

Introducing Electronic Mail to the Interactive Office



OUTTRAY > Send
Subject: New Sales Lead
To: Art Johnson

Text: Dear Art. PARR Engineering has entered a major construction contract in Tokyo. I feel you will want to investigate. Contact is Mr. Y. Koji. If positive, please let me know likely extent and timing of contract so I can earmark supplies.

The message is ready for you to MAIL.

MESSAGE > Acknowledge 5
Reply acknowledgement set

MESSAGE > Private
Message set PRIVATE
MESSAGE > Mail

Mailed on 03/08/82 at 1045.

OUT TRAY > _

IN Tray	OUT Tray	Pending Tray	Work Area	38	10	List Area	Filing Cabinet	Admin	Leave HPMAIL
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On the cover:

HPMAIL is Hewlett-Packard's newest addition to the Interactive Office. This electronic mail product offers a "fourth alternative" to traditional methods of office communications by cutting the cost of telephone time, reducing paperwork burden and eliminating time/distance barriers. For more information, see articles on pages 9 and 10.


Reaching Out

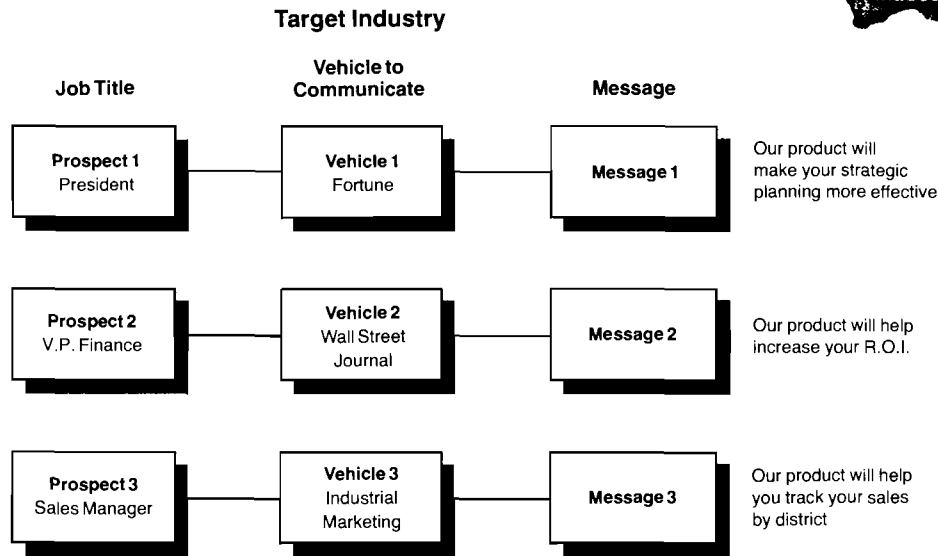
Structure Of The Communications Problem

Corporate buys in groups. Rarely does one individual take complete responsibility for deciding what computer to buy, what facilities to construct, and how to obtain the software that will meet the company's needs. There is a committee.

Each member of the buying committee "owns" a specific set of problems that he or she would like to see solved by the installation of a computer. More

you say in one trade journal will probably need to be modified to appeal to the readership of another. If no vehicles exist to help you reach your target industry, you should have second thoughts about going there at all. It can be expensive to create these vehicles yourself, and the fact that a vehicle doesn't exist may mean the market isn't that large to begin with.

One point is clear. Always carry job titles in your prospect data base in a way that you can sort on them. Job title is the flag that tells you how to talk to your prospect audience. 



generally, we can predict the kind of problems that executives would like to have solved by the title of their office. A chief accountant will have a totally different set of problems from the director of sales and marketing. The following diagram recognizes this fact and then builds a communications strategy that takes advantage of it.

The model hinges on the idea that within a specific industry the individuals that have a certain common job title all own similar types of problems. If you can find the communication vehicles that reach these people efficiently, a message can be sent that has a high degree of relevance to the daily environment they live in. The messages you send will not only depend on the industry and job title but also on the position your product currently has in the mind of the audience.

Different vehicles reach different job titles. So what

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

Downloading HP 9845/9826 Programs to the HP-87

If you are interested in downloading HP 9845/9826 programs to the HP-87, the following steps can be taken:

HP 9845 – HP-87

1. "SAVE" the HP 9845 program as a data file on an HP 9895 disc.
2. Using HP's Flexible Disc Utilities 09845-10740, convert the file to IBM 3740 format.
3. Using the HP-85 Data Exchange Utility 88095A on an HP-85, convert the file to HP-85 format.
4. Using the "GETSAVE" binary on your HP-87 demo disc, "GET" the program into the HP-87.

HP 9826 – HP-87

1. "SAVE" the HP 9826 program as a data file on a 5¼" disc.
2. Using the HP-85 "LIF" utility, an HP-85, and an 82901M flexible disc, convert the file to HP-85 format.
3. Using the "GETSAVE" binary, "GET" the program into the HP-87.

Note that you must take care of translating programs by hand. However, because of multicharacter functions, branching to line labels, string arrays and the other HP-87 enhancements, the HP 98XX Series and HP-8X Series computers are closer language-wise than ever before.

You can also upload BASIC programs using the same utilities.

Graphics Presentations on the HP-87

Professionals in large organizations, consultants, and others who regularly present findings to groups of people realize that presentation graphics aid in making and communicating decisions.

Graphics help professionals to see trends, relationships, comparisons, cycles, and variances not readily evident in tabular reports.

HP has recently introduced two new hardware products and a software package that combines data display and presentation graphics.

The HP-87 Graphics Presentations Pac is an applications software package which enables the user to produce text, line, bar, and pie charts using the HP-87A Personal Computer and the HP 7470A plotter (or other HP plotter). The package offers a superset of the capabilities found in the HP-85 Graphics Presentation Pac and takes advantage of the larger display and memory of the HP-87. Graphics can easily be created on either acetate for overhead transparencies or on paper.

The large, high resolution display of the HP-87 allows the user to preview his/her slides, complete with text and hashing, on the integral CRT before plotting. Input to the program is accomplished by filling

out "forms" on the screen which are friendlier and more efficient than other methods.

Bar, pie, and line chart creation is similar to the capabilities found in the HP-85 GP Pac. The HP-87 Graphics Presentations Pac adds negative bar generation and a significant increase in speed of chart creation.

A major addition is text, line, and arc drawing. Lines and arcs may be drawn on text charts so that organization charts, tree diagrams, and time lines can easily be created and presented. The program displays the current cursor position in terms of an X and Y coordinate for precise positioning of text, lines, or arcs. Nine different type sizes and six different type styles are available for text.

The HP 87 Graphics Presentation Pac is simply the friendliest and most powerful graphics presentations tool available on personal computers today. Here's a list of required equipment:

87A Personal Computer
82901M or 82902M disc drive
82908A 64K RAM module
82936A ROM drawer
00087-15002 Plotter ROM
7470A, 7225B, 9872C, or
7580A plotter
00087-13002 Graphics
Presentation Pac




Program Security for HP-85 Personal Computers

A new program security system provides a higher level of security than the "SECURE" command resident in the HP-85 personal computer. Using the system, a software supplier can write BASIC programs on HP-85 tapes that cannot be stored, copied, listed or edited.

The security system, SEC85 by Structured Software Systems, Inc., prevents tape duplication by the most common methods. The following functions are prohibited under SEC85:

1. use of the COPY statement resident in the HP-85;
2. reading PHYSICAL records from the original and writing PHYSICAL records to a copy;
3. LOADING from the original and STORING on a copy.

Secured files may be copied to disk, but will not run unless the proper end-user's tape is in the tape drive. Each end-user's tape is assigned a serial number by the software supplier to prevent its use as a "key" tape for disk copies of other software secured using SEC85.

BASIC programs to be secured must leave about 1,500 bytes of memory for SEC85 operation. Longer segments may be split up and "chained" or "called" as subprograms. 



The HP 250's Bright Future

Bob Bond, Computer Systems Division Marketing Manager, spoke at a recent HP 250 North American OEM Users Group meeting on the increasingly bright future for the HP 250 product line. The following is an excerpt from his speech:

"From a single system a year ago, we have expanded the HP 250 product line by adding the 250/30 and 250/35 last August, then the 28 Mb disc-based Model 40 and the 65 Mb disc-based Model 50. And now we're announcing the new, low-end 4.7 Mb based Model 20.

"We've also added text processing and business graphics application software packages, a new synchronous DS link to the HP 3000, and the new OS-4 operating software with data base integrity enhancements and several other additional features. The HP 250 also now has, with the innovative high-speed tape cartridge, the most convenient system backup capability of any small business computer on the market today, plus a new workstation that is half the price of the old one.

"And we plan to continue to take advantage of new technologies to keep improving the price/performance of the HP 250 product line, especially at the low-end. You can expect to see some major new enhancements to the product line, beginning a few months from now."

"And over the longer term, we plan to provide significant upward expansion by permitting the migration of HP 250 application software onto our HP 3000 product line, thus allowing HP 250 customers who are outgrowing their system to be able to run their same application software on systems that support up to 140 terminals and offer several other large-

system advantages as well. In fact, it is HP's long-term objective to combine on all HP multi-user business computers the friendliness and 'operator-less' system environment of the HP 250 with the system expansion and programming versatility of the HP 3000. One of the many benefits of this strategy is that you are assured of lasting value for your HP 250 application software."

"So all in all, I think you'll agree that the future of the HP 250 has never looked brighter!"



Fourth Annual HP 250 OEM Meeting

On March 2-3, 120 individuals representing more than 50 OEM companies gathered at Hewlett-Packard in Cupertino. This was the fourth annual meeting of the HP 250 Professional OEM (POEM) group.

In addition to organizational sessions conducted by the POEM group and a product fair in which more than 30 OEMs demonstrated their HP 250 software, several merchandising and technical sessions were held.

New product introductions included the new HP 250/20 and the HP 7470 graphics plotter. In another session, HP reviewed support issues as they relate to HP 250 OEMs.

In a session on OEM Merchandising and Advertising, HP announced

that a three-month Promotional Allowance Pilot Program supporting 50/50 cost sharing was currently being conducted. After the program is completed, it will be evaluated to determine whether a full-scale program could be launched.

Ad Builder Kits were given out to help OEMs produce their own local ads for the HP 250.

An ad schedule was announced for an end-user oriented ad focusing on owners, managers and partners of smaller companies, and designed specifically to generate leads for HP 250 OEMs. The ad will appear in *INC* and *Nation's Business* magazines starting in May. HP is developing a system of getting the leads to OEMs through HP Third Party Sales Reps.

OEMs received a copy of the OEM/Software House Data Kit, designed to gather information of a new HP OEM catalog. Other OEMs will receive this data kit through the mail.

Technical Sessions

Three technical sessions were held. The OEMs divided into three groups and rotated among the sessions:

OEM Project Management was conducted by George Adams of Matrix Computers and covered strategic product planning and development.

O.S.4, OMII/FIN/MFG was conducted by Pam Meyer of QAD Systems with the support of HP 250 lab members. It reviewed the status of recent improvements made to the HP 250 operating system and source code applications software.

HP 250 Business Basic Strategy, conducted by the HP Business Basic Lab team, reviewed HP's plans for producing a new business basic for HP commercial systems. Because compatibility with the HP 250 is of paramount importance, a questionnaire was distributed



which asked OEMs detailed technical questions about the importance of various features of Business Basic/250, IMAGE/250 and FORMS/250. In addition, OEMs were invited to send in software to be analyzed to help in the design of the new Basic. HP will sign non-disclosure agreements for such software.

Finally, a management roundtable was held to review the meeting and answer any remaining questions.

HP 250 Sales Aids

In our continuing effort to help you be more successful in selling the HP 250, we have recently made some changes and additions to HP 250 literature which provide you with effective, up-to-date sales tools. These literature pieces provide support throughout the entire sales cycle — everything from a flyer designed to generate leads to the guide for configuring a system and placing the order.

The following is a line-up of HP 250 sales aids which you can obtain through your HP Sales Representative.

Lead Generation:

Flyer

(P/N 5953-3450)

Revised in February 1982, this piece is used for direct mailings, seminar handouts and other lead generating activities. Revisions include information on latest device support and disc capacities.

Customer Seminar Kit

(P/N 45990A)

Provides a packaged presentation on the HP 250 including a sample seminar invitation, seminar check list, one set of HP 250 sales literature, a 35mm slide set and script and a DSN/250 video tape.

Lead Follow-up:

Management Brochure

(P/N 5953-3451)

An eight page overview of the HP 250 product line for managers.

Making the Sale:

General Information Manual

(P/N 45260-90080)

A forty page manual of product detail targeted at technical evaluators of qualified prospects.

Data Sheets


Summary data and specifications on various HP 250 products.

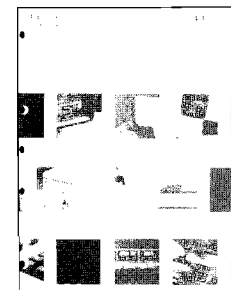
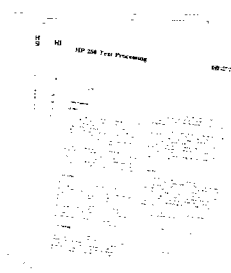
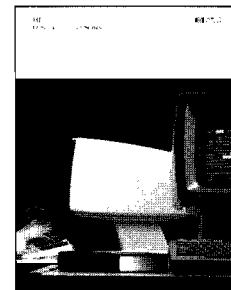
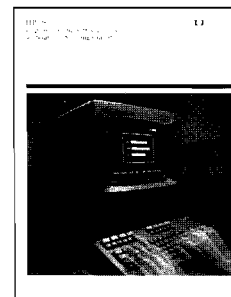
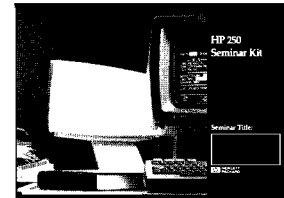
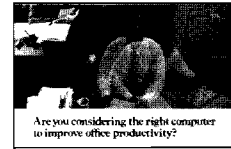
45260A CPU	P/N 5953-3434
TEXT/250	P/N 5953-3438
DSG/250	P/N 5953-3437
GPL/250	P/N 5953-3439
Sync. Data	P/N 5953-3440
Comm.	

Closing the Sale:

Configuration Guide

(P/N 5953-3452)

The guide provides all the information needed for configuring, quoting and ordering HP 250 systems. This guide was revised in March 1982. 



New Device Support for GRAPHICS/1000-II

As promised, we are adding new device support, performance improvements, and system support for GRAPHICS/1000-II software on the 2213 Product Change Order.

All the new devices supported are plotters. GRAPHICS/1000-II now supports six different models of plotters (almost the entire line of HP vector plotters):

- New HP 7470A A-size 2-pen Graphics Plotter
- HP 7221A/B/C/S/T B-size Plotter
- HP 7220C/T B-size Plotter
- HP 7225A/B A-size 1-pen Plotter

The 7470A is a new plotter from San Diego Division, using micro-grip technology. Its low cost and high performance will be extremely attractive to our low-end systems customers. A 7470A with an A600 or L-Series based system is a super deal in conjunction with the new software pricing structure which provides GRAPHICS/1000-II software at substantially lower cost. The 7470A is supported as an HP-IB device.

The 7221 and 7220 plotters provide an RS-232 connection for HP 1000 systems. These plotters are used in an eavesdrop mode, with the plotter connected in-line between the CPU and an HP 264X terminal. Modems may also be used for remote plotting applications. Eavesdrop mode is currently only supported on M, E, and F computers.

The 7221 and 7225 plotters are used extensively by our installed base. Device support for the 7221/7225 provides more potential customers for GRAPHICS/1000-II software from the rank of GRAPHICS/1000 GPS users. The 7225A/B is supported as an HP-IB device.

GRAPHICS/1000-II AGP (Advanced Graphics Package) performance has been enhanced. Specifically, operations dealing with output primitive attributes such as color and line style with segments have been improved.

RTE-A.1 Release

A.1 is a standard member of our real-time operating system family and has RTE-XL as its base. This provides for a modular O/S, memory and disc-based capabilities, DMA per channel, and fast on-line system generations. We've borrowed all of the large data-handling features of RTE-6/VM (EMA, VMA, and SHEMA) and the most important multi-terminal monitor features: LU 1 terminals and automatic program cloning. We have a new, extremely fast loader called LINK, and an impressive file outspooling program called PRINT. There is a new dynamic memory partitioning scheme which creates the most efficient memory manager that an HP 1000 has ever had.

RTE-A.1 supports the major feature products: DS/1000-IV, IMAGE with QUERY, Graphics/1000-II, and a new Microprogramming Package (92045A). It has the same language compilers as RTE-6/VM — FORTRAN 77, Pascal, and Macroassembler, BASIC-L is also supported. We feel that the quality and breadth of this software offering just can't be matched on any other microcomputer or similarly priced minicomputer around.


RTE-A.1 is ideally suited for hardware OEMS or system designers for hardware systems. With the features mentioned above, a system can be designed for speed, for dedicated applications, or for memory utilization efficiency. You can do program development on RTE-A.1 with quite a few users, but it doesn't have all

of the software friendliness of an RTE-6/VM system. However, RTE-A.1 does have power and efficiency.

Conversion From Old to New Graphics Made Easy

How many active GRAPHICS/1000 GPS users do you think there are? There are over 1100 and every one of them is a potential customer for GRAPHICS/1000-II! And now there is an extremely powerful aid for GPS users to convert their existing programs to GRAPHICS/1000-II AGP (Advanced Graphics Package).

This aid to conversion, called GSUBS, is a subroutine package that simulates GPS calls using AGP. GSUBS provides simple, step-by-step instructions for the user to more easily and quickly convert an existing base of GPS programs to AGP.

Why would an already established GPS user want to convert to AGP? Using AGP will in most cases improve the efficiency of old GPS programs and expand graphics device support to include many new devices supported by GRAPHICS/1000-II. Also, GSUBS provides a growth path for GPS users on RTE-IVB to move to RTE-6/VM. Finally, the GPS user has the option to utilize the powerful features of AGP such as run-time device independence, picture segments, and interactive picking. 

HPMAIL Introducing Electronic Mail to the Interactive Office

Word processing is the term that usually springs to mind when Office Automation is mentioned. This is not surprising, because word processing was the first generation of productivity tools for the office. Hewlett-Packard's first office systems products were word processing products that met the word processing needs of the office: HPWORD, HPSLATE AND TDP/3000.

The next step in office systems productivity tools is Electronic Mail. Electronic Mail provides a "fourth alternative" method of communications to the traditional telephone, memo, or face-to-face meeting, and combines many of the benefits of all three.

Public announcement of Hewlett-Packard's electronic mail product HPMAIL, was made on April 6th at the Office Automation Conference in San Francisco.

HPMAIL is a software product that runs on any HP 3000 under MPE-IV and can be accessed from any log-on terminal, including a variety of desktop and personal computers provided they are equipped with the appropriate communication options. The addition of HPMAIL to the Interactive Office product family gives users all the capabilities required to send, receive and store not only messages composed in HPMAIL, but also work items produced using other Interactive Office products.

Once registered with HPMAIL, a user is given a personal "Electronic Desk" containing electronic push-button equivalents of traditional desk functions — an *in tray* which automatically receives new mail, an *out tray* in which to deposit outgoing mail for collection, a *pending tray* to track the progress of mail already sent, a *list index* in which to store distribution lists and a *filing cabinet* to store and organize personal files.

HPMAIL, in addition, supplies the

mail room services necessary to collect mail automatically from users' *out trays* and deliver it to recipients' *in trays*, no matter which system in the network they are connected to.

Using Standard DSN/DS communications, HPMAIL routes electronic mail packets according to pre-defined network usage patterns, all interleaved concurrently with normal DSN applications usage. All standard DSN/DS communications interfaces are supported by HPMAIL (private wires, public switched circuits, direct connect and public data networks) and the autodial and autoanswer options are also supported.

When networks are initially set up, you simply tell HPMAIL which type of link you have to which systems and which time periods to use the link, and the 'mail room' does the rest. Electronic mail is collected and delivered network-wide *transparent* to HPMAIL users. All they are required to do is drop their outgoing mail in their *out tray* and it will be delivered directly to the recipient's *in tray*.

HPMAIL Configuration Guide

Supported Workstations

- 2621 A*†
- 2622 A
- 2624 A/B
- 2626 A/W
- 2640 A/B*
- 2645 A*
- 2641 A*
- 2642 A*
- 2648 A*
- 2647 A*
- 2644 A*
- 2623 A
- 2382 A
- HP 125 †

† Plus any log-on terminal † including desktop/personal computers

*Function keys are not labelled on screen † Full Screen editor not available

HP3000		
ADCC	ATC	ATP
ADCC	ATC	ATP
INP	SSLC	
INP	SSLC	
INP	SSLC	

*DSN/DS required for multi-system HPMAIL operation

SERIES	DSN/DS
30	INP
33	SSLC
40	SSLC
44	HSI
64	

ADDITIONAL CAPABILITIES FROM THE INTERACTIVE OFFICE

INFORM 3000
HPWORD
HPSLATE
TDP 3000
DSG 3000
LASER PRINTER SUPPORT PACKAGE

DOCUMENTS AND GRAPHS PRODUCED BY ALL THESE PRODUCTS CAN BE SENT/RECEIVED AND STORED BY HPMAIL

(Note: terminal requirement may be special for some of these products.)

Performance

Internal use of HPMAIL has shown that for a 30-user HPMAIL community HPMAIL will not significantly affect existing applications running on an HP3000. This might reasonably be expected, since HPMAIL is not a transaction-intensive product. Detailed performance tests are, however, being carried out and will be made available to the field upon completion.

HPMAIL DSN/DS THROUGH-NODE MESSAGE ROUTING

- AL TODIAL
- AUTO ANSWER
- X.25 X.21
- DIAL-UP
- DIRECT-CONNECT
- LEASED LINE

First customer deliveries will commence in June. So contact your HP Sales Representative immediately

and see how you can improve organizational communication on one HP 3000 or a network!

Price and Ordering Information:

P/N	Description	Price
36570A	License to use HPMAIL	
36570R	Right to copy HPMAIL with sublicense	
Support		
36570T	HPMAIL CSS Support	
36570V	HPMAIL CSS Additional Site Support	
36570S	HPMAIL SSS Support	
36570Q	HPMAIL Manual Update Service	
35015A	HPMAIL Implementation	
Sales Aids		
5953-8254	12 page Management Brochure	
5953-8255	2 page Flyer	
5953-8256	4 page Datasheet	
36570-90001	HPMAIL Paperback Reference Guide (pack of 10)	
36570-90002	HPMAIL Hardback Reference Guide	
36570-90004	HPMAIL Administration Manual	

HPMAIL — Features You'll enjoy

HPMAIL has a number of features which will make a lot of routine jobs much quicker and easier. This is especially true if you or your customers communicate regularly with other people within a company who are also HPMAIL users.

You or your secretary frequently have to send a memo and a document (like Meeting Minutes or a report) to a number of people in the company in locations all over the country, or even world wide. With HPMAIL, you can perform this type of operation without needing a photocopier, staples, labels or envelopes.

You can create the *Distribution List* for your memo and then construct a mail message using this list. This can either be typed in using the HPMAIL editor or copied in from a HPWORD, HPSLATE or TDP file. Now you can MAIL the message. The whole job has been done without leaving your desk and in a minimum amount of time.

Did you know that you can also check the progress of this message? If you set an acknowledgement level on it, you will be able to look in your *pending tray* and find out if it has been delivered, read, or

answered, depending on the level you have specified. This saves you from having to worry about whether they received your important message.

HPMAIL also makes filing much easier. Your HPMAIL *filing cabinet* allows you to create your own set of files and label them. When you need to file something, for example, an incoming or outgoing message, you simply tell HPMAIL to file the object, giving the name of the folder you want to put it in. You can file it in as many different folders as you like, so there is no need to make photocopies. Also, you can get a list of the folders in your *filing cabinet*. Once you have set up a filing system, you can reorganize your folders using the move, attach, file and delete commands.

If you like to keep a hard copy day file of all your correspondence, you can do this with HPMAIL as well. File a copy of all outgoing correspondence in a special file, and at the end of each day, print out the contents of the file. You can start again with a new file each day.

There are many more features of HPMAIL that will help you in your job. You can use the autoanswer and autoforward, set yourself up as a designate of another mail user, or send DSG slide files you have created to someone who has asked to use them.

But even if you do not use these more sophisticated features, you will find that using HPMAIL simply for sending brief messages to other users is quick, direct and fun.

Power Conditioning for the HP 3000 Series 40

Like the Series 30, the HP 3000 Series 40 and 40SX do not include built-in isolation transformers as a standard part of the system processor unit. For this reason, at some customer sites it may be necessary to order a power conditioner separately, where, due to geographical or seasonal conditions, the power may vary beyond the guidelines established in the HP 3000 Site Preparation Manual.

One possible solution for sites which do require protection is to purchase multiple HP 35030A 1.8KVA 60 Hz power line conditioners with a total KVA rating capable of protecting the entire system. Please note that a single HP 35030A power line conditioner will provide insufficient protection for an HP 3000 Series 40 or 40SX minimum system.

The 35030A conditioner is adequate for SPU conditioning only. This is an undesirable solution because the SPU can receive adverse voltage fluctuations from an unprotected disc drive. Therefore, this solution should not be recommended since system performance may be negatively impacted.

A second solution is to purchase a single power protection device with a capacity large enough to protect the entire system. Although a non-HP solution, this alternative should be considered for customers with multiple disc drives. Your site preparation specialist will advise your customers of the type and size power protection device necessary for adequate protection of their system.

In order to minimize potential problems at installation or later on, please review any outstanding Series 40 or 40SX orders where single HP 36030A conditioners have been ordered.

New HP Series 40 Upgrade Option

By popular demand, a new option has been created for HP Series 40 upgrades. It will now be possible to return a Series III system for credit when upgrading to a Series 40. This option (Product 32445AH, Option 603) with a credit of \$7000 will be on the May 1, 1982 Price List. This upgrade option is being offered because some OEMs:

- Would prefer to upgrade their Series III rather than buy a 30341A HP-IB Interface. The Series 40 provides support for more HP-IB peripherals, and would be desirable where processing needs are not increasing dramatically, thus not justifying the upgrade to a Series 44.
- Wish to have peripheral compatibility between systems. These customers are currently buying Series 40, 44 and 64 systems and might like to have all systems with HP-IB peripherals.

The pricing of the upgrade credit follows the pattern already established for upgrades to the Series 40 and 44.

From	To	Series 40 Credit	Series 44 Credit
	Option		
Pre-II	601		
II	602		
III	603		
33	605/606		
30	607/608		



The Removal of Data Communication Products from the Price List

As of April 1, 1982, the 30020A will be removed from the HP Price List. This board is replaceable by the 30020B. Effective May 1, 1982 is the removal of the HP 3000 Series III 30360A Hardwired Serial Interface (HSI). For those OEMs who wish to add similar communication channels to their installed Series III, they may order the 30010A INP.



HP 9845B/C Option Discontinuance

Desktop Computer Division is considering discontinuing several HP 9845B/C products. If you have a reason we should not proceed, call your HP sales rep.

The 30% price reductions on Super Saver prices (these systems are the 9845B Opts. 175, 275 and 280, and the 9845C Opts. 275 and 280) were possible partly because of manufacturing and order processing efficiencies obtained by offering five options instead of fourteen. We expect your customers will prefer Super Saver systems over the older models due to cost effectiveness. The proposed discontinuances are:

HP 9845B Opt. 100 (mainframe) — Alternatives are HP 9826/9836 configurations.

HP 9845B Opts. 150, 190 (mainframes) — Replaced by 9845B Opt. 175.

HP 9845 Opt. 200 — Alternatives are 9826/9836 configurations.

HP 9845B Opt. 250, 270, 290 (mainframes) — Replaced by 9845B Opt. 275/280.

HP 9845C Opts. 100, 150, 190, 200 (mainframes) — Alternative is 9826/9836 with color monitor option (98627A).

HP 9845C Opt. 250, 270, 290 (mainframes) — Replaced by 9845C Opt. 275/280.

HP 9845B/C Opts. 204, 205, 206, 215, 216 (factory-installed 128Kb RAM boards) — Replaced by 9845B/C Opt. 207 (512kb RAM board).

HP 9845B/C Opts. 311, 312, 313, 314 (factory-installed option ROMs) — included in all Super Saver systems.

HP 9845B/C Opts. 438, 439 (factory-installed Assembly Language option ROMs) — Order as field-installed option ROMs (98438A and 98439A).

HP 9845B/C Opts. 540, 541, 560, 561 (factory installed thermal printers) — Thermal printer is included in all Super Saver systems.

HP 9845B/C Opt. 060 (specifies 8½ inch paper and ASCII/European characters for thermal printer) — Features standard (default) for all Super Saver systems.

HP 9845B/C Opt. 800 (specifies ASCII keyboard) — Feature is standard (default) for all Super Saver systems.

HP 9845B/C Opt. 600 (factory-installed second tape drive) — Included in all Super Saver systems.

HP 9845B/C Opt. 700 (factory-installed graphics subsystem for B1XX) — Included in B175 Super Saver system.

HP 98460A (field-installed second tape drive) — Second tape drive is included in all Super Saver systems. We plan to give customer base a three-month opportunity to purchase the product before discontinuing it.

HP 98470A (field-installed graphics subsystem for B1XX) — This capability is included in all B175 Super Saver systems. We plan to give customer base a three-month opportunity to purchase product before discontinuing it.

HP 98425A, 98426A, 98427A (field-installed 128Kb RAM boards) — Replaced by 98407A (512kb RAM board).

HP 9835A/B changes

In the HP 9835A/B, two field-installed printers are not in demand. We plan to give OEMs a three-month opportunity to purchase before discontinuing. These are:

- 98350F (field-installed 9835A printer)
- 98351F (field-installed 9835B printer).

HP 85 Advanced Programming ROM Should Not Be Used With HP 9915A

The HP 85 Advanced Programming ROM (P/N 00085-15005) is not compatible with the HP 9915's Program Development ROM. With the Advanced Programming ROM in the 9915A, the command PLOADGO "program name" cannot execute programs stored in EPROM. If the command is used, the computer will hang up. The 99165A will also hang up if an Autost' program is stored in EPROM and program execution is attempted by turning power on or by pressing the AUTOST button.

The Advanced Programming ROM has not been qualified for use with the HP 9915A. Other problems than the one described above may exist. Until we qualify the ROM and work out a fix, the Advanced Programming ROM should not be used with the 9915A. Also, programs that are to be run on the 9915A should not be developed with the HP 85 and the Advanced Programming ROM.

Monitors Tested With HP 98627A Color Interface Card

If you or your customers want to use the HP 98627A Interface Card to add color graphics to their HP 9826 or HP 9836 computers, you can enjoy color graphics on a large screen, even though HP does not supply a monitor. Several monitors tested at HP perform well with the color card. Here are some monitors we know will work and their approximate prices (US):

Europe

Description	Size	Price
BARCO CDCT 3351	20"	
Mitsubishi C-3919E	19"	
Mitsubishi C-3419E	14"	
Conrac 7211-C	19"	
Conrac 7211-C	13"	
Sanyo CDD 3115H	14"	

All the above monitors require a 220V, 50Hz power source. The Sanyo monitor is a 25/30 Hz interlaced display, and may be subject to flicker in some applications. All the others will produce 50Hz non-interlaced images or the optional high resolution images (512 x 512, @ 46.5Hz).

North America and ICON

Description	Size	Price
DeAnza CM 19 LC	19"	
DeAnza CM 13 LC	13"	
Genisco GCT 3089-2	19"	
Genisco GCT 3088-2	13"	
Grinnell C-3913	19"	
Grinnell C-3419	13"	
Aydin 8830	19"	
Aydin 8810	13"	
Conrac 7211 C19	19"	
Conrac 7211 C13	13"	
Barco CDCT 3351	20"	
Barco CDCT 3366	26"	

All the above monitors produce 60Hz non-interlaced images or, optionally, high-resolution images (512 x 512 @ 46.5 Hz).

Please remember that *HP is not recommending any of these monitors.* They have merely been tested and found to produce an acceptable graphics image.

Pascal Graphics Available

The HP 9826/36 Pascal Language System will ship with more capability than you may have expected. First customer shipments were made in mid-March and included a Graphics Library, which is a subset of the HP 1000 DGL graphics. It provides 25 procedures that can be used for two-dimensional, line-oriented graphics programming

from Pascal programs. Graphics peripherals supported include the internal CRT, the HP 9872 family plotters, the HP 7580, the HP 98627A Color Interface, and the HP 9111 Graphics Tablet.

In general, programs written using the 9826/36 DGL subset will transport from the HP 1000 to the 9826/36 with little or no trouble.

Graphics performance in Pascal is typically between four and ten times that of 9826/36 BASIC. A short program demonstrating Pascal graphics and computation performance on the 9836 is available by sending an initialized disc to Jeff Bork at Desktop Computer Division. Also a new benchmark paper comparing Pascal I/O and computational performance with many HP and non-HP products is available by contacting your HP sales representative.

Now you can offer your customers I/O and Graphics Programming along with Pascal's power and performance.

FORTRAN on Your Desktop

Now that we have IEM's FORTRAN for the HP 9835/9845, many of your customers will want to run programs on their desktops that they used to run on an IBM, Burroughs, or similar computer. One question is, "How do I get that 10,000 line program into a 9845?"

There are two ways to start (both using standard BASIC software

products). If you have a datacomm link to the mainframe, use the BASIC terminal emulator to transfer the FORTRAN source to a BASIC data file on disc as strings. Or if the mainframe has an IBM-type floppy drive, and you have a 9895A, write the FORTRAN source to an IBM file at the mainframe. Then use the IBM Transfer Utilities to copy this file into a BASIC data file with the 9845/9895 setup.

With the FORTRAN source on disc, use the TRANSFER Utility that IEM supplies with both Pascal and FORTRAN to convert the file into an IEM PDS TEXT file. From there, you can edit or compile your program just as if it had been typed in at the keyboard.

These procedures are described more fully in both the IEM Pascal and FORTRAN user manuals, and in "Introduction to IEM FORTRAN and Pascal." If you need more information, call IEM directly at 303-226-3800.

System Information Service (SIS) Now Available on Both the HP 9826A and HP 9836A

You and your customers may now get SIS coverage on both the HP 9826A and the HP 9836A. This coverage is available on all three of the languages.

SIS is now comprised of:

- Phone-in Consulting Service (PICS)
- *Communicator* (Quarterly)
- *Software Status Bulletin (SSB)* (Quarterly)*
- Problem Reporting (software and firmware)*
- Manual Updates

*New additions to SIS

The structure for the array of SIS products on these two desktop computers differ from the other current SIS products in that there is a "Base" SIS to which you add one or more Language SIS products.

The following chart gives products, descriptions, prerequisites, and monthly prices. Products include the "BASE" SIS, the three language options, and two options that pertain to languages.

VisiCal® is the first one of the application pacs for the HP 9826A/9836A whose support under SIS is being bundled into the Base SIS (98081K). This is one more advantage of software support on the new desktop computers that can be sold to your customers.

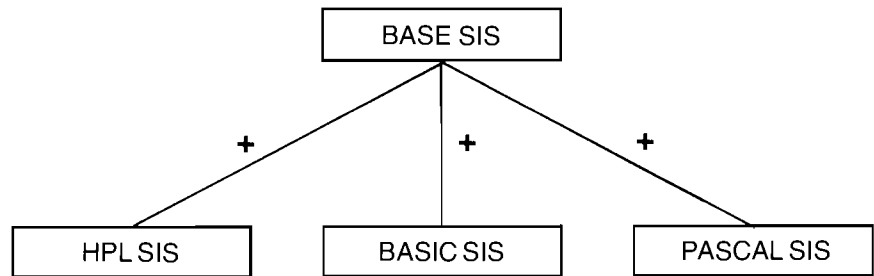
Note that SIS on GANGLIA (Shared Resource Management) is a separate SIS product, not an addition to the base SIS as are the Languages. This is because the GANGLIA product itself is a complete operating system and will not see any languages on the same computer.

The 1360 GRAPHICS SIS coverage is an incremental SIS product that gets added to the Pascal coverage, in the same manner as the software product is added to a PASCAL-based system.

The CURRENT-9826A SIS product became obsolete in March 1982. If you or any of your customers have this original SIS product that covers both HPL and BASIC, they can either:

- Continue under their current SIS contract (98080K), covering both HPL and BASIC until it expires.
- Cancel their current contract without any penalty and purchase the appropriate combination of the above listed services.

¹ VisiCalc is a trademark of Personal Software Inc.



Language options on SIS coverage

Price Structure for New SIS Plus Language Options

P/N	SIS Service	Prerequisites	Coverage	Price
98081K	Base (9826A or 9836A)	At least one of: 98082K, 98083K, 98084K	Nonlanguage System features VisiCalc®	
98082K	HPL	Base SIS (98081K) HPL O&P Course	HPL software and firmware	
98083K	BASIC	Base SIS (98081K) 9826 BASIC O&P Course	BASIC software and firmware BASIC Util. Library	
98084K	PASCAL	Base SIS (98081K) PASCAL O&P Course	PASCAL software	
98085K	GANGLIA	At least one SIS for each different desktop type and language connected	GANGLIA software	
98086K	1360 Graphics	Base SIS (98081K) PASCAL SIS (98084K) PASCAL O&P Course	1360 Graphics software (InteGraL/60)	

HP 264X Terminals Support HP Modem

Good news for all Sales Representatives who want to provide more of a total HP solution. The Hp 264X terminals now support the HP 13265A Opt. 001.300 baud modem. This modem is equipped with the 30-pin hooded connectory which is needed to connect the modem to 264X terminals. The only supported configuration requires the terminal be ordered with the standard asynchronous communication card, product number HP 13260A. This card has recently been redesigned to provide power for the 13265A modem pod. Only those 13260A data communication cards with P/N 02640-60239 provide this additional capability.

New Data Capture Products

The HP 92909A Data Link Test Cable, a useful diagnostic tool, is now available from Hewlett-Packard Grenoble. The accessory consists of five junction boxes wired to data link cable and is useful in isolating problems on a DSN/Data Link line.

HP 2640A to 2640B Display Terminal Upgrade Kit

The HP 2640A terminal will end its five-year support life as of December 1982. In order to continue receiving technical support/assistance, users must upgrade their 2640A to 2640B Display Terminal.

P/N 93983A -001
Description: 2640A to 2640B Upgrade Kit

Special Terminal Information Package



Attention OEMs who would like to find out more about Data Terminals Division's special terminals. A free special terminals information package is available by sending in the order form below. The information package contains data sheets on our particular specials, such as K07 (amber phosphor CRT), and a product/price list of

our standard special options.

Order today by filling out the coupon below and mailing it to:

Hewlett-Packard Company
Data Terminals Division
947 E. Arques Ave.
Sunnyvale, California 94086
Attn: Marketing Special Group



Please send me the following Data Sheets along with the Product Price Guide:

Amber Phosphor CRT	2622A Industrial Keyboard
Option K07 ___ copies _____	Option K21 ___ copies _____
264X DC1/DC3 Handshake	Bit-Paired Keyboard
Option D99 ___ copies _____	Option K45 ___ copies _____
Printer Multiplexer	User-Defined Keyboard
93984M ___ copies _____	Option K24 ___ copies _____

Name: _____

Office: _____

Address: _____

Offer Your Customer a Reduction in Mass Storage Costs

Hewlett-Packard has begun customer shipments of the HP 7933H disc drive.

The 7933H incorporates advanced features for reliability and ease of servicing. The front panel contains a keypad and alphanumeric display for immediate access to internal diagnostic capabilities, simplifying routine maintenance. The drive also performs its own head alignments, making scheduled preventive maintenance unnecessary. Even though the 7933H disc drive is a fixed media storage device, the media module is accessible to qualified service personnel for prompt, on-site field repair.

Literature currently available on this product is the 7933H Disc Drive Data Sheet (P/N 5953-3624). Please check your sales local office for copies.

HP 7906 Rackmount Disc Drives Now Include Installation

In conjunction with the Computer Products Warranty and Installation Terms, all HP 7906 rackmount disc drives now include installation. This means HP support personnel will perform such tasks as checking primary power, executing turn-on procedures, performing electronic and mechanical adjustments, and executing standard tests or verification programs at no cost to the customer.

This new policy allows 7906 rackmount customers to receive installation absolutely free. However, installation does not include uncrating or racking; these tasks can be performed at standard CE time and material rates.

Workstation Printer Solutions for the HP A600/A700

With the recent introduction of the HP A600 and A700 microcomputer and minicomputer, it's important to look at some of the printing solutions offered from Vancouver Division.

Vancouver Division offers printing solutions for several applications using the new systems. VCD offers a variety of printers that are supported on the A Series systems. The first printer is the HP 2635B Printing Terminal which your customer can buy as a system console. In application areas such as test and measurement, your customer could order a 2631B printer for fast dot matrix output and multiple copy capability. The HP 2601A is a fully supported printer for those applications requiring the use of letter quality printing.

When you sell systems, they may be looking for a smaller and lower cost solution. That's when your customer will be interested in looking at the 2670 Series Printers. These low cost thermal printers offer fast, quiet, and excellent hard copy output at a price your customer will appreciate. So remember, when you're configuring your customer's new A600 or A700, keep in mind HP's thermal printing solutions.

Interfacing Distance for Workstation Printers

Just how far away can my workstation printer be from the system? Do your customers or prospects ever ask you that question? If so, this brief discussion may help you.

HP-IB interfaces are generally limited to a maximum of 4 meters. The South Queensferry Scotland Division builds HP-IB extenders

that allow HP-IB devices to be up to 1000 meters away from the system. These extenders are expensive, however, and would not normally be recommended for a single printer.

Parallel Differential interfacing is available for connection to HP 1000 systems and allows for distances of as much as 1000 feet. Special cables for this are available from the Boise Division as 26006A, Option H62.

Eight Bit Parallel, sometimes called Duplex Register or Eight Bit TTL, is primarily for connection to 264X terminals. Distance is limited to no more than 2 to 3 meters. Centronics Parallel is a form of Eight Bit Parallel also.

The RS-232C interfacing standard calls for a maximum cable length of 50 feet. This is not an HP standard — it is an EIA standard supported by HP. Therefore, HP supports hardwired RS-232C-interfaced devices to a maximum cable length of 50 feet. Some installations have cable lengths of 1000 or more feet. These lengths are not supported by HP because line noise becomes a significant problem when cable

length exceeds 50 feet. RS-232C also allows the use of modem over unlimited distances.

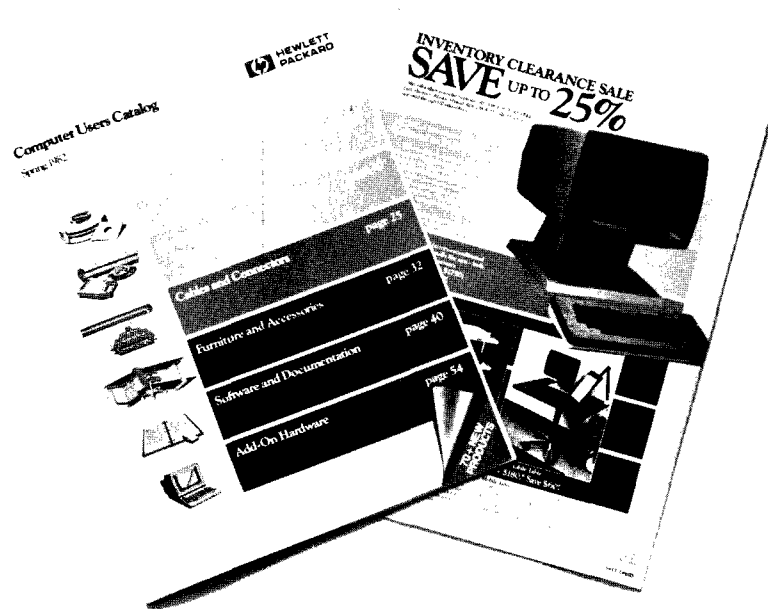
At the present time, these are the only interfaces being offered on HP workstation printers.

New Computer Users Catalog

The Spring 1982 *Computer Users Catalog*, covering all those routine, but time consuming questions customers ask you about supplies, media, furniture, and cables, is off the press.

The catalog contains full-color photos and dozens of charts, line illustrations, three indexes, and complete descriptions of over 600 products. In most cases, you can order what they need without calling on sales support.

Computer Supplies Operation's catalog (P/N 5953-2450), and direct phone ordering service help keep you satisfied and create the climate for your future repeat or upgrade sales on major products. Ask your Sales Rep to get you a copy.





"Zap Traps" Static Control Mats from Computer Supplies Operation


OEMs and their customers need never again inadvertently "zap" their terminals, printers, or CPUs with static discharge. Computer Supplies Operation's static control mats, available in a number of colors and sizes, have undergone HP testing by Computer Support Division that substantiates mat usefulness in dissipating static electricity.

In dry climates and around carpeted areas, operating personnel can accumulate up to 10,000 volts by just walking around their normal work area. By placing static control mats at computer room entrances and in front of electronic equipment, customers can greatly reduce the possibility that they will accidentally zap their equipment.

Zapping a piece of electronic equipment may result in any or all of the following consequences:

- Permanently damaged circuits
- Terminals transmitting erroneous data to the CPU
- CPU memory alterations or program loss.

Help your customers protect their valuable data and HP equipment by recommending the static control mats featured on pages 38 and 39 of the new Spring 1982 *Computer Users Catalog* (P/N 5953-2450). See article on page 17.

In Germany call (07031) 667-829. Elsewhere, customers should contact their local sales office. 

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OEM News is published monthly for Hewlett-Packard OEMs to keep you informed of HP products and services and to provide information to help you be more successful.

If you work for a company that is an OEM for Hewlett-Packard and want to receive your own copy of **OEM News**, call your Hewlett-Packard sales representative.

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

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

If you have any suggestions, comments, or letters about **OEM News**, please send them to:

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