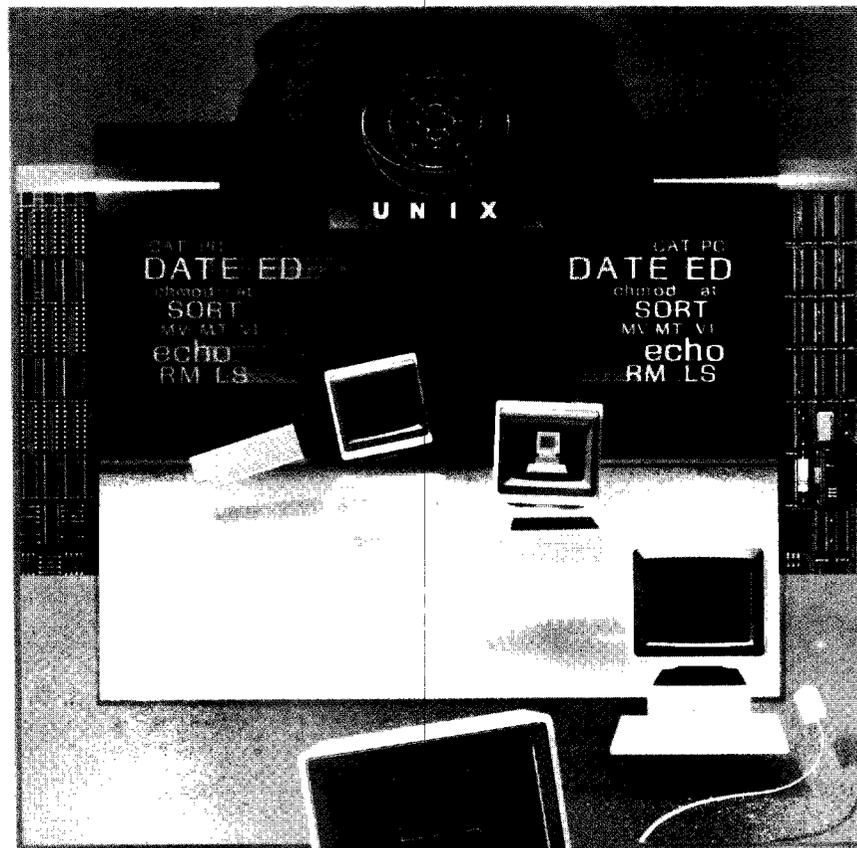


HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses.

May 1986

Value-Added Opportunities with HP's Design Systems



HEWLETT-PACKARD
HP CHANNELS

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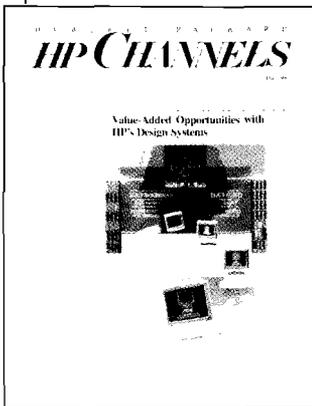
Darleen Brettes

HP Channels is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

For further information on any of the products and services discussed in *HP Channels*, please contact your HP sales rep.

Note: Not all HP computer products are sold and supported in all countries. Please check with your local HP sales office.

On the cover



This month's cover design depicts the flexibility of Hewlett-Packard's HP 9000 Series 300 engineering workstation, which has launched HP into the high-performance networked graphics workstation market. See **PARTNERS WITH HP** for a discussion of HP's design-systems strategy and how value-added businesses play a key role.

How to get your name added to the distribution for *HP Channels*

If you work for a company that is a value-added business for Hewlett-Packard and want to receive your own copy of *HP Channels*, call Hewlett-Packard and have your sales rep send your name to Tracy Wester.

HP sales reps only: To add new US and Canadian accounts to the distribution for *HP Channels*, please send me the following information (on HPDesk 0000/53 or to the address listed at the end of this section): company name, address, phone number, contract number, contacts' name/title, HP sales rep name and employee number. For accounts outside of the US or Canada, contact Tracy Wester to get the name of the person that handles the distribution of *HP Channels* in your country.

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Value-Added Relationships with HP's Design Systems Group

Dick Watts, DSG Marketing Manager

Hewlett-Packard's Design Systems Group (DSG) designs, markets, and builds the HP 9000 family of workstations. Our goal is to establish HP as one of the top three leading workstation vendors by 1988, as measured by sales, market awareness, and market preference.

This represents a challenge in which we clearly recognize the need for an outstanding value-added channels program. Even though HP has a larger installed base than any other workstation vendor, most of these installations are stand-alone machines (versus networked) used in general-purpose computing or measurement automation (as opposed to graphics-intensive applications). Anyone who has been following the computer industry, even casually, can tell you that the highest growth *segment* in technical computers is in the

into these high-growth segments while retaining a high level of compatibility with our large installed base. With over 10,000 units ordered in the first six months, we can consider the Series 300 a success — and the program has barely started.

In addition to improving the line with a host of new products and capabilities, particularly in terms of graphics and networking, HP has been addressing the issue of application software. As workstations become more powerful, our end-user customers are less likely to write their own software. The tasks they expect the machines to perform have outgrown most of the customers' programming abilities. So they look to outside sources for application software. That is why value-added businesses are key to HP's strategy. We need software suppliers, OEMs, and VARs so that

together we can provide the total solutions that our customers require.

HP provides numerous incentives to attract and develop value-added business partners, including discounts on demo/development hardware, joint-marketing programs, and cash incentives for certain leveraged hardware sales. HP is one of the few computer companies with a value-

added-channels sales force specifically dedicated to developing and supporting relationships with our value-added business partners. In addition, perhaps the greatest benefit of working with HP is access to a large, technical, end-user sales force. This team of professionals is highly motivated to seek out and qualify prospects for value-added solu-

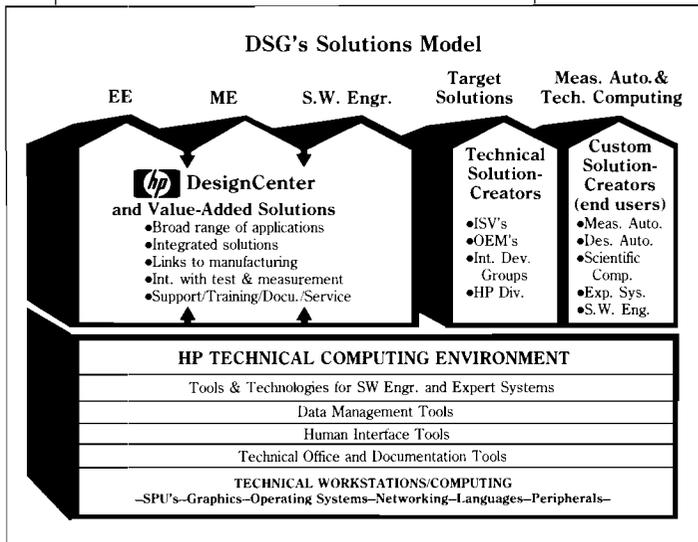
tions, marrying their expertise in workstations with the value-added businesses' application skills. In this way, we can jointly address a wide range of technical computing opportunities including architectural design, geophysical engineering, technical office automation, and database management.

HP's latest technical software catalog contains over 1,000 entries; and we intend to keep that number growing.

In certain markets where HP has a strong reputation for providing solutions and considerable skill in application areas, we can make a contribution by providing application software. We have chosen to focus on design automation, primarily for electronics and electro-mechanical manufacturing. We have recently announced a series of integrated CAE/CAD systems we call "HP DesignCenter." HP DesignCenter includes design and test packages for electronic, mechanical, and software engineering. Some of these were developed by HP, and some by value-added businesses. They are sold and supported by the HP worldwide sales force.

The combination of HP and value-added software running on a family of compatible high-performance workstations offers our customers a large and growing selection of solutions to their technical computing problems. HP's Design Systems Group is committed to forming and strengthening successful relationships with our value-added business partners.

An HP veteran of 18 years, Design Systems Group Marketing Manager Dick Watts formulates group marketing strategy and coordinates the marketing programs of the nine divisions that form DSG.



area of high-performance networked graphics workstations. Until quite recently, HP's product line had some significant shortcomings in this area; and DSG has put the highest priority on fixing them.

Recent introductions, like the HP 9000 Series 300, have launched HP

DOING BUSINESS is a forum for guest authors to share their marketing experience and knowledge with our readers. This month we will be focusing on how to add value to your marketing efforts. Future issues will contain articles on business and marketing skills and industry trends.

If you would like to share your own expertise in these areas, we encourage your participation in this forum. Also, if you have a success story that you feel would benefit other value-added businesses, we would like to hear from you. Please send your ideas, comments, articles, and questions to:

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USA

Marketing Skills

Adding Value to Your Marketing Communications Efforts

If you're part of a small company – or even a small department within a large organization – you've probably experienced the feeling of too much to do and not enough people to do it. Of course, you've tried to do it all, resulting in long hours, more gray hair, and sketchy results. It doesn't always have to be that way, provided you choose competent outside organizations. If managed correctly, relationships with vendors who handle advertising, public relations, direct marketing, and sales literature can benefit both your company's profits and your health.

When to look

The best way to decide if you need help with your marketing communications efforts is to do an internal audit of your own organization. The timing of the audit is important. Marketing communications strategy and tactics follow your marketing plans. Until you can put on paper what business your company is in, target audience, competitive data, and benefits of your product, it is premature to think about packaging and delivering your message. When you're ready to start looking internally, here are a few questions you should ask:

- Do I have a good in-house writer – someone who understands my marketing objectives and can write promotional materials to support them?
- Do I have anyone who is familiar with printing processes, layout, design, or typesetting?
- Do I have anyone who has come from an advertising agency and is familiar with designing effective ads and buying and selecting media?

- Do I have the time to spend educating myself or training others in these areas? Or was the deadline for the project last week?
- What's my budget? What can I afford to do outside and what must I develop inside? Remember that time is money; a project that can be completed quickly outside may justify the extra dollars it takes.

Who to look for

Agencies and individual vendors come in assorted shapes and sizes with matching price tags. Some "full-service" organizations will be able to handle all aspects of your marketing communications program. There are also small specialized shops that can handle your needs and give you much more individual attention. Let's take a look at outside vendors by category and at questions that should help you in the selection process.



Advertising agencies

Advertising agencies are probably the most common type of organization used by computer companies today. Agencies work on either a monthly retainer or project basis. An industry standard charge of 15 percent for media placement and 17.65 percent on production is customarily charged on a per project basis. Be sure to consider the following when selecting an agency:

- Do they have experience in your industry or related industries? Agencies historically have a better understanding of consumer marketing than high-tech marketing, where product benefits are more difficult to define and target audiences more specialized. Look for an agency that has some high-tech

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

experience or you may end up with a campaign that is highly creative but not consistent with your marketing strategy.

- Do they have reference accounts? Any reputable agency should be able to provide you with samples of their work and a list of references. Does their style and approach match that of your company?

- Do you feel you could develop a working relationship? Bring the impressive proposal down to the day-to-day level. Do you know specifically to which account manager you will be assigned? Do you respect this person's knowledge and ability? Can you communicate openly?

- Does the agency have the resources necessary to meet your needs? Do you have a need for market research or competitive advertising analysis? If so, can the agency meet these needs or do they strictly handle creative development and placement?

Public relations firms



As recognition of the value of PR grows in the computer industry, more and more small firms are promising you the cover of everything from *The Wall Street Journal* to the *CAD/CAM Express*. Before you sign up, consider:

- Will the agency leverage my own efforts? PR takes time, experience, and dedication. You will want to work with an agency that is committed to developing and maintaining press contacts for you and that can expand your visibility with financial, trade, and business press. This is a more extensive approach than product publicity, which usually can be accomplished successfully by an internal staff person equipped with a copy of the *AP Stylebook* and a penchant for writing press releases.

- Does the agency know your industry? If not, they must be prepared to spend time with people in your organization and research the marketplace. This will give them a background on which to draw when attempting to tailor-fit and place articles in various publications.

- Are their business ethics above question? Be wary of front-page promises.

As experience proves, "PR is what you pray for; advertising is what you pay for." Check the firm's references — especially with members of the press. reporters will let you know if a firm has a reputation or professionalism in the industry.

Direct marketing



Direct marketing is a broad term that includes both direct mail and telemarketing. There are many steps that go into making a direct marketing campaign successful, all of which can be bought as single services, handled in house, or purchased from one major vendor. They include design, copywriting, list purchase, printing, mailing/calling, and followup. Questions to ask are:

- How current is the mailing list, how often is it updated, and does it match your target market?

- What is the agency's track record?

- How extensive is script development and training for telephone reps?

- What is the approximate turnaround time until you see results?

Sales literature



Like direct marketing, developing sales literature also can be handled either under a general contractor's approach or through one vendor. Many design and graphics houses are expanding to provide writing, photography, and printing services. There may be extra charges or commissions involved, so be sure you understand up-front what you are paying for. Specific questions to ask are:

- How much of the job will be handled directly by your firm? The more centralized all pieces of your project are, the less costly it will be and the faster changes can be made.

- Will you have an opportunity to talk directly with writers and designers? Writing and graphics design are very personal mediums. You need to be able to work openly with the creative team. Try to maintain your objectivity and

focus on your marketing goals versus colors or type styles.

- Are they confident they can work within your budget? Some design firms pride themselves on elaborate six-color publications. Do you have the budget to handle such a piece? Be sure you talk up-front about dollars; and if the firm does not think it can produce an attractive, professional piece within your budget, it's time to look elsewhere.

No matter which type of outside vendor you're working with, be sure to provide them with enough background about your company, your products, and your marketing objectives to help them do their job. In return, they will be able to provide you with a professional and objective view of your plans. This is the key to not just hiring auxiliary staff but an organization that truly "adds value."

Marilyn Rauchle
Manager, Merchandising Programs
Commercial Value-Added Channels
Hewlett-Packard Company

Marketing Planning Seminar

As part of its continuing effort to provide commercial value-added resellers and software suppliers with new skills to improve their marketing activities, Hewlett-Packard is presenting Marketing Planning and Communications seminars in the Executive Training Series. The third day of the seminar is devoted to marketing communications strategy and tactics. The article reprinted here is taken from material to be presented at the seminar. Dates and locations for the seminar are:

- May 13-15 in Washington, D.C.

- May 21-23 in Paramus, New Jersey

The seminar lasts three days and costs \$249 per person. Contact your local HP sales rep for more information.

Business Computers

HP 3000

NEW HP SYSTEM DICTIONARY/V SUPPORT FOR HPSQL AND HP IMAGE

With the new T-Delta-5 MIT release, System Dictionary/V is being enhanced to provide the predefined structures needed to document HPSQL and HP IMAGE databases. The availability of this "core set" of predefined standard definitions will greatly simplify the documentation of HP IMAGE and HPSQL databases in System Dictionary.

First introduced in the March issue of *HP Channels*, System Dictionary provides a central information resource, documenting data, programs, files, users, input forms, and network configuration for an HP 3000 system. It ensures that this information is entered in a standard format, that it is stored within a well-organized structure, and that it is easily available to users or programs that need the information.

Ordering information

Product No.	Description
32254A	HP System Dictionary/V
Opt. 310	For Series 37
Opt. 320	For Series 39-70
32255A	HP System Dictionary COBOL Definition Extractor/V
Opt. 310	For Series 37
Opt. 320	For Series 39-70
32256A	HP System Dictionary/XL
Opt. 430	For Series 930 and 950 (32256A is also included as part of the Series 930 and 950 Preconfigured Systems.)
32257A	HP System Dictionary COBOL Definition Extractor/XL
Opt. 430	For Series 930 and 950

HP 3000

SOFTWARE SUPPORT PRICE DECREASES FOR HP 3000 SERIES 30, 33, II, AND III USERS

If you are an HP 3000 Series 30, 33, II, or III user and have a software support contract, take notice. Effective May 1, 1986, system support prices will decrease for Account Management Support (AMS), Response Center Support (RCS), Software Materials Subscription (SMS), and several optional services. Prices have been lowered to reflect a decrease in HP's costs in supporting these users.

Contact your HP sales rep for pricing information.

HP 3000

COMBINING HPFA WITH HP'S NEW BUSINESS REPORT WRITER

The release of the latest version of HPFA has recently been announced. This release (A.02.03) is especially significant because it combines the power and flexibility of HP's new Business Report Writer (BRW) with a greatly enhanced version of HPFA. This combination will dramatically increase a customer's performance capabilities.

The following are examples of a few of the numerous performance improvements and functional enhancements that are made available to the user with this combination.

- *A significant reduction in report-generation time* – MULTI PASS REPORTING allows the output file of an initial report to be accessed by other subsequent reports. PERFORMANCE TUNING provides the user with the access method and detailed elapse-time statistics of a report execution. This



information can be used to design reports with the best access method. These two features provide customers with the ability and information to optimize their report-generation time.

- *A greater flexibility in user-defined customized reports* – Customers will have access to files external to HPFA and be able to create user-defined calculated items. Once accessed, this data can be manipulated and analyzed with features such as string operations, functions, mathematical operations, and conditional logic. This allows users to produce almost any type of ad hoc reports.

- *An easier-to-use, report-formatting method* –The on-line REPORT WINDOW allows the user to see the report structure and position of data items as it is being developed. This feature enables the user to review the report format before the design is finalized.

- Examples of the enhancements to the HPFA modules are: the ability to accommodate more companies in GL, control totals for on-line data entry, negative allocations, improved check printing capabilities, additional posting security features, and draft management for accounts receivable.

These major reporting features combined with numerous application enhancements make this version of HPFA very powerful and yet very flexible. For more information, please contact your local HP sales rep.

Technical Computers

HP 1000

HP 1000 A-SERIES SUPPORT OF ADVANCELINK/2392

With the release of RTE revision 4.0, HP has announced HP 1000 A-Series support of AdvanceLink and AdvanceLink/2392. AdvanceLink/2392 allows HP's Vectra PC as well as IBM PCs to act as HP 2392 terminals off of the A-Series and provides file transfer capability between the A-Series and personal computers via AdvanceLink's proprietary protocol.

AdvanceLink is composed of two separate programs, one resident on the personal computer and one on the host. These programs act in concert to transfer files, both ASCII and binary, over an RS-232 connection.

With RTE revision 4.0, HP will be providing the program resident on the A-Series (called Monitor) as a utility to RTE-A. Thus, users requiring this functionality need only purchase the AdvanceLink software for the personal computer. Support of AdvanceLink and AdvanceLink/2392 will be on the complete line of A-Series processors via the 12040B and 12040C MUX.

E/F Series users may utilize the AdvanceLink software as well via XMODEM protocol. XMODEM protocol is available through the Systems Engineer Access System (SEAS) and the HP 1000 Users Group.

Contact your HP sales rep for more information.

HP 1000

HP 264X CARTRIDGE TAPE EMULATION AVAILABLE FOR THE HP TOUCHSCREEN PERSONAL COMPUTER

HP has announced HP 264X cartridge tape emulation for the HP Touchscreen personal computer. This emulation will allow users to access the floppy disc drives on the HP Touchscreen personal computer as if they were HP 264X cartridge tape units. In essence, we have added the functionality of the HP 264X cartridge tapes to the existing HP Touchscreen personal computer terminal features.

The program will run on the HP Touchscreen personal computer running MS-DOS and will be supported on the HP 1000 E/F and A-Series systems. The emulation will be supported on the HP Touchscreen personal computer with dual 3½-inch microfloppies or single floppy/fixed disc configurations.

This HP Specials product is not meant to be a complete emulation of the HP 264X terminal. Its intent is to provide emulation of one of the most unique features of the terminal, namely the cartridge tape units.

In order to demonstrate HP's commitment to our installed base, the following features will be supported:

- Supports RTE Reader, Saver functions.
- Provides file transfer to/from RTE systems and the HP Touchscreen personal computer using the HP 1000 "CO" command.
- Can be used to load RTE-6 diagnostics and to load memory-based RTE-6 systems. Although HP will not be distributing 3½-inch diagnostics in CTE

format, converting to this media is a simple process and one which users may find useful.

For more information on this Specials product, call your HP sales rep.

HP 1000

ENHANCED QUALITY RTE SOFTWARE NOW SHIPPING

HP began shipping the new 4.0 release (revision 2540) of the RTE-A and RTE-6/VM operating systems on April 15. Users on support will receive their software by June 1986.

Three key features of this software release are:

- *Improved software quality.* Over 700 defects have been fixed in the RTE operating systems, subsystem software and documentation. Due to extensive quality-assurance testing with improved test procedures, this will be one of the highest quality software releases ever from HP. In addition, all modules of the operating system were recompiled to ensure compatibility of source code and relocatable files.

- *Two to three pages of additional table space in RTE-A.* This allows users to generate larger systems.

- *New device support.* The matrix at right identifies new peripheral devices that are now supported with RTE-A, RTE-6/VM, and Graphics 1000-II version 2.0. The abbreviations used are: A — add-on device support; B — boot device support; L — load device support; H — HP-IB interface support; and S — serial device support (12040C MUX card only for printers and plotters which require X-on/X-off.) Please contact your HP sales rep for further assistance with peripheral selection.

RTE 4.0 newly supported devices

Discs	Description	RTE-A	RTE-6/VM	Graphics 1000-II
HP 7941A	24 Mbyte	A,B	A,B	
HP 7942A	24 Mbyte, 1/4" tape	A,B,L	A,B,L*	
HP 7945A	55 Mbyte	A,B	A,B	
HP 7946A	55 Mbyte, 1/4" tape	A,B,L	A,B,L*	
HP 7907	21/21 Mbyte removable	A,B	A,B	
HP 9133H	20 Mbyte, 630 Kbyte mfl.	A,B		
HP 9133L	40 Mbyte, 630 Kbyte mfl.	A,B		
HP 9134H	20 Mbyte	A,B		
HP 9134L	40 Mbyte	A,B		

*Note: The HP 7942A and HP 7946A provide load device support with RTE-6/VM with the push-button restore capability. Also, the HP 7914CT is now supported with the HP 2489A SPU.

Tapes	Description	RTE-A	RTE-6/VM
HP 7974A	800/1600bpi	A,B,L	A,B,L*
HP 7978B	1600/6250bpi	A,B,L	
HP 9144A	1/4" tape	A,B,L	A,L

*Note: The HP 7974A mag tape is supported with RTE-6/VM as a load device for E- and F-Series computers which have 12992L loader ROMs installed. Diagnostics for this device are available with diagnostic product 91711B. The HP 7974A is recommended for CS/80 and SS/80 family disc drives only with RTE-6/VM. ICD family discs (HP 7906H, 7920H, and 7925H) are not supported in combination with HP 7974A.

Terminals/PCs	Description	RTE-A	RTE-6/VM	Graphics 1000-II
HP 2392A	Calypso	Yes	Yes	
HP 2393A	Athena b/w	Yes	Yes	S (LO & HI res)
HP 2397A	Athena color	Yes	Yes	S (LO res)
HP Vectra PC		Yes	Yes	

Printers/Plotters	Description	RTE-A	RTE-6/VM	Graphics 1000-II
HP 2225D	ThinkJet	Yes	No	
HP 2686B	LaserJet and LaserJet PLUS	Yes	No	S
HP 2564A	Cedar (600 lpm)	Yes	Yes	H (S with Shade Card option)
HP 7440A	Joey plotter	Yes	Yes	
HP 7550A	Desktop plotter	Yes	Yes	S,H
HP 7475A	Plotter			S,H
HP 7470A	Plotter			S,H
HP 7585A	Plotter			S,H
HP 758XB	Plotter family			S,H
HP 2563A	300 lpm printer			H (S with
HP 2565A	600 lpm			H Shade card
HP 2566A	880 lpm			H option)

Note: HP custom engineering can supply a skeleton device handler to simplify user programming to handle unsupported HP and other value-added-business devices.

New naming convention

RTE Release 4.0 marks a new naming convention for software releases. Major releases will be numbered with sequential integers (5.0, 6.0), and special updates will use fractional values (4.1, 5.2, etc.). The previous convention was to name software releases by the time of year shipments began (such as A.85).

IMAGE 1000-II enhancements

IMAGE 1000-II now is fully compatible with RTE's hierarchical file system. The Query utility now incorporates a command stack which allows editing and repeating of previously used commands. Query also includes new commands, FINDA, END, REPORT ALL, and can now do wildcard finds.

PC link software

RTE-A now includes the MONITOR program which, when used with AdvanceLink/2392 software on the personal computer, provides terminal emulation and file transfer capabilities.

Communicator

The communicator, which is used by systems engineers to inform users on support of the new features of RTE 4.0, has been improved. It includes extensive indexing; in addition, a new document called the "Software Release Planning Manual" includes slides that can be used for user presentations.

With revision 4.0 of RTE, users can increase the size of their HP 1000 A-Series configurations, add new peripherals, and use even higher-quality software.

HP 9000

REVISED PASCAL SYSTEM INTERNALS DOCUMENTATION AVAILABLE

The revised Pascal System Internals Documentation (PSID) for the HP 9000 Series 200/300 computers is available through HP's Direct Marketing Division. The new PSID documents the operating system internals of the Pascal 3.1 Language System (specifically the Pascal 3.11 version) as related to the internals of the Series 200 and 300, the new CRTs, the 97000H internal architecture, the HP-HIL devices, the Rev. A Boot ROM and the DGL changes for the new displays. The price remains unchanged, and the new part number is 98615-87971. Users on Manual Update Service will receive the update automatically.

Users who need to know about the machine internals will be especially interested in this revised PSID. For example, users may have a specialized application they want to run without modifying the operating system, such as a custom compiler. Or they may want to write their own operating system for our computers. The PSID can help users solve those problems.

PSID provides:

- Series 200/300 backplane specifications to design a custom interface.
- Information on how to interface a specialized driver to the Pascal operating system.
- Detailed file system specifications to add new support to the file system.
- Information on how to install a custom keyboard handler.

PSID covers a wide range of Pascal operating system and Series 200/300 hardware features including

- Boot ROM

- The booting process and the Pascal operating system kernel
- Linking loader
- The keyboard, CRT, and internal floppy disc drive hardware
- CPU interrupt handling
- I/O procedure library and user-interrupt service routines
- The I/O backplane.

System-design consulting will be available from HP support engineers on a time-and-materials basis. This does not include advice on hardware design or writing user applications by the support engineer.

PSID is not included as part of the standard documentation shipped with the Series 200 or 300 Pascal 3.1 Language System. Users purchasing PSID are encouraged to contract with HP for Manual Update Service (MUS). This will ensure that users will automatically receive updates to the Pascal System Internals Documentation.

Contact your HP sales rep for more information about PSID.

HP 9000

HP 9000 SERIES 500 HP-UX REV. 4.0 OBSCOLESCENCE

Due to the low user demand for Series 500 HP-UX revision 4.0, HP is planning to remove all 4.0 products from the HP Price List as of September 1, 1986. The 4.0 products have been replaced by revision 5.0 products.

continued on next page

The Series 500 products to be removed include:

Rev. 4.0 product to be obsolete		To be replaced by	
Product No.	Description	Product No.	Description
97070B	Single-user 520	97070C	Single-user 520 (5.0)
97080B	16-user 520	97080C	16-user 520 (5.0)
97078B	32-user 520	97078C	32-user 520 (5.0)
97079B	Single-user 550	97079C	Single-user 550 (5.0)
97089B	16-user 550	97089C	16-user 550 (5.0)
97088B	32-user 550	97088C	32-user 550 (5.0)
97071A	Single-user FORTRAN	97071C	Single-user FORTRAN (5.0)
97081A	Multi-user FORTRAN	97081C	Multi-user FORTRAN (5.0)
97072A	Single-user Pascal	97072C	Single-user Pascal (5.0)
97082A	Multi-user Pascal	97082C	Multi-user Pascal (5.0)

If you have any questions about this obsolescence, please contact your HP sales rep.

Personal Computers

Portable

CUSTOM PRODUCTS MAKE CUSTOM SOLUTIONS



Hewlett-Packard Custom Products provide customized solutions to increase productivity for volume users of HP-41s and HP-71s. Custom ROMs,

keyboard overlays, touchpads – even custom HP-41 calculators and value-added-business products – are available. Contact your HP sales rep for copies of the helpful free literature described below.

Custom Products Flyer

This two-color flyer introduces you to the HP Custom Products Program. It also tells you about Independent Custom Consultants (ICCs) and the services they offer. The flyer is solution oriented and provides information on applications, custom products, the HP-41 and HP-71, peripherals, ICCs, and how to purchase custom products.

ICC Capabilities Guide

The *ICC Capabilities Guide* contains detailed information about each ICC. You'll find their phone and telex numbers as well as their addresses and information on the ICCs' areas of expertise, current products marketed, projects completed, and geographic areas supported.

If you have questions about the Custom Products Program, call Gary

Tallis at 503-757-2000 (in the US). In Europe, contact Wolfgang Baltes at (33/76) 625-798.

Product No.	Description
5954-1340	ICC Capabilities Guide
5954-1342	Custom Products Flyer

Desktop

POTENTIAL BACKUP PROBLEM BETWEEN HARD DISCS ON HP VECTRA PC

The HP Vectra PC 20 Mbyte (P/N 45816A) features the new ruggedized HP 3½-inch Winchester mechanism in place of the Seagate ST225 5¼-inch mechanism originally shipped with the 45816A. This new drive is completely designed and manufactured by HP (serial numbers above 2552A-08598) and offers Vectra PC users the capability of adding a second 20-Mbyte 3½-inch drive in the same half-height slot as their original 3½-inch drive for additional capacity.

With the recent rollover to the new drives, a potential backup problem may exist if a 20-Mbyte Seagate 5¼-inch is replaced by a 20-Mbyte HP 3½-inch drive. Even though both drives are 20 Mbytes in capacity, their physical structures (i.e., number of heads, cylinders and tracks) are different and, therefore, an image restore will not work. A selective file restore will have to be performed to transfer the data to the new drive.

Similarly, image restores can only be performed between drives with like characteristics (i.e., from Seagate 20 Mbyte to Seagate 20 Mbyte and from 3½-inch 20 Mbyte to 3½-inch 20 Mbyte).

Desktop

ADVANCEWRITE AND THE PERSONAL PRODUCTIVITY CENTER

The AdvanceWrite family of word processing products has recently been integrated into the Personal Productivity Center, by means of HPMessage II and HPDeskManager A.03.01, which was released on February 1 this year and is now available on the T Delta 4 MIT. This means that:

- An AdvanceWrite user can send documents to any other user connected to the Personal Productivity Center. HPMessage II presents the AdvanceWrite user with the option of sending an AdvanceWrite message by recognizing the file type.
- The recipient of an AdvanceWrite document can read or print the message directly from the In Tray in HPDeskManager
- The recipient can copy the AdvanceWrite document to the Work Area in HPDeskManager for further editing
- An AdvanceWrite user receiving the message can read or print it using HPMessage II, or save the document on the Vectra PC or Vectra Office and use AdvanceWrite to edit it.

For further information on AdvanceWrite, HPDeskManager or HPMessage II, please contact your HP sales rep.

Desktop

CONTACT HP FOR HP VECTRA PC SOFTWARE

If you are interested in software packages for the HP Vectra PC from Lotus Development Corporation; MicroPro International Corporation; Microrim, Inc.; and MultiMate International, please contact HP directly. HP has entered into strategic partnerships with these four leading independent software vendors. These vendors offer top ISV software for the HP Vectra PC and IBM PC AT compatibles that are tailored to meet the needs of our direct customers. Each product is fully supported by HP's comprehensive support network and qualifies for all major account and commercial discounts.

Value-added business software solutions for the HP Vectra PC offered by HP include:

Product No.	Solution
68340F	1-2-3® from Lotus®
68339F	Symphony® from Lotus®
68336F	R:Base™ 5000
68337F	R:Base™ 5000 Program Interface
68345F	WordStar®
68346F	WordStar® Professional
68341F	WordStar® 2000
68342F	WordStar® 2000 PLUS
68338F	MultiMate™
68343F	MultiMate™ Advantage

Desktop

LOTUS 1-2-3 RELEASE 2.0 FOR THE HP TOUCHSCREEN PERSONAL COMPUTER

Many Hewlett-Packard customers have made requests for the new and enhanced version of 1-2-3® from Lotus® for the HP Touchscreen personal computer family. As part of HP's

continuing support for the Touchscreen personal computer, we are pleased to announce that HP will make this popular Lotus product available in late summer, 1986. At this time, HP will also announce how current users of 1-2-3 for the Touchscreen personal computer can upgrade to the new release of 1-2-3.

This latest release of 1-2-3, Release 2.0, was recently rated by InfoCorp as one of the "clear choices" for success in 1986. Release 2.0 has all the features and benefits of the original 1-2-3 product, including the familiar menu-driven commands, yet offers many new enhancements over 1-2-3 Release 1A. One of the most important improvements, unique to the Touchscreen personal computer version, is the incorporation of a "Touch" interface. Users with the HP Touchscreen accessory will be able to make menu, file name and soft key selections simply by touching the appropriate part of the screen.

Other important enhancements to 1-2-3 Release 2.0 are: a larger spreadsheet size, with 8,192 rows and 256 columns; an improved memory management system, that allows for bigger, more complex spreadsheets; support of the Lotus/Intel/Microsoft Expanded Memory Specification, for access of up to four megabytes of random access memory (RAM); Intel 8087 co-processor support, enabling 1-2-3 to perform mathematical calculations more rapidly; 40 powerful new macro capabilities that can make tedious tasks easier; 39 new @ functions, including date and time format and string functions; data regression, for computing a line from a series of data points; a tutorial book that lets you practice using 1-2-3 at your own pace; a menu-driven install procedure with an extensive library of peripheral and other drivers, including all new HP peripherals; the ability to execute DOS commands without exiting 1-2-3; improved graphics features, such as the exploding pie chart and background and

fill pattern options; database enhancements, including editing of records during queries and user-controlled alpha or numeric sorts; and context-sensitive help screens, so that only relevant information is presented on the screen.

For users who already own 1-2-3 Release 1A or Symphony® (Release 1.0 or 1.1), 1-2-3 Release 2.0 will automatically read files created within these products. In addition, by using the Translate utility included with 1-2-3, Release 2.0 can read and write Jazz®, dBASE™ II, and DIF files. This utility also allows you to convert Release 2.0 (.WK1) files into Release 1A (.WKS) files. 1-2-3 Release 2.0 for the Touchscreen personal computer will require a minimum of 384 Kbytes of RAM.

*Lotus®, 1-2-3®, Symphony®, and Jazz® are US registered trademarks of Lotus Development Corporation.
dBASE™ is a US trademark of Ashton-Tate.*

Desktop

CORPORATE SITE LICENSING PROGRAM NOW AVAILABLE FOR PERSONAL COMPUTER SOFTWARE

A Corporate Site Licensing Program offering users up to 75 percent savings (off US list price) has recently been introduced by Hewlett-Packard Company. HP is the first of the major computer manufacturers to announce such a program. This program is worldwide.

This innovative program is part of HP's personal productivity center office strategy – the focus being to provide software solutions to HP's customers at a reasonable cost.

What Site Licensing provides

With this new program, the user is allowed to produce a specified number of copies of a software package from a master disc provided by Hewlett-Packard. The right to reproduce the software may be purchased in increments starting at 50 and going over 5,000 copies. For each group of 50, the customer receives:

- one master disc
- one right to reproduce agreement
- five sets of documentation
- 50 right-to-use agreements – one for each end user
- 50 serialized labels with customer name.

The serialized labels enable the MIS manager to keep track of who has a copy of the software thus making it easier for him or her to track updates.

Adherence to the right-to-use agreement protects users from the possibility of illegal-copying lawsuits.

A site is defined as a corporation, not just as a physical location. For example, if a user has facilities in California and Ohio, both sites may qualify for the program if they have been specified in the site license agreement with Hewlett-Packard.

For users who don't have the capabilities or desire to reproduce software, HP offers a price reduction and supplies copies to them for a fixed price. Users who have purchase agreements with HP for hardware and software qualify for the reductions. HP warrants and supports the software per the support contract the user has with HP. Users also may purchase additional documentation as part of this program.

Software products

The following products for the HP Touchscreen and Vectra PCs are part of the Corporate Site Licensing Program:

HP Touchscreen PC	HP Vectra PC
HP Access	HP Access
AdvanceLink	AdvanceLink 2392
Executive MemoMaker	Executive MemoMaker
Executive Card Manager	Executive Card Manager
Gallery Collection	
Print Central	Print Central



Peripherals

Mass Storage

REMOVABLE CARTRIDGE MAGAZINE FOR THE HP 35401A TAPE DRIVE

HP Word, HP AdvanceWrite, HP Message, Executive Spreadsheet, Execudesk, and others are expected to be added to the program in the near future.

In addition, MemoMaker and Executive Card Manager will be available on the Portable PLUS under the corporate site licensing program.

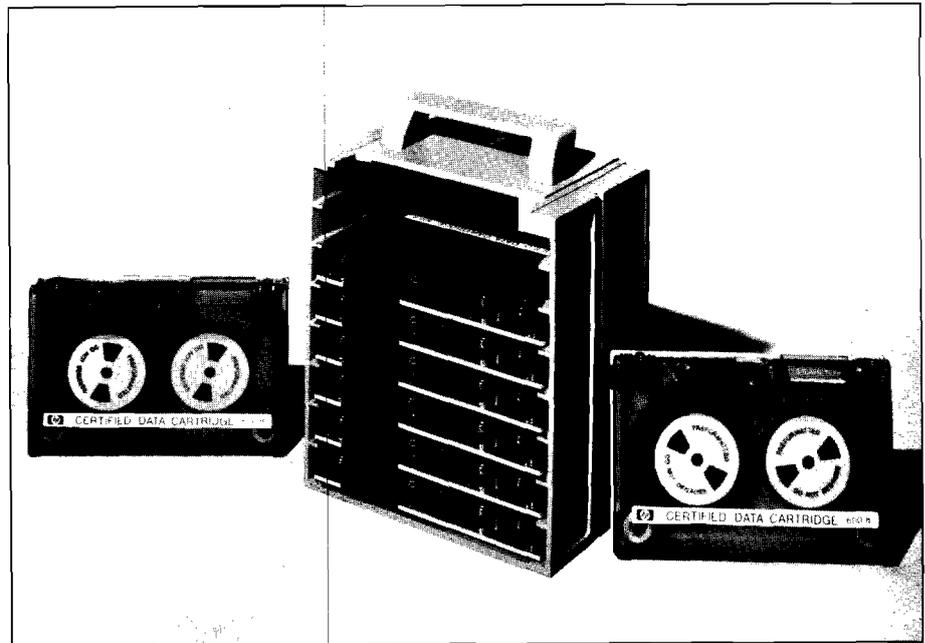
US list price and availability

Depending on the software selected, reductions range from 15 to 75 percent of the US list price. The total reduction is a combination of the site licensing discount percentage and the customer's purchase agreement discount.

For example, a customer desiring 400 copies would receive 30 percent off the list price. The customer then would be given his or her purchase agreement discount, typically 33 percent, off this new list price for a total reduction of 53 percent.

Product name	Product No. for HP Touchscreen	Product No. for HP Vectra PC
HP Access	36927Q/S/T	36898Q/S/T
Executive MemoMaker	45418Q/S/T	68330Q/S/T
Executive Card Manager	45421Q/S/T	68331Q/S/T
AdvanceLink 2392	—	68333Q/S/T
AdvanceLink	45431Q/S/T	—
Gallery Collection	45437Q/S/T	—
Print Central	32590Q/S/T	32591Q/S/T

- "Q" Customer reproduces the software on disc
- "S" HP reproduces software on discs
- "T" Documentation only, Quantity = five sets



The new HP 35401A 1/4-inch cartridge autochanger tape drive simplifies operations by allowing unattended back-up storage. With the removable HP 92192C cartridge magazine for this tape drive, loading cartridges manually becomes unnecessary and the potential for operator error is reduced.

The cartridge magazine holds up to eight standard 1/4-inch cartridges (up to 536 Mbytes of storage) and facilitates the automatic loading and unloading of each cartridge. Through use of several

cartridge magazines, each with its own set of cartridges, the operator can rotate through the sets of cartridges and simplify backup.

The HP 92192C cartridge magazine is available through Direct Marketing Division (DMK). For fast service, call DMK's direct order phone numbers listed at the end of this section.

Product No.	Description
92192C	Cartridge magazine

Mass Storage

98547A HIGH-RESOLUTION COLOR VIDEO DISPLAY BOARD REPLACES 98545A

As of May 1, 1986, the 98547A high-resolution color video display board replaces the 98545A. The 98545A will not be available after May 1. *Please note: Europe may follow a slightly different schedule.* Contact your HP sales rep for the exact date. The 98547A will also replace the 98545A in the 98583A Design Automation bundle. There will be no price change for the new display board.

The 98547A video board is compatible with the original 98545A high-resolution display system, and in addition, it offers two video overlay planes which may be used by some applications for alpha overlay, cursor support, or off-screen menu storage. These additional video planes may also be used by the system to display up to 64 simultaneous colors.

If your software was originally written for the 98545A display system, some minor changes may be necessary for it to operate correctly with the 98547A:

- When using the HP-UX operating system, you must ensure that the operating system has been upgraded to HP-UX version 5.1.
- If your graphics program makes use of the HP Starbase 5.0 library, you must ensure that the programs are relinked to the Starbase 5.1 library included in HP-UX 5.1. Normally this would be done by the application supplier.

- In order to accommodate the extra video planes, the video memory in the 98547A is organized differently from the 98545A. If your application is dependent on a specific video memory organization, it should be checked to ensure that it will operate correctly with the new video memory organization. Normally, this will only pertain to applications written in assembly language.

- The two additional video planes will permit access to color map addresses 16 through 63. Depending on the application software, access to these additional addresses may alter the application's color selections.

A note describing these changes will be included with each board shipped. If you have further questions, please contact your HP sales rep.

Mass Storage

ENGINEER'S DELIGHT: A DISC SOLUTION FOR TECHNICAL SYSTEMS

Just a reminder that the Engineer's Delight mass storage solution is the ideal choice for CAD/CAE/CIM users (see article in April issue of *HP Channels*, pg. 20). By combining an HP 7914CT and an HP 7907A, this storage package will provide a well-matched pair of integrated discs and a surprisingly low cost.

The Engineer's Delight program offers the following key features:

- The ability to run two high-performance discs
- Very fast standalone backup via the HP 7907's removable data cartridge
- Quick additional storage space
- Data distribution via the 1/4-inch tape drive.

This program is a worldwide promotion which is being offered from March 1, 1986 through August 1, 1986. Ordering instructions have been included in the March 1 mailing of the "Megabytes Plus" promotional package.

If you have any questions, please call your HP sales rep.

Mass Storage

HP 7933XP AND HP 7935XP IN REVIEW

The HP 7933XP, 7935XP, and the 97930XP are designed to give increased performance to systems with high CPU utilization. Systems that are good candidates and will get the optimum improvement will have the following profile:

- No cache of any kind and CPU utilization less than 90 percent.
 - HP 1000 A-Series with RTE-A 4.0.
 - HP 3000 Series 4X - T MIT or later.
 - HP 3000 Series 5X, 6X, and 70 with MPE disc cache off - T MIT or later.

or

- Greater than 90 percent CPU utilization with MPE cache enabled.
- A disc read/write ratio of 3:1 or higher.
- An MPE cache read hit percentage of 75 percent or greater.
- The number of HP 793X disc drives is greater than the number of Mbytes allotted to MPE disc cache.
- Balanced I/O across the disc subsystem.
- A maximum disc block transfer size of 4 Kbytes.

“Why don’t I get a trade in on my MPE disc cache?”

Controller cache is a new level in the storage hierarchy between main memory and the disc surface. MPE disc caching has already served the customer well in price/performance advantages on systems with less than 90 percent CPU load. After systems have exhausted the performance advantages of MPE disc caching and have a CPU load greater than 90 percent, we feel that controller cache is effectively priced for the additional 5 to 15 percent performance gain it can provide.

Products affected:

- HP 7933XP
- HP 7933H
- HP 7935XP
- HP 7935H
- 97930XP upgrade kit

Technical manuals for the XP products

P/N	Manual
5953-3670	General information manual
5953-3671	HP 793X data sheet (new revision)
5953-3672	Application engineering manual
5957-9074	CE familiarization guide

If you have any questions, please call your local HP sales rep.

Mass Storage

HP 9895A DISC DRIVE AND HP 9876A PRINTER TO BE DISCONTINUED

As announced in the September 1985 issue of *Computer Focus*, two peripheral products are being discontinued by HP.

The HP 9895A eight-inch floppy disc drive and its companion product, the

98952A additional floppy drive for the HP 9895A Option 010, will be discontinued on May 1, 1986. There are no plans to manufacture a replacement product.

Plans have also been made to discontinue the HP 9876A thermal graphics printer on August 1, 1986. Alternative products are the HP ThinkJet printer

(HP 2225B), HP LaserJet printer (HP 2686B), and HP 2671G thermal printer.

If you have related questions or concerns, please contact your HP sales rep.

In summary, the discontinued products are:

Product	Description	Action	Date
HP 9895A	8" floppy disc drive (dual drive and Opt. 010 single drive version)	Removal from Corporate Price List	May 1, 1986
98952A	Drive upgrade (additional floppy disc drive to upgrade single drive 9895A Opt. 010 to dual drive)	Final US orders accepted Final international orders accepted Support life	May 31, 1986 July 31, 1986 through April 1991
HP 9876A	Thermal Graphics Printer	Removal from Corporate Price List	August 1, 1986
		Final US orders accepted Final international orders accepted Support life	August 31, 1986 October 31, 1986 through July 1996

Plotters

NEW DESIGNER-COLOR PLOTTER SUPPLIES

A new designer-color system of supplies for HP graphics plotters features a new color palette and an enhanced writing system. The new pens and media enable users to create highest-quality, professional business graphics, as well as drafting checkplots.

HP's new family of compatible supplies consists of fiber-tip paper and transparency pens, both available in 10 new colors, improved transparency film, and new glossy paper. Developed for improved quality and longer life, this new designer-color system replaces the original 10 paper pen colors, transparency film, and glossy paper.

Matching colors for the new paper and transparency pens make it easy for users to duplicate paper graphics on overhead transparencies – color for color. New pen colors are black, green, aqua, blue, violet, brown, yellow, orange, red, and red-violet, in two line widths.

These new supplies will immediately *replace* the current offering of fiber-tip paper pens and glossy paper. Old transparency pens will continue to be offered until October 1, 1986, for customers who have old transparency film (P/Ns 9270-1126, 9270-1128, 9270-1181, and 9270-1182). *New transparency pens will not work on old transparency film.*

New paper and transparency pens can be distinguished from old pens by the marking on the top of the pen. Old pens are marked: P.3, P.7, T.3, T.6 and new pens are marked P3, P7, T3, T6.

In addition to an improved writing system, HP is also adopting a new family concept for all packaging of pens,

media, and kits. The attractive packages provide important information on supplies, usage, and care, when and how to buy supplies, and new product announcements.

For a complete listing of the new part numbers and prices for HP's new designer-color system of supplies, order P/N 5954-7086D (in the US) or 5954-7086 (outside of the US) from your HP sales rep.

Printers

NEW HP LASERJET PLUS PRINTER UPGRADE KIT INTRODUCED

Included on the April 1 HP Price List was a new upgrade kit, the HP 26053A. This kit will upgrade an HP LaserJet printer to an Option 300 HP LaserJet PLUS printer (combined I/O). Customer-engineer installable, the 26053A will replace the current 26051A upgrade kit and consists of a formatter board, upgrade instructions, manuals, control-panel overlay, Option 300 label, and an internal combined I/O cable.

HP Telemarketing has already started taking orders for the HP 26053A kits. The 26051A kits are no longer avail-

able. HP will immediately start shipping 26053As against 26051A orders, and a letter will be attached to all orders explaining the change. No action is required by users to convert existing 26051A to 26053A orders.

This upgrade kit change is consistent with the HP LaserJet PLUS printer option change from 200 and 210 to 300. By reducing the number of SKUs (stock keeping unit) and amount of inventory for HP, we can offer a higher level of service. The HP 26053A kit allows HP LaserJet printer users to upgrade to the HP LaserJet PLUS printer (Option 300).

Printers

INTRODUCING LARC LASER PACKAGE SOFTWARE FOR THE HP LASERJET PLUS PRINTER AND THE HP 3000

What if you wanted to produce quality documents at a reasonable cost using your Hewlett-Packard LaserJet PLUS printer and the HP 3000 computer . . .

The LARC Laser Package runs on the HP 3000 and provides well-formatted, near-typeset output on the HP LaserJet PLUS printer. Soft fonts can be downloaded to the printer from the HP 3000 as they are needed, or it will work with any available LaserJet printer font cartridge.

Users familiar with TDP/3000 should be able to master LARC Laser Package

commands quickly. The system design is based on LARC experience with TDP/3000 and the LARC Typesetting System. The package uses formatting commands in the same fashion as TDP/3000.

As with TDP, some commands occur on the lines with the text. These imbedded commands handle font changes and underlining. Other formatting commands occur on separate command lines that control page headings and footings, use of macros, definition of page size and indentation control. Specifically, tables can be aligned even with proportional fonts; justification to both margins and centering. Also included is the ability to generate lines, bars, rules, gray scales, defined HP LaserJet PLUS printer patterns and a facility for including graphics output from other products. Using the LARC Laser Package and the LaserJet PLUS printer, users can generate professional looking documents of near typeset quality at a low cost.

L.A.R.C., a value-added business, will be selling the LARC Laser Package for \$2,250. This includes unlimited telephone support and no maintenance fees. For more information, write L.A.R.C., 339 S. San Antonio Rd., Los Altos, CA 94022, USA, or phone 415-941-9310.

Printers

**AVAILABLE HP
LASERJET FAMILY
PRINTER FONT
CARTRIDGES**

Below is a complete list of the font cartridges currently available for the HP LaserJet family printers.

Product No.	Cartridge Name
92286A	Courier
92286B	TMS Proportional 1
92286C	International 1
92286D	Prestige Elite
92286E	Letter Gothic
92286F	TMS Proportional 2
92286G	Legal Elite
92286H	Legal Courier
92286J	Math Elite
92286K	Math TMS
92286L	Courier (Portrait and Landscape)
92286M	Prestige Elite (Portrait and Landscape)
92286N	Letter Gothic (Portrait and Landscape)
92286P	TMS Rmn (Portrait and Landscape)
92286Q	MEMO 1
92286R*	Presentations
92286T	TAX
92286U**	Forms P
92286V**	Forms L
92286W	3 of 9/OCR A
92286X	Bar Code
92286Y*	PC Courier

*New

**Recent price reduction

Order the HP LaserJet family printer font cartridges through Direct Marketing Division (DMK).

The HP LaserJet Printer Family Font Catalog is in the process of being revised and updated and will be on the shelves soon. This catalog is designed to help you select HP cartridge or "soft" fonts for use with the LaserJet family printers.

Printers

**PRINTER CHARACTER
SET KIT
DISCONTINUED**

On May 1, 1986, Hewlett-Packard will discontinue the HP 26761A character set for the HP 2563A/64B printers. In an effort to reduce field ordering confusion, the 26761A kit is being removed from the HP Price List and combined with the existing character set kit - HP 26761B.

The new HP 26761B replacement kit is on the HP Price List and can be ordered for use with any of the HP 256X printers.

Printers

**OPTION 500
REDEFINED FOR THE
HP 256X PRINTERS**

To provide users with greater flexibility in character set selection, Option 500 for the HP 2564B, 2566B, and 2567B printers has been redefined. For all HP 256XB printers, the line draw, math, and block character sets (Option 001) will no longer be included in Option 500. Without this change, it was necessary to unbundle Option 500 and order by line item if any other low-density character set (such as 009, 011, 012, or 013) was ordered. Only one low-density character set may be included in the printers.

To compensate for the deletion of Option 001, the price of Option 500 has been reduced on the HP 2564B printer. This provides the user a price break over ordering each option separately. The cost of Option 500 for the HP 2566B and HP 2567B remains the same and also represents a price break over ordering each option separately. All changes will appear on the May 1, 1986 HP Price List. The following table describes the composition of Option 500 for each of the HP 256X printers.

Option 500 - effective May 1, 1986

	HP 2564B	HP 2566B	HP 2567B
Options:			
High-density Roman 8 character sets	004	004	004
High-density Italics Roman 8	005	005	005
Three-pack ribbons	068	-	-
Sound-abatement cover	110	-	-
Passive paper stacker	-	115	115

Terminals

**DATA-ENTRY
KEYBOARD AVAILABLE
FOR THE HP 2394A**

Special Option K29 on the HP 2394A terminal features a data-entry keyboard layout similar to that of an IBM 029 keypunch. This option supports all of the features of a standard HP 2394A plus the following:

- New data-entry keyboard layout with numeric pad embedded in the main part of the keyboard.
- NUM and ALPHA shift keys.
- SKIP key in addition to both TAB and BACK TAB keys.
- LOCK key which has the effect of locking the NUM shift key in its down position.
- A new escape sequence which makes the functionality of the LOCK key available pragmatically.

Formerly available only on the HP 2622A and HP 2624B, Option K29 will aid users in a smooth transition from traditional data-entry systems using punched cards to new direct-entry methods. For information regarding value-added business data-entry software packages designed for the HP 3000 that take advantage of Option K29 features, contact your HP sales rep. The HP 2394A Option K29 is now orderable.

Terminals

1986 TERMINAL TRADE-IN PROGRAM

The 1986 Hewlett-Packard Terminal Trade-in Program, which is in effect in the US and Intercon from March 1 to August 31, 1986, has been extended to Europe beginning May 1 and ending October 31.

Here's the offer

Trade any terminal that you have — whether it is an HP or a non-HP unit — and get a trade-in allowance good towards any one of our HP 2390-Series terminals

Why trade your old terminal for a new one?

Besides receiving trade-in value for your old terminals, you conveniently update your system with the newest terminals from HP. You will be able to enjoy increased user and system performance from new features like 19,200 baud datacom rate, forms cache and edit checks on the HP 2394A, and state-of-the-art ergonomics. You'll also appreciate the increased reliability and lower maintenance costs associated with the 2390-Series terminals.

The HP Touch accessory makes our HP 2393A and 2397A graphics terminals especially attractive. Touch capability will allow you to write applications utilizing the intuitive ease afforded by this feature.

How do you receive your trade-in discounts?

Purchase your HP 2390-Series terminals under your present purchase agreement. When we receive your trade-in terminal, we send you a trade-in allowance which is discountable at your current rate. Contact your HP sales and service representative for all the details.

Supplies

DMK direct order phone numbers

DMK Fast Phones — the easy, direct way for you to order supplies, accessories, media, furniture, and software from HP's Direct Marketing Division.

Location	Telephone Number
Australia	(03) 895-2645 (03) 895-2615 (03) 895-2815 (03) 895-2861
Austria	(0222) 2500-615 (0222) 2500-616
Belgium/Luxembourg	(02) 762 32 00
Canada	
Toronto Local	416-671-8383
Ontario	1-800-387-3417
Quebec	1-800-387-3417
British Columbia	112-800-387-3154
Other Provinces	1-800-387-3154
Denmark	(02) 816640, ext. 258
Finland	(90) 887 2361
France	(1) 69 28 32 64 (1) 69 28 83 39
Greece	(01) 6726090
Italy	(02) 9236 9702
Middle East	
Athens	(01) 6828811
Norway	(02) 171180
South Africa	
Johannesburg	(011) 8025111
Cape Town	(021) 537954
Spain	(91) 6374013 (91) 6370011
Sweden	(08) 7502400 (08) 7502027 (08) 7502204
Switzerland	(057) 31 22 53 (057) 31 22 54 (057) 31 22 59
The Netherlands	(020) 547 6606
United Kingdom	(0734) 697201
United States	800-538-8787
Alaska, California, and Hawaii	408-738-4133
West Germany	(0130) 3322

SOFTWARE PACKAGES
AVAILABLE AND WANTED

If you have a software package available for cross-licensing, or you are looking for a package to cross-license, this section will help you. Your entry will appear for two months; the most recent additions are shaded. To list your company in the Cross-Licensing Classified (at no charge), see the address at the end of this section.

Industry: *Cross industry – real-time graphics*

Abstract: ACE/TREND maintains a circular history of real-time data for immediate "strip chart" display on color graphics terminals. ACE/TREND is used anytime the operator needs fast graphic access to the recent history of his process. ACE/TREND includes a menu-driven configurator, a data collector, and a display module. Trend display pages can include from 1-to-10 variables with time scales from 3 minutes to 32 hours. Trends are automatically refreshed as new data is collected.

ACE/TREND is specifically designed for easy integration into real-time applications. The run-time modules are small and efficient, utilizing an absolute minimum of system resources. ACE/TREND will interface to any real-time data system and supports multiple display devices.

Company Name: Industrial Systems, Inc.

Address: 18720 142nd Avenue N.E.
Woodinville, WA 98072
USA

Phone: 206-481-6325

Contact Person: Wayne D. Martin, VP

Type of Distributor Wanted: HP 1000 real-time system supplier/integrator

Geographic Coverage: Worldwide

Industry: *Engineering design*

Abstract: FMECA performs failure modes, effect, and criticality analysis in accordance with US-MIL-STD-1629A Task 101. It specifically analyzes the effectiveness of test methods (e.g. built-in test), and performs a hazard analysis. Features include multi-phase system operation, and analysis of local and system failure effects. Outputs present failure modes and functions ranked by contribution to system criticality, testability analysis, and ranked safety/critical failure modes. All analyses include histogram presentation for output to HP plotters.

Company Name: British Aerospace PLC

Address: P.O. Box 19
Six Hills Way
Stevenage
Hertfordshire
England SG1 2DA

Phone: (0) 438-312422 Ext. 3316

Contact Person: Patrick D.T. O'Connor, Reliability/maintainability manager

Type of Distributor Wanted: HP 9000 Series 200/300 users

Geographic Coverage: Worldwide

Industry: *Electronic engineering*

Abstract: RELPRED performs reliability prediction of electronic systems in accordance with the stress analysis method of US MIL-HDBK-217 (latest issue). It is easy to use, menu driven, and includes all tables and calculations necessary. It includes facilities for global parameter changes for temperature and environment, thus enabling rapid reevaluation without the need to edit the input data. Both tabular and graphic outputs are provided (the latter to HP plotters).

Company Name: N. O'Connor

Address: 62 Whitney Drive
Stevenage
Hertfordshire
England SG1 2DA

Contact Person: Niall O'Connor

Type of Distributor Wanted: HP 9000 Series 200/300 users

Geographic Coverage: Worldwide

Industry: *Cross industry – Technical graphics*

Abstract: DRAFTER combines figure-drafting and graph-plotting features into one powerful program. DRAFTER is interactive, easy to use, and very attractively priced. Available for HP 9000 Series 200, 300, and 500 computers. Useful for graphics (including polynomial and spline fits), report figures, overhead transparencies, flow charts, forms, labels, and more. Libraries of figures can be created, stored, and combined; includes barcharts, figures drawn on screen using crosshair, and figures, text and graphs can be combined, also.

Company Name: RE/SPEC Ltd.

Address: Suite 5, 4616 Valiant Drive, N.W.
Calgary, Alberta T3A 0X9
Canada

Phone: (408) 288-7820

Contact Person: Hans Tammemagi

Type of Distributor Wanted: Open

Geographic Coverage: Worldwide

Industry: *Cross industry – drafting*

Abstract: QUADRO is a leading, low-cost, high-performance 2D drafting system which runs on HP 9000 Series 200 and 300 micro-computers. It includes a full range of facilities for drawing production, editing, module and component handling, and file management. QUADRO is menu-driven and easy to use, with on-line help and status displays. The system supports a wide range of plotters (A4 to A0) as well as digitizer, mouse, and other input devices. Parametric drafting facilities are available as an optional extension to QUADRO.

Whatever the applications, QUADRO provides a fast, flexible, and efficient method of producing drawings to the highest engineering standards.

Company Name: Perrin Systems Ltd.

Address: 45 Dodworth Road
Barnsley
S70 6DY
United Kingdom

Phone: (U.K.) 226 204146

Contact Person: Colin Perrin

Type of Distributor Wanted: Open

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