

Information Systems & Manufacturing News

Information for HP sales reps selling MIS, office automation, and manufacturing solutions □ March 1, 1986



**The New HP 3000 Family:
Solutions for Today,
Foundations for The Future**

- New High End Systems
- Next Generation Architecture
- Leading Edge System Software
- Smooth Migration Path

Information Systems & Manufacturing News

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

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On the Cover

On February 25, 1986, HP introduced a significantly expanded HP 3000 family of products. Built with technology designed to be our foundation through the 1990s and beyond, these products significantly enhance HP 3000 performance, compatibility, expandability, and ease of use.

MARKETING & INTERNATIONAL SECTOR

US Field Operations
Europe/Africa Operations
Intercontinental Operations

Worldwide Major Accounts Program
SMO Federal Marketing Operation
DMK Direct Marketing Division
TPM Third-Party Marketing
Customer Support
ASD Application Support Division
PRSD Product Support Division
FRD Finance and Remarketing Division
Corporate Marketing Communications

INFORMATION SYSTEMS & NETWORKS SECTOR

Information Systems Group (ISG)

CSY Computer Systems Division
OSP OFFICE SYSTEMS PROGRAM
OSD Office Systems Division
OPD Office Productivity Division
PSD Personal Software Division
SGD Böblingen General Systems Division
GCO Guadalajara Computer Operation

Personal Computer Group (PCG)

RTE Roseville Terminals Division
FPR Puerto Rico Operation
PCD Portable Computer Division
BPC Brazil Operation
HCO Handheld Computer & Calculator Operation
GPCD Grenoble Personal Computer Division
POC Personal Office Computer Division
MCP Microcomputadoras HP
PCS Singapore Operation
PCDO Personal Computer Distribution Operation

Peripherals Group (PG)

GLD Greeley Division
CPB Computer Peripherals Bristol Division
GTO Greeley Tape Operation
DMD Disc Memory Division
BOI Boise Division
YCD Vancouver Division
YCO Ink-Jet Components Operation
SDO San Diego Division
BPO Barcelona Peripherals Operation

Information Networks Group (ING)

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

Information Technology Group (ITG)

FEI Fort Collins IC Division
HC Information Hardware Operation
ISO Information Software Operation
ESO Entry Systems Operation

Integrated Circuit Group (ICG)

CTI Cupertino IC Division
ND Northwest IC Division
SO Singapore IC Operation
ICD Integrated Circuits Division

MANUFACTURING, MEDICAL & ANALYTICAL SYSTEMS SECTOR

Manufacturing Systems Group (MSG)

DSD Data Systems Division
AMSO Advanced Manufacturing Systems Operation
MPD Manufacturing Productivity Division
LO Loveland Instrument Division
PAO Panacom Automation Operation
MID Manufacturing Test Division
LMISO Lyon Manufacturing Systems Operation

Analytical Group

AVD Avondale Division
SD Scientific Instruments Division
WAD Waldbronn Division
HPC HP Geneschem

Medical Group (MED)

AND Andover Division
BMD Böblingen Medical Division
MCM McMinnville Division
WAL Waltham Division
MSC Medical Supplies Center

Corporate Manufacturing

PCPD Printed Circuit Division

COMPONENTS, MEASUREMENT & DESIGN SECTOR

Microwave and Communications Group (MCG)

SPD Stanford Park Division
NMD Network Measurements Division
SAD Signal Analysis Division
SPK Spokane Division
CTI Colorado Telecom Division
QTE Queensferry Telecom Division
MATE Microwave Technology Division
GMV Queensferry Microwave Operation

Electronic Instruments Group (EIG)

NJ New Jersey Division
SCC Santa Clara Division
BO Böblingen Instrument Division
YH YHP Instrument Division
YCO YHP Computer Operation
COL Colorado Springs Division
ISL Instrument Systems Labs

Design Systems Group (DSG)

WORKSTATION/TECHNICAL COMPUTING
FSD Fort Collins Systems Division
CWO Corvallis Workstation Operation
BCD Böblingen Computer Division
ELECTRICAL ENGINEERING
LSD Logic Systems Division
LDO Logic Design Operation
FEO Fort Collins Engineering Operation
SLCO Salt Lake City Operation
MECHANICAL ENGINEERING
LSD Lake Stevens Instrument Division
BEO Böblingen Engineering Operation
TSC Technical Software Center

Components Group

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

Corporate Engineering

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.



John A. Young
President and
Chief Executive Officer

The Spectrum program's engineering achievement: HP Precision Architecture

With the recent introduction of the first products of the Spectrum program, HP has unveiled an innovative, new computer architecture that will serve as the foundation for our computer-development efforts for many years to come.

by John A. Young

The following article is reprinted from the March/April 1986 issue of *HP Computer Advances* — a bimonthly publication for HP customers and prospects.

Several years ago HP Laboratories was charged with developing an architecture for our computers that could unify the broad range of HP's product types, sizes, and application areas. I am pleased to announce the success of this program and the introduction of our first products based on this new architecture.

We call it HP Precision Architecture, because that's precisely what it is. It's an engineered architecture based on the extensive measurements we did to evaluate the utility of each feature. It was designed from the beginning to make significant contributions in price/performance, range of application, and compatibility with current systems.

HP Precision Architecture will be at the heart of all our major product lines — the HP 3000 business computers, HP 9000 engineering computers, and HP 1000 real-time "automation engines." One of our key goals was to ensure ease of migration from our current systems to those in our new family, which is why our new products will fit comfortably into the growth plans of our installed base of customers.

HP improves upon reduced-instruction-set-computer technology

In developing HP Precision Architecture we kept the design simple, using many of the concepts popularly known by the acronym RISC, for reduced-instruction-set computer. However, HP Precision Architecture goes well beyond RISC. It is the combination of many advances (including those of RISC technology) that ultimately provides the advantages of our new architecture. (See Special Report on page 6.)

Making integrated information management possible

HP Precision Architecture is a scalable architecture, which means that it can be applied to everything from desktop to mainframe-class machines and across all major

applications, both commercial and technical. Going with a single, scalable architecture for all our computers is HP's response to the fundamental concerns of our customers.

You need compatibility and the ability to exchange information over networks. You need to access and use information from anywhere in your organization — an elusive ability we call "integrated information management." You also require lasting value in your computer purchases. That means compatibility among systems and a clearly-defined growth path that protects your sizable investments in software.

After a great deal of thought about your concerns, one thing became clear to us: The ability to offer a range of computing products, scalable in size and across a wide variety of applications — all based on a single, innovative architecture — would greatly reduce the technological barriers to integrated information management and enhance the lasting value of our customers' systems. That's what HP Precision Architecture makes possible.

We could have settled for something less ambitious. We could have taken a quicker path to the marketplace. Instead we've chosen to rethink our basic assumptions about computing and listen to what people want.

A new foundation for HP's computers

The ultimate significance of the Spectrum program for our customers is that we can bring truly integrated information management closer to reality with our new, unified foundation for HP computing products. And over the coming months and years, we'll have the capability of building a breadth of compatible system solutions — from desktop to mainframe-class machines — on this foundation.

Our announcement of a new generation of HP computers based on HP Precision Architecture, in the broadest sense, reflects the changing nature of computing itself. It is a statement that HP, with the guidance of our customers, has developed a clear-cut strategy to resolve the nagging concerns of corporate managers about long-term return on computer investments. We're proud to present this strategy and the technological foundation that will support it for many years to come.



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THIRD PARTY PROGRAM

Computer Focus renamed and redesigned

Tracy Wester/Corporate Marcom

Computer Focus has been renamed and redesigned. The "new" publication — *HP Channels* — will premiere in March, introducing the first products of the Spectrum program. The primary objective of this change is to help strengthen HP's relationship with our value-added businesses. At this time, the material in *HP Channels* will remain the same as in *Computer Focus* in the past, but the articles will no longer be taken directly from *Computer News* (which has been renamed *Information Systems & Manufacturing News*). The articles will be written and edited specifically for HP's value-added businesses and will include application information about the products.

Unlike *Computer Focus*, which was produced in "International" and "US Only" editions, *HP Channels* will have only one version. Product prices will not be included in the articles; however, copies of *HP Channels* distributed in the US will contain a four-page insert listing prices for the products discussed in the issue and the usual monthly price changes.

If you are not yet on the distribution list for *HP Channels*, and would like to be, send me the following information on HPDesk:

- Your name (last, first)
- Employee number
- Division/group/office name
- COMSYS number
- Building number
- Job code
- Sales force
- Job title
- Manager's name (last, first)
- Manager's employee number

If you have new customers to add to the distribution for *HP Channels*, please send the following information on HPDesk:

- Company name
- Address
- City, state, zip
- Phone number
- OEM/ISV contract number
- Contact names and titles
- HP sales rep for account
- Sales rep's employee number

If you have any questions or comments about *HP Channels*, please contact Tracy Wester, telephone number (415 or TELNET) 857-8973, HPDesk node HP0000/53.

MAJOR ACCOUNTS PROGRAM

HP 3000 wins basic X.25 DDN certification

Dennis King/IND

The director of the Defense Communications Agency (DCA) initiated a study in September 1981, to access the capabilities of the Automatic Network II, and to evaluate a plan for an alternative that could be used instead. The purpose of the study was to describe a survivable common-user data-communications system. In April 1982, the DoD terminated Automatic Network II, and directed that the DDN be implemented as the DoD common-user data-communication network. On the basis of that decision, guidance from the Secretary of Defense now states:

"All DoD ADP systems and data networks requiring data-communications services will be provided long-haul and area communications, interconnectivity and the capability of interoperability by the DDN. All existing systems, systems being upgraded and expanded, and all new ADP systems or data networks will become DDN subscribers. All such systems must be registered in the DDN User Requirements Data Base (URDB). Once registered in the URDB, requests by a Service (e.g., Air Force or Navy) or Agency for an exception to this policy shall be made to the Under Secretary of the Defense for CCCI."

The purpose of the DDN is to meet the rapidly expanding data communications requirements of the Department of Defense. Packet switching technology developed for the Advanced Research Projects Agency Network (ARPANET) enables the DDN to achieve this purpose with a high degree of economy and performance. The DDN protocol suite provides a set of interoperable subscriber services. Since the DDN subscriber community is vast, with an accompanying set of unique requirements, waiver procedures were established to permit subscribers to utilize the DDN even though they may not have implemented all of the required DoD protocol connections at the time. The waiver policy originally established has become more and more restrictive for new

systems coming onto the DDN, and for existing systems that have a need to relocate, thus making certification a major issue for operating on the DDN.

In order to meet the current demand for system to system communication over the DDN, HP has worked with the DCA to become certified for HP 3000-to-HP 3000 communication on the DDN. HP's current X.25 product (P/N 32187A) was tested and passed certification at ISO levels 2 and 3. This certification, effective as of January 10, 1986, will only permit HP 3000s to communicate with each other on the DDN. HP recognizes that interoperability is important, and the feasibility of providing the features and functionality required to accomplish this is being investigated. While interoperability on the DDN is not yet possible for the HP, the X.25 certification represents a major first step in HP's ability and desire to accommodate the government marketplace.

The certification tests conducted at Information Networks Division (IND) on December 17, 1985, represented a cooperative effort between the IND Datacom Lab, the Network Marketing Center (NMC) Project Center, the Rockville, Maryland, Project Center, the DCA, and the US Navy. The culmination of many months' work resulted in the successful testing of HP's current X.25 product at levels 2 and 3. This certified version is now available and ready for distribution on the T-Delta-1 patch tape through NMC On-Line Support. In addition, software products that were previously supported over X.25 will be supported over the DDN Basic X.25 version.

Clarification of Cupertino customer visit guidelines

Dick Knudtsen/Major Accounts Marketing

Each of you will soon be receiving a new handbook, *Guidelines for Cupertino Customer Visits*. I would like to take this opportunity to clarify some questions regarding the customer-visit process and the use of the Customer Visit Worksheet.

Our goal is to ensure that each customer's visit to Cupertino, California, is the most effective interchange between HP and your customer that it can be. A well-organized meeting that addresses the real issues of concern to your account will be effective in reaching objectives, building mutually-beneficial relationships, and closing business. The purpose of the Customer Visit Worksheet is to help you plan the visit and to provide the information essential to HP management in preparing to meet with your account.

Questions and answers

I'd like to address some questions that might arise:

In the past, I've called my Information Systems Group (ISG), Manufacturing Systems Group (MSG) or Personal Computer Group (PCG) Sales Center contact in Cupertino to set up a customer visit. Now who do I call?

The primary responsibility for customer visits has shifted from several different groups to one centralized team focused on organizing the most effective customer visit possible for you and your account. You should work directly with this team for setting up customer visits.

Continue to utilize your Information Systems Group (ISG), Personal Computer Group (PCG), or Manufacturing Systems Group (MSG) Sales Center contacts for sales and business development and you will likely want to discuss and prequalify customer visits through them. This will be particularly true if you're already involved in a product-related issue with your account and discussing tactics with your contact in either of the sales centers.

Upon notification of your request for a customer visit, a member of the Corporate Sales Center staff will be assigned immediately to begin working with you to organize the visit. They will host the visit as well as ensure that a follow-up is acted upon.

A confirmed visit date and allocation of HP management resources to your customer visit will be made after receiving a completed copy of the Customer Visit Worksheet contained in the *Sales Representative's Customer Visit Handbook* or a completed electronic-mail version which is being sent to all district managers. This should be received by the Corporate Sales Center five weeks in advance of the requested visit date.

Why do I need to fill out such a long form when my sales center contact already knows about my account?

It's true that for some accounts with a frequent visit history and the same sales center support person for a number of years it has been possible to initiate a visit over the telephone.

However, it has also been necessary to discuss objectives, and any changes in account situations since the last visit. This often required extensive telephone calls, frequently obstructed by telephone tag. This customer visit form is designed to minimize the time you need to spend on the telephone with the visit host and in preparing all of the speakers for your visit. It provides everyone with a common set of basic information.

By having a common document with which you, the visit host, and the presenters are familiar during the pre-visit conferences, you should be able to focus on discussing the real issues and solutions you require for your customer visit. In addition, the information you provide

becomes a valuable resource for representing your account with HP management, not only for visits but in other account activity.

Sometimes my customer's schedule prevents me from providing you with a five-week lead time on customer visits — what then?

In order to ensure that your account's and your objectives are met, effective preplanning for the customer visit is essential. The majority of the nearly 1,000 annual visits to Cupertino are being organized with two to three months' advance notification in order to plan the appropriate level of product management and HP management participation as well as schedule limited conference space.

We expect there to be some exceptions where you are unable, for extenuating circumstances, to provide us with a five-week lead time. When this occurs, do your best to notify us as soon as you know that your account wants to visit Cupertino, *but do not commit your account to the visit date requested.* Depending upon the availability of conference space and HP management, we'll try to accommodate your visit on a case-by-case basis.

I'm sure, with a solid account business relationship, your account's management team will appreciate the importance of good advance planning to ensure adequate preparation for a successful meeting on issues of importance to them.

Where and how do I send the Customer Visit Worksheet?

The Customer Visit Worksheet is available in both hard-copy (copy the pages in your handbook) and electronic-mail versions. The form must be typewritten or an HPDesk message. It can be sent via any one of several ways: HPDesk, Panafax, COMSYS, mail, or courier service.

<i>Mailing address:</i>	
Corporate Sales Center	HPDesk: HPVISIT/HP6650/25
19420 Homestead Road	Telephone: 408-725-8111
Cupertino, California 95014	Telex: 910-338-0221
Building 48S, Mailstop 48SG	Panafax: 408-255-3075
	COMSYS: 6650

As a new team dedicated to assisting you in the sales process for your account, we will be working very closely with the ISG/PCG and MSG Sales Centers to ensure that no balls are dropped and that each customer visit to Cupertino is facilitated with minimum difficulty and optimum sales impact.

If you have any questions you can contact one of the Corporate Sales Center managers by direct dial (408-725-8111) or TELNET (125-extension): Janet Beyers (2512), Lyndell Lewis (2976) or Gary Sharon (4458).

CUSTOMER SUPPORT

Introducing revised Software Support Credit Program for additional systems

Amy Ting/PRSD

For the US and Europe only

The Software Support Credit Program for Additional Systems offers your high-volume computer and instrument customers an attractive price credit on their software support contracts. It offers HP an exciting system selling tool.

Under the Credit Program, qualifying computer and instrument customers can decrease their software support costs for add-on systems. Savings can range from 15 to 50 percent. Thus, *the Credit Program can provide the encouragement customers need to cost justify additional system purchases.*

The revised program is effective March 15, 1986, in the US and Europe and will be introduced in Intercon countries shortly. Program highlights are summarized below:

- Customers must have at least 16 systems supported through one central system in a single country to qualify. All software support services must be on a single purchase order.
- Credits are provided on four support service products:
 - Additional System Coverage (+ V00)
 - Extended Category Support (+ V00)
 - Extended Family Support (+ V00)
 - Extended Software Materials Subscription (+ W00)
- The following support services do *not* qualify for a credit because HP does not experience substantial savings in delivering these services to high-volume customers:
 - Media options ordered on additional systems (+ VXX/ + WXX)
 - Manual Update Service (+ Q00)
 - Software Notification Service (+ N00)
 - Additional Response Center Caller (+ P00)
 - Category or Family ordered on an Additional System because the software is not on the central system (+ C00, + T00, + H00).
- The credit percentage is determined by the number of additional operating systems supported through one central system.
- Credit percentages are determined once a year during the annual contract renewal process. All new additional

systems or software added to support during the year receive the credit percentage determined at the beginning of the contract period.

- When determining the credit percentage for the coming year, customers close to a new credit level are given special consideration. If the customer is expected to qualify for a higher level during the year, Area/Country support management may approve the higher credit percentage.

A Field Training Manual (P/N 5958-7347) containing program specifics is being distributed to all sales and support district managers. Contact your local district manager for additional details on the Credit Program. Don't miss this opportunity to clinch new add-on system sales for HP.

\$500 off 97930XP upgrade kits

Margo Clausen/DMD

Do your customers need better performance on an HP 3000? Have you determined that the new controller cache on the HP 7933H and 7935H disc drives is a solution?

Through June 30, 1986, your customers can get \$500 off each 97930XP upgrade kit when they order three or more. This special introductory offer is only good until June 30, 1986, so urge your customers to act now.

Although all items on the promotional order must have the same destination and shipping date, the kits may be installed on any supported system desired. For ordering instructions see your latest Megabytes Plus mailing, or call your local Sales Response Center.

SPECIAL OFFERS

Correction

In the February 1 issue of *Computer News*, in the article entitled "What if . . . HP offered its powerful Vectra PC and money back?" there was an omission in the box describing the minimum configuration requirements for this special trade-in offer. The box is reprinted below with the omitted information in italics.

Minimum Vectra PC purchase	Minimum IBM/Compaq return	Rebate
Any CPU, monitor, an additional disc drive, video card, DOS, PC kit or one Vectra Office	Any CPU, monitor, two (2) flexible disc drives, 128 Kbytes of RAM, video card, power cord, cables, keyboard, and operating system	\$ 700*
	Any CPU, monitor, one (1) flexible disc drive, <i>one (1) hard disc drive</i> , 128 Kbytes of RAM, video card, power cord, cables, keyboard, and operating system	1,000*

"Three, Four or More" sale on HP 7933XP, 7935XP, 7933H, and 7935H disc drives

Gary Vogelsberg/DMD

With the introduction of the HP 7933XP and the HP 7935XP, a new bundle is being introduced to replace the old HP 7933G and 7935G programs (see "HP 7933G/7935G program discontinued.")

From March 1 through August 31, 1986, when a customer orders any combination of three or more HP 7933XP, 7935XP, 7933H, and 7935H disc drives, a discount of \$4,465 will be given on each drive. This new program will offer a number of advantages to the customer over the old "G" programs:

- *More products* — The new HP 7933XP and 7935XP disc drives with controller cache are available on the program.
- *Mixing of products* — The new bundle allows customers to mix HP 7933XPs, 7935XPs, 7933Hs, and 7935Hs on the same order and still get the bundled price. This was not possible with the old "G" program.
- *Flexibility* — The old program forced customers to buy in increments of three in order to get "G" pricing. With the new bundle, the fourth or fifth drive receives the same discount as the first three drives.
- *Pricing* — The new discount on an HP 7935H represents a significant price break: \$4,465 per drive as compared to the \$3,500 discount per drive on the old HP 7935G.

continued on next page

For more information on the promotion, refer to the Megabytes Plus promotion packet that was sent to you in mid-February. If you have not received your packet, please call your local Sales Response Center.

HP 7933G/7935G programs discontinued

Gary Vogelsberg/DMD

Effective March 1, 1986, the HP 7933G and 7935G programs will be discontinued. Orders can be placed for valid quotes by doing a HEART override.

In place of the old HP 7933G and 7935G programs, Disc Memory Division (DMD) is now offering the more flexible "Three, Four or More" sale. The new promotion will be available through August 31, 1986. See the "Three, Four or More" sale article for details.

1986 Terminal Trade-in Program begins

Ron Sandretti/RTD

For the US and Intercon only

Every terminal in your customer's accounts may be worth up to \$500 or more in our 1986 Terminal Trade-in Program.

All your customer has to do is trade in *any* terminal, HP or non-HP, to get a trade-in allowance good towards the purchase of *any* of our HP 2390-series terminals.

Here's the offer

- Save up to \$300 on the purchase of an HP 2392A display terminal.
- Save up to \$500 on the purchase of any of our high-performance terminals: the HP 2394A data-entry terminal, the HP 2393A monochrome graphics terminal, or the HP 2397A color graphics terminal.
- Receive a free touchscreen accessory (HP 35723A) with every graphics terminal purchased under the 1986 Terminal Trade-in Program.
- This offer is effective March 1, 1986 through August 31, 1986, for all US and Intercon regions.

Why would your customers want to trade-in their old terminals?

Besides receiving trade-in value for their old terminals, customers will be able to conveniently update their systems with the newest terminals from HP. This means that they can standardize on HP's new form factor and keyboard. And they will be able to enjoy increased user and system performance from new features like 19200 baud datacom rate, forms cache and edit checks on the HP 2394A, and state-of-the-art ergonomics. Your customers will also appreciate the increased reliability and lower maintenance costs associated with the HP 2390-series terminals.

With a \$500 discount on our graphics terminals — and the added benefit of a free touchscreen accessory — your customers can upgrade to a graphics terminal *for about the same price as our alphanumeric-only terminals*.

Furthermore, the HP Touch accessory makes our HP 2393A and 2397A graphics terminals especially attractive to both HP and DEC OEMs. It has been included with our graphics terminals to encourage your OEMs to write applications with the intuitive ease of use and benefits of touch.

How do your customers receive their trade-in discounts?

Customers purchase their HP 2390-series terminal under their present purchase agreement. When we receive their trade-in terminal, we will send them a trade-in allowance which is discountable at their current rate. The discountable trade-in allowance for each of the HP 2390-series products is as follows:

Terminal purchased	Discount trade-in allowance
HP 2392A display terminal	\$300
HP 2394A data-entry terminal	500
HP 2393A monochrome graphics terminal	500 plus free HP Touch
HP 2397A color graphics terminal	500 plus free HP Touch

Below is an example of how the trade-in discount allowance works.

	Customer with no discount	Customer with 24% discount
HP 2393A list price:	\$2,095	\$2,095
Customer's trade discount:	<u>— 0</u>	<u>— 503</u>
HP 2393A discounted price:	\$2,095	\$1,592
Discountable trade-in allowance:	<u>— 500</u>	<u>— 380</u>
Net price after allowance:	\$1,595**	\$1,212**

** Includes a free touchscreen accessory (HP 35723A)

Rules of the program

The promotion is effective March 1 through August 31, 1986, for all US and Intercon regions.

Under this program all HP terminal models and all terminal models made by other manufacturers qualify as trade-in units. Your customers will need to follow the procedures below to receive their trade-in allowance.

- 1) *Customer issues a purchase order:* When your customer wants to participate in the program, they should give you a purchase order that contains one HP 2392A, 2394A, 2393A, or 2397A for each terminal to be returned. The purchase order should also contain:
 - The model number and serial number of each returned terminal.
 - A notation indicating which HP 2390-series product each returned terminal should be applied to (this applies to orders that contain multiple HP 2390 models).
 - The name and address of a customer contact (the person who will return the trade-in units). Note: The order cannot be coded as a no-partial order or a coordinated delivery.
- 2) *Have your O/P person contact:* Roseville Terminals Division (RTD) O/P for HP 2392A, 2393A, and 2397A orders; HP Puerto Rico (HPPR) O/P for HP 2394A orders.

- 3) *NOR number issued:* RTD O/P or HPPR O/P will issue an NOR (notice of return) number for each terminal to be returned.
- 4) *Field O/P transmits order(s):* A separate order number should be used to order terminals in each HP 2390-series model number (one HP 2390 model type per order number). Separate orders will insure that your customer receives the proper allowance for the units they return. For complete ordering information please refer to the O/P field documentation on file with your office O/P staff.
- 5) *Orders are shipped:* When the order is received, RTD or HPPR will ship the HP 2390-series terminals on the acknowledged date and bill your customer.
- 6) *Customer returns trade-in terminals:* When the customer receives a new HP terminal, the customer should box up the old trade-in terminal (typically the customer can use the HP 2390-series box), write the NOR number on the side of the box, and ship the return to RTD for the US or to your local sales office for all Intercon regions. The shipping address for RTD is: Roseville Terminals Division, 8020 Foothills Boulevard, Roseville, CA 95678.
 Note: If the customer does not write the NOR number on the side of the box or on the packing slip, he or she will not receive the trade-in allowance.
- 7) *Allowance issued:* When RTD receives the trade-in unit, the NOR number will be verified and the associated M55 allowance will be processed. In Intercon regions, the local sales office will need to generate a message confirming the receipt of the trade-in units. The message must contain the order number, the NOR number, and the quantity and serial numbers of the units returned. RTD or HPPR will process the M55 allowance upon receipt of this message. Please note the customer has *four weeks* to return the trade-in unit. After four weeks your sales office will be requested to delete the M55 trade-in allowance.



SPECTRUM PROGRAM

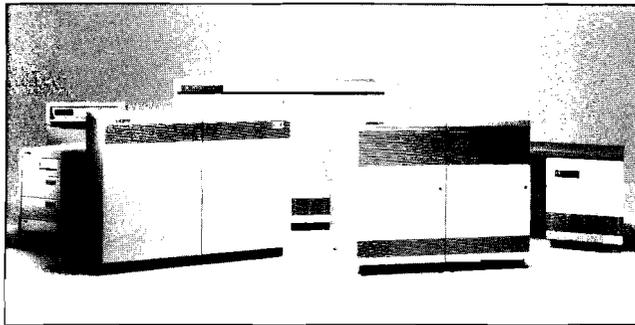
Systems

The powerful new HP 3000 family

Sunil Bhandarkar/CSY

Computer Systems Division (CSY) introduces three new high-performance HP 3000s — the Series 70, the Series 930, and the Series 950.

The 4.5-MIPS Series 930 and 6.7-MIPS Series 950 are the first computers to be introduced from the Spectrum program. These high-performance, RISC-based systems greatly expand the HP 3000 product line and provide a strong growth path for existing systems.



The new HP 3000 Series 70, 930, and 950 expand the performance range of the HP business-computer family. Series 950 is left foreground; Series 930, right foreground; Series 70, center background. Other HP 3000 computers are Series 37, far left; Series 58, far right; and Series 42, left background.

In commercial applications, the Series 930 offers twice the system throughput of the Series 68, and the Series 950 offers three times the system throughput of the Series 68, without a comparable increase in cost. As a result, the Series 930 and 950 systems achieve price/performance levels unprecedented in the industry. *The Series 930 delivers the performance of the IBM 4381 Model Group 2 at 1/3 the price.*

Also available is an enhanced version of the Series 68 — the Series 70. The Series 70 provides a timely 20-to-35 percent performance improvement over the Series 68 at a 20 percent lower cost. The accelerated I/O capability of the new HP 7933XP/35XP disc drive complements the faster Series 70 CPU to provide further performance improvements. The Series 70 is available as a convenient field upgrade for Series 68s and 64s.

System level solutions

The objective of the Spectrum program is to provide customers with industry-leading solutions at the systems level. As a result, in addition to the new SPUs, the following new products are available to complement the capability of the 900 Series:

- MPE XL Operating System
- ALLBASE Database Management System
- Optimizing Compilers
- Distributed Terminal Controllers
- AdvanceNet networking with SNA Server

MPE XL, the new version of the MPE operating system, provides advanced data-processing capabilities for the Series 930 and 950 and full MPE V compatibility. MPE XL retains the best characteristics of MPE V/E while increasing performance, capacity, availability, reliability, functionality, and ease of use.

MPE XL offers comprehensive compatibility with MPE V software by providing compatibility in five areas: at the object-code level, at the source-code level, for network interfaces, for operations, and for databases. Programs can be moved to the Series 930 and 950 systems using a simple STORE/RESTORE. Through source-code recompilation, high-level language programs can access the full power of the Series 930 and 950 hardware.

ALLBASE, the new dual-interface database management system, positions HP at the forefront of database technology. ALLBASE has the ability to access information using a relational or a network model — a capability not offered by any of our competitors. This will provide Series 930 and 950 customers with unparalleled flexibility in designing their applications for performance, functionality, and ease of use.

COBOL II, HP Pascal, and FORTRAN 77 optimizing compilers work with the RISC-based HP Precision Architecture to generate very efficient object code. These intelligent compilation systems ensure that the resources of the hardware are optimally utilized by customer programs, resulting in increased performance.

Terminals are connected to an HP 3000 Series 930 or 950 systems via Distributed Terminal Controllers (DTA) on Local-Area Networks (LAN). The LAN/DTC solution offers a flexible, lower-cost alternative that permits smooth growth from a single system to a multisystem installation.

With HP AdvanceNet LAN services and links, the new systems fit seamlessly into existing networks of HP 3000 and IBM systems. Users on Series 930 and 950 systems can access files, databases and applications located on other HP 3000 systems connected to a LAN. They can also use the communications capabilities of these systems to access IBM and remote HP 3000 systems.

The SNA Server Access product allows multiple HP 3000 Series 930 or 950 systems and Series 37-70 systems on the LAN to transparently access SNA networks through a single Series 37-70 designated as a server. This reduces communications costs by eliminating the need to have direct connections between the IBM system and each HP 3000 in the network.

Other information-management products

In addition to the Series 930 and 950 products, four other new products add to the rich information management environment available for the HP 3000 family:

- **HPSQL** — Relational Database Management System for MPE V applications that require the increased productivity and flexibility of a relational model.
- **System Dictionary** — the new flexible, extensible, and powerful dictionary standard for all HP 3000s.
- **Business Report Writer** — an easy-to-use, high-performance report writer for complex reporting needs.
- **DBchange** — provides restructuring capability for TurboIMAGE databases.

System pricing and promotions

The Series 930 can be ordered either as a hardware SPU or a pre-configured system which includes FOS, ALLBASE/XL, and System Dictionary. The pre-configured SPU option will meet the needs of most customers and offers better value. More specific pricing for the Series 950 will be available at a later date.

P/N	Description	US list price
32471A	HP 3000 Series 70 with 8-Mbyte memory	\$150,000
30444B	Series 68B/C to Series 70 Field Upgrade	30,000
32480A	HP 3000 Series 930 Preconfigured System <i>Hardware:</i> Series 930 SPU, 16-Mbyte main memory, 2 CIBs, 1 LANIC with Thick and Thin LAN MAU and AUI, 2 HP-IB Channels. <i>FOS:</i> MPE XL, HP 3000 Compatibility Mode, TurboIMAGE/V, QUERY/V, KSAM/V, STORE/RESTORE, DEBUG/V, NM/CM Debug, migration utilities. <i>Additional software:</i> ALLBASE/XL, System Dictionary/XL. <i>Support:</i> Installation, hardware manual set, software manual set, Support Link II modem.	225,000
-----	HP 3000 Series 950 Preconfigured System	300,000 to 350,000

Special pricing and promotions have been structured to help you sell Series 70s in 1986 and smoothly migrate your customers to the Series 930.

For a four-month period, the Series 70 field upgrade price has been reduced to \$24,000. Moreover, customers purchasing the field upgrade at this price get a 100 percent effective return credit when they upgrade to the Series 930. Customers that pay the normal price of \$30,000 get an 80 percent credit when they upgrade.

Also, customers purchasing a new Series 70 receive 80 percent of their investment back in return credits when they upgrade to the Series 930. This is equivalent to renting a Series 70 at a price normally paid for a Series 58-class system.

For Series 68 or Series 70 customers upgrading to the Series 930 a Special Return Program is available. This program facilitates keeping the Series 68/70 for an extended period of time after receiving the Series 930. In this way customers can phase the migration of their applications and operations to the 900 Series.

An unbeatable family

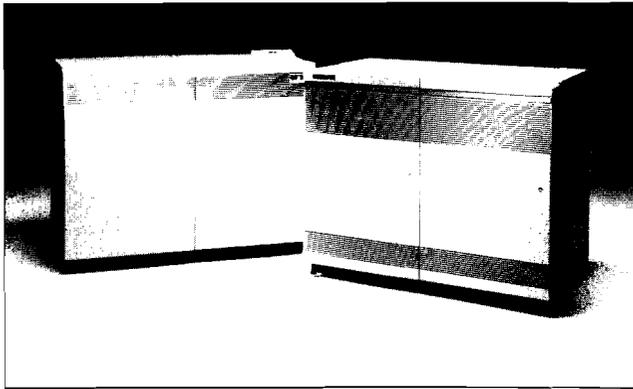
The large array of innovative new products will put you in a clear leadership position in competitive situations. The HP 3000 Series 930 and 950 systems underscore HP's commitment to providing long term solutions for your customer's evolving information-processing needs. At the same time, the Series 70 provides extremely cost-effective incremental performance for customers today. Combined with our new software offerings, the HP 3000 family is the winner both today and tomorrow.

The new HP 3000 Series 930 and 950: offering large-system power and small-system ease of use

Sunil Bhandarkar/CSY

The HP 3000 Series 930 and Series 950 are the first HP 3000 systems to utilize the RISC-based HP Precision Architecture. This next generation technology allows the Series 930 and 950 to deliver mainframe-level performance while maintaining the costs, environmental requirements, and size of much smaller systems.

continued on next page



The HP 3000 Series 930 (right) and 950 (left) are the first two systems of the HP 3000 family to implement HP Precision Architecture.

Series 930 system processing unit

The Series 930 processor is a five-board set implemented in high-speed Schottky TTL that executes 4.5 million instructions per second (MIPS). The high-speed CPU is efficiently utilized by two 64-Kbyte caches. This splitting of the instruction cache from the data cache allows the two to operate in parallel, greatly increasing the cache bandwidth.

The optional floating-point coprocessor can operate in parallel with the CPU. This significantly increases performance in applications utilizing floating-point calculations.

The large 16-Mbyte main memory (expandable to 24 Mbytes) reduces the need to access disc and effectively increases system throughput.

The new I/O system architecture supports up to 10 high-speed channels and LAN links resulting in an increased I/O capacity over the Series 68. The system maximums for workstations, discs, tapes, and system printers are comparable to a Series 68. The Series 930 offers HP-IB support, protecting your customer's existing peripheral investment. Also, the Series 930 supports twice the number of LANs and remote printers as the Series 68.

The Series 930 is orderable March 1, 1986. Customer shipments are anticipated to begin at the end of calendar year 1986.

Series 950 system processing unit

The streamlined RISC design and HP's industry-leading NMOS III VLSI technology allow the entire 6.7-MIPS CPU to fit on a single chip and the processor to fit on a single board. Included on this board is a large 128-Kbyte cache that assists the CPU in achieving performance levels 50 percent higher than the Series 930. A floating-point-coprocessor chip set can also be supported on the same processor board.

The Series 950 is expandable to a large 64-Mbyte memory configuration matched to the requirements of a main-frame performance workload. I/O configuration maximums will be a superset of the Series 930 in all key areas. More specific configuration information will be released after more extensive testing has been completed.

The Series 950 will be placed on the price list early in FY87 and customer shipments are anticipated in the second half of calendar year 1987.

The RISC advantage

The new HP Precision Architecture is a breakthrough in design simplicity. For the Series 930 and 950 instruction set, all rarely used architectural features have been systematically omitted. The remaining, frequently used instructions have been further simplified by ensuring that they all have the same length and format.

This simplified or 'reduced' instruction set CPU eliminates the need for microcode. In sharp contrast to conventional computers, the Series 930 and 950 CPUs are hardwired. The need to spend multiple CPU cycles decoding complex instructions has been removed: the Series 930 and 950 execute an instruction on every CPU cycle. The end result is higher performance at a lower cost.

The RISC advantage doesn't stop there. A simpler basic design means the Series 930 and 950 are smaller, consume less power, are less noisy, have far lower cooling requirements, and are much more reliable than competitive products. These advantages provide a significant competitive edge — especially in distributed-data-processing environments.

For HP, a simpler design means reduced development time and streamlined manufacturing. Moreover, the inherent flexibility of the new architecture will permit HP to build even more powerful and lower-cost computers in the future. The potential of the new architecture has barely been tapped.

48-bit addressing

The Series 930 and 950 leapfrog the virtual-memory schemes supported by competitive 32-bit systems. While the DEC VAX, for example, supports a 2-gigabyte virtual memory, the Series 930 and 950 provide 65,536 4-gigabyte spaces. This provides sufficient room to meet evolving customer software needs and permit MPE XL to offer advanced systems software functions.

Product leadership

The Series 930 and Series 950 provide the HP 3000 with clear technological leadership in the industry. Use this to open new doors and get new accounts for the HP 3000.

Introducing the new HP 3000 Series 70

Pam Emery/CSY

On February 25 Hewlett-Packard announced three new high-end processors. Of those three, the new HP 3000 Series 70 is the system that will provide an immediate performance increase for your customers.

20-to-35 percent more performance

The new Series 70 is designed to answer the performance needs of high-end customers by providing a 20-to-35 percent systems-processor-performance improvement over the Series 68. The performance is provided through a larger 128-Kbyte memory cache, 8 Mbytes of memory standard, microcoded MPE instructions, MPE enhancements, and TurboIMAGE

20 percent lower price

In addition to higher performance, the Series 70 at \$150,000 (US list), provides your customers with excellent price/performance. Your customers will be able to purchase a Series 70 that includes more main memory standard, higher performance, and a lower support cost for 20 percent less than what they would pay for a Series 68. This price/performance makes the Series 70 the industry leader in its performance class.

Attractive field upgrades

The growth path from the Series 6X to the Series 70 is simple and inexpensive. Field upgrades are available both for the Series 64 and the Series 68. These field upgrades are very attractively priced at \$30,000 for upgrades from the Series 68 and \$35,000 for upgrades from the Series 64. Customers not only receive the performance of the Series 70, but are also in the best position for a future upgrade to the Series 930. The field upgrades are included in the PowerPlus '86 promotion which provides a \$6,000 discount from March 1 to June 30. See "Promotion on HP 3000 Series 70 field upgrades with PowerPlus '86" on page 38 for details on this promotion.

Bridge to HP Precision Architecture

The Series 70 is the bridge to HP Precision Architecture. Installed Series 68 customers who take advantage of the PowerPlus '86 promotion and buy the field upgrade to the Series 70 will receive a 100 percent effective return credit on that upgrade when they make the move to a Series 930 at a later date. For new purchases of Series 70 systems, special return credits provide up to an 80 percent return credit on the price of the Series 70 when upgrading to the Series 930. See "HP 3000 Series 68 rollover to Series 70" on page 39 for details on the Series 68 rollover to the Series 70.

Available in May 1986 it is to your customers' advantage to move to the power of the Series 70 if they plan to upgrade to the Series 930 in the future. See the *Series 70 Sales Guide* for details.

HP 3000 Series 70 sales guide error correction

Pam Emery/CSY

Some price changes occurred after the Series 70 Sales Guide went to print. The following corrections should be made to all copies.

Page no.	Description	Published price	Actual price
14	Opt. 609 US & Factory Base Price	(26,000)	(23,000)
	Opt. 616 US & Factory Base Price	(32,000)	(29,000)
	Opt. 622 US & Factory Base Price	(49,000)	(46,000)
11	Series 58 Price Decrease	79,500	75,000

Software

Migration to the HP 3000 Series 930 and 950 — a compatible growth path

Susan Bockus/CSY

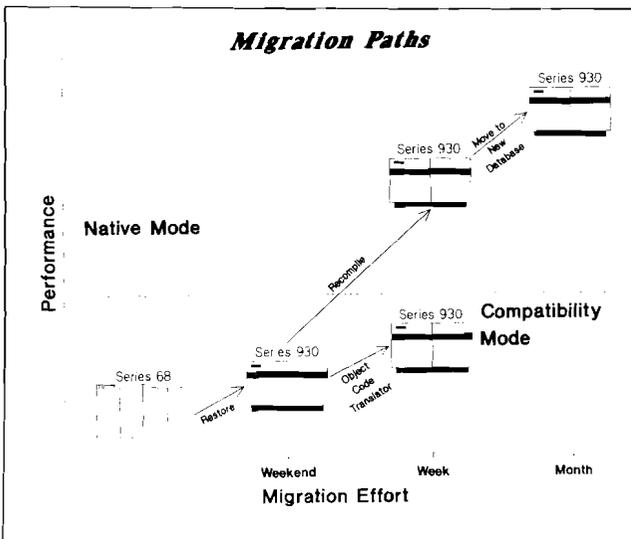
Key benefits

The compatible migration path to the HP 3000 Series 930 and 950 systems provides your customers with a smooth and simple way to move to a Series 930. The migration path is based on compatibility with current HP 3000s so that your customers' investments in HP 3000 hardware and software will be protected. Your customers will be able to:

- Move to a Series 930 quickly, since no changes are required to move their applications and data;
- Achieve the excellent performance of the Series 930 by simply recompiling;
- Communicate transparently with other HP 3000s in networks; and

- Manage and operate the Series 930 in the same way as existing HP 3000s, thereby eliminating the need for major retraining of customer personnel.

Migration, as it is discussed in this article, refers to the migration of customer applications and data, not HP applications or peripherals. Since the amount of time required to integrate and test our numerous applications and peripherals is significant, their availability on the Series 930 and 950 systems will be phased as testing is completed. Please see the *Applications Sales Guide* and the "Series 930 Update" to the *HP 3000 System Configuration Guide* to see which applications and peripherals will be supported at first release.



Migration features

The migration path to the Series 930 and 950 systems has many selling strengths which will answer customer concerns about moving to a new architecture.

- **Object-code compatibility** — The Series 930 and 950 systems have object-code compatibility with MPE V-based HP 3000s, allowing existing HP 3000 object code to run on the new systems without the need for modification, recompilation, or data conversion. Once applications and data are restored to a Series 930, the customer-developed object code is running in an environment known as Compatibility Mode. Applications running in Compatibility Mode will achieve about the same performance they do on a Series 68. An Object Code Translator can be used on any HP 3000 object code to improve applications' performance up to 15 percent in Compatibility Mode.
- **Source-code compatibility** — This allows customer applications to be easily recompiled into a second environment known as Native Mode in order to efficiently access the full power of the Series 930 and 950 systems architecture. Native Mode compilers have been designed to have source-code compatibility with the rest of the HP 3000 family. (See the *Migration Sales Guide* for availability of these compilers.) Recompiled applications on a Series 930 will achieve between 1.4 and 1.9 times the performance they would on a Series 68.
- **Database compatibility** — Like other customer applications, TurboIMAGE applications and databases can be quickly moved to Compatibility Mode without making changes or recompiling. Native Mode performance is achieved by recompiling these applications, and optimum performance on a Series 930 can be attained by moving to the HPIMAGE interface of ALLBASE, the new Native Mode database-management system for the Series 930 and 950 systems. Recompiled applications running with HPIMAGE can obtain up to two times their performance on a Series 68.
- **Phased migration** — Once running in Compatibility Mode, applications can be recompiled into Native Mode in phases, at the customer's convenience. Applications running in Native Mode transparently share databases with applications running in Compatibility Mode.
- **Network compatibility** — Series 930 and 950 systems communicate transparently with other HP 3000s in a network via Network Services 3000 over an 802.3 Local-Area Network. Series II/III/30/33 systems will be able to communicate with the Series 930 through an MPE V/E U-MIT HP 3000 running NS 3000. (See "NS 3000/XL and LAN 3000/XL Link for HP 3000 Series 930" on page 34.)
- **Cross development** — Using new Compatibility Mode compilers, customers can develop applications on a Series 930 or 950 system for use on other HP 3000 systems, allowing the use of a Series 930 or 950 system for centralized application development. (See *Migration Sales Guide* for Compatibility Mode and Native Mode compiler offerings.)
- **VPLUS compatibility** — No changes are required to applications using VPLUS screens; they operate in Compatibility or Native Mode.
- **Operational compatibility** — The MPE XL operating system is a compatible superset of MPE V/E, providing Series 930 and 950 systems managers, operators, and users with the same operating environment they're used to on existing HP 3000s. (See "MPE XL: your customer's key to unlocking the power of the HP 3000 Series 930 and 950 Systems" on page 20.)

Exceptions

There are several exceptions to object-code and source-code compatibility, most of which will be rarely encountered. These include items such as the incompatibility of privileged-mode code and the inability to recompile SPL applications into Native Mode since SPL depends on the MPE V-based architecture. These and others are described in the *Migration Sales Guide*.

System requirements

Any HP 3000 can migrate to the Series 930 and 950 systems. Customers may even migrate the discontinued Series II/III/30/33 systems to the Series 930 and 950. However, they will require some assistance from HP.

Before upgrading to the Series 930, customers will first need to update to MPE V/E-based U-MIT software, since MPE XL software is compatible with U-MIT and later releases. Individual applications, however, can be moved to the Series 930 regardless of the operating system version on which they were developed. In order to achieve top performance on Series 930 and 950 systems, FORTRAN and BASIC customers will also want to move to HP FORTRAN 77/XL and to HP Business BASIC/XL. SPL customers will want to move whenever possible to a higher-level language such as Pascal/XL (see "New HP Pascal/XL for HP 3000 Series 930 and 950 systems" on page 31). Applications written in FORTRAN/3000, BASIC/3000 (now known as FORTRAN 66/V and BASIC/V), and SPL can move to the Series 930 and 950, but will not achieve the optimum performance potential.

Helping customers prepare

There are several things your customers can start doing now to ease their migration when their Series 930 systems arrive. Chapter 3 of the *Migration Sales Guide* contains information on "Do's and Don'ts" for customers preparing for migration, guidelines to help you estimate your customers' migration effort, descriptions of tools to ease migration, and a list of customer literature which will be available on migration.

HP has designed one of the smoothest migrations between system architectures in the industry. The migration path will not only help sell Series 930 systems, but other HP 3000s as well, since customers will know they can easily grow to the Series 930 and 950 systems in the future.

How to order software for the HP 3000 Series 930 and 950 systems

Tim Shetler/CSY

The software product structure has been extended to accommodate software for the HP 3000 Series 930 and 950 systems. These changes, which are explained below, are extensions to the current value-based pricing structure.

Separate Native Mode MPE XL and MPE V-based products

As you know, the Series 930 and 950 have two operating modes, Compatibility Mode and Native Mode. Since Native Mode products take full advantage of HP Precision Architecture, they may have different features and capabilities than their MPE V-based counterparts. Therefore, there will be separate products for Native Mode MPE XL use and MPE V use. An example of this is COBOL II, which is P/N 32233A for MPE V use and P/N 31500A for use on MPE XL on the Series 930 and 950 systems.

New Option 430 class added for Series 930 and 950

Up until now, all software products have had two options for value-based pricing: Option 310 for the Series 37, and Option 320 for the Series 42 to 68. These classes will remain unchanged, and to reflect the increased value of the Series 930 and 950, we are now adding a high-end class, designated Option 430, which will include these systems.

This option can appear on both MPE V- and MPE XL-based products, since the Series 930 and 950 provide both operating environments with MPE V Compatibility Mode and MPE XL Native Mode. Existing MPE V-based products that are supported on the Series 930 and 950 in Compatibility Mode can be ordered by specifying Option 430. Native Mode MPE XL products also must be ordered with Option 430 to ensure that the correct software is distributed.

Below is a chart of the options and products for software on the HP 3000 systems.

Series 37	Series 42-70	Series 930 and 950	
		Compatibility Mode	Native Mode
Same product with single product number (32233A COBOL II/V)		New Native Mode product number (31500A COBOL II/XL)	
← Opt. 310	← Opt. 320	← Opt. 430	← Opt. 430

continued on next page

Upgrades between options are available

When customers purchase a system upgrade, you should make sure that they also order the software upgrade option if the new system is in a different class than the original system. For example, when customers upgrade from a Series 68 to a Series 930, they must order P/N 32233A Option 426, which provides an upgrade for COBOL II from Option 320 to Option 430.

Not all products have Option 430

At this time, only products which have been tested and are supported on the Series 930 and 950 will have Option 430. As products are tested and supported in the future, Option 430 will be added at that time.

No cost to upgrade from Series 42-70 to Series 930 Compatibility Mode

For customers upgrading from a Series 42-70 to a Series 930, they must order Option 426 for the applicable software. Since this is a no-charge option, customers will not pay any additional money to move their software from an MPE V-based Series 42-70 to Compatibility Mode on the Series 930 and 950 systems. When the customer wishes to move to a new Native Mode product they will only pay the *difference* in price between the Compatibility Mode and Native Mode products.

New software "V" and "XL" suffixes

With the introduction of the Series 930 and 950 systems, we now have software products which run across the entire HP 3000 family, from the Series 37 to the Series 930 and 950. While these two environments are similar, there are new features and functionality in MPE XL Native Mode which are not available on MPE V-based systems. To make it easier to identify the various software products and which environment they are supported on, we will be adding suffixes to the end of applicable software products. All software products which are supported on MPE V-based Series 37 to Series 70 systems *and* in MPE V Compatibility Mode on the Series 930 and 950 will have a "V" suffix. Examples are COBOL II/V, TurboIMAGE/V, INFORM/V, Toolset/V, etc. Software products which are supported on Series 930 and 950 MPE XL Native Mode will have an "XL" suffix. Examples are COBOL II/XL, ALLBASE/XL, Toolset/XL, etc. The "XL" suffix designates those products which execute in Native Mode; or, in some cases, it will identify the strategic product for MPE XL (e.g. NS3000/XL).

Suffix	What it means
XL	Supported on MPE XL Native Mode, or Strategic product for MPE XL
V	Supported on MPE V Series 37 to Series 70, or Supported on MPE XL Compatibility Mode (MPE V compatible)

Suffix "/3000" replaced by "V"

Previously the suffix "/3000" has been used on software, such as FORTRAN/3000. This nomenclature will no longer be used, with the exception of the networking products, where it is important to designate which family it supports. All products which had the /3000 suffix will now be identified with a /V suffix. For more information and a list of all the product names, refer to the *Information Management Sales Overview* that you received in a recent mailing.

MPE XL: your customer's key to unlocking the power of the HP 3000 Series 930 and 950 systems

Lee Courtney/CSY

MPE XL — Multiprogramming Executive With Extended Large Addressing — is the new state-of-the-art operating system for the HP 3000 Series 930 and 950 systems. Friendliness and compatibility are two of the fundamental reasons why customers have installed over 23,000 HP 3000s. MPE XL takes the HP 3000 user to the next generation of distributed data processing. With this new operating system your customers have access to the full power and capability of HP Precision Architecture. MPE XL offers your customers improved performance to get more work done, higher availability and reliability to increase the time systems are available for use, and enhanced ease of use to make users more productive. This combination of increased power and functionality along with upward compatibility with MPE V-based HP 3000s gives you a big edge over the competition.

Improved performance and capacity

MPE XL provides your customers the highest level of performance and capacity ever offered by an HP 3000 system. The operating system has been designed to take

maximum advantage of the demand-paged virtual memory and very-large-addressing capability of the Series 930 and 950 architecture as well as work efficiently with other parts of the system such as the ALLBASE/XL database-management system. Faster access to user data is provided through the use of mapped files and a concurrent directory. The I/O system of MPE XL mirrors the parallel hardware structure of the I/O system to maximize the number of transactions that may be processed. Almost limitless capacity is provided for your customers. MPE XL is not constrained by artificial limits such as table sizes. For example, file-system capacities have been increased, allowing files to be up to eight times larger than under MPE V/E, and there is no logical limit to the number of users or files on a system. MPE XL allows users to access the entire address space of the Series 930 and 950 systems, offering stacks over 16,000 times larger than that of MPE V-based HP 3000s.

Higher system availability and reliability

MPE has always offered excellent availability and reliability. However, as customers' use of the HP 3000 has increased and diversified, so has their dependence on constant access to data. MPE XL offers the first of a series of solutions to increase the availability of HP 3000 systems. For example, under MPE V if a system disc fails, the system will fail. With MPE XL if a system disc (with the exception of those configured to contain critical operating-system data) becomes unavailable, the disc pack containing the data may be moved to another drive and processing may continue. MPE XL's new transaction-management facility allows easy development of applications which automatically assure data integrity and perform recovery in the case of a system failure. And MPE XL's concurrent backup feature allows users to have access to their data during system backup. *(At first release this will not include KSAM, TurboIMAGE, or ALLBASE database files. A future release of MPE XL and ALLBASE will integrate ALLBASE, TurboIMAGE, and KSAM with the concurrent backup mechanism.)* All these features help your customers to improve the availability of their systems and allow more work to be completed.

Enhanced user productivity

To help users be more productive, enhancements have also been made to make the job of system managers, application developers, and end users easier and more productive. System management has been made much easier with a new command-driven configuration utility. The new MPE XL system debugger features the ability to display multiple windows of information simultaneously on the screen. This makes programmers more productive and allows them to spend less time debugging applications. And for general users, the MPE XL Command Interpreter builds upon the easy-to-use MPE V

user interface by offering several new commands and an enhanced User Defined Command facility.

MPE XL product structure

Unlike earlier versions of MPE, MPE XL may be purchased as part of a preconfigured system bundle or as a standalone product. When a customer purchases a preconfigured system, MPE XL is included along with the ALLBASE/XL database-management system and System Dictionary/XL. This method of purchase will be popular with most customers since it provides them with state-of-the-art hardware and software at a reduced price. For customers such as VARs who only use basic operating system features, MPE XL is offered as a separate product. However, we strongly recommend that customers purchase a preconfigured system as a foundation for the future and for the value offered by the combination of MPE XL, ALLBASE/XL, and System Dictionary/XL. Purchasing MPE XL separately should be limited to those customers with the need for and sophistication to manage an unbundled system. For the HP 3000 Series 930, MPE XL is priced at \$35,000 when purchased separately.

Be sure to study the *MPE XL Sales Guide* for details on these and other features of MPE XL, along with how MPE XL stacks up against the competition. That document will help you be more effective in communicating the features and benefits of MPE XL to your customers, so that you can use MPE XL as a key benefit in selling the Series 930 and 950 systems.

U-MIT is released, and more MIT news

Susan Bockus/CSY

MPE V/E U-MIT, the latest version of MPE for the HP 3000 Series 68, has reached Manufacturing Release and is being sent to customers. U-MIT provides two major new products, TurboIMAGE and Network Services/3000, along with expanded memory capacity to 16 Mbytes on the Series 68 and enhancements to MPE.

Migration base for HP 3000 Series 930 and 950 systems

Customers who upgrade to U-MIT now will ease their migration to Series 930 and 950 systems since they will be required to move to U-MIT before starting the migration process. MPE XL is compatible with U-MIT, and the database and data-communications software on the Series 930 and 950 are TurboIMAGE and Network Services/3000, respectively.

continued on next page

Selecting the right MIT

Following is a schedule of upcoming MIT offerings:

MIT	Products	Timeframe
U-MIT	TurboIMAGE Network Services/3000 Extended Memory Silhouette	February 1986
T-Delta-4	SQL System Dictionary HP Trend	February 1986
UA-MIT	Series 70 HP Trend	spring 1986
UB-MIT	Extended SL T-Delta-4 products	summer 1986

Given our goal of providing customers with a timely flow of new products, we have continued to release T-based Delta MITs. T-Delta-4 was recently released — after U-MIT — and carries several new products, including SQL (our new relational database) and System Dictionary (an enhanced dictionary product).

T-Delta-4 products are not yet rolled into U-MIT since they would have exceeded a system resource called the Segmented Library. The Segmented Library is currently being expanded to hold all of HP's products, and it will be incorporated into UB-MIT, which will then contain the roll-in of T-Delta-4 products.

If your customers want TurboIMAGE, NS/3000, and/or expanded memory capacity beyond 8 Mbytes, they should go to U-MIT and wait until UB-MIT for the T-Delta-4 products. If SQL and System Dictionary are more important, they can update to T-Delta-4 and wait for UB-MIT to upgrade to U-MIT products.

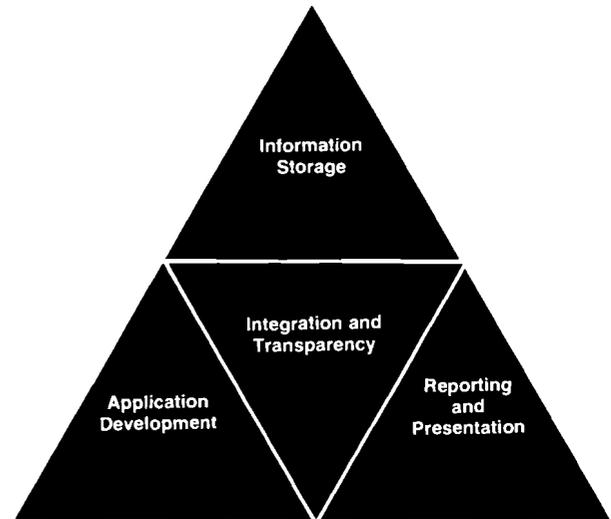
Customers ordering the Series 70 will receive UA-MIT, a superset of U-MIT, which also does not contain T-Delta-4 products.

Information Management Framework stresses business needs of customers

Pat Adamiak/CSY

The HP 3000 has always been set apart from the competition by the rich program-development environment that has allowed applications to be quickly and easily generated. Today's sophisticated customer, however, is concerned with more than this. The MIS manager wants an integrated solution that addresses his or her primary

challenge: to manage information in the most effective way possible. HP has the solution and now has a better way to communicate it: the *Information Management Framework*.



The Information Management Framework recognizes that while business systems vary from organization to organization, each of them is implemented using the same four basic information-management components.

Information storage. A sound foundation is required to ensure that data integrity is scrupulously maintained while providing flexible data access by applications and users. The optimal foundation will be a relational model DBMS for some applications, a network model DBMS for others, and keyed sequential files for still others.

Reporting and presentation. A successful business system requires that managers have access to information on their terms. Presented in the format they want. Available when they want. This need will be met in some cases by a programmer using a powerful report writer to quickly create frequently-used reports. In other cases, the need will be met by a user-friendly query facility that allows the manager or assistant to directly access the information required to support a split-second decision.

Application development. The programmer needs a rich environment of tools to productively generate the applications that form the backbone of any business system. A fourth-generation language allows applications to be quickly brought into production. Third-generation languages such as COBOL are required where run-time performance is critical or where industry standard languages are important.

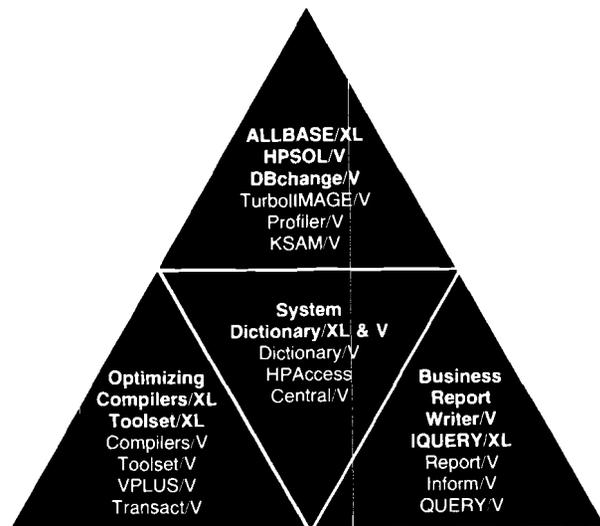
Integration and transparency. As every successful MIS manager knows, a key ingredient to effective business

systems is the behind-the-scenes integration that frees the end user and the programmer from the need to specify endless details when developing applications or requesting information. A sophisticated data dictionary plays a critical role in unifying all of the other components of the business system.

Demonstrating to customers that HP understands their needs

The Information Management Framework goes beyond the traditional programmer/end user segmentation. It describes the information-management needs of the customer's business, rather than focusing on who in the customer's organization should meet them. By presenting our offerings in terms of how they solve real business problems, we can convince the MIS manager that HP understands what it takes to make the MIS department successful. This focus on meeting the information needs of the business, rather than just those of the MIS department, will also aid the MIS manager in selling HP as a business partner to decision makers outside of the MIS organization.

How HP's information management offerings map into the Framework

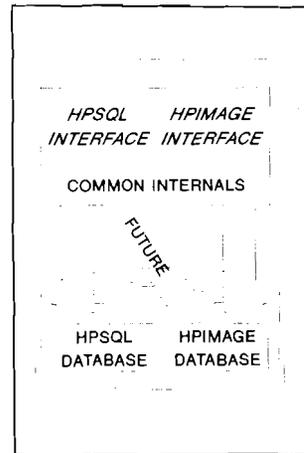


The comprehensive set of Information Management offerings available on the HP 3000 is illustrated above. Products shown in light type form the backbone of the current information-management environment on the HP 3000. Products shown in bold type are exciting new offerings, which are described in other articles in this edition of *Information Systems & Manufacturing News*.

ALLBASE/XL and HPSQL/V: Two new database-management systems for HP 3000s

Terrie Murphy/CSY

ALLBASE: HP's dual database



HP is introducing ALLBASE, the dual database-management system, designed for all the new HP Precision Architecture machines. ALLBASE will enable your customers to have both relational and network access to data in one all-encompassing database-management system. Your customers no longer need to choose a DBMS that fits some of their application needs and force fits the remainder.

ALLBASE will be the foundation for HP solutions for many years to come. On its second release, ALLBASE will even provide *dual access*. Dual access will enable our customers to access IMAGE data through the relational interface via SQL, the relational data language, and through the HPIMAGE interface via IMAGE intrinsics. *Dual Access will be a unique competitive advantage for HP.*

A fully-functional relational DBMS

The HPSQL interface of ALLBASE provides a functionally-complete relational-database-management system. HPSQL employs SQL, the defacto, industry-standard Structured Query Language, as its relational data-definition-and-manipulation language. It is fully compatible with IBM's SQL. HPSQL also supports all of the relational operations: SELECT, PROJECT, and JOIN. In brief, HPSQL is a true relational system that provides a solid foundation for extensions in functionality and growth toward the distributed-database environments that your customers will need.

Protecting customers' IMAGE investment

The success of IMAGE on the HP 3000 has placed IMAGE in the premier position of the minicomputer DBMS with the largest installed base in the industry — over 23,000 systems. Lasting value has been one of the key strengths of the HP 3000, and this fundamental strategy is continuing with the provision of the HPIMAGE

interface of ALLBASE. With HPIMAGE, customers can move existing IMAGE applications to the HP 3000 Series 930 and 950 systems with little or no modification.

Award-winning IMAGE gets better

The HPIMAGE interface of ALLBASE provides traditional network access to data. It is an enhanced version of HP's most recent TurboIMAGE database-management system. HPIMAGE now supports important new features such as multiple-level relationships and generic-search capabilities. Multiple-level relationships will enable hierarchical data structures to be easily modeled. Generic search allows records to be located by specifying only a portion of the value in a field.

HPIMAGE, with its predefined data-access paths, provides the fastest method to access data from ALLBASE. Your customers' existing TurboIMAGE applications are compatible with the HPIMAGE interface of ALLBASE through the use of the new TurboWindow software, which is described in more detail in the *ALLBASE Sales Guide*. IQUERY/XL will be the interactive facility for the HPIMAGE interface. It is very similar to Query/V which is the interactive facility for TurboIMAGE. In brief, the network interface, HPIMAGE, will continue to protect your customers' existing IMAGE investment and will be particularly useful for new applications with stable and repetitive data relationships.

HPSQL enhances Database Administrator and programmer productivity

HPSQL's simple tabular-data structure, with no predefined data-access paths, significantly increases database-administrator (DBA) and programmer productivity. DBA's have great freedom in structuring the database, since it is not necessary to predict all future access paths at design. If the data is available in the database, it is immediately accessible at any future time. In non-relational models, all access paths need to be known when the database is designed. This adds significantly to overall program-development time. In addition, with no predefined data-access paths, the data structure can be modified in many ways without affecting existing programs; thus greatly simplifying application maintenance.

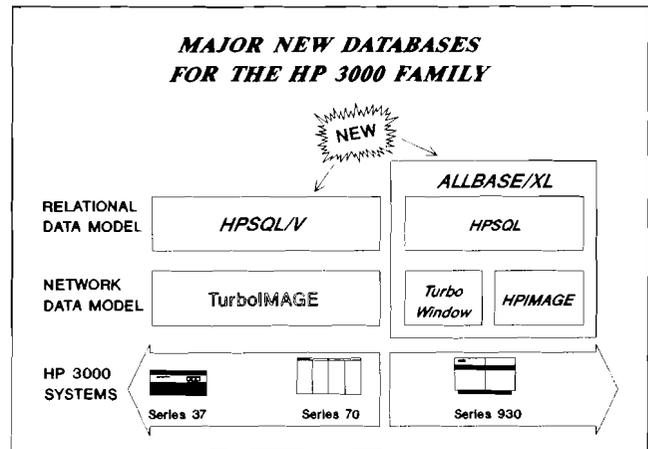
Interactive SQL (ISQL) also enhances programmer productivity

Programmer productivity is greatly enhanced by ISQL, HPSQL's interactive query facility. Programmers can debug commands interactively during program development, then incorporate the same commands into programs. It is easy to try relational-database sequences

directly from a terminal. It is also convenient and easy to set up test databases interactively and then to confirm the effect of a program on the database.

HPSQL/V provides a head start

HPSQL/V extends the relational capabilities of ALLBASE across the entire HP 3000 product line. It is fully compatible with the HPSQL interface on ALLBASE and it is available immediately. It will allow your customers to develop relational applications today, which will port directly to the relational interface of ALLBASE on the Series 930 and 950. HPSQL/V provides an ideal relational development environment.



Ordering information

ALLBASE/XL may be purchased as a separate product or as part of the preconfigured Series 930 and 950 systems. HPSQL/V can only be purchased as a separate product. HPSQL/V must also be prequalified. On the T-Delta-4 MIT, the number of system SLs required by all the HP products is very close to the limit. Since HPSQL/V requires additional SLs, a check of your customers' system SLs must be made prior to ordering HPSQL/V on the T-Delta-4 MIT. Additional information on the prequalification process for HPSQL/V on T-Delta-4, can be found in the "Availability" section of the *ALLBASE/XL and HPSQL/V Sales Guide*. HPSQL/V will be available to all MPE V customers without prequalification with U-MIT version G.02.B0.

continued on next page

P/N	Description	US list price
36216A	ALLBASE/XL for the HP 3000 Series 930 and 950 systems. Includes both HPIMAGE and HPSQL interfaces, and the TurboWindow interface for TurboIMAGE compatibility. First copy for use on a single system. Requires the following option.	\$ 0
Opt. 430	First copy for use on Series 930	30,000
36216R	Right-to-Copy ALLBASE/XL for use on Series 930. Prior purchase of 36216A or preconfigured Series 930 system is required. Requires the following option.	0
Opt. 430	Right-to-copy for use on Series 930	21,000
36215A	HPSQL/V for MPE V-based HP 3000 systems. Includes the HPSQL interface. First copy for use on a single system. Requires one of the following options.	0
Opt. 254	Early delivery for use on T-Delta-4 MIT	0
Opt. 310	First copy for use on Series 37	6,000
Opt. 315	Upgrade from Option 310 to 320	9,000
Opt. 320	First copy for use on Series 39 to Series 70	15,000
36215R	Right-to-Copy HPSQL/V for use on MPE V-based systems. Prior purchase of 36215A is required. Requires one of the following options.	0
Opt. 254	Early delivery for use on T-Delta-4 MIT	0
Opt. 310	Right-to-Copy for use on Series 37	4,200
Opt. 315	Upgrade from Option 310 to 320	6,300
Opt. 320	Right-to-copy for use on Series 39 to Series 70	10,500

Introducing HP System Dictionary

Eric Clow/IND

"System Dictionary is clearly a quantum leap from Dictionary/3000 in philosophy, concept and facility." — David Dummer, president, IMACS

"System Dictionary is an excellent tool for application design and documentation . . . I predict System Dictionary will become a key tool in writing successful applications on the HP 3000." — Larry Van Sickle, president, PROTOS Software

"System Dictionary is indeed a major contribution to the advancement of software technology." — Raymond Ouellette, vice president, Info Centre

Having served as beta-test sites for System Dictionary, and having already begun integrating their products with it, these independent software vendors (ISV) are excited about its potential. Already, Cognos, Info Centre, IMACS, and PROTOS plan links to System Dictionary by mid-1986. Why the enthusiasm? The answer begins with a look at what System Dictionary is and how it can benefit your customers.

What is HP System Dictionary?

HP System Dictionary will be available on MPE V systems as HP System Dictionary/V (P/N 32254) and in Native Mode on MPE XL systems as HP System Dictionary/XL (P/N 32256). In both versions, 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.

How does it help customers?

Since System Dictionary offers on-line access to all system-data documentation, it is more accurate, more timely, and easier to work with than paper-based documentation systems. In addition, tighter integration with the described systems makes System Dictionary more reliable than traditional documentation methods.

System Dictionary also helps in enforcing data-naming and formatting standards. With System Dictionary, programmers have a reliable source for standard names and formats, while database administrators have a way to control the proliferation of new data names and formats to avoid conflicts and inconsistencies.

System Dictionary can also be used for data modeling and for finding needed programs or data instead of recreating

them. When names or formats are changed, System Dictionary can show where program changes must be made. And System Dictionary's time-saving utilities can automatically generate IMAGE database schemas or COBOL data definitions from dictionary data. In addition, System Dictionary supports fourth-generation languages and other application systems that have a need to programmatically access information stored in the dictionary.

System Dictionary overview

System Dictionary, HP's new data dictionary, will play a key integrating role in HP's future data-management solutions. System Dictionary provides the stable programmatic interface, extensibility, and powerful features required for its future role as the standard data dictionary for all software on the HP 3000. Available on all HP 3000 systems, System Dictionary offers:

- **Extensibility**, which lets customers tailor the documentation structure of the dictionary to fit their needs. Working within the dictionary's entity-relationship model, customers are free to add new entity and relationship types and new attributes to the predefined core set of entity and relationship types.
- **Programmatic access**, which allows customer-written programs to access and update the dictionary automatically. As mentioned above, Cognos, Info Centre, IMACS, and PROTOS are already developing links from their products to System Dictionary through this interface.
- **Domains**, which handle name conflicts by putting conflicting sets of definitions in separate "name spaces."
- **Versions**, which separate "test" and "production" versions and keeping "archival" versions for backup and audit trails.
- **Synonyms and aliases**, which document alternate names used within the dictionary and by external systems.
- **A command-driven user interface** that works either interactively or in batch mode and offers abbreviations, on-line help, a "redo" function, flexible reports, and a macro facility. Log files can be used to record commands as they are entered.
- **Utilities**, which load IMAGE, VPLUS, and Dictionary/V definitions into the dictionary, and generate IMAGE schemas and COBOL data definitions from dictionary definitions.

HP System Dictionary versus Dictionary/V

First introduced in 1981, and formerly known as Dictionary/3000, Dictionary/V was designed to support Transact, Report, and Inform. Later, links to Materials Management (MM) and Production Management (PM) were added. To support current customers until a similar level of integration is offered with System Dictionary, Dictionary/V will be offered in Compatibility Mode on the HP 3000 Series 930 and 950 systems. The table below summarizes the differences between System Dictionary and Dictionary/V.

Comparison of HP's dictionaries

Dictionary/V	System Dictionary
Introduced in 1981 with Transact, Report, and Inform. 3,500 sites.	HP's future standard. Included in Series 930 and 950 Preconfigured System.
Fixed structure. Not extensible.	Extensible structure. E-R model.
No documented intrinsics. Direct IMAGE access is discouraged.	Programmatic access through a set of stable, documented intrinsics.
Multiple dictionaries often needed.	Only one dictionary is necessary.
Prompt-driven user interface.	Command-driven user interface.
Supports Transact, Report, Inform.	RAPID support planned.
Offers links to MM and PM.	No current links to MM or PM.
Utilities link with IMAGE, VPLUS, COBOL, and Pascal.	Utilities link with IMAGE, VPLUS, COBOL, and Dictionary/V.

Preconfigured system

Not only will System Dictionary/XL run in Native Mode on the first release of the Series 930, it will also be sold as part of the Preconfigured System for HP 3000 Series 930 and 950 systems. This means that for the Series 930 and 950 systems, nearly every system will be sold with a copy of System Dictionary/XL.

Immediate availability

To ensure that independent software vendors, value-added resellers, and major accounts can get an early start integrating their subsystems with the new dictionary,



System Dictionary/V is being offered with immediate availability on the T-Delta-4 MIT to customers who have been prequalified by their sales representative. For details, see "HPSQL/V and System Dictionary/V immediate availability" on page 30.

Ordering information

P/N	Description	US list price
32254A	HP System Dictionary/V	
Opt. 310	For Series 37	\$2,600
Opt. 320	For Series 39 - 70	6,500
32255A	HP System Dictionary COBOL Definition Extractor/V	
Opt. 310	For Series 37	1,000
Opt. 320	For Series 39 - 70	2,000
32256A	HP System Dictionary/V	
Opt. 430	For Series 930 - 950 (32256A is also included as part of the HP 3000 Series 930 and 950 Preconfigured System.)	9,750
32257A	HP System Dictionary COBOL Definition Extractor/XL	
Opt. 430	For Series 930 - 950	3,000

Note: Upgrades from HP Dictionary/V (P/N 32244) to all four products are at half price. "R" copy prices are 70 percent of the "A" copy prices.

Business Report Writer: reporting without programming

Reed Hornberger/CSY

Business Reporter Writer/V offers HP 3000 customers a powerful new solution for sophisticated business reporting. Customers can now develop reports easily using a menu-driven, screen-oriented interface that includes tunable access methods to maximize run-time performance.

Relational views of data provide easy access to data stored in TurboIMAGE/V, KSAM/V, and MPE files. Business Report Writer makes use of the data definitions stored in either Dictionary/V or the HP Application Dictionary to resolve data locations. Support for HPSQL/V and System Dictionary/V is not provided at first release.

Sell Business Report Writer/V to customers who want their "application knowledgeable" users and database administrators to create sophisticated reports.

Customers using Report/V can purchase an upgrade that gives them 100 percent credit for their original investment in Report/V. In the near future a Report/V to Business Report Writer upgrade utility will be available to convert Report/V reports to Business Report Writer/V.

HP 3000 Series 930 and 950 support

On the HP 3000 Series 930 and 950 systems, Business Report Writer/V will be available in Compatibility Mode with the same capabilities offered on MPE V-based systems. Additionally, access to HPIMAGE will be provided through TurboWindow to allow reporting on TurboIMAGE databases migrated to ALLBASE/XL.

Business Report Writer will be HP's reporting tool for Native Mode on the Series 930 and 950. A future introduction, Business Report Writer/XL will provide full support of ALLBASE/XL and System Dictionary/XL.

Powerful report writing is now available without programming. For details, see the *Business Report Writer Sales Guide*.

Ordering information

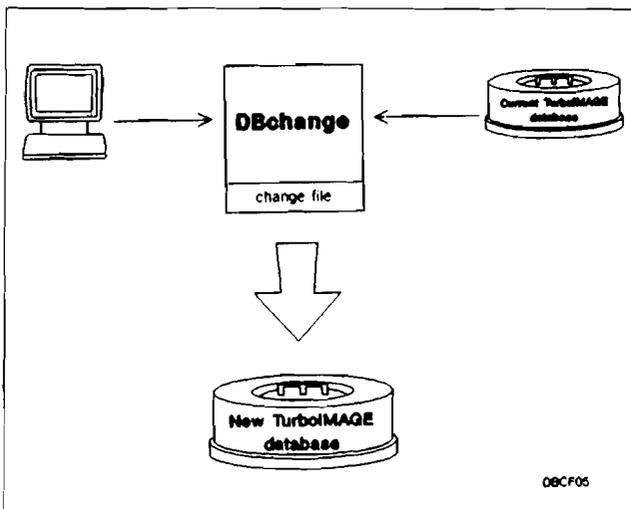
P/N	Description	US list price	
		"A"	"R"
36070A/R	Business Report Writer/V	\$ 0	\$ 0
Opt. 310	First copy for use on Series 37	3,200	2,240
Opt. 315	Upgrade from Series 37 to Series 39-70	4,800	3,360
Opt. 320	First copy for use on Series 39-70	8,000	5,600
Opt. 426	Upgrade from Series 39-70 to Series 930	0	0
Opt. 430	First copy for use on Series 930	8,000	5,600
Opt. 600	Upgrade from Report/V (P/N 32245A) on Series 37 to BRW/V on Series 37	1,200	840
Opt. 610	Upgrade from Report/V (P/N 32245A) on Series 37 to BRW/V on Series 39-930	6,000	4,200
Opt. 620	Upgrade from Report/V (P/N 32245A) on Series III-930 to BRW/V on Series 39-930	3,000	2,100

DBchange: the easy way to restructure a TurboIMAGE database

Monroe Brock/CSY

In the past, capacity expansion and restructuring of an HP 3000 database required one of two options: performing a time-consuming database unload and reload, or using a third-party software solution. There is now a third option as HP introduces an exciting new TurboIMAGE database restructuring tool.

TurboIMAGE DBchange/V is an interactive utility that performs dynamic restructuring and capacity expansions of a TurboIMAGE database. Database changes are entered from a screen-driven interface with updates executed either on-line or in batch mode. Multiple restructuring changes can be processed without off-loading to tape, allowing increased database availability.



Easy screen-driven interface with integrated functionality

DBchange allows easy screen access and input of restructuring requests for TurboIMAGE databases. The input screens allow customers to input data, then per-

form a given function or move to the next screen by simply pressing a labeled softkey. Because multiple restructuring changes can be requested during one DBchange session, there is no need to run separate programs for each restructuring feature. Other third-party restructuring tools require the database administrator or programmer to run a separate program for each function.

Broad restructuring functionality

DBchange allows customers to modify a TurboIMAGE database in the following ways: rename a database, copy a database, change database security, restructure a database, print a schema, and change set capacity and blocking factors.

All TurboIMAGE and MPE file security and capacities are respected. DBchange verifies that the user has proper access before it allows changes.

Supported on MPE V and MPE XL in Compatibility Mode

DBchange operates with TurboIMAGE databases and is available on U-MIT (Delta-1 or later) releases of the Fundamental Operating Software.

TurboIMAGE DBchange may be purchased separately or combined in the Database Tools package. DBchange includes the following DICTDB utilities:

- DICTDBA — Utility for checking the usage and integrity of the database chains.
- DICTDBU and DICTDBL — Utilities for selective unloading and loading the contents of an existing TurboIMAGE database.

Database Tools package combines DBchange and Profiler

Database Tools is a package of tools and utilities to aid the programmer and database administrator in the design, fine tuning, and maintenance of TurboIMAGE databases. This tools package will be available on the May 1986 Corporate Price List. In addition to DBchange, the package includes:

- TurboIMAGE Profiler — A database design tool that provides performance and usage statistics to aid in optimal database design.

This offering gives the database administrator and programmer added flexibility and power in the design and maintenance of TurboIMAGE databases.

continued on next page

P/N	Description	US list/factory base price	
		"A" Copy	"R" Copy
<i>Software:</i>			
36020A	TurboIMAGE DBchange --- Right-to-Use (must be ordered with an option)		(70% of "A")
36020R	TurboIMAGE DBchange --- Right-to-Copy (must be ordered with an opt.on)		
<i>Options:</i>			
310	Use on HP 3000 Series 37	\$2,000	\$1,400
315	Upgrade from Opt. 310 to Opt. 320	3,000	2,100
320	Use on HP 3000 Series 39-70	5,000	3,500
430	Use on HP 3000 Series 930 in CM	5,000	3,500
426	Upgrade from Opt. 320 to Opt. 430	N/C	N/C
<i>Documentation:</i>			
36020-91001	TurboIMAGE DBchange Users Guide		
<i>Software:</i>			
36913A	Database Tools --- Right-to-Use (DBchange, Profiler, DICTD utilities)		
36913R	Database Tools --- Right-to-Copy		
<i>Options:</i>			
310	Use on HP 3000 Series 37	\$2,700	\$1,900
315	Upgrade from Opt. 310 to 320	4,100	2,900
320	Use on HP 3000 Series 39-70	6,800	4,800
430	Use on HP 3000 Series 930 in CM	6,800	4,800
426	Upgrade from Opt. 320 to Opt. 430	N/C	N/C

Software availability and phased releases

Tim Shetler/CSY

Many new information-management software products have just been introduced for the HP 3000 family, on both MPE V-based systems and HP 3000 Series 930 and 950 systems. Since one of your customers' first questions will be on availability, following is a summary chart showing availability and the phased introduction of the Series 930 and 950 information-management products. This phased software approach will allow your customers

to begin utilizing the Series 930 and 950 systems as soon as possible, with full functionality added over time.

Series 37-70 software availability

PRODUCTS	T-Delta-4	MITs			
		Ubase	UA*	UB**	U-Delta-1
HPSQL/V	Yes (prequalified) +	No	No	Yes	Yes
System Dictionary/V	Yes (prequalified) +	No	No	Yes	Yes
Business Report Writer/V	No	No	No	No	Yes
DBchange/V	No	No	No	No	Yes

+ Refer to the HPSQL/V or System Dictionary Sales Guide on how to prequalify T-Delta-4 systems.

* U base MIT with Series 70 support

** U base MIT with multiple system SL support

HP 3000 Series 930 and 950 software availability

First release	Future release
ALLBASE/XL with HPSQL and HPIMAGE	ALLBASE with HPSQL access to HPIMAGE databases
COBOL II/XL	Business BASIC/XL
HP Pascal/XL	RPG/XL
FORTTRAN 77/XL	Transact/XL
System Dictionary/XL	Business Report Writer/XL
Toolset/XL	
TurboIMAGE/V	COBOL II/V
DBchange/V	HP Pascal/V
Profiler/V	FORTTRAN 77/V
Transact/V	FORTTRAN 66/V
Report/V	BASIC/V
Inform/V	
Dictionary/V	
Business Report Writer/V	
Business BASIC/V	
SPL/V	
RPG/V	
VPLUS/V	

Note: The suffix "V" indicates Compatibility Mode products, and "XL" indicates Native Mode products.

HPSQL/V and System Dictionary/V immediate availability

Eric Clow/IND

HPSQL/V and System Dictionary/V are available immediately on the T-Delta-4 MIT to customers who are pre-qualified by their HP sales representative. Customers who have installed NS/3000 or TurboIMAGE/V with an early version of U MIT must wait until the G.02.B0 version to install HPSQL/V or System Dictionary/V. NS/3000 and TurboIMAGE/V will be available together with HPSQL/V and System Dictionary/V without pre-qualification on the G.02.B0 version of U MIT and on U-Delta-1.

The purpose of the prequalification process is to ensure that customers have sufficient system Segmented Library (SL) segments available on their system to support HPSQL/V or System Dictionary/V before they order those products on the T-Delta-4 MIT. Even without HPSQL/V and System Dictionary/V, the HP products on the T-Delta-4 MIT require all but four of the available SL segments. Since HPSQL/V adds 39 SL segments and System Dictionary/V adds 8 SL segments, some customers will not be able to install HPSQL/V or System Dictionary/V until the G.02.B0 version of U MIT which will allow more than one SL to be used to hold system SL segments.

The prequalification process is described in detail in the *HPSQL/V and System Dictionary/V Sales Guides* and in the *T-Delta-4 Communicator*. (See your systems engineer for *Communicator* information.) Customers who are prequalified by their sales rep can order HPSQL/V or System Dictionary/V on the T-Delta-4 MIT by specifying Option 254. Customers who are willing to wait or who cannot be prequalified should order HPSQL/V or System Dictionary/V without Option 254. If they do this, they will receive HPSQL/V or System Dictionary/V with U MIT version G.02.B0 or a later MIT release.

Native Mode compilers now available on the HP 3000 Series 930

Jeff Byrne/CLL

Three HP 3000 compilers, COBOL II/XL, HP FORTRAN 77/XL, and HP Pascal/XL, will be offered in Native Mode at the first release of the HP 3000 Series

930. These new optimizing compilers will allow your customers to simply recompile their current applications (and write new applications) on the Series 930 to take full advantage of the higher performance available with the new HP Precision Architecture. The first release of the Series 930 also features three Compatibility Mode compilers: HP Business BASIC/V, RPG/V, and SPL/V. These compilers will enable users to develop new applications on the Series 930 for use on any MPE V-based HP 3000. These compilers will thus be important for customers who plan to use the Series 930 as a development machine for MPE V-based HP 3000 systems. In addition, because of the source-code compatibility between MPE V- and MPE XL-based HP 3000 systems, customers will continue to be able to write and maintain a single version of source code for both their MPE V-based and Series 930 or 950 applications.

In addition to the above compiler products, run-time support will be offered on the Series 930 for applications written in any HP 3000 language. Thus, for example, customers who simply want to move their current BASIC/V and FORTRAN 66/V (formerly known as BASIC/3000 and FORTRAN/3000) applications to the Series 930 and execute them, can do so at first release.

Future releases of the HP 3000 Series 930 and 950 systems will offer support of Native Mode compilers for HP Business BASIC, RPG, and HP C, as well as Compatibility Mode compilers for FORTRAN 66/V, BASIC/V, Pascal/V, FORTRAN 77/V, and COBOL II/V.

A summary of first-release Series 930 and 950 language products and their prices is given below. These products will appear on the March 1 Corporate Price List.

P/N	Option	Product Name	US list price (Series 930)
31500A	430	COBOL II/XL Compiler	\$8,500
31501A	430	HP FORTRAN 77/XL Compiler	7,000
31502A	430	HP Pascal/XL Compiler	7,000
32100A	430	SPL/V Compiler	2,725**
32104A	430	RPG/V Compiler	3,000**
32115A	430	HP Business BASIC/V Interpreter & Compiler	5,500**

*No-charge upgrade offered to customers using this product on the HP 3000 Series 39-70.

New HP Pascal/XL for HP 3000 Series 930 and 950 systems

Niraj Swarup/CLL

Your customers can now write their systems applications in Pascal. They can enjoy a high degree of flexibility in data manipulation, and also continue to have all the traditional benefits of Pascal — its superior readability, its ease of development, and its ease of maintenance. This capability is the result of the systems-programming extensions available as part of the HP Pascal/XL offering on the HP 3000 Series 930 and 950 systems. HP Pascal/XL is compatible with the ANSI/IEEE and ISO standards, and in addition, offers systems-programming extensions to the HP standard for Pascal. HP Pascal/XL supports all features of the Pascal/V (formerly known as Pascal/3000) compiler.

Software developers within HP have used HP Pascal to write many systems-level applications, including much of the MPE XL operating system. HP Pascal has proved particularly suitable for such development because its extensions allow a very high degree of flexibility for data manipulation — an essential requirement for developing systems-level programs. The programmer can circumvent Pascal's strong type-checking mechanism to various degrees, manipulate pointers using the "Anyptr" type and other specialized routines, and treat procedures and functions as if they were variables. The extended addressing capability allows access to the entire available address space; this capability is of great importance when the programmer is interacting with the operating system or building other system-level applications. The programmer can also define his/her own error-recovery procedures to handle runtime errors. Special optimizing strategies, which are possible due to HP Precision Architecture, allow highly efficient code to be produced.

As mentioned earlier, HP Pascal/XL has been used extensively at HP for system-level applications. Your customers should also regard HP Pascal/XL as the new language for their systems applications. Though applications which are currently written in SPL may be run in Compatibility Mode, converting them to HP Pascal/XL will provide improved performance.

At a later date, the Pascal/V compiler on the MPE V-based HP 3000 systems will provide similar new capabilities.

New compiler/HP Toolset bundles for HP 3000 systems

Lance Saleme/CSY

Now you can team the power of HP Toolset integrated development environment with COBOL II or Pascal on all HP 3000 systems or with FORTRAN 77/XL on the HP 3000 Series 930 at a significant discount. These bundles provide you with increased application-development productivity at a 20 percent price savings with additional purchase-agreement discounts available. Now it is easy for you to get the best application-development solution tailored to your needs.

HP Toolset decreases program-development time by providing an integrated development environment. By combining the power of a full-screen editor, compiler of your choice, and symbolic debugger it is possible to focus on a problem without ever leaving the Toolset environment. Other features include version control of program source code and a friendly user interface.

Product structure

The Developer Packages provide options that include both MPE V-and MPE XL-based products. Those who purchase Option 310, 315, or 320 will receive MPE V-supported software while those purchasing Option 426 or 430 will receive MPE XL-supported software.

If you have already purchased COBOL II or Pascal separately and are upgrading your system, we provide a bundle option that includes a compiler upgrade and Toolset. By purchasing Option 015 or Option 026 you obtain the right to use both Toolset and your compiler on the upgraded system.

Toolset support for FORTRAN 77 is available only with Toolset/XL. Thus the FORTRAN 77 Developer's Package is available only on the HP 3000 Series 930 and provides FORTRAN 77/XL and Toolset/XL. If you have already purchased FORTRAN 77/V and are upgrading your system to the Series 930 you may choose Option 026 which will update your compiler to FORTRAN 77/XL and provide Toolset/XL.

continued on next page

Bundles and prices

COBOL II Developer's Package		P/N:	31503A	31503R
Option 310	Series 37 COBOL II/V and Toolset/V		\$ 3,200	\$ 1,600
315	Upgrade Opt. 310 to Opt. 320		4,800	2,400
320	Series 39-70 COBOL II/V and Toolset/V		8,000	4,000
426	Upgrade Opt. 320 to Opt. 430		3,200	2,240
430	Series 930 COBOL II/XL and Toolset/XL		12,400	8,680
015	Upgrade COBOL II/V (32233A Opt. 310) to COBOL II Developer's Package Opt. 320		7,120	N/C
026	Upgrade COBOL II/V (32233A Opt. 320) to COBOL II Developer's Package Opt. 430		7,200	N/C

FORTRAN 77 Developer's Package		P/N:	31304A	31304R
Option 430	Series 930 FORTRAN 77/XL and HP Toolset/XL		\$11,200	\$ 7,840
026	Upgrade FORTRAN 77/V (32116A Opt. 320) to FORTRAN 77 Developer's Package Opt. 430		7,200	N/C

Pascal Developer's Package		P/N:	31505A	31505R
Option 310	Series 37 Pascal/V and Toolset/V		\$ 3,200	\$ 1,600
315	Upgrade Opt. 310 to Opt. 320		1,600	2,400
320	Series 39-70 Pascal/V and Toolset/V		4,800	4,000
426	Upgrade Opt. 320 to Opt. 430		6,400	2,240
430	Series 930 Pascal/XL and Toolset/XL		11,200	7,840
015	Upgrade Pascal/V (32106A Opt. 310) to Pascal Developer's Package Opt. 320		6,400	N/C
026	Upgrade Pascal/V (32106A Opt. 320) to Pascal Developer's Package Opt. 430		7,200	N/C

New product

HP Toolset/XL Program Development Environment		P/N:	36044A	36044R
Option 426	Upgrade Toolset/V (32350A/R Opt. 320) to Toolset/XL (36044A/R Opt. 430)		\$ 2,000	\$ 1,400
430	Series 930 Toolset/XL		7,000	4,900

Networks

New HP 2345A Distributed Terminal Controller for HP 3000 Series 930 and 950 systems

Bernt Kristiansen/IND and Lars Wernberg-Moller/GND

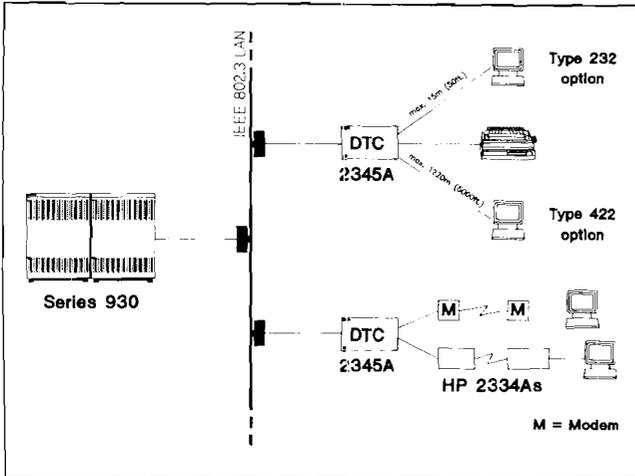
A major new component of the 900 Series HP 3000 systems is the HP 2345A Distributed Terminal Controller (DTC). It provides connections for HP terminals and serial printers to MPE XL systems — and its price per port is almost 25 percent below the Advanced Terminal Processors (ATP).

A striking difference between ATPs and the DTC lies in the location of the DTCs relative to the MPE XL system they belong to: HP 2345A DTCs can be placed anywhere along an IEEE 802.3 LAN cable, and this drastically reduces the amount of terminal cables in the system vicinity.

New features

- The HP 2345A DTC connects up to 48 terminals or printers to a Series 930 or 950 over an IEEE 802.3 LAN.
- Each of the six DTC slots can accommodate eight Type 232 ports for local workstations, eight Type 422 ports for workstations located at up to 1,220 meters from the DTC or six modem ports for connections using modems.
- Thin or thick LAN cable is used to attach DTCs to their Series 930 system: thus a DTC can be located as far as 1,500 meters away from the system it belongs to.
- Only one I/O slot on the system's CIO bus is required for workstation connections, for few workstations as well as for 400 on a Series 930.

- HP 2346A/B/C add-on cards let your customers fill empty DTC slots when the need for additional ports arises.



A high degree of compatibility exists between ATPs and DTCs in order to facilitate the transition from MPE V to MPE XL based systems. Most ATP features have been retained and enhanced.

ATP-like features

- Data transfer at up to 19200 bps on all ports.
- Support of Type 232 or Type 422 interfaces for local devices and modem interfaces for remote devices. The DTC also uses the same set of connectors and HP cables as the ATP.
- Supported workstations include the HP 2392A, 2393A, 2397A, 2622A, 2624B, and 2627A terminals; HP 2686 LaserJet and 2934A printers; and HP 150/Touchscreen, Vectra PC, and Portable PLUS personal computers.

Physical distribution

The 900 Series Terminal I/O hardware architecture offers customers an alternative to the traditional cabling scheme where all terminal cables converge in the system bays. DTCs are located *outside* the bays, as opposed to ATPs. When terminal cables already exist, DTCs can be placed where they converge and a short LAN cable will tie the DTCs to system. But when LAN cable exists outside the EDP room, DTCs can easily be located closer to the user areas resulting in lower terminal cabling costs and a smaller amount of cables in EDP rooms.

LAN cables

The second choice exists between regular thick LAN cable and ThinLAN cable: the first one is the right choice to cover long distances (more than 150 meters), when DTCs are dispersed in a building, but ThinLAN cable will

be preferred for DTCs located in the vicinity of their system (it is easier to lay and significantly cheaper).

Interface options

The HP 2345A DTC can be ordered with one to six interface options:

- Option 803 provides eight Type 232 ports for workstations located in the vicinity of the DTC.
- Option 805 provides eight Type 422 ports for workstations located at up to 1,220 meters away from the DTC.
- Option 625 provides six RS-232-C modem ports.

Different interface options can of course be combined in a DTC. And if less than six interface options are ordered with a DTC, additional ports can be installed at a later stage using the HP 2346A/B/C add-ons.

Easy configuration and ordering

- Each Series 930 or 950 comes complete with the hardware needed to connect it to thin or thick LAN cable.
- Each HP 2345A DTC includes hardware for connections to thick LAN cable as standard. Hardware for attachment to ThinLAN cable can be substituted with Option 242.

P/N	Description	Factory base price	US list price
2345A	Distributed Terminal Controller, with 6-meter Attachment Unit Interface (AUI) cable, Medium Attachment Unit (MAU) and tap. Includes right-to-use associated DTC software.	\$7,000	\$7,100
Opt. 015	220V Operation.	N/C	N/C
Opt. 241	Delete AUI, MAU, and tap.	- 420	- 420
Opt. 242	Set the unit for ThinLAN operation; delete the AUI, MAU, and tap and provide a BNC T-Connector.	- 420	- 420
Opt. 625	Six 25-pin RS-232-C Modem Connections.	2,500	2,520
Opt. 803	Eight 3-pin Type 232 Connections.	2,500	2,520
Opt. 805	Eight 5-pin Type 422 Connections.	3,200	3,230
2346A	Eight Type 232 Add-on Connections.	2,700	2,720
2346B	Eight Type 422 Add-on Connections.	3,400	3,430
2346C	Six RS-232-C Modem Add-on Connections.	2,700	2,720

Upgrade program

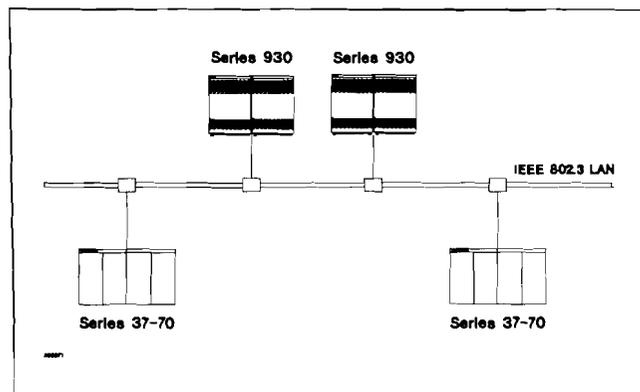
An upgrade program exists for customers who currently use ATPs on MPE V systems and who will upgrade to a Series 930. It will be presented to you in an upcoming issue of *Information Systems & Manufacturing News*.

For additional information, refer to the *900 Series Networking Sales Guide* (P/N 5954-6339), the *HP 2345A DTC Sales Brief* (P/N 5954-6337) and the "HP 2345A DTC Data Sheet" in the *900 Series Specification Guide Supplement* (P/N 5954-6341). You received these documents with the AdvanceNet Mailing #12.

NS3000/XL and LAN3000/XL Link for HP 3000 Series 930

Lynda Korsan/IND

NS3000/XL and LAN3000/XL Link provide system-to-system communication for the first release of the Series 930 system. With these two products, a Series 930 can communicate over a local area network (LAN) with other Series 930s and Series 37-70s.



NS3000/XL (HP 36920A/R) is a fully compatible subset of the same powerful networking capabilities that are available on the MPE V/E based members of the HP 3000 family. NS3000/XL provides Network File Transfer, Virtual Terminal, Remote Data Base Access (to Turbo-IMAGE databases), and Remote File access. The programmatic and direct user interfaces have been maintained to ensure a smooth migration for existing networked applications.

Prices of NS

P/N	Description	US list price	
36920	NS3000/XL	"A"	"R"
Opt. 430	Series 930	\$5,000	\$3,500
Opt. 426	Upgrade from 32344A/R Opt. 320	2,500	1,750

LAN3000/XL Link (HP 36921A) includes all the components for a Series 930 connection to an IEEE 802.3 coaxial cable: medium attachment unit, cables, local-area-network interface controller, driver software, and TCP/IP-based network transport software.

Prices of LAN Link

P/N	Description	US list price	Factory base price
36921A	LAN3000/XL Link (includes Thick Cable MAU)		
Opt. 330	Series 930	\$6,050	\$6,000
Opt. 241	Delete MAU & AUI	-424	-400
Opt. 242	Substitute ThinMAU	N/C	N/C

For customers upgrading a Series 39-70 with INPs to a Series 930, up to two INPs (any combination of 30020A and/or 30020B) can be returned when purchasing a LAN3000/XL Link.

INP return credits

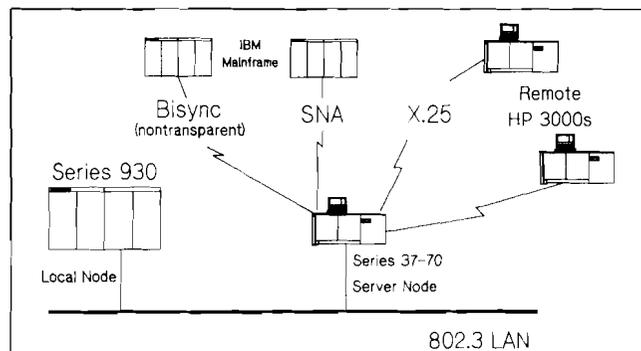
Order Number	Credit
30020AN	\$ 800
30020BN	1,700

For more information, see the *900 Series Networking Sales Guide* (P/N 5954-6339), *900 Series Networking Specification Guide Supplement* (P/N 5954-6341), and *NS3000/XL and LAN3000/XL Link Sales Brief* (P/N 5954-6338), sent to you in AdvanceNet Mailing #12.

Series 930 wide-area networking supported by MPE V-based HP 3000s

John Zoglin/IND

The 900 Series of HP 3000 systems can take advantage of the communications capabilities of another HP 3000 system on the same local-area network (LAN) to access remote HP systems, X.25 networks, and IBM mainframes.





Customers adding a Series 930 or Series 950 to a site with HP 3000s can access existing networking capabilities on the Series 37 to 70s. Where 900 Series processors are placed in locations without other HP 3000s, any MPE V/E processor, from the Series 37 to the Series 70, will be required to enable remote HP-HP communications and HP-IBM communications.

HP-to-HP communications

A single HP 3000 Series 37 to 70 provides access to a broad range of NS3000 and DS/3000 capabilities. HP 3000s may communicate via leased lines, dial-up lines, or through private or public X.25 Packet Switching Networks.

The services provided by NS3000 and DS/3000 include:

- File Transfer — files may be sent to the HP 3000 Series 37-70 acting as a server node, then copied to remote systems.
- Virtual Terminal — a user may conduct an interactive session as if the user were directly attached to the remote system.
- Remote Database Access — HP IMAGE databases may be remotely manipulated from a utility or application program on the 900 Series.
- Remote File and Peripheral Access — user applications and HP provided utility programs on the Series 930 or 950 may remotely access files and peripheral devices on remote HP 3000s HP-to-IBM communications.

SNA

900 Series users will be able to transparently access IBM mainframes through a Series 37 to 70. HP SNA Server Access/XL and NS3000/XL on the Series 930 or 950 in conjunction with HP SNA Server and NS3000/V on the Series 37 to 70, make it appear to users as if the SNA network services residing on the Series 37 to 70 are on the 900 Series. (See the following article on SNA Server/Access for more information on HP-IBM SNA communication for 900 Series Systems.)

Bisync

Using the Virtual Terminal service of NS3000, IMF users on a 900 Series will be able to interactively communicate with IBM mainframes. The Virtual Terminal capability will also allow customers to start batch jobs using RJE and/or MRJE located on a Series 37 to 70. All output from the IBM mainframe will be directed to the Series 37 to 70 where it can be forwarded to the 900 Series by a user written program or other HP networking services.

Performance

The Series 930 with an MPE V based server node is intended for installations with light communications loads

to remote HP 3000s and IBM mainframes. In general, throughput and response time of communications through the server system will not match the levels of those between two processors communicating directly to each other.

Minimum recommended configuration

A Series 37XE will support a maximum of two remote DS/3000 X.25 or IBM bisync lines, or one SNA and one other line. Performance will suffer whenever expanding from one to two communications lines. (When using another line with an SNA line, SNA IMF and SNA NRJE should not be used simultaneously.) A minimum of 4 Mbytes of system memory is recommended.

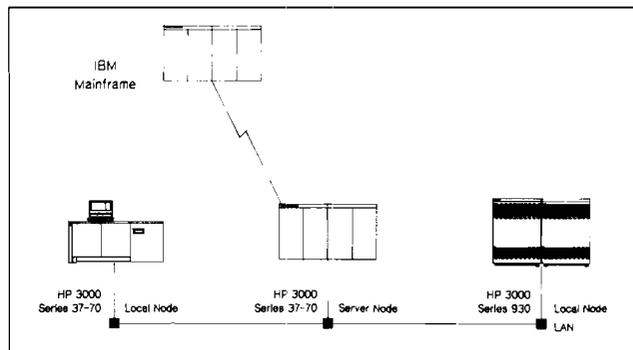
Further information

For more information, see the *900 Series Networking Sales Guide* (P/N 5954-6339) and the *900 Series Wide Area Networking Sales Brief* (P/N 5954-6340) sent to you in AdvanceNet Mailing #12.

New HP SNA Server/Access supports all HP 3000s

John Zoglin/IND

HP SNA Server/Access allows each user attached to an HP 3000 on a LAN to believe that they are directly connected to SNA IMF and/or SNA NRJE. (Three products, HP SNA Server, HP SNA Server Access/V, and HP SNA Server Access/XL collectively are referred to as SNA Server/Access).



HP SNA Server is software on an HP 3000 37-70 processor ("server node") that takes output received

through SNA IMF and/or SNA NRJE on the HP 3000 and directs it to the appropriate "local" node over a LAN.

This "local" node hosts HP SNA Server Access/V on the Series 37-70 or HP SNA Server Access/XL on the 900 Series (referred to jointly as SNA Server Access). SNA Server Access is a software product that allows HP 3000s on a LAN to transparently input data to, and receive output from, an IBM mainframe through a single MPE V based HP 3000.

Communication is transparent in that the user need not know which processor on the LAN hosts SNA IMF and/or SNA NRJE. A single, simple command is required to start SNA IMF or SNA NRJE regardless of whether the user is connected to the processor hosting the HP-IBM SNA network service or not.

New products for all HP 3000 systems

SNA Server/Access capability is being introduced for the first time on *all* HP 3000 systems. SNA Server Access/XL will be available on the first release of Series 930 systems. SNA Server and SNA Server Access/V, which provide SNA Server/Access capability to MPE V based systems will be available in the third quarter of 1986.

Features

SNA Server/Access:

- Enables transparent receipt of data from IBM mainframes through SNA IMF and SNA NRJE to any supported device or user on a LAN.
- Provides a user friendly access.
- Supports MPE XL based HP 3000s as local nodes.

Benefits

- 3287 print output may be automatically printed at any HP 3000 on the LAN.
- Users can submit batch jobs or start interactive sessions with just a single command.
- Transparent HP-IBM communications is provided for 900 Series systems.
- Significant product-cost savings are provided for commercial users employing a LAN. To provide HP-IBM datacom functionality from multiple nodes on a LAN, only SNA Server and SNA Server Access are required. An example of this cost savings is provided in the "SNA Server/Access" chapter of the *900 Series Networking Sales Guide* (5954-6339).

- Variable cost savings accrue due to reduced telecom line costs. SNA Server/Access supports multiple processors communicating to an IBM mainframe over just one line rather than over multiple telecom lines.

Applications

900 Series — SNA Server/Access should be used whenever transparent batch and/or interactive HP-IBM SNA datacom capabilities are required on a 900 Series system.

Series 37 to 70 — SNA Server/Access is appropriate where users who require occasional access to an IBM host computer are not concentrated on one HP 3000, but are dispersed across a number of processors connected to a LAN. Enabling multiple processors to communicate to an IBM through a single communications line, SNA Server/Access becomes increasingly cost effective with greater distances from the LAN to the IBM host and the commensurate telecom-line cost increases.

Performance

Users on a local node using SNA Server Access will notice approximately 20-to-80 percent longer response times and approximately 33-to-67 percent lower throughput compared to users directly attached to the HP 3000 processor with resident SNA NRJE or SNA IMF.

Ordering information

P/N	Description	US list price	
		"A" Copy (Right to Use)	"R" Copy (Right to Copy)
30254	HP SNA Server		
Opt. 310	For Series 37	\$1,000	\$700
Opt. 320	For Series 39-70	1,000	700
30255	HP SNA Server Access/V		
Opt. 310	For Series 37	1,000	700
Opt. 320	For Series 39-70	1,000	700
30256	HP SNA Server Access/XL		
Opt. 430	For Series 930	1,200	840
Opt. 426	Upgrade from 30255 Opt. 320	600	420

Further information

For more information, see the *900 Series Networking Sales Guide* (P/N 5954-6339), the *900 Series Networking Specification Guide Supplement* (P/N 5954-6341), and the *HP SNA Server/Access Sales Brief* (P/N 5954-6336), sent to you in AdvanceNet Mailing #12.

Support

Comprehensive support for the HP 3000 Series 70 and Series 930

Mickey Friedman/ASD and Mark C. Walden/PRSD

There will be a comprehensive support program available to customers on the HP 3000 Series 70 and Series 930 at time of shipment. This program includes a set of existing services currently available on the HP 3000 and new services specifically designed to ensure maximum productivity with the new machines, operating system, and application software. Together with the hardware and software, this support program represents an integral part of the new solution HP can offer to its customers.

New services

HP 3000 Series 930 Migration Services will be available for all customers wishing additional migration and tailored help in guiding their migration effort. This assistance will be provided through a combination of written aids, training, and consulting services.

Migration-trained systems engineers will help customers develop plans to efficiently guide and implement the migration of their applications and data. They will help evaluate resource requirements, qualify applications for migration, and establish a schedule for migration activities. A set of written and software tools will be available to aid systems engineers in these actions. In preparation for the migration, customers may learn and use SQL through new SQL courses currently available on the HP 3000. Upon completion of the planning phase, systems engineers will provide periodic review sessions during the actual migration of their software.

For customers who want HP assistance beyond the scope of migration training and consulting services, custom projects will be available through the Area Project Centers.

In addition to migration services, HP will have a strong performance program available to help customers maintain good system performance and plan for their future growth. The current HPSNAPSHOT and HPCAPLAN consulting products have been updated to provide the same services for the Series 930.

To complement the new services being provided, HP will continue to provide the same comprehensive support offerings as in the past.

Contractual support

Hardware maintenance services for the Series 70 and Series 930 have been aggressively priced to maintain HP's reputation as one of the lowest-cost hardware-

support vendors in the market. For the Series 930, the higher reliability inherent in the new HP Precision Architecture technology has resulted in a \$475* standard monthly maintenance charge (a 26 percent decline when compared to the Series 68C SMMC). The Series 70 SMMC has been priced at \$550 — a 15 percent decrease relative to a Series 68C — thus making it more cost effective for the customers to upgrade. And to further enhance our competitive hardware-support advantage, HP has also dropped the SMMC price for the 4-Mbyte memory board (P/N 30165A) 33 percent to \$50.

HP's entire complement of hardware-support services, including Remote Support via the Support Link II Modem, is available for the Series 70 and Series 930. Note, however, that neither Guaranteed Uptime Service (GUS) nor Predictive Support will be offered on the Series 930 at first release.

For contractual software support, the newest additions to the HP 3000 family will continue to enjoy the same full range of services currently available for the existing HP 3000 product line: Account Management Support (AMS); Response Center Support (RCS); Software Materials Subscription (SMS); and the Custom Support Plan (CSP). Optional software support services, including software support for multiple systems and Additional Response Center Callers, are also available.

Customers selecting Account Management Support for their Series 70s will receive four Support Management Review sessions — the same number of reviews provided to Series 68 customers. Customers with AMS coverage on a Series 930, however, will receive *five* Support Management Review sessions. Furthermore, Series 930 customers who purchase the preconfigured MPE XL package (P/N 32480A) need only to purchase *one* software-support product rather than support for each individual software element (MPE XL, ALLBASE/XL, and HP System Dictionary/XL).

The monthly AMS prices for these new operating systems are the following: Series 70 — \$730; Series 930 (P/N 32650A) — \$940; Series 930 preconfigured package (P/N 32480A) — \$990.

Other support services

Customers can also choose from Time and Materials Consulting for short-term assistance needs, Custom Projects for longer-term projects requiring project-management expertise, HP-ASSIST for implementing application software, and a comprehensive education program. Together with a full range of contractual support products and new migration services, these products help HP offer a full support program that contributes to HP's ability to provide a total solution for customers.

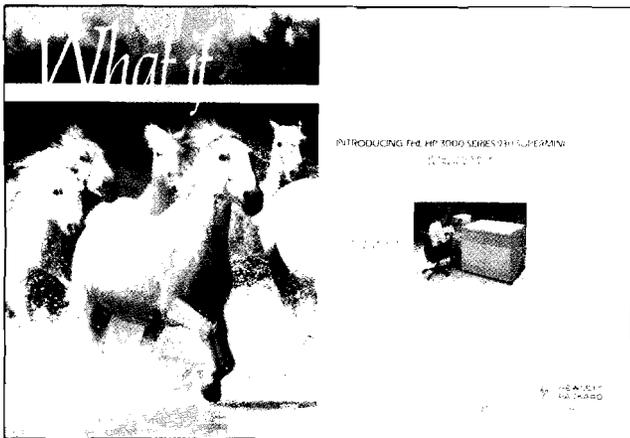
**All prices are US list. The new migration services will be available when the Series 930 is shipped. All other services are available and orderable immediately.*

Promotions

Advertising support for HP 3000 Series 930 introduction

Angelo Pagano/IS&N Marcom

What if . . . Hewlett-Packard told over 90 percent of the data-processing and information-systems managers in America that the HP 3000 family now offers higher performance capabilities? That is exactly what some new print advertising will accomplish.



Beginning in March, print ads in major computer trade publications will pose the question "What if . . . you had more raw horsepower?" to meet increasing data-processing needs. The answer, of course, will be that customers can with the new HP 3000 Series 930 with HP Precision Architecture. The advertising will highlight the capacity, speed, and key price/performance capabilities of the HP 3000 Series 930, including the benefits of its state-of-the-art architecture. Color reprints of the two-page ad (ISO2062) will be distributed to site coordinators for the February 25 introductory teleconference event. The ads are scheduled to appear as follows:

Publication	Issue date
<i>Datamation</i>	March 1
	March 15
	April 1
	April 15
<i>MIS Week</i>	March 3
	March 17
	April 14
<i>Information Week</i>	March 10
	March 31
	April 7
	April 14
<i>Business Computer Systems</i>	March
	April
<i>Infosystems</i>	March
	April
<i>Computer Decisions</i>	March 11
	March 25
	April 8
	April 22
<i>Computerworld</i>	March 3
	March 10
	March 17
	March 29
	March 31
	April 7
	April 14
<i>Interact</i>	April 21
	April

Promotion on HP 3000 Series 70 field upgrades with PowerPlus '86

Pamela Emery/CSY

Now is the time for customers to order a field upgrade to the HP 3000 Series 70. From March 1 through June 30, 1986, a promotion will be available for your customers that provides a \$6,000 discount on Series 70 field upgrade products.

Customers purchasing a Series 68 to Series 70 field upgrade (P/N 30444A or 30444B) or a Series 64 to Series 70 field upgrade (P/N 30443A or 30443B) will be eligible for the \$6,000 discount. This represents a 20 percent discount off list price for the Series 68 field upgrades and a 17 percent discount on the Series 64 field upgrades.

A direct-mail campaign will be used to notify the installed base of the PowerPlus '86 promotion. The campaign will be implemented by the field marketing managers. See "Direct-mail campaign for HP 3000 Series 70 introduc-

tion" for details on this direct-mail campaign or call Lois Milo at 408-865-6242.

Orders must be placed by June 30, 1986, to qualify. Shipment is per the product-availability schedule, or by August 31, 1986, whichever is earlier. Additional details on PowerPlus '86, along with more ordering examples, can be found in the *Series 70 Sales Guide*.

Qty.	P/N	Description	US list price	Factory base price
1	30444B	Series 68B,C to Series 70 Field Upgrade	\$30,000	\$29,980
1		M05 Promotional Discount	(6,000)	(6,000)
		Net price	24,000	23,980
<i>Note: Above example also applies for P/N 30444A — Series 68A to Series 70 Field Upgrade.</i>				
1	30443B	Series 64B to Series 70 Field Upgrade	35,000	34,980
1		M05 Promotional Discount	(6,000)	(6,000)
		Net price	29,000	28,980
<i>Note: Above example also applies for P/N 30443A — Series 64A to Series 70 Field Upgrade.</i>				

Direct-mail campaign for HP 3000 Series 70 introduction

Lois Milo/IS&N Marcom

Information Systems & Networks Marcom is developing a direct-mail campaign for the introduction of the HP 3000 Series 70. The objective of this program is to generate HP 3000-installed-base inquiries and increase preference for the Series 70 while informing customers of new and enhanced features to the HP 3000 family of mini-computers.

Because we feel you know better than we do who your customers are, this program will be factory developed and field implemented. The packages we'll be sending you will include flyers, envelopes, and preprinted return-address labels for your location. We have purchased the SuperGroup Users Group list for the package, and we will also include the labels corresponding to your zip-code ranges.

The direct-mail packages should have arrived at your offices the week of February 24 for a mid-March mailing. If you have any questions regarding this program, please call Lois Milo at 408-865-6242.

HP 3000 Series 68 rollover to Series 70

Pamela Emery/CSY

HP 3000 Series 68 customer orders, both new and in the backlog, can take advantage of one of two promotions available March 1, 1986.

Free field upgrade program

Customers whose Series 68 *shipped* between November 1, 1985, and January 31, 1986, are eligible for the "Free Field Upgrade Program" to a Series 70. This offer is provided to ensure that high-end customers who have purchased in that timeframe will receive the performance benefits of the Series 70.

These same customers may also take advantage of a discounted memory option along with the free field upgrade. The normal price of adding a 4-Mbyte board (Option 500 on the Series 70 upgrade) is \$28,000. For

customers participating in the "Free Field Upgrade Program" the price will be \$17,500, a savings of \$10,500. (Limit of one discounted 4-Mbyte board per field upgrade).

The field upgrade must be ordered by June 30, 1986. Shipment must be taken as per the availability schedule, but no later than August 31, 1986, whichever is earlier.

Free Field Upgrade Program ordering example

Qty.	P/N	Description	US list price	Factory base price
1	30444B	Series 68B,C to Series 70 Field Upgrade	\$30,000	\$29,980
1		M05 Promotional Discount	(30,000)	(29,980)
1	Opt. 500	4 Mbytes (optional)	28,000	27,980
1		M05 Promotional Discount	(10,500)	(10,500)
		Net discounted price	17,500	17,480

Series 68 rollover program

The availability of the Series 70 system at introduction will be eight weeks. The Series 68 Rollover Program is available which will allow your customers who have systems on order to take delivery of their Series 68 now at the Series 70 price of \$150,000 and receive a Series 70 field upgrade when it becomes available. This promotion is also available to customers who want to place orders for Series 68s now and receive Series 70 field upgrades later.

Customers who want delivery of a system prior to May 1 should order a Series 68 for delivery in that timeframe, along with a Series 70 field upgrade with 4 Mbytes of memory on a *separate section of the order*. If a Series 68 is already on order for delivery prior to May 1, then the order should be changed to include the M05 discount, which will reduce the price to \$150,000, and order the Series 70 field upgrade with memory and the promotional discounts as shown.

Series 68 systems shipped from the factory in the month of February are also eligible for this program. The total cost to the customer will be the same as if a Series 70 was ordered. An M05 discount will reduce the price of the Series 68 to \$150,000, taking into account the applicable return credits if the order is for a 32468CH box swap. The field upgrade with 4 Mbytes of memory will ship with an M05 discount taking the price to zero dollars.

Series 68 rollover program ordering examples

Qty.	P/N	Description	US list price	Factory base price
New Order				
1	32468C	Series 68C with 4 Mbytes	\$186,100	\$184,700
1		M05 Promotional Discount	(36,100)	(36,100)
<i>Separate Section</i>				
1	30444B	Series 68B,C to Series 70 Field Upgrade	30,000	29,980
1		M05 Promotional Discount	(30,000)	(29,980)
1	Opt. 500	4 Mbytes (required)	28,000	27,990
1		M05 Promotional Discount	(28,000)	(27,990)
		Net discounted price	150,000	148,600
Series 68 orders shipped February/March				
1	32468C	Series 68C with 4 Mbytes <i>credit</i>	(186,100)	(184,700)
1	32468C	Series 68C with 4 Mbytes <i>rebill</i>	186,100	184,700
1		M05 Promotional Discount	(36,100)	(36,100)
<i>Separate section of original order</i>				
1	30444B	Series 68B,C to Series 70 Field Upgrade	30,000	29,980
1		M05 Promotional Discount	(30,000)	(29,980)
1	Opt. 500	4 Mbytes (required)	28,000	27,990
1		M05 Promotional Discount	(28,000)	(27,990)
		Net discounted price	150,000	148,600

Box swap upgrades scheduled for delivery by May 1 are also eligible for the Series 68 Rollover Program. Since the value of the return credit offered when upgrading to a Series 68 may be different than that offered when upgrading to a Series 70, the value of the promotional discount may vary depending on the system returned (exceptions are specified on the next page).

As with a new system order, an order for a Series 70 field upgrade with 4 Mbytes of memory must be added to the 32468CH box swap system order, *on a separate section*. An M05 promotional discount will then be added to reduce the price of the field upgrade and memory to zero



dollars. The appropriate promotional discounts, along with an ordering example, are shown below.

P/N	Series 68 Rollover Program M05 Discount
32468C	— \$36,100
32468CH	— 36,100
EXCEPTIONS	
32468CH with Opt. 609	— 22,100
32468CH with Opt. 616	— 19,600
32468CH with Opt. 619	— 41,100
32468CH with Opt. 622	— 22,785

Series 68 Rollover — box swap upgrade example

Qty.	P/N	Description	US list price	Factory base price
1	32468CH	Upgrade to Series 68 with 4 Mbytes	\$182,300	\$180,920
1	Opt. 616	Upgrade from Series 48 with 1 Mbyte	(45,400)	(45,400)
1		M05 Promotional Discount	(19,600)	(19,600)
SEPARATE SECTION				
1	30444B	Series 68B, C to Series 70 Field Upgrade	30,000	29,980
1		M05 Promotional Discount	(30,000)	(29,980)
1	Opt. 500	4 Mbytes (required)	28,000	27,990
1		M05 Promotional Discount	(28,000)	(27,990)
		Net discounted price	117,200	115,920

Check the "Series 70 Sales Guide" for product details. Only one promotional program per order is allowed. The March 1 Corporate Price List is the final guide if there are price discrepancies.

New sales aids for HP 3000 systems

Carol Tillock/CSY

Use these new sales aids to help sell HP 3000 systems to your customers. Ranging from high-level customer brochures and primers to technical data sheets and the *General Information Manual* (GIM), they are designed to help you in all stages of the sales cycle.

Brochures

Today's Solutions, Tomorrow's Foundation: HP 3000. An updated version of our current management brochure. Targeted at business managers or executives, this brochure focuses on HP 3000 solutions.

The Next Generation . . . and Beyond: 900 Series Brochure. Highlights the contributions made by the Series 930 and Series 950 to the HP 3000 family. It is intended for MIS/DP managers and other more technically oriented customers.

Carrying on the Family Tradition: 900 Series Inquiry Response Flier. Overviews the key features and benefits of the Series 930 and 950 systems. Intended as a first response to press- or ad-generated customer inquiries.

Information Management Brochure. Describes HP's rich information-management environment (including ALLBASE, System Dictionary, and the application-development products) and how the products work together to solve business problems. Intended for MIS/DP professionals.

HP 3000 Systems: Migrating to the 900 Series. A pre-sales guide explaining the migration process. Intended for current HP 3000 customers considering a Series 930 or 950 purchase.

Primers

HP Precision Architecture — A New Perspective.

Presents a high-level discussion of HP's new RISC-based architecture and the technological changes that have made RISC the obvious choice for new systems. Intended to give customers an introduction to HP's new architecture.

Relational Technology — A Productivity Solution. A primer on relational database-management systems.

Provides a high-level discussion of the relational structure and its advantages. It is applicable to both HPSQL/V and

ALLBASE, and will give your customers a solid foundation in the principles and advantages of relational technology.

Videotapes

Migration to the 900 Series. An overview of HP's migration strategy and a demonstration of the steps for moving to the Series 930. It includes customer testimonials from a Hewlett-Packard division and from ASK on the migration process. Intended for customers considering an upgrade from a current HP 3000 to the Series 930.

HP Precision Architecture. Intended as a lead-off or closing piece for Series 930 and 950 seminars, this seven-minute video presents a brief overview of RISC as a scientific and historical process.

ALLBASE. An introduction to HP's unique, dual-interface database-management system for the Series 930 and 950 systems. This two-to-three-minute video shows the exceptional advantages of HP's new DMBS.

Data sheets

Data sheets are available for the HP 3000 Series 70 and Series 930, HP Precision Architecture, Migration to the Series 930 or Series 950, and MPE XL.

Information Management Specifications Guide. This compilation of data sheets provides technical information about databases, tools, languages, and application development for all HP 3000 products.

900 Series Networking Specification Guide Supplement. This set of data sheets provides technical specifications on the AdvanceNet products for HP 3000 Series 930 and 950 systems.

Other

General Information Manual. System-wide technical information written in easy-to-digest language for customers evaluating technical aspects of system capabilities.

HPSQL/V Customer Field Demo. (Available in the near future.)

HPSQL/V Performance Brief. (Available in the near future.)

Sales aid summary

Sales Aid	P/N/ordering information
Brochures: HP 3000 Management Brochure 900 Series Brochure 900 Series Inquiry Response Flier Information Management Brochure Migrating to the 900 Series*	Literature Distribution Center (LDC) 5954-6652 5954-6651 5954-6654 5954-6653 5954-7418
Primers: HP Precision Architecture Relational Technology	Corporate Parts Center (CPC) 5954-6677 5954-6676
Videotapes: Migration to the 900 Series HP Precision Architecture ALLBASE	Corporate Parts Center (CPC) 3/4": VHS: Beta: S512Z S512V S512W S495Z S495V S495W S496Z S496V S496W
Data Sheets Series 70 Series 930 HP Precision Architecture Migration to the 900 Series MPE XL Data Mgmt Spec Guide 900 Series Networking Specification Guide	Literature Distribution (LDC) 5954-6696 5954-6697 5954-6698 5954-6699 5954-6700 5954-6701 5954-6341
Other: General Information Manual* HPSQL/V Field Demo* HPSQL/V Performance Brief*	5954-7428

*Available in the near future.

Commercial value-added suppliers to receive special Spectrum program field training materials

Gina Ferraril/ISG

Value-added suppliers are an important extension of HP's sales force and represent a growing part of our business (over 40 percent of commercial sales in FY85). In an effort to train HP value-added suppliers on Spectrum program products, the Information Systems Group (ISG) Value-Added Supplier Marketing Group, in conjunction with Computer Systems Division Product Marketing, has ensured that appropriate special editions of Spectrum program field-training materials be sent to key contacts of commercial value-added suppliers. This will help them gain an intimate knowledge of the new HP Precision Architecture product line and HP's sales strategies.

The package of special edited materials included primers, the straight-talk cassette, sales briefs, sales guides, various data sheets, and other customer literature. The materials were tailored to the third-party audience and did not include sensitive information. Third-party sales reps should refer to the ISG mail message concerning the Spectrum program announcement for a list of field-training-manual sections not included in the third-party mailer and how to present this information on an individual basis.

Shortly after announcement, the Value-Added Supplier Product Training Class will be updated to include a module on the Spectrum program. This class will further enhance the skills of value-added suppliers in marketing the new HP 3000 Series 930 and 950 systems.

Fast Start: programs to help third parties migrate to HP Precision Architecture

Kathy Weiler/CSY

Do your customers want their third-party applications to run on the HP 3000 Series 930 *before* they receive their systems? Of course they do. We know it, and we're working to help that happen *before we start to ship systems*. How? Through the Commercial Fast Start Early Information and Early Access Programs.

Early information

On a need-to-know basis, HP will provide technical documentation to third parties who need to prepare for migration to the Series 930. Starting in the summer of 1986, HP will make Beta-quality documentation available to third parties who need to know about the Series 930 prior to MR. A *Fast Start Early Information Sales Training Manual* will be sent to third-party sales reps in April, 1986, with complete program details and information on how to enroll your third parties. In the meantime, refer to the *Migration Sales Guide* for more information.

Early access

A limited number of prominent HP 3000 third parties have been selected to be given technical information and planning assistance for migration to the Series 930. In addition, HP will provide them with access to Series 930 systems. What does this mean? It means we will help them migrate their software to the 930 before the system is generally available to end-user customers. Your customers may have their critical third-party software available very soon after they receive their new Series 930.

The participating third parties were selected based on a variety of criteria, including (1) size of their installed base, (2) nature of their relationship with HP, (3) the strategic value of their products, and (4) the orientation of their installed base toward the high end of the HP 3000 product line. Selected third parties include suppliers of HP 3000 system tools, operations software, and applications software. *Please note: the selections have already been made and we are not accepting further nominations.*

Who are we working with?

We have selected about twenty-five third parties to work with in the "Early Access" portion of the program. To date, we have signed confidential disclosure agreements with ASK, Collier-Jackson, Cognos, Comserv, and Tymlabs, and are in some stage of negotiation with the remainder. We will keep you informed, via *Information Systems & Manufacturing News*, as we sign up additional participants. Please keep in mind that our third parties are operating under confidential disclosure agreements and will *not* be at liberty to discuss the details of the Early Access Program or the Series 930 system.

GENERAL

Announcing excellent mid-range HP 3000 price performance

Gary Gubitz/OSD

Mid-range price and structure changes for HP 3000 Series 4X and 5X are consistent with the aggressive price/performance improvements in the high end of the HP 3000 family.

Series 58 price reduction

The price on the Series 58 has been reduced by almost \$20,000. On the March 1 Corporate Price List you will see these exciting price reductions:

Product (P/N)	Previous price		New reduced price	
	US list	Factory base price	US list	Factory base price
Series 58 (32558A)	\$94,500	\$93,900	\$75,000	\$74,400
Series 58 Box Swap (32558AH)	90,700	90,120	71,200	70,620

Note: The price of the Series 58 as documented in the Series 70 Sales Training Manual is incorrect. The correct price is as stated above at \$75,000.

System memory options priced 20 percent below list

The Series 42, 48, and 58 systems provide additional savings through *new* add-on memory options. These options are priced 20 percent below the list price of these standard memory arrays. For the Series 42 and the Series 48, add-on 1-Mbyte memory options are available. For the Series 58, add-on 2-Mbyte memory options are available. Here are the specifics:

Product (P/N)	New option	Description	US list price	Factory base price
Series 42 (32542B)	Option 501	Add-on 1-Mbyte Array	\$ 7,000	\$ 7,000
Series 42 Box Swap (32542BH)	Option 501	Add-on 1-Mbyte Array	7,000	7,000
Series 48 (32548B)	Option 501	Add-on 1-Mbyte Array	7,000	7,000
Series 48 Box Swap (32548BH)	Option 501	Add-on 1-Mbyte Array	7,000	7,000
Series 58 (32558A)	Option 502	Add-on 2-Mbyte Array	12,000	12,000
Series 58 Box Swap (32558AH)	Option 502	Add-on 2-Mbyte Array	12,000	12,000

Delete memory option for Series 42XP/58 upgrades orderable July 1

Additional memory is a significant component when upgrading to a Series 42XP or 58, and therefore has been

included standard in these upgrade products. The new Disc Memory Division (DMD) controller cache products provide additional memory on the controller and may meet the memory need for some Series 42XP/58 upgrade customers (see "Added horsepower for HP 3000s from the HP 793X disc drives" on page 46).

These upgrades can be ordered without the standard memory today with Delete 2-Mbyte Array (Opt. 195) for a savings of \$7,500. Keep in mind however, that for the promotion period March 1 to June 30 you *do not* want to order this option, since you will be getting the memory "free" (see "Power Plus '86 promotions include HP 3000 Series 42XP/58 field upgrades" below). Even after June 30, we recommend that only those customers purchasing the DMD controller cache consider deleting memory on the upgrade.

Power Plus '86 promotions include HP 3000 Series 42XP/58 field upgrades

Gary Gubitz/OSD

From March 1 thru June 30, 1986, save \$7,500 on HP 3000 Series 42XP and 58 field upgrades.

As part of the Power Plus '86 Promotions, the 42XP/58 Field Upgrades are now available to your mid-range customers at a savings of \$7,500, representing approximately 20 percent off the US list price. This \$7,500 savings is equivalent to getting the currently standard 2-Mbyte memory array for free. Starting March 1 you are able to delete the standard memory with Option 195 for a \$7,500 reduction. With this promotion, however, you *do not* want to order Option 195. (This offering is not to be confused with getting a second 2-Mbyte memory board). With hundreds of these powerful upgrades already installed, and a great track record of satisfaction (99 percent of current installations), you can have confidence selling these upgrades to your customers. Of the 99 percent satisfied, 3 percent have upgraded to a Series 68. They needed a Series 68 but had hoped that a 25-percent-plus performance boost would let them delay additional system purchases; in these cases, they found that even a 25-percent-plus performance boost wasn't enough, so they went to a Series 68.

Your field marketing teams will be receiving a direct mailer for your customers highlighting this promotion. Yet, since there is a time limit, you may not want to wait

for your customers to call you. Details will also be available in the *Series 70 Field Training Manual*.

The following overview applies to the US only. In Europe and Intercon, check with your local Country Marketing Organization for product applicability and conditions. Specific ordering procedures for Europe will be issued by HPSA.

Here are the specifics:

Orders: March 1 to June 30, 1986

Availability: 2 weeks

Shipments: March 1 to July 15, 1986
(February shipments are also eligible)

Note: Office Systems Division O/P will be notifying sales reps with eligible customer orders/shipments. For orders shipped in February, you would need to notify your customer and then submit a request for a credit and rebill. For orders not yet shipped, you would need to notify your customer and then change your order to include the M05 Promotional Adjustment of - \$7,500.

Examples

Remember do not order the Delete 2-Mbyte Memory Option, Opt. 195. Field O/P instructions are provided to your O/P coordinators specifying not to order Opt. 195 until after the promotion ends on June 30.

Series 42 customer upgrading to Series 42XP			
P/N	Description	US list price	Factory base price
30550A	Series 42XP Upgrade	\$40,000	\$39,850
	Opt. 042 Disc Cache credit	(- 2,500)	(- 2,500)
M05	Promotion	(- 7,500)	(- 7,500)
Totals		\$30,000	\$29,850

Series 48 customer upgrading to Series 58			
P/N	Description	US list price	Factory base price
30558A	Series 58 Upgrade	\$40,000	\$39,850
	Opt. 048 Disc Cache credit	(- 2,500)	(- 2,500)
M05	Promotion	(- 7,500)	(- 7,500)
Totals		\$30,000	\$29,850

Note: This \$7,500 promotion also applies to Series 39, 40 and 44 customers upgrading to an HP 30550A Series 42XP or HP 30558A Series 58 Field Upgrade. This promotion is not available for those systems where the upgrade was/is returned under the Money-Back return program.

Now is the time to offer attractively priced 42XP/58 upgrades that give your customers a high-performance solution for their mid-range systems.

Planned price increase on the HP 3000 Series 48

Gary Gubitz/OSD

The HP 3000 Series 58's increased performance over the Series 48 has significantly reduced the order volumes for the Series 48. One of the results of lower order volumes is an increase in manufacturing costs to build fewer units. And with the recently announced price decrease on the Series 58, we expect this trend to accelerate.

We want to inform you of our plans to increase the price on both the Series 48 system (P/N 32548B) and Series 48 Box Swap (32548BH).

Although we are not affecting the March 1 Corporate Price List (CPL), the Series 48 prices will be raised on April's CPL, effective May 1, 1986.

Product (P/N)	Current prices		April 1 CPL effective May 1	
	US list price	Factory base price	US list price	Factory base price
Series 48 (32548B)	\$67,500	\$66,900	\$75,000	\$74,400
Series 48 Box Swap (32548BH)	63,700	63,120	71,200	70,620

Outstanding quotes as of April 1 will be honored through their valid timeframe. However, you may want to recommend an order for the higher performing Series 58. Here's why:

	Series 58 (P/N 32558A)	Series 48 (P/N 32548B)	
US list price:	\$75,000	\$67,500	(increase to \$75,000 on April 1 CPL)
Standard Memory:	4 Mbytes	2 Mbytes	
Relative Performance:	1.25-1.5	1	

The Series 58 is the high performance solution at a, now reduced, midrange price. You can sell it with confidence.

Added horsepower for HP 3000s from the HP 793X disc drives

Ray Ahrens/DMD

Do you have HP 3000 customers who need extra performance from their systems? Disc Memory Division has just released an enhancement to the HP 7933H and 7935H disc drives that can decrease the average access time by 30 to 50 percent when used in a typical HP 3000 computer-system application. This could increase total system throughput (as measured in transactions per hour or disc I/Os per second) by 15 percent or more.

The enhancement is called "controller cache" and is available in the new HP 7933XP and HP 7935XP disc drives. It is also available as a field upgrade kit (P/N 97930XP) for existing HP 7933Hs and 7935Hs. Keep in mind that this cache is resident in the disc drive and should not be confused with MPE disc cache, which was released in the spring of 1984 on the MPE V operating system.

Controller cache is supported only on the HP 3000 system with versions T and later of MPE V/E. The candidates for controller cache are those applications where performance is of the utmost concern.

To find out if controller cache is right for your customers' system, refer to the *HP 7933XP/7935XP General Information Manual* (P/N 5953-3670) and the *Application Engineering Manual* (P/N 5953-3672). Please call your local Sales Response Center for assistance in this area.

New product structure for HP 3000 Series 37A and 37XE

David Wertheim/OSD

Effective March 1, 1986, Office Systems Division (OSD) announces a new product structure for the Series 37A and 37XE. These products have been restructured to provide configurations with better performance and are more consistent with the rest of the HP 3000 product line. The Series 37 has become an excellent low-end system for penetrating branch-office, departmental-computing, and vertical-market customers, and the following changes will make it even easier to sell, configure, and order.

Based on your input regarding the performance of 1/2-Mbyte Series 37s, we have decided to ensure customer satisfaction by requiring 1 Mbyte of main memory as a minimum. This should not present much of a

problem since the vast majority of orders are already for 1 Mbyte or greater.

The new products are HP 32459A (\$15,000 US list) and HP 32450C (\$21,600 US list). Tables 1 and 2 present the features of these new products compared to their predecessors. The changes to the Series 37A are: minimum memory support is now 1 Mbyte, the ATP is no longer included (ATP/M must be ordered separately), HP installation is included, and an optimized manual set is included (Table 1). After adding products and deleting the ATP the net effect represents an SPU price that is \$300 greater. This has a very small impact on the overall system price (about 1 percent) and should not affect your selling efforts.

P/N	US list price	Factory base price	P/N	US list price	Factory base price	Changes
32449A	\$13,000	\$12,860	32459A	\$15,000	\$14,860	
1 Mbyte			1 Mbyte array			add 1/2 Mbyte
ATP			ATP/M must be ordered separately			ATP/M must be ordered separately (P/N 40290A + Option 1XX)
PIC			PIC			No change
System cabinet			System cabinet			No change
Customer installation			HP installation included			HP installation included
Full HP 3000 manual set			Optimized HP 3000 manual set			Optimized HP 3000 manual set

Table 1

Please note that only the ATP/M is supported as the terminal controller for both of these systems. With the inclusion of HP installation, the ATP/M is now supported on T-Delta-2 MIT or later MITs.

The changes to the Series 37XE are: the ATP is no longer included (ATP/M must be ordered separately), and an optimized manual set is included (Table 2).

P/N	US list price	Factory base price	P/N	US list price	Factory base price	Changes
32450B	\$24,000	\$23,840	32450C	\$21,600	\$21,440	
1 Mbyte			1 Mbyte array			No change
ATP			ATP/M must be ordered separately			ATP/M must be ordered separately (P/N 40290A + Option 1XX)
PIC			PIC			No change
HP installation included			HP installation			No change
Full HP 3000 manual set			Optimized HP 3000 manual set			Optimized HP 3000 manual set

Table 2

Customers of both these systems that require the full HP 3000 manual set can order P/N 30380M (\$500 US list), or individual manuals which are available from Direct Marketing Division (DMK).

Note: The HP 32449A will remain on the Corporate Price List for the next few months so you can close any pending sales situations that require either 1/2 Mbyte of main memory or customer installability.

These changes bring the ordering procedures for the Series 37 back in line with the rest of the HP 3000 family, while providing viable systems that your customers

can easily order and install. The Series 37 continues to be a strong contender in the low-end marketplace.

Remarketed systems with HP financing — the winning combination

Que Foor/FRD

Many customers still don't know that HP provides direct financing not only for new products but also for remarketed products. In fact, the combination of remarketed hardware and attractive financing plans can help you overcome budget obstacles and close price-sensitive accounts.

For example, for as little as \$1,147 to \$1,400 per month, your customer can own either a complete Series 40R- or Series 44R-based system. Stressing the low monthly payments could be just the angle you need to help you close the deal.

Program (P/N)	Description	Price	5-yr Lease monthly payment*
System Solution (43200AR)	Bundled remarketed Series 44R with flexible CPU and peripheral options**	Starting at \$65,000	\$ 1,400
Icecube (34240AR)	Bundled remarketed Series 40R with options to add disc and terminals +	Starting at \$53,250	\$ 1,147

*Rate effective February 1986 — 2.155 percent per month.

**See the December 15, 1985, issue of Computer News (page 11) for details.

+ See the February 1, 1986, issue of Computer News (page 13) for details.

Here are some important facts about HP financing:

- Financing is offered on all HP hardware and software products, as well as third-party software.
- HP financing, funded through Hewlett-Packard Financing Company, offers your customers very competitive rates with flexible payment plans. (Remember to get your sales finance rep involved in every sale situation that calls for financing.)
- Long-term leases such as the five-year lease (lease with option to purchase) has many excellent features: low monthly rates, 10 percent purchase option at end of term, Investment Tax Credit flexibility, and payments expensed for tax purposes.
- Other HP financing plans are also available: Operating Leases, Installment Contracts, Government Financing, and Full Service Rentals.

Remarketed systems with HP financing can be your winning combination. With Finance and Remarketing Division's wide range of remarketed equipment and financing plans, HP can meet your customer's hardware and budget needs.

Carolian Systems helps you sell Silhouette/3000

Stan Tims/CSY

Carolian Systems would like to help you sell Silhouette/3000. The original developer and seller of the product has been very successful selling this product to HP 3000 customers. Carolian Systems would like to extend its services to aid you in generating Silhouette/3000 sales. Carolian is willing to pass along its successful sales experience to you in the following ways:

- 1) *Reference Accounts* — Carolian Systems maintains a reference list of all Silhouette/3000 installations.
- 2) *Demonstrations* — Carolian is willing to demonstrate Silhouette on its two HP 3000 systems in a controlled system-failure environment.
- 3) *Consulting* — In some situations, Carolian personnel are available to provide sales and technical consulting for you and your customers. Such consulting could include devising sales strategies and recommending innovative methods of implementation. Consulting will be billed on a time and materials basis.
- 4) *KSAM/MPE* — Silhouette/3000 duplicates IMAGE and TurboIMAGE databases on other HP 3000 systems. Carolian Systems offers a complementary product, which duplicates KSAM and MPE files as well.

Silhouette/3000 has been a successful product for Carolian Systems. Ian Campbell, president of Carolian Systems views the selling environment as wide open to HP sales reps: "Now that Silhouette/3000 is exclusively sold and supported by HP, I am confident that Silhouette sales will not only continue to flourish, but grow significantly. We at Carolian Systems would like to assist the HP sales force in making Silhouette sales quick and easy."

Carolian Systems has found that sales of Silhouette/3000 not only result in orders for the software, but also sales of additional SPUs, discs, data-communications products, terminals, peripherals and system software. For further information on how Carolian Systems can help you make quota in 1986 with Silhouette/3000, please contact Ian Aldwinckle, sales manager of Carolian Systems, at 416-674-0401.

Announcing the HP 3000 Software Support Configurator

Amy Ting/PRSD

In response to overwhelming field demand, Product Support Division (PRSD) has developed a prototype software-support-configuration tool for HP 3000 systems called the Software Support Configurator/3000 (SSC/3000). With this tool you can configure software support quickly and accurately. The prototype SSC/3000 available this month uses a Lotus® 1-2-3® spreadsheet format and runs on the HP Touchscreen and the Portable PLUS personal computers. SSC/3000 does *not* replace HP's formal quotation process. However, it allows you to save valuable time in configuring software support.

This initial SSC/3000 release has been field tested in the US, Europe, and Canada and provides you with an easy-to-use tool to meet your immediate software-support-configuration needs. A longer-term project is also underway to develop a fully supported version with enhanced functions.

Configure software support quickly and conveniently

With the Software Support Configurator/3000 you can have a support configuration in *ten minutes or less* for most systems. Since SSC/3000 runs on the Portable PLUS, you can configure support at a customer's site. In addition, it allows you to change the level of support at the push of a button to recalculate a configuration. A sample configuration for a mid-range, general-purpose development system is presented below.

BUDGETARY SOFTWARE SUPPORT QUOTE		
Sample SSC/3000 Output		
Product Number	Description	PRICE/MO
32548B+T51-410	AMS - MPE - V/E - HP3000 Series 48 (S/W Updates delivered on 1600 bpi magnetic tape)	560
30539B+T00	AMS - Disc Caching	0
99081B+C00	CAT - Language Category	60
	32111A+S00 SMS - BASIC/3000	30
	32233A+S00 SMS - COBOL II/V	30
	32100A+S00 SMS - SPL/3000	30
99082B+C00	CAT - Productivity Tools Category	75
	32350A+S00 SMS - HPToolset/V	25
	32248A+S00 SMS - Programmer Prod. Pack	45
99087B+C00	CAT - Datacom C Category	95
	32185A+S00 SMS - OS Service	20
	32187A+S00 SMS - X.25 Link	15
99105B+T00	AMS - Office Family	70
	36570A+S00 SMS - HPDeskManager	30
99106B+C00	CAT - Office Tools Category	50
	32110A+S00 SMS - HPBusiness Graphics	50
35136A+J00-T01	HP Trend for AMS Central System	0
	MONTHLY SERVICE CHARGE (\$ U.S.)	1185
	YEARLY RATE (\$ U.S.)	14220

These prices are subject to change without notice and do not include any applicable sales taxes. This document is NOT an official Hewlett-Packard quotation or statement of actual support costs and should only be used for BUDGETARY software support quotations. This configuration was produced by the Software Support Configurator/3000, Prototype Version A.01.00, and reflects March 1, 1986 CPL prices.

Configure software support accurately

SSC/3000 automatically determines category and family support products and support product numbers. The software also includes numerous edit checks to insure the accuracy of your configuration. For example, you no longer have to worry about forgetting media options or missing a datacom link since SSC/3000 will remind you if these support products are missing. SSC/3000 also includes budgetary support prices for your convenience. However, for a firm HP quotation you will still need to contact your quotes coordinator.

Configure support with the latest support-product information

A new Lotus file will be distributed to you monthly to insure that your configurations reflect the latest support product information. These updates will be available in the field the first of the month. While developing the final version of SSC/3000, PRSD will make changes necessary to ensure the accuracy of this tool.

How to obtain a copy of the Software Support Configurator/3000

Your personal copy of the *Software Support Configurator/3000 User Guide* (P/N 5958-7348) will arrive on your desk soon. This manual contains handy glossaries of user prompts and error messages, as well as detailed information on how to load the Lotus file and troubleshoot configuration problems.

One copy of SSC/3000 is being distributed to US district managers, area engineering operation DMs, and area admin managers early this month. SSC/3000 will be released in Europe and Intercon in early April. Be sure to contact your manager to obtain a copy of this time-saving sales tool.

Future configuration tools

This release of SSC/3000 provides you with an easy-to-use tool to meet your immediate configuration needs. A project is underway at PRSD to address short-term and longer-term field configuration needs for software support. In the short run, PRSD will develop configuration solutions for technical systems and will enhance the supportability of the HP 3000 configurator. Longer term, PRSD hopes to integrate the support configuration tools into the broader systems architecture. Until this long-term system solution is available, the Software Support Configurator/3000 will provide the extra help you need to easily configure HP 3000 software support.

Lotus® and 1-2-3® are US registered trademarks of Lotus Development Corp.



Service training for HP 7978 and HP 3000 Series 68

Wei Huang/PRSD

Hardware maintenance training courses on the HP 7978 and the HP 3000 Series 68 are now available at the Customer Service Training Center in Mountain View, California.

HP 7978 Hardware Service Training (P/N 99074A) is four days in length, priced at \$1,200, and available March 17 to 20 or May 19 to 22, 1986.

HP 3000 Series 68 Hardware Service Training (P/N 99075A) is five days in length, priced at \$2,500, and is available May 19 to 22, 1986. Because of the advanced technology of the HP 3000 Series 68 service course, students must complete System Operator (P/N 22807C) and HP 3000/3X/4X Service Training (P/N 35022A) prior to taking the course.

Both of the new courses provide service personnel with the latest product maintenance and repair technology using hands-on laboratory work and intensive classroom lectures.

For further information regarding these courses, contact the Customer Training Center at TELNET 960-5300 or 415-960-5300.

Improved HP 3000 Installation Management product

Mickey Friedman/ASD

HP 3000 Installation Management is a consulting service provided by the application engineering operation to help new HP 3000 customers prepare for their upcoming system implementation. The key deliverable in this service is the new *Quick Reference Operations Manual* that tells the customer all the basic information needed to prepare for and productively run their HP 3000.

This operations manual covers all of the following topics: basic application planning, performance variables, account structure, system startup methods, system backup, problem management, disaster recovery plan, HP support for the HP 3000, and more.

A big thanks goes out to the team of Rockville, Maryland, systems engineers who revised the operations manual to make it current and applicable to today's customers and their issues.

In addition to the operations manual, a systems engineer will spend one day helping the customer prepare for the

start-up phase and for any issues that are likely to arise in the customer's first six months with the new system.

This consulting service will save a great deal of time, money, and frustration if delivered with every new HP 3000 sold. In fact, the areas that have been selling this with every new HP 3000 can not understand how customers in other areas get along without it.

Ordering information

P/N	Description
35039A	HP 3000 Installation Management
35939-90001	Quick Reference Operations Manual (orderable from SDC)

OFFICE SYSTEMS

Announcing corporate site license program for HP personal-computer software

Marc Burch/PSD

Hewlett-Packard has taken a leadership position in offering customers a corporate site license program with savings to over 75 percent (new site license discount plus customer purchase agreements) off US list price. HP is the first of the major computer manufacturers to announce such a program for its corporate accounts, OEMs, and educational customers. This is a worldwide program.

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

The customer is allowed to reproduce a specific number of copies of a software product from a master disc provided by HP. The right to reproduce the software may be purchased in increments, starting at 50 and going over 5,000 copies.

continued on next page

Software schedule 1986

Quantity	Customer purchase agreement (A1,A9)	Site discount percent	Percent off
50	33	+ 15	= 43
100	33	+ 20	= 46
200	33	+ 25	= 50
400	33	+ 30	= 53
600	33	+ 35	= 57
800	33	+ 40	= 60
1,000	33	+ 45	= 63
2,000	33	+ 50	= 66
3,000	33	+ 55	= 70
4,000	33	+ 59	= 73
5,000	33	+ 63	= 75
5,000 and up	Call factory for special quote		

Corporate program structure

For each group of 50, the customer receives one master disc, one right-to-reproduce licence, five sets of documentation (10% of quantity ordered), 50 right-to-use license for each end user, and 50 serialized color labels with customer name.

For customers who don't have the capabilities or desire to reproduce the software, HP will reproduce the software for a fixed price. Customers may also purchase additional documentation as part of this program.

Available products

This program today includes HP's proprietary software for the HP Touchscreen and Vectra personal computers. Strategic software products (such as Gallery, AdvanceLink, HP Message, Print Central, etc.) are products that customers need to integrate productivity into the office. The following products will be available March 1, 1986.

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

Follow-on products being reviewed are: HPWord for the HP Touchscreen, Gallery Collection for HP Vectra, ExecuDesk for the HP Touchscreen, Executive Spreadsheet, HP Message for HP Vectra and Touchscreen, Executive Card Manager for the Portable PLUS, Executive MemoMaker/Time Manager for the Portable PLUS, Print Central, and others.

Ordering information

Part numbers for ordering today are:

Product name	P/N HP Touchscreen	P/N HP Vectra
<i>Customer reproduces the software on discs ("Q")</i>		
HP Access	36927Q	36898Q
Executive MemoMaker	45418Q	68330Q
Executive Card Manager	45421Q	68331Q
AdvanceLink 2392	45431Q	68333Q
Gallery Collection	45437Q	N/A
<i>HP reproduces software on discs ("S")</i>		
HP Access	36927S	36898S
Executive MemoMaker	45418S	68330S
Executive Card Manager	45421S	68331S
AdvanceLink	45431S	68333S
Gallery Collection	45437S	N/A
<i>Documentation only ("T")</i>		
<i>Quantity = 5 sets</i>		
HP Access	36927T	36898T
Executive MemoMaker	45418T	68330T
Executive Card Manager	45421T	68331T
AdvanceLink	45431T	68333T
Gallery Collection	45437T	N/A

If you have any questions or any sales opportunities, contact Marc Burch at Personal Software Division, HPDesk HPD600/IM, or telephone 408-773-6348.

Presentation/demopack for HP PPC integration with IBM's DCA

Heather Wilson/OPD

Have you ever needed to present or demonstrate HP's electronic-mailing products and wished you had a useful sales tool designed for this purpose? A new presentation/demopack has been designed to help you successfully sell the latest releases of office products from Office Productivity Division (OPD).

Included in the kit are slides, presentation material and demonstration scripts for HPDeskManager A.03.01, HPMessage II, and HPConvert/DCA. This combination of products allows the integration of the IBM/PC — running IBM word processing software — with the HP Personal Productivity Center (HP PPC).

This pack provides the material necessary to be able to effectively present and demonstrate one or all of these

three products. To order your copy, send an HPDesk message to Heather Wilson (HP1600/02) to arrive no later than March 31, 1986. The price for this pack is \$60.

HP combines the power of The Graphics Gallery and HP 3000-based graphics

Paula Dieli/PSD

HP Graphics Curator/3000 enables customers to convert graphic images between the Gallery format, used by HP's personal-computer-based applications (Drawing Gallery, Charting Gallery), and the Figure format, used by HP 3000-based applications (HPDraw, DSG/3000, HPEasyChart, HPMap). Graphics Curator/3000 provides an easy-to-use VPLUS user interface and direct access from AdvanceLink command files or MPE user-defined commands (UDCs). The design of Graphics Curator/3000 allows HP applications to read uploaded Gallery files or downloaded Figure files with little or no modifications. This all adds up to a significant competitive advantage for you. No other vendor provides such a comprehensive business-graphics solution.

Primary benefit

The primary benefit of HP Graphics Curator/3000 is to allow existing HP 3000 graphics users the ability to download their many custom figures (for some customers, numbering in the hundreds) to Drawing Gallery for further editing and plotting for presentations, and inclusion in Executive MemoMaker documents for merged text and graphics. This can result in a savings of hundreds of man-years invested in the creation of customized figures.

Pictures from the picture libraries or those created using Drawing or Charting Gallery can also be uploaded to the HP 3000 and converted to figures for use in HPDraw, HPMap, or in a TDP/3000 or HPWord document.

Increased productivity

HP Graphics Curator/3000 provides customers with a tremendous productivity advantage. Graphics users can offload some graphics creation time to the workstation. They still have access to the multiuser environment of the HP 3000, with more file storage for figure and base-map libraries, and production-graphics capability with DSG/3000. This provides the user with more flexibility and faster turnaround.

Target market

Sell HP Graphics Curator/3000 to your customers currently using HP 3000 Graphics products. This enables

them to begin migrating graphics to the workstation — a better solution for screen-intensive applications. CPU resources are then offloaded.

The Office Graphics Bundle, which includes HP Graphics Curator/3000 and five copies of the Gallery Collection, is the perfect solution for customers who haven't yet been introduced to the highly successful Graphics Gallery products but would like to offload graphics creation to the workstation. Purchase of the Office Graphics Bundle is a 15 percent discount of the total product value. See details below.

HP leads the way in graphics

HP Graphics Curator/3000 provides a capability unavailable from any other office vendor. HP allows graphics users an easy way to combine the power of the HP 3000 multiuser environment with the performance benefits of the standalone workstation.

HP Graphics Curator/3000 strengthens HP PPC

HP Graphics Curator/3000 is another critical element in the overall HP Personal Productivity Center strategy. Instead of relying on the HP 3000 for all computing needs, HP Graphics Curator/3000 makes it easy for your customers to access the inherent power of the personal computer. Graphics can be generated much more quickly with the help of the dedicated microprocessor of a personal computer. HP Graphics Curator/3000 reflects our commitment to maximize user productivity through intelligent allocation of computing tasks.

Ordering information

HP Graphics Curator/3000 is available as a standalone product for \$2,500 (P/N 36926A) and \$1,750 for the right to copy (P/N 36926R). The A product must be ordered with one of the following options: Option 310 for Series 37 computers, \$1,000; Option 320 for the upgrade from Option 310 to 320, \$1,500; Option 320 for all other HP 3000 computers. The R product options are: Option 310 for \$1,000; Option 315 for \$750, Option 320 for \$1,750.

Discount offer

HP Graphics Curator/3000 can also be purchased as the "Office Graphics Bundle" for \$4,500 (P/N 36929A), which includes HP Graphics Curator/3000 and five copies of the Gallery Collection for the HP Touchscreen personal computer (P/N 45487A). For HP Graphics Curator/3000 right-to-copy and five copies of the Gallery Collection right-to-use, the bundle is available for \$3,200 (P/N 36929R). The price of the bundle is a *15 percent discount of the total product value*.

HP Graphics Curator/3000 and the Office Graphics Bundle are available for ordering now. The software is available on the T-Delta-4 MIT.

TDP/3000 self-paced training available

Anne Summerfield/OPD

Field training for HP's powerful text editor and formatter, TDP/3000, is going self-paced.

From March 1986, TDP will no longer be taught on the AE280 field training course. If you need to learn TDP, a self-paced course including exercises is available from Office Productivity Division (OPD) Field Training. The course covers: TDP Overview, Installation, Configuration, Integration, Customization, Performance, and Basic Problem Solving.

To order this course send an HPDesk message including your name and full mail address to: Anne Summerfield, OPD Field Training, HP1600/02.

AdvanceWrite self-paced training available

Anne Summerfield/OPD

Will you be supporting AdvanceWrite? Are you receiving calls from customers about AdvanceWrite? Do you need information now?

Well, Pinewood Field Training can help you. We're developing a self-paced training course for AdvanceWrite. The course covers these topics: Marketing information, Configuration, Performance, Integration, Customization, and Problem solving.

The first part of the course covers theory and is available right now. You will not need the software to study this part, so you can work in your own time and study just the sections that apply to your own job role. Part two will include practical exercises and will be available when the software is distributed.

Just the sort of information you need? Then send an HPDesk message with your name and *full* postal address to Anne Summerfield, Pinewood Field Training, HP1600/02.

Part two will be advertised in *Information Systems & Manufacturing News* as soon as it is available.

Office Tools Family becomes Office Tools Category

Amy Ting/PRSD

Effective March 1, 1986, the Office Tools Family has been repositioned as the Office Tools Category. This change was made to better meet customer's support delivery needs.

Customer and field feedback indicates that Category Support can more effectively address support needs for Office Tools software than Family support. Why?

- Office Tools Category software is less complex than the software in the Office Family. Consequently, support is more effectively delivered as part of FOS.
- Since updates to Office Tools software are included in the MIT process, separate release planning sessions are incorporated into FOS planning sessions for effective use of the customer's time.

Thus, by repositioning the Office Tools Family to the Office Tools Category, HP will provide customers with a more appropriate support solution.

Specific changes to Office Tools support products and prices are listed below.

Products removed from the CPL effective March 1, 1986:

P/N	Description	US list price
99106B + T00	AMS - Office Tools Family	\$60/mo.
99106B + H00	RCS - Office Tools Family	35/mo.
99106B + V00	Extended Family Support - Office Tools Family	12/mo.

New Products on the CPL effective March 1, 1986:

P/N	Description	US list price
99106B + C00	Category Support - Office Tools Category	\$50/mo.
99106B + V00	Extended Category Support - Office Tools Category	12/mo.

Products that did *not* change:

Manual Update Service (MUS) for products in the Office Tools Category will continue to be ordered at the individual product level.

The following Office Tools Family software products are affected by this change:

P/N	Product
32108A	HPDraw
32109A	HPEasyChart
32110A	HPBusiness Graphics
32112A	HPMenu
32113A	HPMap
32132A	HPListKeeper
32133A	VisiCalc/3000
32250A	DSG/3000
36561A	HPSpell (US)
36562A	HPSpell (2 Dictionary)
36563A	HPSpell (Add-on Dictionary)
36576A	HPSlate

Office Tools Family no longer required for HPDeskManager support

HPDeskManager contains both HPDesk and HPSlate. Previously HPDesk customers were required to purchase the Office Family and the Office Tools Family. This requirement has created a customer satisfaction issue, particularly for customers that purchase HPDesk solely for electronic mail functionality, and that have no other software in the Office Tools Family.

In light of the repositioning of the Office Tools Family to a Category, the Office Tools Family will no longer be required to support the HPSlate portion of HPDesk. The Office Family is now the only family required to support HPDesk. The February 1, 1986 price increase to the Office Family reflects, in part, this change in support delivery costs for HPDeskManager.

Where to go for help?

If you have additional questions about these changes, contact your Customer Support specialist at 408-725-8111:

Region	Support specialist	TELNET
Eastern/Europe	Linda Parriott	125-4840
Midwest	Fred Valdez	125-3491
Neely	Tom Loupy	125-4164
Southern	Annie Lee	125-3470
Intercon/ Canada	Susan McCormick	125-3498

HP LaserJet printer presentations font cartridge

Larry Haley/BOI

Do you have HP LaserJet printer customers who have been asking for an "Orator" font, large "Helv-like" characters, or who want columns that will align when preparing overhead slides? Well, HP now has the HP 92286R Presentations 1 cartridge (P/N 92286R, US list price \$330) that will meet all these needs.

• Letter Gothic	14 Point Regular
• PRESENTATIONS	14 Point Bold
• PRESENTATIONS	16 Point Bold
• PRESENTATIONS	18 Point Bold

Based on Letter Gothic (a straight font like Helv but with fixed spacing), the HP 92286R cartridge consists of several large fonts designed specifically for overhead presentation purposes in portrait or landscape orientation.

Like the "Orator" for typewriters, lower-case letters are presented as small caps. With the cartridge installed, the following fonts can be accessed:

Letter Gothic 14 Point Regular; Presentations 14 Point Bold; Presentations 16 Point Bold; Presentations 18 Point Bold; IBM PC Line Draw 14 Point; HP Line Draw 14 Point; and Legal characters in 14, 16, and 18 Point Bold.

The user does not need to enter escape sequences when selecting the default Presentations 14 point bold or IBM PC Line Draw fonts. The other fonts can be selected with short escape sequences which include the appropriate line spacing. This cartridge will soon be supported by software developers, eliminating the need to enter escape sequences. For more information on a particular package, the developer should be contacted.

Why would HP LaserJet printer users want to produce overheads on the LaserJet printer? Speed is the answer. The user installs the HP 92286R cartridge, enters the text on a familiar word processor or editor, and prints the output on the HP LaserJet printer. Overhead transparencies (P/N 92285J) can be ordered from Direct Marketing Division.

We have high expectations for this cartridge and expect it to be one of the most popular cartridges on the market. It should be a "must" for every LaserJet printer user involved in preparing overhead presentations, e.g. secretaries.



PORTABLE

HP-IL Video Interface now available in Europe

Chuck Yort/DMO

For Europe only

The HP-IL Video Interface is now available in Europe. This video interface offers users of HP-41, HP-71 and HP-75 handheld computers access to the world of full-screen display with 24 rows of 80 characters via any standard monitor, or 20 rows by 40 columns with any standard PAL television*. Many features are selected by the user with simple software commands such as two character sets plus inverse video, scrolling of its internal two-screen memory, and cursor type and movement.

The HP-IL Video Interface distributed in Europe by Direct Marketing Operation (DMO) will be dealer discountable. Further information is available from DMO or the latest *Computer Users Catalog*.

P/N	Description	Factory base price
92198B	HP-IL Video Interface for Europe	\$335
92198C	HP-IL Video Interface for UK	335

**Use with standard television requires an RF modulator which may be purchased from any dealer or electronics parts store.*

DESKTOP

HP Vectra PC direct-mail begins

Debbie Vick-Gary/IS&N Marcom

A new direct-mail campaign is being developed to help heighten awareness and generate inquiries for the HP Vectra PC. The objective is to reach target accounts that are not currently HP customers. This campaign will coincide with the IBM/Compaq Trade-In Promotion. It will serve to supplement your own direct-mail efforts by informing even more prospects about the HP Vectra PC and the trade-in promotion. The direct-mail package will

include a letter highlighting the benefits of the HP Vectra PC, the HP Vectra PC flyer, and a business reply card.

The direct-mail campaign is largely aimed at MIS directors. Names were obtained from HP's Market Research Center. Four titles were selected from each company: Senior DP Manager, Office Automation Manager, Senior Financial Officer, and Technical/Hardware Evaluator. Approximately 35,000 names were selected. Five thousand names were selected from *PC World* and *Inc.* magazine to test our ability to reach personal-computer end users. The mailing date is scheduled for mid-March.

If you have any questions about this direct-mail campaign, please call Debbie Vick-Gary, direct mail coordinator, at 408-865-6240.

Dual serial RS-232/422 interface for HP Vectra PC now available

Michel Bart/GPCD

In September 1985, the HP 24540A serial/parallel interface was introduced with the HP Vectra PC. It is mainly intended for dealers who want to attach Centronics-type printers. It features IBM-used connector type and sex.

The HP 24541A dual serial RS-232/422 interface has now been introduced. It simplifies the Vectra PC connection scheme when a mainframe link coexists with the connection of an RS-232 peripheral such as an HP LaserJet printer or plotter. HP standard connector type and sex has been implemented to satisfy the demand of the direct sales force customers.

That is, the HP 24541A dual serial RS-232/422 interface provides the HP Vectra PC with the same datacom ports as those built into the HP Touchscreen personal computer.

The main features are two serial ports on a single card:

- **Datacom port 1 (RS-232/422).** The connector is the same as that on the HP Touchscreen personal computer and the HP 2392A terminal. Consequently, the HP Vectra PC uses the same cables as the HP Touchscreen for a host-computer connection, direct or through modems. RS-232 supports a cable length of up to 50 feet (15m). RS-422 supports a cable length of up to 4,000 feet (1200 m).
- **Datacom port 2 (RS-232).** The port 2 is used to connect the HP Vectra PC to a second host computer, directly or remotely, or to attach a serial printer or plotter.



A typical configuration will use port 1 to run the Advance-Link 2392 terminal emulation, and port 2 to connect an HP LaserJet printer.

Note: For a complete description of the supported connections and cable part number, refer to the Serial and Parallel Interfaces data sheet:

- USA and Intercon, order P/N 5953-5971 from the Literature Distribution Center.
- Europe, order P/N 5953-5980 from your local Marcom department.

WordStar 2000, Release 2, for the HP Vectra PC

Marc Lowe/PSD

HP is proud to announce the availability of WordStar® 2000, Release 2, for the HP Vectra PC. WordStar 2000 is MicroPro's state-of-the-art word processor, offering the industry's most advanced features with an easy-to-use user interface.

Release 2 enhancements

WordStar 2000, Release 2, is the only word processor that enables users to directly read Lotus® 1-2-3® files while editing. Release 2 offers improved performance, a document-content-architecture (DCA) conversion capability, expanded printing capabilities, newspaper-style columns, simplified installation, document-history screen, on-screen right justification, plus many new editing and formatting features.

Update policies

Current users of WordStar 2000 and WordStar 2000 Plus, Release 1.01, can upgrade to Release 2.0 by contacting MicroPro's Update Department at 800-227-5809. Users who purchased WordStar 2000 or WordStar 2000 Plus after November 1, 1985, will receive Release 2 at no charge. Customers who bought WordStar 2000 or 2000 Plus on or before November 1, 1985, can receive the upgrade for a nominal charge of \$60.

Customers must provide proof of purchase or proof of ownership to qualify for the upgrade.

MicroPro products for the HP Vectra PC

P/N	Product	US list price
68341F	WordStar 2000, Release 2	\$495
68342F	WordStar 2000 Plus, Release 2	595
68345F	WordStar	350
68346F	WordStar Professional	495

WordStar® is a US registered trademark of MicroPro International Corporation.

Lotus® and 1-2-3® are US registered trademarks of Lotus Development Corporation.

Chang Labs software reclassified

Kathleen Sulgit/PSD

For the past two years HP has offered MicroPlan, MicroPlan Consolidation Module, and GraphPlan for the HP Touchscreen personal computer. Beginning June 1, 1986, your customers can purchase these products directly from Chang Labs, under the provisions of HP's Listed Software Vendors Program. As of that date, HP will discontinue distribution of these products and customers will be referred directly to Chang Labs, 5300 Stevens Creek Blvd., San Jose, CA 95129-1088, 408-246-8020.

The Listed Software Vendors Program exists to assist both the software vendors and HP 150/Touchscreen personal computer users. HP assists the many vendors who have written software for the HP 150/Touchscreen personal computer and makes product and order information available to HP 150/Touchscreen customers via publications such as the *HP 150 Software Brochure*. Over 500 software products are available from these various vendors, including applications for all types of business management, programming tools, personal and office productivity packages and computer games.

If you would like more information on the Listed Software Vendors Program, contact the ISV administrator at 408-720-4003.

MicroPlan and GraphPlan are US trademarks of Chang Laboratories.

HP Touchscreen personal computer software products discontinued

Kathleen Sulgit/PSD

On June 1, 1986, the Personal Software Division (PSD) will discontinue distribution of the following HP 150/Touchscreen personal computer products, as well as their upgrade kits, options, and local language versions. Newer, more popular products which better meet the needs of our customers are available, and have reduced the demand for these products.

If you have customers who have been using these products, the following table will give you the information you need in recommending an alternative product.

P/N	Product	Comments	Alternatives
45414A	Transend COMplete	Very low customer demand.	AdvanceLink/150
45455A 45461A	BPI Accounting Series	Low customer demand. BPI has just announced the new Enterprise Accounting System. BPI Accounting Series files are not upwardly compatible.	Choice of 29 accounting programs available through the Listed Software Vendors Program.
45473D	Microsoft [®] Multiplan [®]	Low customer demand.	Deluxe VisiCalc is available as a low cost solution. Lotus 1-2-3 is still the most popular spreadsheet program.
45484A	Graphwriter	Low customer demand.	Customers prefer easier to use packages such as Picture Perfect and Diagram, and the Gallery Collection.
45488A 45489A 45490A	PFS:File & Report PFS:Write PFS:Graph	Products sell primarily through retail channel. They do not integrate with other Touchscreen programs. Significant decline in sales following introduction of the Executive Series. HP programs are several versions behind standard market versions.	Touchscreen customers prefer the Executive Series, including Executive Card Manager, Executive MemoMaker and Executive Spreadsheet. These products provide a low-cost solution, and when combined with the Gallery Series provide state-of-the-art merged text and graphics.

continued

P/N	Product	Comments	Alternatives
45511D	Dow Jones Spreadsheet Link [®]	Very low customer demand.	AdvanceLink provides more for your customers at a low price.
92248AA	Touch Games 1	Very low customer demand.	Over 20 entertainment packages are available for the Touchscreen.

As you know, the Touchscreen has become an ideal solution within the HP 3000 environment. As such, there has been a shift in software purchased by our major accounts. This has caused a substantial drop in demand for those packages that have traditionally sold well to individuals in small businesses.

The demand still remains strong, however, for packages such as Lotus[®] 1-2-3[®], Symphony[®], WordStar[®], MultiMate[™], R:Base[™] 5000 and dBASE[®] II — as well as many more.

If your customers have one or more of the modules that make up a product series such as BPI or PFS, now is the time to act to complete the series.

Following standard HP policy, support and media replacement for these products will be provided for five years beginning June 1, 1986.

PFS[®] is a US registered trademark of Software Publishing Corp.

Lotus[®], 1-2-3[®], and Symphony[®] are US registered trademarks of Lotus Development Corp.

MultiMate[™] is a US trademark of MultiMate International.

R:BASE[™] is a US trademark of Microrim, Inc.

dBASE[™] is a US trademark of Ashton-Tate.

MemoMaker for HP Vectra PC obsoleted by Executive MemoMaker

Ames Cornish/PSD

MemoMaker for the HP Vectra PC and the IBM PC (P/N 45420E) will be removed from the Corporate Price List in April. The replacement product, Executive MemoMaker (P/N 68330F), is available now, and includes many additional features for only \$245. These features include an 80,000-word dictionary for spelling correction, merged text and graphics (via a completion kit available in early summer), and a find-and-replace function.



Please strongly recommend to your customers that they purchase the new Executive MemoMaker. It has the same easy-to-use interface as MemoMaker and your customers who are familiar with MemoMaker do not have to learn anything new.

HP Touchscreen personal computer languages transfer to POD

Kathleen Sulgit/PSD

Effective February 1, 1986, all language products for the HP Touchscreen personal computer and the Portable PLUS were transferred to the Personal Office Computer Division (POD). POD now has full responsibility for the following language products:

P/N	Product
45310A	Basic Programmer's Library
45311A	ICON Design System
45443A	FormsMaster/150
45445D	BASIC
45446D	Compiled BASIC
45447D	Microsoft® Pascal
45448A	Microsoft COBOL
45449D	Microsoft FORTRAN
45450D	Microsoft GW BASIC
45452D	Lattice C Compiler
92248BA	Cross Reference Utility

In addition to supporting languages, POD has additional responsibility for all operating systems and development tools for the HP Touchscreen personal computer. The Personal Software Division (PSD) continues to maintain responsibility for all other distributed applications software for the HP Touchscreen personal computer.

Beginning now, all calls regarding these language products should be referred to Smita Deshpande, languages product manager, Personal Office Computer Division at 408-720-3000.

Potential problems using plotter demo

Kevin Spangler/SDD

We have isolated a problem using the new IBM-PC/HP plotter demo disc (P/N 07440-18001). The problem has occurred on both the IBM PC AT and the HP Vectra PC, and in *no way* implies any type of HP Vectra PC incompatibility with the IBM PC AT. The problem is this: in the middle of a plot, an error message appears on the computer screen and the plotter halts; there is no recovery from this error except to re-start the demo disc.

In our testing, the problem appeared on the IBM PC AT and the HP Vectra PC, but involved only the HP 7585/7586 plotters, and only the birthday plot and bio-rhythm plot. We have received reports of similar problems with the HP 7550, but have not yet been able to reproduce them.

The demo disc still works correctly with most computer/plotter/plot combinations; the HP Colorpro and HP 7470/75 plotters appear to be completely unaffected. Shipments of the disc have been stopped until the problem is corrected.

Also in this issue

Announcing a corporate site license program for HP personal-computer software

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HP combines the power of The Graphics Gallery and HP 3000-based graphics

51



SPECTRUM PROGRAM

HP announces the first technical systems using HP Precision Architecture

Carl Stolle/DSD

The recent introduction of the first commercial HP Precision Architecture system was accompanied by the announcement of the first technical product. The difference was that price, performance, availability, product detail, and ordering information were given for the commercial system while general product and positioning information was announced for the technical version.

Although they are scheduled to ship at the same time, the first commercial systems using HP Precision Architecture were introduced ahead of the technical system because of greater market pressure for a high-end HP 3000 growth path. In addition, a later introduction for the technical system allows time to provide more detailed performance data, usually required by our technical customers. Specific details about price, performance, product detail, and ordering information will be released when the technical system is formally introduced this summer.

The first technical system using HP Precision Architecture will run HP-UX and is being marketed into both manufacturing and engineering markets. The target customers will be solution creators (OEMs, ISVs, systems integrators, VARs, major accounts) to help build applications for these two markets.

The HP-UX system will be positioned at the high end of both the HP 1000 and HP 9000 product lines providing up to three times the performance of the HP 1000 Series A900 and HP 9000 Series 500 systems. It will fit into high-level area-manager applications in the manufacturing hierarchy. In the engineering market the first system will fit as a high end computational resource for engineering workstations.

Where to get more information

You should have already received two important packets of information. The first, sent in early February, included a primer on the HP Precision Architecture, a primer on HP's new database product, and a cassette tape on HP's Precision Architecture strategy. The primers give an overview of computer architecture and relational-database concepts and introduce the reader to HP's Precision Architecture and comprehensive database management system. The cassette tape gives an overview of the decisions that went into the planning and design of the HP Precision Architecture. The primers, *HP Precision Architecture* (P/N 5954-6677) and *Relational Technology* (P/N 5954-6676), are available for customers from the Literature Distribution Center.

The second information packet, the announcement packet, was mailed in mid-February. You should find this packet particularly useful since it contains information which is more comprehensive and detailed than that released to the general public. Topics covered in this packet include:

- General features and characteristics of the first technical product offering.
- Migration plans for the current HP 1000 and HP 9000 families of computers.
- Features and benefits of the HP Precision Architecture.
- Features and benefits of the HP-UX operating system and subsystem software, including the HP-UX real-time extensions.
- Positioning in the CIM and CAE marketplace and coexistence with current HP 1000 and HP 9000 computers.
- Preliminary guidelines on "where to sell."
- The "Solution Creators Program" and open systems support.

Also included in the announcement packet are an HP 1000 sales aid, a coexistence brochure (P/N 5958-9507), and the press release for the announcement. Look for more information as we head toward the technical introduction. If you have any questions, please contact the Sales Response Center.

GENERAL

Manufacturing '86-II: new products for manufacturing market

Joe Alwan/MSG Sales Center

You learned about the manufacturing market in Manufacturing '86 (MFG'86). Now, here's MFG'86-II with the new products to help you make those factory automation sales in 1986.

MFG'86-II is Data Systems Division's (DSD) part of the upcoming March/April Technical NPT. Seven new products and 50 HP Vectra PC manufacturing-software packages will be introduced first in the March 13 teleconference and then again along with three third-party products during the afternoon of day one of the NPT. Two of the featured third parties provide solutions for many manufacturers and will tour the entire US and Canada. Video tapes of a reference for each are being produced. The other third party has been specially selected for each region to best fit that region's typical customers. In addition, DSD management will be touring to answer questions and learn more about your customer's needs.

MFG'86-II: new products for the manufacturing market

Date	Location	Date	Location
March 17	Bellevue, Wash.	March 24	Phoenix, Ariz.
March 18 a.m.	Brisbane, Calif.	March 25	Houston, Tex.
March 18 p.m.	Palo Alto, Calif.	March 26	Dallas, Tex.
March 19	Lawndale, Calif.		
March 20	Fullerton, Calif.		
March 31	Atlanta, Ga.	April 7	Novi, Mich.
April 1	Raleigh, N.C.	April 8	Cleveland, Ohio
April 2	Chicago, Ill.	April 9	Lexington, Mass.
April 3	St. Paul, Minn.	April 10	Rockville, Md.
April 14	Valley Forge, Pa.	April 22	Montreal, Quebec
April 15	Paramus, N.J.	April 24	Toronto, Ontario
April 16	White Plains, N.Y.		

FACTORY AUTOMATION

Announcing the Technical Teleconference on March 13

Maria Biggs/DSD

Be sure to tune-in to the Technical Teleconference on Thursday, March 13, 1986. Have you ever wondered if the rumor about another low-end HP 1000 A-Series on the horizon is true? Or if the HP Vectra PC has a place in the CIM hierarchy? Or what is Smart-Eye? The Technical Teleconference will answer these and other burning questions about products you can sell today — deliverables not promises. Please join us as Data Systems Division takes the stage for yet another informative and entertaining teleconference.

Sales aids for the HP 1000

Joann Starke/DSD

Looking for some HP 1000 A-Series literature to leave when you have completed a sales call? Look no further because Data Systems Division (DSD) has published several brochures that may be just what you are looking for. To obtain copies of these brochures, contact the Literature Distribution Center in Palo Alto, California.

Guaranteed Real Time for Guaranteed Savings, P/N 5954-6752 — The overall goal of this brochure is to make your end user aware of the A-Series single-vendor solution advantages that personal computers are incapable of duplicating. The target audience is end users; however, OEMs and system integrators would also be a potential audience to show HP's commitment to the A-Series.

Solutions for Process Industries, P/N 5954-6754 — This brochure is for decision makers/technical personnel in the process industry. The jacket discusses A-Series real-time performance and reliability and is targeted towards plant and engineering managers. Inside are five data sheets on third-party solutions geared towards control and instrument engineers.

Computer Integrated Manufacturing — 10 Steps to Success, P/N 5953-7643 — This brochure is targeted towards your customers in Stage I of CIM Implementation: the recognition that they must automate but do not have a manufacturing plan. The 10 steps will assist your

continued on next page

customer in defining their CIM goals and the strategic plans necessary for success.

Hewlett Packard A-Series Computers, P/N 5954-0194 — This family brochure is excellent for prospecting OEMs, third-party vendors, or system integrators. Scattered throughout are customer testimonials on the A-Series and working with HP. The focus of this brochure is the A-Series real-time performance and HP's commitment to the automation market.

Computer Advances, "Manufacturing Productivity for Real," P/N 5953-6223 (D) 000 — No matter what product you sell, this brochure is excellent for your manufacturing/factory automation customers. The entire brochure is based around four success stories:

- Axia, Inc, using MM/3000 and PMC/3000, increased shipments by 40 percent.
- Westinghouse Electric, using HP 1000s, HP 3000s, and HP Touchscreen personal computers, compressed its manufacturing schedule from three months to two weeks.
- Burke Industries, using Image/1000, Graphics/1000, and PCIF/1000, were able to increase machine productivity from 10 percent to 30 percent.

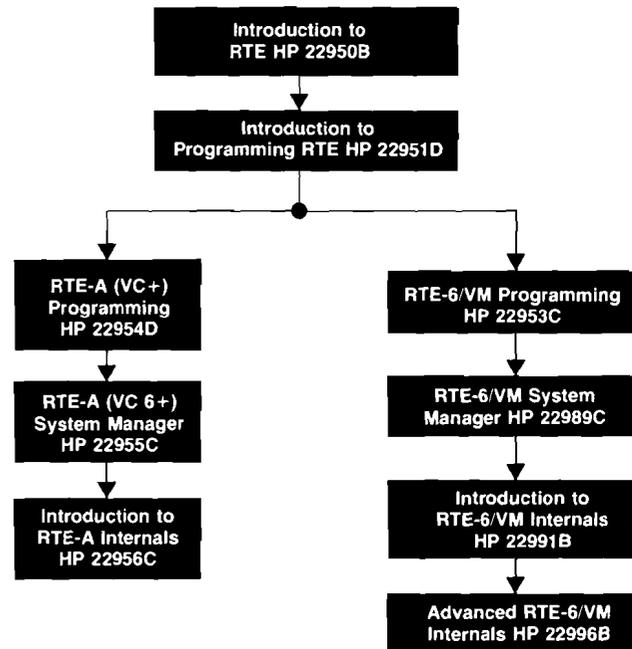
Are you in search of an HP 1000 poster to perk up a trade show, demo room, or to use during a sales call? Then send your name and address via HPDesk to Erin Hickey HP2200/01. You will be sent a copy of DSD's "1000 Automators" poster that was sent in A-Series mailer #12.

New and improved RTE customer training curriculum

Diana Loredol/ASD

The RTE core curriculum has been updated to provide RTE-A and RTE-6 customers a clear, step-by-step progression from an introduction to the interactive environment of the HP 1000, to the intricacies of the internals of the operating system. The new courses will be available from Data Systems Division (DSD) in April 1986.

RTE core curriculum



Where do my customers begin?

RTE-A and RTE-6 customers begin to discover the operation of their new system with the following courses:

- *Introduction to RTE* — This three-day course provides RTE-A and RTE-6 users with an introduction to RTE concepts. Customers will learn about the interactive use of CI, EDIT/1000, and compilers. They will become familiar with key features of the system, such as real-time capabilities and the hierarchical file structure.
- *Introduction to Programming with RTE* — This two-day course introduces high-level language (FORTRAN and Pascal) application programmers to the programming environment available on the RTE-A and RTE-6/VM systems.

To address the specific needs of RTE-A and RTE-6 customers, the curriculum progresses along parallel yet separate paths with the following courses:

- *RTE-A Programming or RTE-6 Programming* — This five-day continuation to the "Introduction to Programming with RTE" course is designed to teach application

programmers how to use the RTE programmatic services. It covers RTE organization, device I/O control, class I/O, programmatic file access, EMA and VMA programming, and code-and-data separation.

- *RTE-A System Manager or RTE-6 System Manager* — This five-day course is designed for system managers or system designers to develop a knowledge of system generation, installation, maintenance, and backup.

Are there internals courses for customers?

To make full use of the intricacies of the operating system, RTE-A and RTE-6 customers can take advantage of the following courses:

- *Introduction to RTE-6 Internals* — This five-day course is for the experienced application programmers. It covers the RTE-6 theory of operation and RTE-6 organization — RTE-6 tasks, lists, and data structures.
- *Advanced RTE-6 Internals* This five-day course is for application programmers who need to understand the functions of RTE-6 at the flowchart level to develop applications and for the systems analysts who need to debug their systems and provide maximum optimization of the system's operations.
- *Introduction to RTE-A Internals* — This five-day course allows customers to become more effective in writing application programs or designing system configurations. It provides an initial exposure to the internal operation of RTE-A by presenting RTE entry points, tables, and lists; the use of these data structures in the implementation of interrupt handling, I/O processing, program management, and the relationship between hardware capability and RTE usage.

Ordering information

P/N	Description	Length	Class	On-Site*
22950B	Introduction to RTE	3 days	\$ 525	\$4,200
22951D	Introduction to Programming with RTE	2 days	350	3,200
22953C	RTE-6/VM Programming	5 days	875	8,000
22989C	RTE-6/VM System Management	5 days	875	8,000
22991B	Introduction to RTE-6/VM Internals	5 days	1,125	9,250
22996B	Advanced RTE-6/VM Internals	5 days	1,125	8,625
22954D	RTE-A Programming	5 days	875	8,000
22955C	RTE-A System Management	5 days	875	8,000
22956C	Introduction to RTE-A Internals	5 days	1,125	8,375

* On-Site price includes 10 students at customer site.

Correction

In the January 1, 1986, issue of *Computer News*, the article entitled "HP 9122D is not supported in Model 60/65" (p. 15) erroneously states that the HP 9122D is not supported with RTE-6/VM. This disc has been supported as an add-on device since the A.85 release of RTE-6/VM, in April 1985. Data Systems Division apologizes for any confusion this article caused the field and our customers.



More HP-UX applications for HP 9000 computers

Pete Dubler/TSC

The February 1 *Computer News* insert listing 74 new HP-UX applications did not include some new important HP-UX tools which might be the key to a big deal for you:

Data communications

S-TELEX™ — Provides Telex communications management and turns your terminal into a telex machine. Unitech Software Inc., 703-734-9844.

Software engineering

RuleMaster™ — A flexible set of software tools for building expert systems. Radian Corporation, 512-454-4794.

SSL™ — A complete application development environment and terminal independent screen manager. Unitech Software Inc., 703-734-9844.

Utilities

FACET™ — turns a personal computer into a windowed terminal for HP-UX. Structured Software Systems, Inc., 214-985-9901.

SSE™ — Full-screen text editor for the novice or advanced user. Unitech Software Inc., 703-734-9844.

SPR™ — Full-feature print spooling and general-purpose queuing software product. Unitech Software Inc., 703-734-9844.

UBACKUP™ — A complete data-backup, restore, and media-management system. Unitech Software Inc., 703-734-9844.

USECURE™ — Easy-to-use system-administration security and access-control system. Unitech Software Inc., 703-734-9844.

Information on all of these software pacs appears in the HP-UX Reference Library which your office should receive soon.

FACET™ is a US trademark of Structured Software Solutions, Inc.

SSE™, SSL™, SPR™, S-TELEX™, UBACKUP™, and USECURE™, are US trademarks of Unitech Software, Inc.

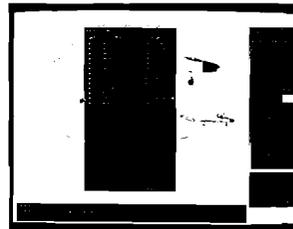
RuleMaster™ is a US trademark of Radian Corporation.

Graphics Editor, Data Grapher, and Text Editor now available for HP 9000 Series 300

Ann Sudduth/TSC

Effective February 1, Graphics Editor, Data Grapher, and Text Editor — three popular technical-office-automation software packages — are now orderable for the Series 300 Models 310 and 320 and they do *not* require the HP 98546A compatibility mode interface to run.

Graphics Editor



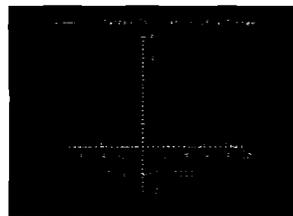
This general purpose drawing program is for creating presentation-quality charts and diagrams, such as flowcharts, process-flow diagrams, organization charts, block diagrams, and text charts. New features include: Drag Mode, Rotate,

Text Justification, and Improved Plotter Spooling. Graphics Editor is file compatible with HP TechWriter.

System requirements: HP 9000 Models 216 and 226 with 512 Kbytes of RAM; Models 217, 220, 236A/C, and 237 with 655 Kbytes of RAM; Models 310 and 320 with 786 Kbytes of RAM. Operating environment is provided.

Plotter Support: HP 7550A, 7470A, 7475A, 7580B, 7585B, 7586B, and 9872B/C/S/T.

Data Grapher



This basic graphics tool kit turns numbers into graphs and charts. With Data Grapher you can plot functions, scattergrams, pie charts, bar charts, and histograms. Data Grapher is file compatible with HP Tech-

Writer and HP Engineering Graphics System.

System requirements: HP 9000 Models 216, 217, 220, 236, 236C, 310, and 320 with 512 Kbytes of RAM. Operating environment is provided.

Plotter support: HP 7440, 7470A, 7475A, 7550, 7580B, 7585B, and 9872B/C/S/T.

Text Editor

This general-purpose word processor is for creating reports, memos, and high-quality letters. New printer support includes the HP 2686A LaserJet printer.

System requirements: HP 9000 Models 216, 217, 220, 226, 236, 237, 310, and 320 with BASIC 4.0 and 270 Kbytes of RAM.

Updates/replacement media

We are currently setting up replacement media/updates for your customers who want to update to the new versions of the software. This procedure will be set up at Direct Marketing Division (DMK) in the March time-frame. Watch for more information in your Momentum mailing.

Literature

The Technical Office Automation (TOA) Software Summary (P/N 5953-9597, available from the Literature Distribution Center) contains technical data sheets for these three products. Please update your copy with the above information. The summary will be revised later this Spring.

Ordering information

P/N	Description	US list price
45537B	Graphics Editor	\$445
45480B	Data Grapher	295
45538B	Text Editor	275
Opt. 630	Software on 3½-inch media	
Opt. 650	Software on 5¼-inch media (internal)	
Opt. 655	Software on 5¼-inch media (external)	

Announcing HP codeword delivery service for Picture Perfect/HP-UX and Diagraph/HP-UX

Sharron Viger/TSC

The versions of Picture Perfect™ (P/N 45462V) and Diagraph™ (P/N 45463V) which run under HP-UX 5.1 on the HP Series 300 require an HP 46084A Security ID Module.

A certificate, which is included with each product, explains how to obtain the special codeword needed to fully run the software.

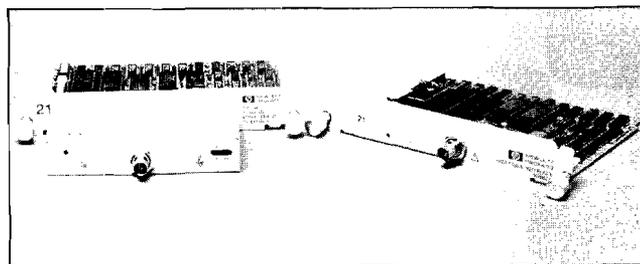
Be sure that your customers ordering Picture Perfect™ and Diagraph™ also order an HP 46084A Security ID Module.

Picture Perfect™ and Diagraph™ are US trademarks of Computer Support Corporation.

New HP 50962A SRM coax interface

Colin Campbell/CND

The SRM interface for HP 9000 Series 200 and 300 computers has been improved again. The HP 50961A Option 200, that we introduced in May 1985, consists of a coax adapter module attached to the HP 98629A interface card and connects the computers to the new SRM coax network. Now we have combined the circuitry of the two cards onto a single interface card called the HP 50962A. See photo below for a comparison of the two interfaces.



The HP 50962A SRM coax interface (right) combines the circuitry of the HP 50961 coax adapter and HP 98629A interface card into one compact interface card.

There is no functional difference between the old and new interfaces when used on the coax network. Physically, the coax adapter module of the old two-piece implementation stuck out from the back of the computer, while the new interface is flush with the back of the computer. The new interface cannot be used with the older SRM multiplexer network.

Ordering information

The HP 50962A SRM coax interface is priced at \$845 US list and will be on the Corporate Price List March 1, 1986. Availability is six-to-eight weeks.

The following table shows which SRM interface to order in which situation.

	Series 200/300	Series 500
New installations	HP 50962A	HP 50961A Opt. 500
Upgrade from multiplexer network	HP 50961U Opt. 200	HP 50961U Opt. 500

For new installations of Series 200 or 300 computers order the HP 50962A instead of the HP 50961A Option 200.

continued on next page

For new installations of Series 500 computers continue to order the HP 50961A Option 500 for use on the SRM coax network.

To upgrade Series 200 or 300 computers (or SRM servers) that already have an HP 98629A interface card, continue to order the HP 50961U Option 200 for use on the SRM coax network.

To upgrade Series 500 computers that already have an HP 27123A interface card, continue to order the HP 50961U Option 500 for use on the SRM coax network.

The new interface will also be shipped inside each HP 50960A SRM server (instead of the HP 50961A Option 200) starting in late February.

HP 50960A SRM server 22 percent price reduction

Colin Campbell/CND

Effective March 1, 1986, all shipments for the HP 50960A SRM server will be at a new low price of \$4,995 US list. This is a \$1,450, or 22 percent, price reduction. Past price reductions have improved sales substantially. We believe this will happen again even beyond the record-setting pace resulting from the introduction last May of the improved SRM coax network and server. This latest price reduction is a result of engineering and material cost reduction efforts.

The lower price makes the SRM server more attractive to customers initially. Once they have it, they can buy additional HP 9000 Series 300 workstations at a lower cost if they utilize the SRM peripherals over the network. This lower price also makes SRM price-competitive with servers and networks available for personal-computer competitors of the HP Series 300.

Older SRM products to be obsoleted June 1

Colin Campbell/CND

We plan to remove many older SRM products from the Corporate Price List on June 1, 1986, concurrent with the obsolescence of the HP 9845 accessory products. The HP 9845 products related to SRM to be removed include the HP 98029A SRM interface for HP 9835/45 and the HP 98419A SRM access ROMs for HP 9845B/C.

The HP 98319A SRM ROM for the HP 9835A/B computers is already obsolete.

At this same time we plan to remove from the Corporate Price List the SRM products related to the SRM multiplexer network. The HP 50960A server and the new SRM coax network products provide better solutions. The products to be obsoleted are:

- HP 98028A SRM multiplexer
- HP 98629A SRM interface card for Series 200/300
- HP 50961A Option 200 SRM coax adapter and interface
- HP 97061A/B/C/D SRM cables
- HP 9920A Option 500 SRM server bundle.

The HP 9826A Option 500 SRM server bundle is already in the process of being obsoleted.

Only Option 200 of the HP 50961 product will be removed since the other versions (HP 50961A Option 500, HP 50961U Options 200 and 500) will still be needed. (See "New HP 50962A SRM coax interface.")

The HP 98693R, 98694R, and 97058R right-to-reproduce products have also been removed from the Corporate Price List. The "A" versions of these products (HP 98693A, 98694A, and 97058A) are still available.

If there are any problems with the obsolescence of the above products, please contact your sales center right away. In the US and Intercon regions contact the Fort Collins, Colorado, Sales Center. In Europe please contact the Network Marketing Center in Grenoble, France, for all networking questions. In Japan contact the networking specialists in the YHP Computer Operation Business Development Group.

RJE/200 obsolete

Darrel McGinnes and Rita Wigglesworth/CND

The remote-job-entry products for connecting HP 9000 Series 200 to IBM are being removed from the Corporate Price List on March 1, 1986. The specific products that are affected are:

- 98797A RJE/200 single user
- 98797R Right-to-reproduce RJE/200 single user
- 98798A RJE/200 multiuser
- 98798R Right-to-reproduce RJE/200 multiuser

These products run only on HP-UX 2.1 on HP 9000 Models 220, 226, 236.

The reason for pulling RJE/200 off the Corporate Price List at this time is that most incoming orders are invalid. Most orders involve unsupported configurations that will not work, specifically HP-UX 5.1 on the Series 200 or 300. Colorado Networks Division (CND) plans to introduce some new RJE products for the Series 200 and 300 running HP-UX 5.1 late in FY86.

The obsolescence schedule is as follows:

March 1, 1986	HP 98797A/R and 98798A/R removed from CPL
March 31, 1986	Last domestic order accepted
June 30, 1986	Last international order accepted
July 15, 1986	Last shipment
February 28, 1996	End of support life

Note: The RJE/500 products — HP 97077A, 97077R, 97087A, and 97087R — will remain on the Corporate Price List. Orders for RJE/500 are automatically placed on compliance hold due to software-reliability problems. The hold is released upon mutual agreement between customer, sales rep, systems engineer, and division.

Correction

In the February 1, 1986, issue of *Computer News*, the article entitled "HP's first AI development system makes worldwide debut" (page 26) provides incorrect ordering information for a set of videotapes consisting of 10 AI demos taped at the International Joint Conference on Artificial Intelligence. *The tapes should be ordered from the Corporate Parts Center as P/N 90618H and 90619H.*

Also in this issue

When does your customer need a Graphics Enhancement Cartridge?

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Peripherals upgrade program recap

Que Foo/FRD

The chart below recaps the peripheral upgrade program currently in place:

Program	Description	Trade-in credit	Expiration date
Disc drives			
HP 791X to 793X	Upgrade HP 791X disc drive to HP 793X. One-to-one upgrade credit for:		*
	HP 7914SN (HP 7914ST)	\$11,000	
	HP 7914TN (HP 7914TD)	9,000	
	HP 7914PN (HP 7914P)	6,000	
	HP 7914RN (HP 7914R)	6,000	
	HP 7912PN (HP 7912P)	3,500	
	HP 7912RN (HP 7912R)	3,500	
	HP 7911PN (HP 7911P)	1,500	
	HP 7911RN (HP 7911R)	1,500	
		(extra \$500 for Linus cartridge)	
HP 7906 to 7907A	HP 7906MN (HP 7906M) HP 7906SN (HP 7906S) HP 7906HN (HP 7906H)	3,000 2,000 2,500	May 31, 1986
Tape drives			
Tape upgrade	HP 7976A to 7978A/B HP 7974A to 7978A/B HP 7970E to 7978A HP 7970E to 7974A	\$ 6,800 4,000 2,000 1,000	
Printers			
Please see "New Printer Upgrade Program," in the February 1, 1986 issue of <i>Computer News</i> .			

**Although the HP 792X to 793X upgrade (Movin' On Up program) expired on January 31, 1986, the HP 791X upgrade paths (to HP 793X) are still available.*

Here are some benefits of the trade-in programs:

- The trade-in credit will lower the purchase price of the new equipment for your price-sensitive customers.
- The availability of an organized trade-in program from HP discourages customers from approaching used equipment dealers for the disposal of their equipment. Getting brokers out of your accounts minimizes brokers' competition.

Certain upgrade credits may not apply when purchases are made under sales promotions. Please check specific program information for details and call your Finance and Remarketing Division contact if you have any inputs regarding upgrades.

Also in this issue

- \$500 off 97930XP upgrade kits 11
- "Three, Four or More" sale on HP 7933XP, 7935XP, 7933H, and 7935H disc drives 11
- HP 7933G/7935G programs discontinued 12
- Added horsepower for HP 3000s from the HP 793X disc drives 46
- Service training for HP 7978 and HP 3000 Series 68 49

PLOTTERS

HP 7510 support for Kodak module cancelled

Nancy Ritzenthaler/SDD

Kodak recently lost a patent lawsuit concerning their Instagraphic slidemaking products. This prevents us from introducing the HP 17520A, an additional camera module for the HP 7510 based on Kodak's technology.

For customers who desire instant slides from their HP 7510, recommend Polaroid Polachrome[®] 35mm film. When used with a Polaroid Autoprocessor, customers can produce 35mm slides completely in-house. The graininess of the film, however, may not be acceptable for some applications. For 35mm slides, a 200 ASA film such as Ektachrome, Fuji, or Agfa remains the best choice for quality.

HP 7510 software support status

Wade Mears/SDD

The program to obtain quality software support for the HP 7510 film recorder is progressing. As additional software support comes on line, this column will be updated on a monthly basis. This information update is current as of January 27, 1986.

Current software support

CPU	Vendor	Package	Release
IBM Mainframe	ISSCO	TELL-A-GRAPH DISSPLA	Configurator 14
	SAS	SAS/GRAPH	5.08
DEC VAX	ISSCO	TELL-A-GRAPH DISSPLA	Configurator 14
IBM PC, HP Vectra PC, and compatibles	Decision Resources	Chart-Master	Service Disk
		Sign-Master	
		Diagram-Master	

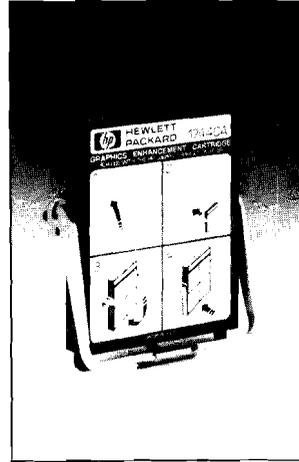
Future software support

CPU	Vendor	Package	Release	Date (1986)
IBM Mainframe	SAS	SAS/GRAPH	5.12	May
DEC VAX Prime	SAS	SAS/GRAPH		May
	ISSCO	TELL-A-GRAPH DISSPLA		May
HP 9000 Series 200	SAS	SAS/GRAPH		May
	Computer Support Corporation	Picture Perfect Diagraph		April April
HP 9000 Series 300, 500	ISSCO	TELL-A-GRAPH DISSPLA		May
				May
IBM PC, Vectra PC, and compatibles	Computer Support Corporation	Picture Perfect Diagraph	4.0	April
			4.0	April
			Updated Version	June June June
	Decision Resources	Chart-Master Sign-Master Diagram-Master		
	PSD	Graphics Gallery		at intro

We expect to have a number of other graphics software packages supporting the HP 7510 in the near future.

When does your customer need a Graphics Enhancement Cartridge?

Suzanne Tylka/SDD



The Graphics Enhancement Cartridge (HP 17440A) is an accessory for the HP ColorPro plotter (model no. 7440A). It is designed for customers who need more power than what's in the HP ColorPro plotter. Typically two types of customers have these needs:

- Engineers or scientists who have written their own software and use more HP-GL commands or a larger RS-232-C buffer.
- HP 3000 customers who use HPDraw or DSG/3000 on the RS-232 port. HP 3000 customers who use HP software on the HP-IB port *do not* need the Graphics Enhancement Cartridge (GEC).

Most customers do not require the GEC with the HP ColorPro plotter. All the applications listed below work on the HP ColorPro plotter without the GEC; customers do not need to pay the additional cost of the GEC to use their software: 1-2-3[®] from Lotus[®], Charting Gallery, Diagraph, Graphwriter, Symphony[®], Drawing Gallery, Picture Perfect, Chart-Master, Framework, TextCharts, GEM Draw, and Microsoft[®] Chart. This list is much longer. Contact the Sales Response Center or your San Diego Division regional systems engineer for specific information.

continued on next page

The small chart below compares the HP ColorPro plotter and the cartridge-enhanced ColorPro plotter:

Description	HP ColorPro plotter	Cartridge-enhanced HP ColorPro plotter
Model number	HP 7440A	HP 7440A with HP 17440A
Character sets	5 sets	19 sets — similar to HP 7475
HP-GL commands	44 commands	58 commands — similar to HP 7475 plus polygon commands
RS-232-C handshaking	Reduced implementation of escape sequences compared to the HP 7475	Handshaking protocols similar to HP 7475
RS-232-C buffer	60 bytes	Default 1024 bytes

The Graphics Enhancement Cartridge has been reduced from \$195 to \$150 (US list price) due to much lower than expected manufacturing costs — almost a 25 percent savings for your customers.

Also in this issue

Potential problems using plotter demo disc

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PRINTERS

GCO supplies the HP 2563A dot-matrix impact printer

Alejandro Caram/GCO

Effective February 1, Guadalajara Computer Operation (GCO) is the supplier of the HP 2563A dot-matrix impact printer for the markets of Canada, Australia, New Zealand, Mexico, and Latin America. The model HP 2563A is a 300-lpm printer that offers bar-code printing, high-speed graphics, multipart-forms handling, reliability, and serviceability as well. It is designed for use in EDP, manufacturing, and business applications.



Availability for the product is eight weeks. Those HP sales offices in the above market regions please place orders for the HP 2563A to Division A300), GCO.

TERMINALS

Also in this issue

1986 Terminal Trade-in Program begins

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DMK DIRECT ORDER

DMK Fast Phones — the easy, direct way for you to order supplies, accessories, media, furniture, and software.

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

