 2962, to discuss your situation. Thanks for giving me your input by July 9.

Proposed

ltem	Discontinuance Date
Cutoff on comments about discontinuance plan	July 9, 1982
Final plan in Computer News	September 1, 1982
Mainframes taken off CPL	March 1, 1983
Last North American mainframe order accepted	March 31, 1983
Last International mainframe order accepted	May 31, 1983
Last North American mainframe shipment	September 30, 1983
Last International mainframe shipment	November 30, 1983
Accessories (field-installed options, utility software, interfaces) taken off CPL	March 1, 1984
Last North American accessory order accepted	March 31, 1984
Last International accessory order accepted	May 31, 1984
Last North American accessory shipment	September 30, 1984
Last International accessory shipment	November 30, 1984
Mainframe support life ends	March 1, 1993
Accessory support life ends	March 1, 1994

#### Desktop Data Comm Technical Supplement Available

Sue Bodoh/DCD

A new technical supplement on HP 9825/35/45/26/36 Data Comm is now available. It is entitled "Data Comm Capabilities for Hewlett-Packard Desktop Computers" (P/N 5953-4612).

This publication explains all four desktop data comm capabilities: Async communications, DSN/Data Link, DSN/Distributed Systems, and DSN/RJE. It clearly states what capabilities are available on which

desktop computers, and what hardware, firmware and software are required for each capability. Also, program listings are included to show your customer how easy it is to write data comm routines.

Small quantities of the Data Comm Technical Supplement have been mailed to each sales office. You can order it by contacting Dave Asplund at the Corporate Distribution Center, Palo Alto.

### Thanks for the Memories

Jim Borchert/DCD

... And the mainframes too! Sales Force 02 has been incredibly successful in selling the new HP 9845 Super Saver systems — the 9845B Opts. 175, 275 and 280, and 9845C Opts. 275 and 280.

Comparing the three months (February through April 1982) following the Super Saver introduction with the three months before intro, we find:

- Worldwide 9845 mainframe quota orders have increased 18%. This is particularly impressive, since our forecast predicted a 20% decline in 9845 sales without the Super Saver program. The 18% increase translated into approximately 120 extra mainframes and over \$3.3M in extra mainframe revenue.
- In just three months, Super Saver systems account for over threefourths of all 9845s purchased.
- Each of the five Super Saver systems is selling well. The leader is the 9845B Option 280, which accounts for almost 40% of our 9845 business.
- DCD and BDD 9845 sales are up sharply since Super Saver's introduction. BDD leads the way with an impressive 63% increase in 9845 sales!
- The 512kb RAM board for the 9845 has been a hot item also.
   We've already sold more than 180 boards. This has brought in over \$900K in incremental revenue.

Field inputs stimulated this program, and field efforts have made it successful. Thanks. 02!

### Technical Computers



# PCD Now Offers Third Party Software Under HP PLUS

John Gannon/PCD

The Personal Computer Division is now making its first offerings of third party software through the HP PLUS program. WordStar<sup>™</sup>, SpellStar<sup>™</sup>, and MailMerge<sup>™</sup> from MicroPro International Corporation and dBASE II from Ashton-Tate are now available. All are configured to run on the HP-87 when it is equipped with the HP 82900A CP/M<sup>®</sup> System. (WordStar<sup>™</sup>, MailMerge <sup>™</sup>, and SpellStar<sup>™</sup> are trademarks of Micropro International Corporation.

CP/M® is a registered trademark of Digital Research Inc.).

#### WordStar HP 00087-16001

WordStar is a screen oriented word-processing system. Initial text entry and editing are displayed directly on the screen. Most formatting functions take place immediately so that a true print image is displayed on the screen. Features include:

- Document size is not limited by system memory but by disc capacity. Text is brought into RAM automatically as required.
- Word wrap allows for the high speed entry of text with margin justification if desired.
- Search and replace operations can be performed on the whole file.
- With certain limitations, page breaks are shown on screen, making printing for review unnecessary.
- Horizontal scrolling may be used for documents over 80 columns wide.

 Pages may be formatted horizontally or vertically.

WordStar includes a Training Guide that makes learning to use the program easy; a quick reference card; and a set of adhesive key-top labels to show WordStar functions right on the keyboard. Its help level selectable menus render it ideally suited for beginners. The suggested list price is \$495.

#### MailMerge HP 00087-16002

MailMerge is a multi-purpose file merging program that is designed to be used with WordStar. One of its most popular uses is to produce form letters at a fraction of the time and expense of individually typed letters

You can combine a WordStar file containing a form letter with a file containing a list of names and addresses. You can even insert special words and phrases, unique to each addressee, into the body of the letter.

Other MailMerge uses include creating invoices, printing mailing labels, and producing boilerplate documents out of many different standard paragraphs. The suggested list price is \$150.

#### SpellStar HP 00087-16003

SpellStar is a spelling checker program that works with WordStar documents to find spelling and typing errors. It compares what has been written to a 20,000 word dictionary. The dictionary may be supplemented with your own words or a separate dictionary may be created to include such things as specialized terms or client names. The suggested list price is \$250.

#### dBASE II HP 00087-16004

dBASE II is a relational data base management system that is designed to operate on the HP-87 equipped with the HP 82900A CP/M System. The main purpose of data processing is to provide useful information to managers. dBASE II

provides an extremely flexible tool to do just that. It uses a very fast technique for retrieving records and can handle up to 65,000 records per file

With dBASE II, the power of the HP-87 can be extended to perform jobs that were previously reserved for larger systems. Applications include client reference files, general ledger, journal of accounts, accounts payable, sales tax records and calculations, and check management and writing.

Data base creation and entry is quick and convenient. Once a data base has been created, it can be worked with on-line, interactively or under the control of a user written program. Programs are written using English-like dBASE II commands. Most commands are verbs, supplemented with programming structures that make it easier to assemble clear programs even if you are not a programmer.

The ability to manipulate data is one of the most powerful features of dBASE II. Records can be accessed sequentially or by a sorted index file. The files themselves can also be sorted. Accessing a record in the maximum size file (65,000) records takes only seconds.

There are two manuals for dBASE II. The first is a tutorial/reference manual that was written by a user — not a programmer. It describes in nontechnical terms the features, commands, and use of dBASE II with specific examples. The second is a reference manual written by a programmer and can be used as a quick reference guide once familiar with the product. The suggested list price for dBASE II is \$700.



### Spotlight on HP PLUS Software Packages

Gwen Miller/BCG

In this issue, we will spotlight the four financial modeling and reporting software packages which are Referenced under HP PLUS. More information is available from the BCG Sales Center, your Literature Depot, or the supplier directly.

#### Financial Modeling Software

DAINEV from Canadian European Systems, Vancouver, British Columbia, Telephone 604-732-9141

DAINEV is a menu-driven financial planning and reporting package which can be applied to any spread sheet formatted analysis, including:

- Budgets
- Income statements
- Cash flow analysis
- Forecasts
- ProForma statements
- Sensitivity analysis.

All commands are via systemsupplied menus, rather than procedures which the user must learn. Errors are noted with English language prompts which help the user select a proper choice.

Some of the more powerful routines include consolidation and allocation, model merge and append, interface to DSG/3000, batch capability, complete audit trail, and the ability to overlay alphabetic descriptions on any spread sheet column.

DAINEV is \$12,000 with an annual maintenance price of \$1200. The purchase price includes one copy of the training manual and the self-paced course material. Training is available on-site for \$400 per day plus expenses. DAINEV is sold in the

UK by Datapoint Ltd. under the name DATAMAP.

### DATA® MODEL from Minicomputer Modeling, Inc., Seattle, WA, Telephone 206-323-4201

DATA\*MODEL is a powerful, easy-to-use tool for online, interactive planning and analysis. Typical applications include budgeting, variance analysis, profit and cash planning, goal seeking, project investment analysis, asset management, "what-if" and sensitivity analysis, and liquidity analysis.

DATA\*MODEL uses menu prompts and HELP commands which quide the user through setting up the model and generating reports. Models may contain up to 30,000 rows and 500 columns. Other features of DATA\*MODEL include many levels of consolidation, flexible report writing, and built-in routines for amortization, depreciation, internal rate of return, and present value. Price of DATA\*MODEL is \$4000-\$8000, depending on HP 3000 model. Minicomputer Modeling offers support worldwide, though all HP installations are on the West Coast of the US and Canada.

### DOLLAR-FLOW from Quasar Systems Ltd, Ottawa, Ontario, Telephone 613-237-1440

DOLLAR-FLOW is an interactive financial planning language designed for the HP 3000, especially for users with minimal computer expertise. DOLLAR-FLOW is useful for budgeting, pro forma projections, financial analysis, performance reporting, and ad hoc spread sheet reports. Features include built-in financial functions, automatic sequencing of calculations, solutions to simultaneous equations, graphical output, and file handling.

The perpetual lease price of \$25,000 (or annual lease of \$525 per month) includes installation, training, enhancements, and documentation.

New users may pay the monthly lease price for a trial period of two months. Worldwide support is available from Quasar Systems.

#### IFPS (Interactive Financial Planning System) from Execucom Systems Corporation, Austin, TX, Telephone 512-346-4980

IFPS is a decision and planning support tool for managers, which allows the creation of models of financial environments which can be analyzed and modified through WHAT IF, Goal Seeking, and other sensitivity analyses. IFPS also permits risk analysis through MONTE CARLO simulation.

IFPS uses a non-procedural language to formulate problems in English-like statements. Preprogrammed mathematical, statistical, and financial calculations are invoked with a single command. Data entry is conversational.

THE PRICE OF IFPS is \$64,000; support is available worldwide. Seven training courses are provided on site for \$1440-\$3000 or \$245-\$395 per person at an EXECUCOM training center.

#### BCG Sales Center Benchmark Guidelines

Gwen Miller/BCG

The Pre-Sales Systems Engineering group in the Business Computers Sales Center is set up to run benchmarks to help you close orders. We have a dedicated Series 64, Series 44, and Series 40 in Cupertino and a Series 64 in Boeblingen that are available for this — subject to a few simple guidelines. Because of the demand for this, we have set the following priorities:

### Business Computers

- Tests that cannot be run in the field due to special equipment or expertise that is not available in the field area
- Major deals, especially involving multiple systems
- Tests that are too dissimilar to previous benchmarks to be able to extrapolate probable results.

What we provide is the environment for the benchmarks: the equipment and the backup support in the case of problems that arise. The account SE is responsible with the SR for defining the test, developing and debugging the scripts, setting up the data files and accounts, and analyzing and reporting the data. We typically schedule benchmarks six to eight weeks in advance due to our pent-up demand, and it usually takes this long for the SE to adequately prepare for a benchmark to be successful. Preparation, along with a well-trained SE (preferably a Performance Specialist) and enough testing time (a week for any online benchmarks) are the keys to a successful test.

If you feel a benchmark *must* be run in Cupertino to close a sale, call your BCSC Sales Development contact, who will get the critical data from you about the customer, the configurations required, and the nature of the test. If the benchmark is approved, one of our Pre-Sales SE folks will call you with the scheduled date and will begin working with the SE to ensure a smooth benchmark. To run a benchmark in Boeblingen, call the Sales Center there; they are also equipped to help you!

Over \$10 million in Series 64 sales have already resulted from benchmarks which have demonstrated the amazing power of this machine. Let us know if you need our help in making this number even higher!

#### Australian HP 3000 Users Group Convention

Bob O'Brien/Sydney

The second Australian HP 3000 Users Group Convention will be held in Sydney, Australia Thursday and Friday, November 11 and 12, 1982. Formal itinerary is yet to be announced but Mr. Image (Alfredo Rego) will be present and various local identities will be in attendance.

Conference costs (includes conference dinner Thursday and transportation to the conference center) should not exceed \$75 Australian. International transportation, interstate, intrastate and accommodations are to be charged to the attendee's account, naturally.

Block bookings at almost half the cost have been made at two hotels that offer facilities found in many international establishments.

Any person interested in attending and/or presenting papers should contact Bob O'Brien, User Group Interface at COMSYS 9062, or write to the conference chairman, John Hodges, c/o McCann Erickson Advertisers Proprietary Ltd., Northpoint, 100 Miller Street, North Sydney, Australia, 2060. You can phone John on (ISD) 612-2-923-5530 or Bob (ISD) 612-2-887-1611.

Pre-registration forms for North American registrants are available from Ruth Ann Barrett, HP 3000 International Users Group, 289 So. San Antonio Road, Los Altos, CA 94022.



### GA/3000 — A Profile of Success

Martha Linenburger/FSO

Only five months after introduction by Financial Systems Operation (FSO), over 70 modules of General Accounting/3000 have been sold. Every Sales Region in North America has GA/3000 customers, with Neely Central and Southern-West leading in sales.

FSO recently completed an all-inclusive survey among GA/3000 customers, Account SEs and SRs.

#### General Accounting/3000 Leads to Additional Hardware Sales

FSO's survey revealed that over 30% of GA/3000 customers are first-time HP users. Larry Nalewak, Application SE DM, Houston, comments: "To attract first time users, you have to help them get their finances in order. Simple, easy-to-use, moderately priced, functionally sound software can have a major impact on computer system sales, particularly the small or the first time user. And General Accounting/3000 now opens doors which before were closed without the help of an independent Third Party."

#### **Customer Satisfaction**

Customers report great satisfaction with the modularity of GA/3000. Fifty percent of customers "mixed and matched" modules to get the right product fit. Conversion times for existing customers are averaging 14 days to 2.5 months — phenomenal times for an application solution! Excellent SE field support was cited as contributing to ease of installation and overall satisfaction.

#### **Buying Factors**

The attractiveness of "one-stop shopping" for integrated hardware, software, and support leads to success in selling GA/3000.

Factor	% of Customers Citing*
Single vendor solution	71
HP support	42
HP name	23
Product features	23
Price	16
Other	3

 $^*$  More than one factor per customer — total therefore > 100%

#### **Decision Makers**

In the majority of situations, the key decision makers were:

- Accounting professionals (46% of Total)
- MIS Directors (32% of Total).

#### Target Industries

General Accounting/3000 is designed specifically for *small-to-medium* horizontal accounts with relatively sophisticated accounting departments, as well as *divisions* of large decentralized major accounts. Current users represent a wide variety of businesses:

- Manufacturing
- Services
- Agriculture
- Restaurant chains
- Public utilities
- Food processing
- Service bureaus
- Cable TV
- Nonprofit organizations.

Thirty-five SEs have now received GA/3000 training to assist with sales presentations and customer installations. With General Accounting/3000 and the HP 3000, you can offer your customers a flexible, interactive data base solution for their accounting needs.



#### IND and Boise Enhance DSN/MTS for the HP 3000

Donna Merlino/IND and Jim Skog/BSE

In the past, many of you have requested a variety of enhancements for DSN/MTS — including Remote Spooled Printing.

This request reflects customer's work environments that need a reliable output at a location far removed from the HP 3000. Typically, multipoint protocol is best utilized in this environment. Combining the features of the HP 2608S and the multipoint protocol brings IND and Boise Divisions together to introduce Remote System Printing. For specifics, read on . . .

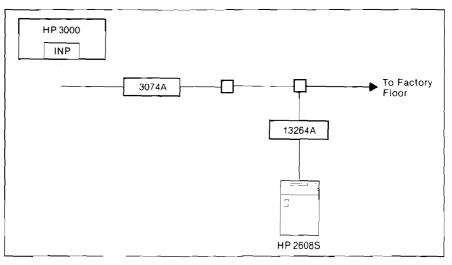
#### Part One: An Access to the Remote Site That Ensures Data Integrity and Is Cost Effective

Multipoint software provides a degree of data integrity that is suitable for remote configurations. Multipoint performs error checking on data transmitted. If this data is corrupted during transmission, the data is automatically retransmitted. As a result, customers are ensured that the data they are receiving is correct.

When configuring multipoint, multiple terminals can be connected to a single communication line. When several devices are located at a remote site, the need for more than one pair of modems is eliminated. There is a great cost savings here one pair of modems provides your customer the connection for multiple devices. If there are several remote sites, these modems can be multidropped, creating a network that would be the most cost effective for your customer. For a local site where terminals are widely distributed throughout the facility, DSN/Data Link provides hardwired connection and uses the same multipoint protocol.

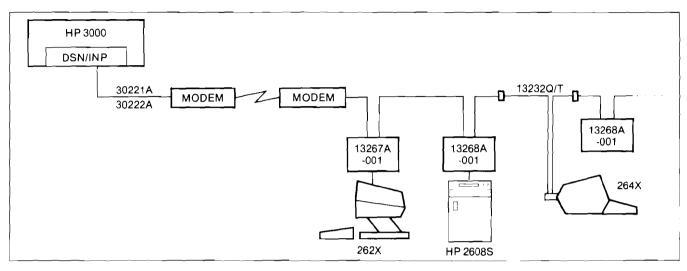
#### Part Two: HP 2608S Provides System Printing Capability at the Remote Site

The printing requirements of the remote office user can differ from the typical system user. Reliability and ease of use are important factors to both users; however, data integrity and recoverability becomes more of an issue to the remote office user.



HP 2608S Configured on DSN/Data Link

### Business Computers



Remote Synchronous HP 2608S Connections

Longer cables or modem connections allow more opportunity for errors in data transmission. For this reason, HP multipoint was chosen as the appropriate solution for remote printing using the new 2608S Line Printer. In addition to utilizing the error checking and automatic retransmission features of multipoint, the 2608S provides another major feature for recoverability. If there is a power failure, line problem or paper jam, the 2608S retains information on the environment such as mode, top-of-form, etc. When data transmission resumes, the 2608S will do a top-of-form and begin printing from the last checkpoint (completed page) of a spooled file. A power failure and subsequent recovery can occur without having to reprint the entire spoolfile.

The new 2608S printer will be an industry leader for reliability and ease of use. Consider the drop-in ribbon cartridge rather than the messy towel ribbon or the forms length button instead of paper tapes. More flexible margins and direct forms alignment with a point-one-line button also contribute to operator convenience. All features of the 2608S printer are accessible by escape sequences using the DSN/MTS software for

complete system printing compatibility.

The 2608S is supported on the 30010A INP for Series II and III and the 30020A/B for the Series 3X, 4X and 64. The configurations can be hardwired or remote using DSN/Data Link or multipoint daisychaining. The 2608S and 262X terminals are configured identically, using the appropriate pods to interface properly to the multipoint lines.

For more information, refer to the HP 2608S and DSN/MTS Sales Reference Manual.

#### Office Resources

Alma Rodoni/IND

There is a wealth of information available on office systems ranging from Datapro reports to office newsletters.

The IND Office Systems Marketing Team subscribes to a variety of reports, periodicals and magazines which have been extremely useful for a broad range of information.

A list of available material, a brief description, an address and a price estimate is shown on the following

page. There is also a subjective grade with each, based on our experience with that item.

Subscription Services usually include an initial packet of information, monthly updates and periodic newsletters. These are very useful in providing a base knowledge on office systems, the vendors, marketplace and detailed product descriptions. The information provided by the three listed (DATAPRO, AUERBACH, DATAQUEST) is quite similar; therefore, a subscription to one of them would be sufficient.

The *Publications* are very good for up-to-date product introductions and information. Many include case studies and information on associated office peripherals (e.g. OCR, sheetfeeders, phototypesetting). The Seybold Report is highly recommended as a place to start. Back issues may be ordered at \$7 each, and it's a good idea to order the last year's issues. You may want to order several of these magazines as each has a special emphasis.

Now is a good time to begin developing the office systems portion of your library; there's a high probability that your customers are getting their information from these same resources.

Material	Description	Address	Price	Grade
Subscription Service				
DATAPRO	Reports on word pro- cessing, office systems, advanced office	1805 Underwood Blvd. Delran, NJ 08075 (609) 764-0100	\$400–600	Good
AUERBACH	Electronic Office Management and technology	6560 North Park Drive Pennsauken, NJ (609) 662-2070	\$300-400	Good
DATAQUEST	Reports on integrated office systems	19055 Pruneridge Ave. Cupertino, CA 95014 (408) 725-1200		Good
Publication				
SEYBOLD PUBLICATIONS, INC.	Monthly report on office systems	Box 644 Media, PA 19063 (215) 565-2480	\$96/Yr in US \$120/Yr outside US	Excellent
THE OFFICE	Monthly office magazine of management, equipment and automation	P.O. Box 1231 Stamford, CT 06904	\$30/Yr in US \$50/Yr outside US	Good
WORDPROCESSING & INFORMATION SYSTEMS	Automated business communications monthly office magazine	51 Madison Avenue New York, NY 10010 (212) 689-4411	\$16/Yr in US \$32/Yr outside US	Very Good
MODERN OFFICE PROCEDURES	Management information processing and work environment monthly	P.O. Box 95795 Cleveland, OH 44101 (216) 696-7000	\$30/Yr in US \$50/Yr outside US	Good
TODAY'S OFFICE	Monthly magazine — some case-studies and new product information	645 Stewart Avenue Garden City, NY 11530 (516) 222-2500	\$35/Yr in US \$85/Yr outside US	Very Good
WORDS	Bi-monthly by inter-	Dot Logan, Words	Included with IWP	Good
	national word processing association (IWP)	circulation, IWP, 1015 No. York Road Willow Grove, PA 19090	Membership at \$50/Yr Non-membership Subscription Rate \$15/Yr	

# HP Journal Article Describes IDS/3000 and IFS/3000

Chris Kocher/IND

This month, the HP Journal is featuring an article by Kathy Fitzgerald, a project leader in the IND lab. She has written about the two software packages her team developed as part of the HP 2680A Laser Printing System.

This article provides an excellent overview of how the Interactive Design System/3000 and Interactive Formatting System/3000 software operates with the HP 2680A. It also provides some interesting insights on the design and development process of a software project.

In addition to providing you with an in-depth understanding of the HP 2680A Laser Printing System, this article will be valuable as a sales tool. You may want to give potential HP 2680A LPS customers a copy to supplement the data contained in the brochure and data sheet.

#### MRJE Enhancements

Jitendra Singh/IND

#### DSN/MRJE Enhanced

DSN/Multileaving Remote Job Entry product has been enhanced to provide the following additional features:

- Support for the Laser Printer
- Automatic transfer of MRJE output across DSN/DS networks
- Customizable HELP facility
- Customizable error messages
- Improved reliability.

### Business Computers

#### Laser Printer Support

The Automatic Job Output Management capability of MRJE allows users to specify the devices on which they want their outputs at the time they submit their job. As such, the Laser Printer can be specified as the output device. However, this did not allow users to use some of the advanced capabilities of the Laser Printer such as specification of special predesigned forms or use of special character fonts.

With the current enhancement it is possible both for HP 3000 users and host users to specify Environment files which contain information regarding special forms, and character fonts (see the HP 2680 Reference Manual for details).

#### Improved Reliability

Improvements have been made in the way the product operates to greatly reduce the number of system failures encountered. The stability of the product is borne out by the fact that in three months of testing, no significant bugs have been reported.

#### **HELP Facility**

A HELP facility has been added to the product. This allows the customer to write customized help messages on a help file. These messages explain how various subsystem commands can be used. The language or the level of detail is determined by the MRJE manager.

#### Customizable Error Messages

Understanding error messages frequently requires an experienced User. To eliminate the problem of cryptic error messages, it is now possible for the MRJE manager to create an error message file in which the messages are as detailed as he/she desires or in a local language. This feature significantly adds to the ease of use of the product especially in non-English-speaking countries.

#### Support Across DSN/DS Networks

It is now possible for users to direct MRJE output to other systems that can communicate with the local system using the Distributed Systems software. Previously this process required intervention by the user. (The output file had to be received locally, a user then had to invoke DS Network File Transfer to transfer the file to another site). Now it is possible to accomplish this through file equations specified at the time of job submission.

#### Ordering Information

This product has been released and is in the process of being distributed. The product is being offered as an enhancement and can be ordered by the following part numbers:

- 32192 A Right-to-use
- 32192 M Right-to-copy
- 32192R Right-to-copy and sublicense one copy.



### PM/3000 Aids DSD Fab Shop

John Montermoso/MSO

"The system does not give users the information they need when they need it."

"The system generates an abundance of paperwork that is redundant and inaccurate."

"The system does not provide realtime information. There is a time lag ... of as much as 36 hours."

Do complaints from potential manufacturing customers sound similar? Then offer them a solution that addresses these concerns — Production Management/3000! The Fab Shop of Data Systems Division faced

these exact problems and chose PM/3000 as the appropriate solution. By providing information on a more timely basis, PM/3000 is helping the Fab Shop minimize inventory investment while maximizing asset utilization and shipment performance.

#### The Fab Shop Environment

The DSD Fab Shop consists of over 225 employees (approximately 160 are direct labor) running a three-shift facility with 64 workstations and 134 separate operations. Established to handle the fabrication and assembly of cabinets and other sheet metal parts for the computer divisions in Cupertino, the shop typically has about 600 in-process work orders at any one time. And every week, 300 new work orders hit the floor.

#### Meeting Real Goals

When the Fab Shop management assessed its goals for the 1980s, it became clear that additional automation would be needed to support lower inventory, reduce manufacturing costs, and increase labor and machine productivity. In this context, the concept of the Manufacturer's Productivity Network provided a strategic framework for planning improvements to their way of doing business. Once these objectives and strategy had been committed to, application software like PM/3000 became the base system for controlling manufacturing operations. Particularly attractive in PM/3000 were its capabilities for timely collection of labor data, its work order priority and tracking features and the capacity requirements planning module. This last module would be particularly useful since the Fab Shop is space limited and needs to identify quickly when capacity will be exceeded so that subcontracting alternatives can be arranged.

#### PM/3000 Implementation

The implementation effort for PM/3000 tied directly to automation thrusts and received full top management backing with the appointment of a full-time project manager. An aggressive six-month timetable aimed at a March 1 deadline was put together. The hardware utilized was an HP 3000 Series 44 with 14 terminals. One innovative aspect in the Fab Shop's approach was the use of HP 2382 "Shadow" terminals instead of the HP 307X terminals to allow more flexibility for information retrieval by both direct labor employees and their managers.

#### Operational Benefits Achieved

Experience to date indicates a number of operational benefits which have increased productivity and management of the facility:

- Improved visibility on processing and managing orders, allowing closer management attention to such concerns as continuous flow work orders
- Reduction in labor validation errors from over 300 per month to almost zero
- Much less expediting by managers and production control engineers
- Better estimates of projected workloads for the shop
- Less clerical work for the office staff and shop supervisors.

Moreover, the shop employees have found the system quite easy to use, and are becoming staunch advocates of PM/3000. The net result is that the DSD Fab Shop is now used for reference visits by outside customers who want to see PM/3000 in action!

Production Management/3000 is indeed visibly contributing to manufacturing productivity at HP. And that is the best kind of reference for HP's manufacturing systems software!



# HP Provides Comprehensive Office Automation Solution

Jay Young/CSP

The competitiveness of HP's Office Systems strategy was demonstrated recently when a UK based company bought a Series 44 with a package of Interactive Office software products and peripherals for installation at their London Head Office.

#### What Did They Want?

The company, a multi-national involved in manufacturing and service industries, with a turnover of approximately \$300m, wanted an integrated system that could provide them with text and word processing, and management graphics, *plus* the potential to expand these facilities as further Electronic Office products become available.

Clive Peddar, the Central London Office SR handling the account, was in competition with some of HP's major rivals in the Office Automation market: DEC, Data General, and Honeywell. But the company chose HP.

#### Why HP?

They chose HP because we were the only vendor that could supply a system which met all their application requirements. At the company's Head Office, professionals and secretaries generate and manage a high volume of documentation, thus creating a need for effective text and word processing — so they found our range of word processors particularly attractive. In addition, we could provide the management graphics capability they required.

And most important of all, we could demonstrate all these products to the company and deliver in only 12 weeks.

#### What Did They Buy?

On the software side, they bought:

- HPWORD for Secretarial Word Processing
- HPSLATE for Professional's Word Processing
- TDP/3000 for Document Handling
- DSG/3000 for Graphics.

Among a range of terminals and other peripherals, they bought:

- Five 2626W HPWORD terminals
- Five 2601A Daisywheel Printers

#### Looking Ahead

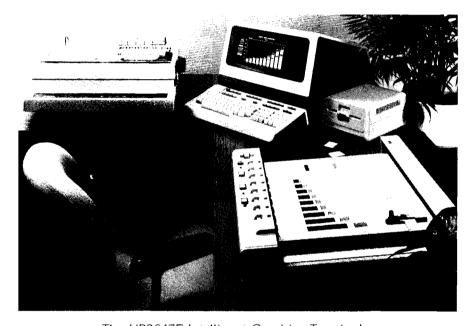
In addition to meeting the customer's immediate requirements, HP was able to demonstrate its commitment to further Interactive Office products, and the customer has already shown an interest in Electronic Mail and Filing. With these and other products currently under development, HP will be able to provide a comprehensive solution to our customers' Office Automation needs.

### Computer Terminals

### DTD

### Introducing the HP 2647F Intelligent Graphics Terminal

Ed Washington/DTD



The HP2647F Intelligent Graphics Terminal

Data Terminals Division proudly announces the HP 2647F, a new disc-based Intelligent Graphics Terminal.

Compatible with the popular 2647A, the 2647F has major hardware and software changes which will greatly enhance customer satisfaction. In addition to the well accepted 2647A features, the new product features of the 2647F increase the flexibility of the terminal and make it even easier to use. Standard features include:

- On-screen graphics
- Faster processing
- BASIC with AGL
- AUTOPLOT/47 Pie, bar, linear, log and SLIDE; and single disc backup utility
- 64k program workspace

- Mini-disc drive (second drive optional), 270k bytes per diskette
- Separate interpreter workspace
- 12k display memory
- Block/character mode VPLUS compatible
- Command keys
- Softkeys
- Convertible graphics/alpha keypad
- Display enhancements with line drawing, math and large character sets
- Shared peripheral I/F
- Four option slots
- No multipoint
- No cartridge tape drives
- No external load box

To make sure your customer can take advantage of all these great features, DTD is also introducing seven new 13257 series software packages (described in the accompanying article).

The 2647F also offers support of the following systems software:

- DSG/3000 from HP
- HP DRAW from HP
- GRAPH/1000 II from HP
- SAS/GRAPH<sup>™</sup> from SAS
- PLOT 10<sup>®</sup> from Tektronix
- TELL-A-GRAPH<sup>®</sup> from ISSCO
- DISSPLAY® from ISSCO
- DI-3000<sup>™</sup> from Precision Visuals
- GRAFMAKER<sup>®</sup> from Precision Visuals

The 2647F is listed at \$9950 US base price, same as the 2647A. This includes as standard the Shared Peripheral Interface and Display Enhancements as well as line drawing, large character and mathematics character sets. These options previously cost \$1260.

The 2647F was publicly announced at the National Computer Graphics Conference (NCGA) at Anaheim, California on June 14. You will be able to place customer orders beginning July 1. Initial availability is eight weeks.

#### Pack It With Power

Introducing Powerful Application Software for the HP 2647F

Rob Mendesdacosta/DTD

Data Terminals Division announces eight powerful application software pacs for the new HP 2647F Intelligent Graphics Terminal.

For starters, we're introducing the popular HP 2647A application pacs that we announced last year for the 2647A on mini discs for the 2647F:

### Computer Terminals



- GRAPHICS PAC/47
- PROJECT MANAGEMENT PAC/47
- STATISTICAL PAC/47
- MATHEMATICAL PAC/47

We have added numerous improvements to these pacs that make them easier to use. We've improved the user guide by including many more examples. We've improved the user interface, making it easier to select and execute program files. Plus, with mini discs, these program files are loaded considerably faster.

In addition, DTD is adding new application software pacs for the 2647F:

- WORD PAC/47
- LINK PAC/47
- 2647F File Conversion Kit.

In summary, these application software pacs are described as follows:

GRAPHICS PAC/47 — contains additional programs which can be used to generate graphical presentation of data. An enhanced version of AUTOPLOT/47 allows the user more flexibility in locally producing pie, bar and linear graphs. Other programs allow users to create flow-charts, organization charts, and electronic circuit drawings.

PROJECT MANAGEMENT PAC/47 — contains programs which assist project managers and planners to improve project planning and control. Programs include critical path analysis, time-event (Gantt) charts and a variety of financial decision programs.

STATISTICAL PAC/47 — used to calculate solutions to the most frequently used statistical functions. Optional graphical output is available to display calculated results. Example functions include histograms, curve fittings, analysis of variance, and confidence limits.

MATHEMATICAL PAC/47 — contains programs that provide solutions to a variety of mathematical problems such as differential equations, integration, finding roots of polynomials, simultaneous equations, and interpolations.

WORD PAC/47 — aids in preparing correspondence, memos, and manual drafts. Word processing features include word wraparound, search and replace, copy paragraph, deletion of words, sentences and paragraphs, justify and indent. Page formatting software allows the user to output text from the display or disc file in a paged format to a printer, disc file or display.

FORMS/47 — included in WORD/47, easy-to-use data entry forms design package that allows your customer to create any form desired. The form can then be uploaded to the host for use with any other 262X or 264X terminal. It utilizes the line drawing character set, protected and unprotected fields and alphanumeric edit checking.

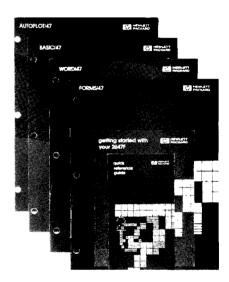
LINK/47 — allows a 2647F user to upload or download both binary and ASCII files to or from a system 3000. This capability is easy for your customer to use.

2647F FILE CONVERSION KIT — a menu driven solution for all 264X customers who wish to use data or programs previously stored on cartridge tape. The program passes ASCII or binary files from tape on any 264X terminal to the 5-1/4" flexible disc on the 2647F. A 13232U cable is included. Two data comm cables are also required but not included.

With these powerful application software pacs, the 2647F becomes a powerful tool, capable of solving a variety of business or technical problems.

#### New HP 2647F Manuals Are Easy on the Eyes

Ed Washington/DTD



You'll immediately take notice of the eye-catching green HP 2647F manuals. But even more appealing is their task oriented approach. Each manual is dedicated to a user function, application-oriented and easy-to-read. Photos and examples abound throughout the text. Here's easy reading to you and your customer.

#### Announcing the HP 2623A Special Option F07

Art Doucet/DTD

Data Terminals is proud to announce the availability of the HP 2623A Special Option F07. Special Option F07 provides the user with an HP terminal that will function properly on non-HP systems using ANSI protocol. In addition to functioning on ANSI compatible systems, F07 still functions as a standard 2623A

### Computer Terminals

graphics terminal. F07 accomplishes this by giving the terminal a selectable mode of operation: "ANSI Mode" or "HP Mode".

In the ANSI Mode of operation, F07 "speaks" to the host computer using ANSI software communication protocol. "ANSI protocol" is a term used to describe software communications between two devices, as defined by the American National Standards Institute. In this mode, graphics and parameterized sequences are still available.

In the HP Mode of operation, F07 "speaks" to the computer using Hewlett-Packard software communication protocol. The 2623A functions as a standard 2623A terminal in this mode.

#### 2623A F07 Features

2623A F07 features include:

- ANSI mode of operation where the terminal responds to and processes ANSI control sequences
- HP mode of operation where the 2623A operates as a standard 2623A alphanumeric/graphics terminal
- F07 character sets include USASCII, line drawing, and Roman Extenstion
- Answerback capability the terminal has the ability to automatically identify itself to the host with a user definable character string of up to 40 characters. The answerback message is saved in non-volatile memory.
- The mode of operation, ANSI or HP, can be changed programmatically or via the Terminal Configuration Menu, and is saved in non-volatile memory.

With the addition of Special Option F07 to the HP 2623A terminal, this product becomes three terminals in one: an HP alphanumeric/graphics terminal, a TEKTRONIX 4010 compatible terminal, and an ANSI com-

patible terminal. (Tektronix is a registered trademark of Tektronix Corporation.)

#### Ordering Information

2623A Option F07 + \$300 Availability 16 weeks ARO

HEART override required (PL 67, SF 02, MKT DIV 42, SUP DIV 5600)

For more information on the 2623A Special Option F07, call your DTD sales development contact or fill out and send in the coupon below to:

Data Terminals Division 974 E. Arques Ave. Sunnyvale, CA 94086 Attn: Louise Hart

Please send more information on the 2623A Special Option F07		
Name:		
Office:		
Address:		
<b> </b>		

### "Standard Special" Option P03

Eric Grandjean/DTD

We are pleased to inform you that we now offer a low-cost external RS-232 printer, option for the HP 2622A. It is the new "Standard Special", Option P03. This option costs \$400 FBP. This serial port can be ordered from DTD starting June 1 (with a HEART override). First shipment is anticipated to occur in September. After September the availability of the 2622A, Option P03 will add two weeks to the standard 2622A availability.

As you know, the standard 2622A does not offer an external printer capability. For customers that require this ability, the powerful HP 2623A, 2624B, 2626A and 264X

products have been the only solution up to this point in time. Today Option P03 offers a more costeffective solution.

In addition, Option P03 will have the same printer specifications as those found on the 2623A. These features are not only documented in the 2623A Reference Manual, but they can be demonstrated to your customers with a 2623A today!

Option P03 is an exciting low-cost external printer support alternative. No upgrade to existing 2622As is available.

For more details, please contact DTD, Sales Development Group.

GSD

#### Database Management for the HP 125

Marc Peterson/GSD

The powerful Condor Database Management System is now available for the HP 125. Condor is the first HP 125 software package to be distributed under the HP PLUS program.

Condor has been tailored to take advantage of HP 125 sofkeys and editing keys, and has been modified to write files which may be read into LINK/125, WORD/125 and GRAPHICS/125. Data file compatibility will permit applications such as the maintenance of Condor mailing lists which may be fed into the WORD/125 "mailmerge" utility.

Condor is sold at standard HP contract discounts, and will be supported by Helwett-Packard under Systems Information Service (SIS).

The Condor Database Management System is an upward compatible family of products. Condor 20-1 (45550A — \$295) provides a powerful set of commands for creating. managing and manipulating individual databases. For those who require more capability, Condor 20-2 (45550E — \$595) includes relational commands for interrelating data from several databases. Condor Upgrade (45550K — \$350) permits upgrade from Condor level 1 to level 2. Condor Demo (45550X — \$95) is a full function version of Condor 20-2, with restricted capacity, which may be used for sales office and dealer demonstrations. The 45550X product is not discountable.

Condor features easy English language interaction for database creation, data entry, manipulation, queries, and report generation. The following session is typical:

- "SELECT EMPLOYEE WHERE AGE GT 18"
- "SORT RESULT BY NAME AGE"
  "LIST RESULT BY NAME AGE"

GSD expects Condor to be very popular among HP 125 users. Condor is a professional package which will further enhance HP's reputation for quality personal computer products. Says Carl Heintz, in the February 1981 issue of Interface Age, "Without a doubt, Condor is among the best software products to be introduced in a long time. It's easy to use, flexible, and has a power and speed unmatched among the software currently available for micros. If the reader has an application for a database management system, Condor gets a 10 +.



# HP Order Numbers — Help Us to Help You!

John Willett/HPG



Each time you phone Sales Development, or Order Processing, with an inquiry concerning a customer order, we like to be able to give you an immediate response (even if it isn't always the one you want!).

However, to rapidly trace a customer order in our system, we need to know the full order number — all twelve digits, not just nine. This means we have to know the three-digit section number at the end of the order number. The reason for this is that our O.P. software is not capable of tracing the order unless it has the full twelve digits.

Sometimes we try to find an order by starting with 001, 002, 003, etc. . . . but it takes an awful long time to get to 999! (Your O.P. departments sometimes use section numbers starting at 100 or more). So to help us to help you, when you phone us with an order problem, make sure you have the full twelve-digit order number.

#### **HP 125 Contest European Results**

Richard Franklin/HPG and Sam Boot/GSD

Fifteen European SRs, led by Steve Blucert of the UK, each sold more than 14 HP 125s to bring the European HP 125 Sales Contest to a strong close. Steve led the European contingent with 60 orders. Second place in Europe goes to C. Olsson of Sweden with 35 units.

European Sales Management will be hosting the top SRs for a celebration dinner on 24 June.

The final results of the contest are as follows. Congratulations to the European sales team from all of the HP 125 factory and support groups!

_			<b>.</b> .
Rank	Name	Region	Quantity
1	S. Blucert	ЦK	60
2	C. Olsson	Sweden	35
3	F. Fatjo	Spain	33
4	P. Gibbins	UK	28
5	P. Kendall	uК	24
6	R. Hampel	Germany	21
7	A. Theron	ЦК	20
8	A. Groener	Germany	19
9	B. Bischoff	Germany	17.75
10	A. Garberg	Sweden	17
11	H. Herdlicka	Austria	16.75
12	A. Otal	Spain	16
13	J. Alexanderson	Sweden	<b>15.2</b> 5
14	T. Hill	UK	15
15	C. Mastroianni	Italy	14



# Laser Printer Now Merges Text and Graphics

DeLona Lang Bell/BSE

Available June 15, Hewlett-Packard has a new graphics package which will enable users to merge text and graphics onto the same page and output it on the 2680 Laser Printer.

This new capability replaces the traditional document-producing process with an electronic process which is faster and less expensive. Especially useful for producing business reports and technical documentation, HP's new graphics capabilities eliminate the need for typesetting, paste-up, vendor printing, and collating. Now, documents can be created electronically following three basic steps: preparing graphics on a graphics terminal, producing and editing text on-line, and merging them both into a completed document which is output on the 2680 Laser Printer.

The first step, producing graphics, is made possible through graphics option hardware and two graphics software packages: HPDRAW and DSG/3000. HPDRAW is used to create "figure" graphics using a terminal, and DSG/3000 is used to create business graphics such as bar charts, pie charts, organizational charts, and graphs.

The second step, producing text, uses HP's text and document processing software, TDP/3000. Text can be entered into the system, edited, and formatted with TDP/3000.

The final stage, merging text and graphics into a finished document, is made possible with TDP/3000 software and the 2680 Laser Printer. Graphics can be sized and positioned on the page as the user wishes, then merged with the text to produce the final document — all electronically. The finished product is then printed on the laser printer, which prints at 45 pages per minute.

The advantages to producing documents on the 2680 are numerous. First, the production process is shortened, and corrections can be made much easier. Secondly, the turnaround time is shortened, allowing users to have up-to-date documents quickly. And, publications can be stored electronically and printed as needed (saving storage space) and eliminating the waste that occurs when material is outdated.

The graphics package can also be used with HP's recently announced electronic mail package, HPMAIL. With this software, documents can be transmitted for printing on remote laser printers, eliminating delays and high costs of shipping printed materials.

The graphics package for the HP 2680 Laser Printer is priced in the US from \$19,250 to \$32,250, depending on options. The graphics option is available for both the 2680 Laser Printer and 2685 Laser Print Station, and may be retrofitted to systems already installed. Information regarding upgrades will be sent directly to the appropriate SRs shortly. Delivery estimates for the graphics option are eight weeks for the laser printer and 14 weeks for the print station.

#### Paper Plant Thrives Under Laser Light

Ed Pavlinik/BSE

One of the world's largest consumer products corporations is currently using a 2680 laser printer to help its engineering department generate computer reports. The 2680 hard-copy output is highly prized throughout this company for its readability and compact size which allows easy insertion into three-ring binders.

#### Laser Printer Applications

The engineering group has a remote HP 3000 Series 44 located away from the main EDP operations center. The 2680 prints statistical reports, process control parameters, parts lists, and engineering drawing control data. Most of this data originates locally and is sorted on the Series 44; however, an MRJE link communicates with an Amdahl mainframe in the corporate data center. The 2680, therefore, can be classified as a high-volume system printer, but future printing applications include diversification into HPWORD output as well as local forms generation.

#### Justification

The 2680's high print quality and manageable-sized paper were key sales features that appealed to all buyers, while an excellent cost justification made the capital budget approval flow smoothly. Finally, a Boise factory visit helped to close the sale since the customer was quite impressed by the technology built into the 2680.



### HP 2680 Price Restructured

Scott Wald/BSE

Effective July 1, the 2680A price will be restructured. There will be no change in the net price for end users.

This new structure will appear on SODA June 15. The change will not affect the HP 2685.

Description	Old Price	New Price
HP 2680A Intelligent Page Printer	\$86,500	\$90,500
3XX HP 3000 Subsystem	5,500	1,500
TOTAL	\$92,000	\$92,000

#### HP 3000 Supports 2608S Using a New Protocol

Jim Skog/BSE

The 2608S system printer and its new CIPER protocol will provide many new capabilities for HP 3000 users. CIPER stands for Control of Intelligent PERipherals, and will be the standard protocol for the 2608S and future lineprinters. This protocol allows each user to configure the printer with their own environment information (VFC, Mode, etc.) without affecting previous or subsequent jobs. It also allows HP 3000 users access to all printing features using escape sequences embedded in the data. These features include access to:

- Double-high, double-wide character sets
- Selection of normal or high density printing
- Selection of multiple character sets (up to 16)

Raster graphics printing capability.

Because the control codes are contained in the data stream, the control of output is the same using either an HP-IB or a multipoint interface.

The 2608S with CIPER protocol accepts data in blocks of 1000 bytes instead of the 132 bytes or less in previous line printers. This significantly reduces the amount of CPU overhead required to drive the 2608S.

Power fail recoveries are also facilitated by the CIPER protocol. When spooled, CIPER allows a recovery following a power failure that returns the printer to the same environment. In addition, the spooled job automatically begins printing the beginning of the last page so that no data is lost and a complete reprint of the spoolfile is not necessary.

The CIPER protocol will be available with the July MIT to support the 2608S and will make a significant contribution to HP 3000 users. (Note: the HP 3000 Series III can only be configured to use the 2608S with the multipoint interface and not as an HP-IB system printer.)



### Computer Aided Drawing Card

Joe Hunter/COL

In April, the Rocky Mountain Data Processing Conference held their annual exposition in Denver. This conference centered on office automation and had the theme of "Information Acceleration". Hewlett-Packard was well represented at the exposition not only in the HP booth but in a booth for Wright-Line Inc.

Wright-Line sells a wide variety of office supplies and office furniture. Their booth featured a new office desk arrangement that has adjustable work surfaces. To give an office appearance to the booth, a 1360 System including a plotter was used. A demonstration package that allows drawing a complex geometric form was in the system. This moving geometric was just the eyecatcher the Wright-Line booth needed to draw a crowd to their display. Wright-Line experienced more inputs than ever at their booth with this computer aided drawing card.

The eyecatching demo can also be yours for an HP booth. This demo shows the high resolution of the display, and the speed of the 9826A. For a copy of the disk, contact your Colorado Springs RSE.

# Demonstrating the Unplotter on an HP 9826

Vince Hamm/COL

Lately, the benefits of computeraided-graphics on the HP 9826 using the 1351A Unplotter have been detailed to you in this newsletter. However, the 1351A has significant other uses on a 9826A while using HP-IB, RS-232C or 16-bit parallel interfaces to accomplish those. The 1351A makes superb soft copy unplots for a wide variety of instrumentation, scientific, simulation, and military applications. To assist you with these types of customers a demo disk is available on the 9826A. This disk has over 50 different pictures, some of them with motion, to show the features of the large screen display and perhaps your customer's exact application.

For a copy of the disk call your RSE in Colorado Springs. You will need a 1351A, an appropriately large screen, a 9826A with HPL and 256k of memory and an HP-IB interconnect cable.

#### 1000 X 1000 Resolution, I Didn't Know That!

Joe Hunter/COL

The 1360 Graphics System features a 1300-Series Large Screen Display. The Display is driven by the 1351A Graphics Generator. This combination provides two unique features in Hewlett-Packard's line of graphics products: 1000 X 1000 addressable resolution and a large screen size (14", 19" or 21" diagonal). These two features give the user the ability to easily view a complex drawing.

Furthermore, the display technology used in the large screens is conducive to computer graphics. The displays draw pictures quickly. This means that the user can realize real time interactivity. For example, complex shapes in a symbol library can be dragged around the screen in real time coordination with the tablet stylus.

The display uses a technique to draw pictures called vector writing. This soft copy display is analogous to the creation of a hard copy on a pen plotter. Pen ups are beam offs (moves) and pen downs are beam ons (draws).

One of the distinguishing features of the 1360 Graphics System is its large screen display. Graphics users demand high levels of interactivity and the capability to easily view their drawing. The 1360 is the Hewlett-Packard system to choose for this need.



#### HP-ISPP Software Support for the HP 7470A Plotter

Terry Gaines/SDD

Software support for the new HP 7470A Graphics Plotter is now available on non-HP computer systems! The San Diego Division has completed compatibility testing with the HP 7470A equipped with the Option 001 RS-232-C/CCITT V. 24 interface and the HP-Industry Standard Software Package (HP 17580A). The plotter was operated in the "eavesdrop" configuration (7470 Option 016). This configuration allows a terminal and plotter to share the same interface, thereby greatly simplifying installation. No software modifications or special programming techniques beyond specifying the computer system and handshake characteristics normally done when installing the HP-ISPP software are required for this configuration. HP-ISPP Installation Guide (P/N 17580-90003) contains a description of the characteristics and the software installation procedure.

Operation of the HP 7470A in the "eavesdrop" configuration on any computer system requires three special considerations not necessary with other HP serial interfaced plotters:

- The Dual I/O interface cable supplied as Option 016 (P/N 07470-60090) must be used to assure correct signal connection to the terminal
- The plotter's rear-panel "Y/D" (Y=eavesdrop; D=direct connection) switch must be set to the "Y" position. This position allows the

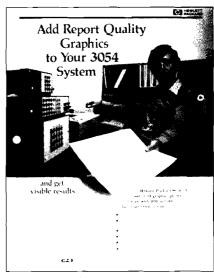
- plotter to respond to the logical "plotter-on" and "plotter-off" escape sequences transmitted by the HP-ISPP software.
- The plotter's rear panel LINE switch must be set to "ON" position at all times. If the HP 7470A is not powered on, no communication between the computer and terminal is possible.

Note also that some computer systems using HP-ISPP will transmit one or more NULL characters between data blocks. The HP 7470A plotter does not recognize the NULL character and will indicate an error condition.

Testing is still in progress for other installation configurations. Results will be published as soon as testing is complete.

# SDD Reaches Out to Data Acquisition Customers

Jan Craven/SDD



A new brochure gives the measurement graphics message to controller customers with data acquisition systems.

"Reach out" is more than the phone company's successful slogan, it's SDD's way of promoting one of HP's biggest competitive advantages, the "complete measurement solution." We are reaching out to instrument customers with the benefits of adding report-quality graphics to their measurement systems. One way we're doing this is by addressing data acquisition customers with a new two-page brochure dedicated to promoting the benefits of reportquality graphics on 3054 and 3497 data acquisition systems via their HP-IB controllers.

The brochure (P/N 5953-4134) is designed as a data sheet supplement and will be distributed as an insert in the 3054DL (P/N 5952-8862) and 3497A (P/N 5952-6911) data sheets. All sales office literature departments have been asked to insert brochures into their inventory of these two data sheets: future orders for the two data sheets will be shipped from the Literature Distribution Center with the brochure already inserted, so there is no need to order it separately. The brochure can also be used independently for seminars, direct mail programs, and 3054A/C customers who do not also receive one of the other two data sheets, as well as for current owners who may be interested in plotter graphics.

Series Printer to your 264X Terminal today, and we'll send you a free printer stand." A sample of the mailer is also on its way to you.

Beginning June 15 and ending August 15, recipients of the mailer can order an HP 2671A, HP 2671G, or HP 2673A Printer and specify Option 200 for a free 92171F Printer/Plotter Stand. The option number, which will be removed from the price list at the close of the promotion, will serve as an order incentive as well as a means of measuring the response.

### HP 2671A Contract Schedule Change

Harold Fast/VCD

Effective June 1, 1982, the lowest priced member of the HP 267X Series Thermal Printer Family will change OEM status on Schedule A43. It will shift from an OEM "A" schedule product to an OEM "B" schedule product. Following June 1, then, the HP 2671A will no longer appear on the schedule with an asterisk.

Please note that this applies only to the 2671A. The HP 2671G and HP 2673A will remain OEM "A" schedule products.

### Keep Those Calls Coming

Gary Peck/VCD

The recent article discussing Dennis Hoff's (VCD Operations Supervisor) use of the HP 2635B with the Series 64 started phones ringing. It seems many of you were unaware that a 2635B can serve as a master system console on the Series 64. However, it can, through the use of the "console" command. This command will

allow the operator to assign the master console to any logical device.

The procedure is to start-up the system with the required 2642 CRT with floppy disc. Once the system is up, the following command is used to move the master console:

:CONSOLE 1dn (logical device #).

The only restrictions are that the logical device cannot be a DS terminal and should not be an MTS terminal.

So now all you printing terminal fans, like Dennis, can again enjoy the advantages of the 2635B, even on your Series 64.

### New Application for the HP 2601A

Mike Polansky/VCD

As the paperwork war rages on, new methods of duplicating documents become increasingly important weapons in reducing costs. Recently, a customer inquiry lead to a new application using offset printing and the 2601A.

Vancouver's Neophyte training prestudy materials were printed on "claycoat" paper using a carbon ribbon in the 2601A. The product was sent to a printer where 400 copies were made using an offset printing process. The cost for all the copies came to \$449. It would have cost \$701 if the copies had been typeset. That represents a savings of 64%.

While the print from the 2601 does not look quite as polished as the typeset text, it is high quality and more than adequate for this kind of document.

### VCD

### Free Offer for HP 264X Users

Erin Greene/VCD

Soon, nearly 15,000 HP 1000 and HP 3000 users will receive a direct mail piece. It explains how HP 264X terminal users can get a free printer stand: "Add a friendly, low cost 2670

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