

# HP Computer Update

A Publication of Hewlett-Packard

January 1993

## New HP 700/RX Model 15CI X Station



Two new courses announced to help users get a head start on implementing new HP OpenView Network Node Manager.

*see page 4*

The HP Ergo Ultra VGA 15-inch display — ideal for professional PC users.

*see page 13*

HP SNAplus Release 2 is designed for users who need HP SNA connectivity to IBM mainframe or peer systems.

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The new HP 23001 1100L line printer was designed for medium/high-volume printing.

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# HP Computer Update

Vol. 3, No. 1

January 1993

*HP Computer Update* is a monthly publication of Hewlett-Packard Company that provides information on new Hewlett-Packard computer software and hardware products, events, and promotions.

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*HP Computer Update* is distributed to individuals who are involved in specifying or purchasing HP computer products and systems. It is also sent to HP worldwide value-added business partners. If you would like to receive a copy, please contact your local HP representative.

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To order HP software or hardware products, call your HP representative. A telephone listing for sales offices in the U.S. and Canada appears on the back cover.

To receive literature or technical information on HP computersystems and workstations, and to order workstations and select computer products, call **HP DIRECT** at 800-637-7740 (U.S. only).

To receive technical information about any HP product, call the Customer Information Center: **800-752-0900** in the U.S., or 800-387-3867 in Canada.

## On the cover . . .

The 700/RX X Station offers a 15-inch, ergonomically designed color monitor. The new X Station offers low cost per seat for commercial applications. See page 18.



**HP Computer Museum**  
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HP News and Reviews

**HP educational services  
OpenView training**

HP Educational Services announces two courses designed to help users get a head start on implementing new HP OpenView Network Node Manager: HP OpenView Network Node Manager Fundamentals for Network Managers (P/N HP B3304S), and HP OpenView Network Node Manager Fundamentals for Network Operators (P/N B3305S). The lecture/lab courses are available at HP Education Centers or through dedicated or customized delivery at user sites. These courses provide network managers and operators with the foundation they need to quickly implement and operate HP OpenView Network Node Manager.

By completing the four-day manager course (P/N B3304S), managers experienced in UNIX<sup>®</sup>-based system and network administration can improve their ability to design and troubleshoot networks by learning HP OpenView Network Node Manager tools. Network managers can learn to increase flexibility by customizing the graphic user interface and adding unlimited map views, background graphics, and custom symbols to the standard user interface without programming. This course offers potential HP OpenView Network Node Manager purchasers an opportunity for in-depth product feature evaluation.

Operators who attend the two-day operator course (P/N B3305S) can learn about the basic features and troubleshooting capabilities required to monitor networks on a daily basis. Operators can learn to use HP OpenView Windows and identify network alarms. Operators who attend should be familiar with UNIX-based operating system fundamentals and networking basics.

For more information on course schedules, prices, dedicated or customized delivery, or prerequisites for courses HP B3304S and B3305S in the United States, contact the HP Customer Registration Center at 800-472-5277 ext. 287. In Canada, call 416-678-3048. Outside the United States, contact your nearest HP Education Center or local HP sales office.

*UNIX is a registered trademark of UNIX System Laboratories Inc. in the U.S.A. and other countries.*

**HP recognized as number-one UNIX system vendor**

In the December issue of *UnixWorld* magazine, HP was recognized as the number-one UNIX system vendor, surpassing Sun Microsystems, last year's number one. HP regained the number-one position it held in 1990 by increasing its overall UNIX business by 15% to \$4.1 billion in 1992. *UnixWorld* attributed part of HP's success to the introduction of low-end workstations that filled a gap in the product line and provided more leverage against Sun. HP's high-end Corporate Business Server 890 was highlighted as a successful product against IBM's mainframe business.

Sun, the number-two UNIX vendor, grew 14% with revenues of \$3.9 billion. The top-five company with the largest percentage growth in UNIX revenue in 1992 was IBM at approximately 55%. DEC lost market share and increased overall UNIX business by less than 10%. The average growth rate for the top-ten UNIX companies was 31%, with software vendors growing more quickly than hardware suppliers on average.

Oracle Corporation maintained its number-one position among UNIX software companies and grew 22% to \$684 million in UNIX revenues. Sybase jumped from the number-five spot in 1991 to the number-three position this year. Sybase's UNIX revenues grew 48% in 1992 to \$189 million.

Company	UNIX revenue	% growth from 1991
<i>Top five 1992 UNIX systems vendors</i>		
HP	\$4.10 billion	15.0
Sun	3.90 billion	14.0
IBM	2.86 billion	55.4
NCR/AT&T	2.08 billion	14.3
DEC	1.81 billion	9.7
<i>Top five 1992 UNIX software companies</i>		
Oracle	684 million	22.0
Informix Software	250 million	52.0
Sybase	189 million	48.0
Ingres/ASK	179 million	50.4
Santa Cruz Operation	175 million	25.0

The promotions listed in *HP Computer Update* contain brief information about HP promotions currently in effect — including new promotions, promotions with changes (underlined), and promotions that are ending.

For more details on any of the following promotions, contact your HP representative.

Special considerations may apply to some of these promotions, and discount percentages can vary by country. Note: promotional programs listed with a "Worldwide" scope may not be available in all countries. Check with your HP representative for local availability.

*Hewlett-Packard assumes no responsibility for any errors that might appear in these listings.*

**HP 3000**

**HP Transact V to iX**

If you upgrade from HP Transact V to iX, you will receive a 25% discount on the net price of the upgrade.

- **Scope:** North America
- **Eligible products:** P/N 30138A, Opt.s. 310,315,320,330,335,340,350
- **Start date:** December 1,1992
- **End date:** May 31,1993
- **Promotion number:** 2.699

**1993 HP 3000 HP Channel Partners Installed Base Upgrade**

To encourage HP Channel Partners and systems integrators to upgrade their installed base to MPE/iX, HP will be offering qualified HP Channel Partners and systems integrators an incremental 15% discount on Series 927LX-937SC systems, 5% on Series 947LX and above NOVA systems, and 10% on Corporate Business Systems. To qualify for this promotion, HP Channel Partners and systems integrators must submit to HP a forecast with a minimal intent of upgrading 15% of their installed base, a communication plan, and an attractive offer on their software. Contact your HP representative for more information.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative
- **Start date:** December 1,1992
- **End date:** October 31, 1993
- **Promotion number:** 2.703

**Series 9X7 Reseller Incentives**

All resellers (HP Channel Partners, OEMs, and systems integrators) who have an active purchase agreement with HP will receive five percentage points of incremental discount over the normal purchase agreement discount on purchases of HP 3000 Series 947157167187 systems.

All authorized distributors who have an active purchase agreement discount with HP will receive three percentage points of incremental discount over the normal purchase agreement discount on purchases of Series 947157167187 systems.

- **Scope:** North America
- **Eligible products:** Check with your HP representative
- **Start date:** December 1,1992
- **End date:** May 31,1993
- **Promotion number:** 2.704

**HP 9000**

**System Support Software Assistance Discount**

If you purchase eligible Series 800 Business Systems Servers, you can receive a 35% promotional discount on HP System Support Software Assistance.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible Products:** P/Ns A1751B, A1703A, A1765A, A1704B, A1766A, A1706A, A1768A, A1769A, A2307A, A2306A
- **Start Date:** September 1,1992
- **End Date:** February 28,1993
- **Promotion number:** 2.673

**HP PowerPack Promotion**

*new*

If you purchase a PowerPack SSP bundle, you **will** receive the following discount: end users, 34%;VARs/OEMs/System integrators, 39%;and two-tier distributors, 44%.

- **Scope:** United States, Canada, and Latin America
- **Eligible Products:** P/Ns A2870A, A2871A, A2872A, A2873A
- **Start Date:** January 1, 1993
- **End Date:** June 30, 1993
- **Promotion number:** 2.706

**Workstations**

**Software transfer program**

This program allows you to transfer from one HP workstation platform to one of three other strategic workstation platforms, and to transfer your software licenses to the new platform as well.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible Products:** Check with your HP representative
- **Start Date:** June 1, 1992
- **End Date:** December 31, 1993
- **Promotion number:** 2.648

**Domain "Welcome Back to Support"**

If you are currently unsupported and sign up for a minimum of one year of ApolloLine Support or one year of Domain/OS Software Only Support, you can receive a 50% promotional discount on any Basic Software Update required to bring your system up to date.

- **Scope:** Worldwide (*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative
- **Start date:** September 1, 1992
- **End date:** February 28, 1993
- **Promotion number:** 2.672

**HP-UX CD-ROM Drive Offer**

If you purchase a CD-ROM starter kit (P/N B2950A) and HP-UX CD-ROM material update service (P/N H2069A or H2077A+S00 or comprehensive maintenance), you can receive an SCSI CD-ROM drive at no additional charge.

- **Scope:** Worldwide (except Europe) (*check with your HP representative for local availability*)
- **Eligible products:** P/N B2950A and HP-UX CD-ROM material update service (either P/N H2069A+S00 or H2077A+S00 or comprehensive maintenance) and P/N A1999A
- **Start date:** October 1, 1992
- **End date:** March 31, 1992
- **Promotion number:** 2.686

**Power to Empower Coupon**

You will receive an after-sale coupon that may be redeemed for credit toward the purchase of HP Channel Partner/ISV software licenses or add-on PL5X products sold through HP's Direct Marketing Organization.

- **Scope:** North America
- **Eligible products:** HP Apollo 9000 Series 700 workstation systems, Model 715/33: P/Ns A2610A/11A/12A/13A/14A/16A/17A/18A/19A/20A/21A; Model 7151 50: P/Ns A2625A/27A/29A/30A/31A/32A/33A/34A/35A; Model 7251 50: P/Ns A2685A/89A/91A/92A/934 Model 735: P/Ns A2600A/01A/02A/03A/07A/08A/09A/59A; Model 755: P/Ns A2551A/52A/53A, A2650A/52A
- **Start date:** November 1, 1992
- **End date:** April 30, 1993
- **Promotion number:** 2.696

## Networks

**HP EtherTwist  
Buy Three, Manage Free**

With this promotion, you will receive a free copy of HP OpenView Interconnect manager/DOS network management software (P/N 27256D) when you buy any three manageable HP EtherTwist hubs, bridges, and/or routers — a savings of \$4,000. You can participate in the promotion by mailing a special claim card (received from direct mail, HP FIRST, or your authorized HP dealer), the bar code labels from the product packages, and a copy of your invoice to HP. HP **will fulfill** claims for the free software by mail.

- **Scope:** Worldwide(*check with your HP representative for local availability*)
- **Eligible products:** Manageable HP EtherTwist hubs, bridges, and routers: 26873A/74B/82A/85A/88A/88B/92A/99A
- **Start date:** September 1, 1992
- **End date:** January 31, 1993
- **Promotion number:** 2.669

end

**National User Group Discount  
Coupon**

Each person attending the National User Group Meeting will receive a \$500 promotional discount coupon that can be used against the purchase of PL 1L products (excluding consulting and all training classes less than \$2,000). More than one coupon can be used on any single order as long as the total discount percentage does not exceed 49%.

- **Scope:** North America
- **Eligible products:** PL 1L products excluding consulting and all training classes less than \$2,000. Check with your HP representative.
- **Start date:** October 1, 1992
- **End date:** March 31, 1992
- **Promotion number:** 2.685

**DTC 16 and DTC 48**

If you purchase an HP 3000 9X7 system at the regular price, you are eligible to purchase up to two DTCs at a 32.5% discount. The M05 discount is placed against the base product and appropriate options. All additional DTCs and asynchronous cards ordered above the maximum quantity are not eligible for a discount.

- **Scope:** Worldwide(*check with your HP representative for local availability*)
- **Eligible products:** Check with your HP representative.
- **Start date:** December 1, 1992
- **End date:** May 31, 1993
- **Promotion number:** 2.698

## Peripherals

**Optical Library Trade-in**

If you are a current Optical Library user, you can trade in your used unit and purchase a new high-performance drive library (Models 20C, 60C, or 100C), of equivalent or greater capacity, and receive trade-in credit. Exception: Model 10 can only be traded in for a Model 20C or higher.

- **Scope:** Worldwide(*check with your HP representative for local availability*)
- **Eligible products:** P/Ns C1700C/04C/10C/14C/15C
- **Start date:** September 1, 1992
- **End date:** June 30, 1993
- **Promotion number:** 2.671

## NetWare iX trial copy

Effective January 1, a trial copy of NetWare for the HP 3000, Netware iX, is on the HP Price List. The trial copy permits users to evaluate NetWare iX for 60 days in their environment. Users can experience firsthand the HP 3000 system's powerful NetWare server solution and take advantage of this no-risk, no-obligation trial product at no charge.

NetWare iX is a fully compatible NetWare server product providing transparent integration for NetWare clients. NetWare iX provides the functionality of Novell's NetWare services, including file and print sharing, server administration and management, and application programming interfaces.

### Features

The trial copy provides the full functionality of the NetWare iX product. The trial copy product uses a "time bomb" technique that allows use of the product for 60 days once it is started on the system (no code word or other licensing information is required to start the trial copy). The trial copy can be installed only once on a given system. HP MPE/iX Release 4.0 is required to use the trial copy product. Users who have ResponseLine support **will** receive ResponseCenter at no charge for the trial copy product.

The trial copy product includes Portable NetWare Version 3.01B (server software), client software, and the same set of manuals as the standard NetWare iX product. An installation supplement has been added to the manual set to assist users with installing the trial copy.

Users who wish to continue using NetWare iX beyond the trial period must purchase the standard NetWare iX product (P/N 32020A) and install it on their systems. Installing the standard product over the trial copy does not destroy any NetWare configuration information (such as users, groups, and trustee rights) created with the trial copy. Users who purchase the standard NetWare iX product can take advantage of the new delete manual option (Opt. OBO). This option prevents users from needlessly receiving a second manual set.

### Network printing

As an additional feature, the NetWare iX trial copy includes a trial copy of Quest Software NBSpool. This product allows HP 3000 applications to print to any printer on a Novell network. The product works with NetWare iX to allow spool files to be routed to any Novell server or print queue. Users can have reports printed at designated destinations. Support for the NBSpool trial copy will be supplied by Quest Software. Users wishing to use the product beyond the trial period must order the product from Quest Software.

### Ordering information

To receive the trial copy the user must order the NetWare iX trial copy and specify one media option.

Product No.	Description
J2253A	NetWare for the HP 3000 trial copy
Opt. AA1	9/16-inch mag tape, 1,600 bpi
Opt. AA2	1/2-inch mag tape, 6,250 bpi
Opt. AAH	ODS cartridge 0

## HP MPE V Welcome Back Program extended

The MPE V Software and Hardware Support Welcome Back Program has been extended to March 31, 1993, to allow more users to take advantage of the program. For December, January, and February, the program **will** be advertised in *HP Professional* and *Interact* magazines.

During the program, users can sign up for software support, or software and hardware support. Users can save more than \$3,000 (U.S. list) in return-to-support fees if they sign up now.

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## HP OpenView Distributed Management Release 3.2

The HP OpenView Distributed Management (DM) developer kits and platforms products provide application development environments and run-time platforms for creating CMIP, CMOT, and software network management protocol (SNMP) solutions. All HP OpenView applications, including Network Node Manager, can operate on the HP OpenView DM Platform. The new CMIP option provided in the HP OpenView DEM 3.2 release extends the range of the DM products into the OSI environment

The developer kits are targeted toward equipment manufacturers, exchange carriers, integrators developing applications to manage existing and emerging telecommunication operation networks, and large end users desiring OST-based management solutions.

### Features and benefits

- *Standards-based development environment* — The HP OpenView DM developer kit provides a standards-based environment for object definition, management protocol access, and programming interfaces and provides the X/Open management protocol (XMP) application programming interface (API) for developing SNMP and CMIS network and system management applications. The CMIS package provided by XMP can be used to develop applications for managing Guidelines for the Definition of Managed Object (GDMO) defined objects. This focus provides stable and portable programming methods and interoperability among other standards-based systems and devices.
- *Fast path to Distributed Management Environment (DME)* — DM products provide the basis for the technologies selected from HP by Open Software Foundation for the DME. The communications infrastructure and related metadata services are core components of the DME. The XMP API, provided by HP, is one of the core APIs in DME development. As an industry-standard platform, the DME will attract a board set of network and system management applications. HP DM development environment, with its DME component, allows developers to focus on specific business problems.
- *Developer support* — HP delivers developer-focused documentation and comprehensive five-day DM developer training classes. HP design and consulting engineers provide assistance using HP OpenView DM products. HP Developer Assist program provides answers to technical questions directly from HP's factory support engineers.
- *CMIP option* — This stack option is available for the DM platform and developer kit. As the CMIP option requires a full open systems interconnection (OSI) stack, HP-UX users must purchase the HP OSI Transport Services (OTS) product. The CMIP option is initially only available on HP-UX systems. HP OpenView DM platform with CMIP option conforms to, in varying degrees, the OMNIPoint 1 specification and the U.S. Government Network Management Profile (GNMP). The required category for OMNIPoint 1 conformance is the management communications category; the

DM CMIP is conformant with a few exceptions. The remaining OMNIPoint 1 categories are optional, and the DM developer kit provides interfaces so that a developer can implement the additional requirements. The CMIP option will not operate with the earlier 3.1 version of the DM products. One CMIP license to use is required for each system.

### Ordering information

Product No.	Description
<i>Developer kits</i>	
J2319A	HP OpenView Distributed Management Developers Kit for the HP 9000 Series 300 and HP Apollo 9000 Series 400
J2320A	HP OpenView Distributed Management Developers Kit for the HP 9000 Series 600, Series 700, and Series 800
J2321A	HP OpenView Distributed Management Developers Kit for Sun SPARC
<i>Platforms</i>	
J2322A	HP OpenView DM platform for the HP 9000 Series 300 and HP Apollo 9000 Series 400
J2323A	HP OpenView OM Platform for the HP 9000 Series 600 and Series 800, HP Apollo 9000 Series 700
J2324A	HP OpenView DM Platform for Sun SPARC Key

*License to use and accessories are also available for these products. Check with your HP representative for more information.*



## HP 9000 Series 800 upgrades discontinuance

Effective January 1, 1993, the following HP 9000 Series 800 upgrade products have been removed from the HP Price List.

Product No.	Description
A1898A	Field upgrade to Model 817S (P/N A2454A/A2453A)
A22 -90A	Field upgrade to Model 837S (P/N A2454A/A2452A)
A2292A	Field upgrade to Model 857S (P/N A2462A/A2465A)
A2298A	Field upgrade to Model 8778 (P/N A2462A/A2464A)
A2319A	Field upgrade to Model 8978 (P/N A2462A/A2463A)

### Return credits

Effective January 1, 1993, Model 852S return credit (P/N A1155AN) has been reduced.

Effective February 1, 1993, the following memory return credits will be discontinued.

Product No.	Description
A1010AN	Return 8-MB ECC memory for Model 8X5S
A1037AN	Return 16-MB ECC memory for Model 8X5S
A1623AN	Return 32-MB ECC memory for Model 8X5S
A1404AN	Return 8-MB ECC memory for Model 8X2S
A1436AN	Return 16-MB ECC memory for Model 8X2S
A1437AN	Return 32-MB ECC memory for Model 8X2S



## Additions to HP FIRST

*For U.S. only*

You can receive copies of Hewlett-Packard sales literature via your fax machine. HP FIRST (Facsimile Information Retrieval System Technology) includes literature such as product briefs, data sheets, price guides, and so forth.

HP FIRST can be accessed from any Group 3 touch-tone fax machine. Dial 208-344-4809, and you will be connected to a voice-operated menu that walks you through the literature selection process.

A special section has been added to HP FIRST. "HP sales/training tools for Channel Partners" (index number 2295) lists HP sales and training tools that HP Channel Partners (in the United States only) can order directly through an 800 telephone number. The section will be updated monthly.

The computer systems items listed here have been added to the HP FIRST system.

Title/Description	Fax ID number
HP 3000 Series 917LX, 927LX, 937LX, 937, 947LX, 947, 957LX, 957, 967LX, 967, 977, 8 pages	2100
"Feel the Power" Series 700 Workstations from Hewlett-Packard, Flyer, 4 pages	2269
HP Apollo Series 700, Models 715133 and 715150 Workstations, Photo Card, 2 pages	2276
HP Apollo Series 700, Model 725/50 Workstations, Photo Card, 2 pages	2277
HP Apollo Series 700, Model 735 Workstation, Photo Card, 2 pages	2278
HP Apollo Series 700, Model 755 Workstation, Photo Card, 2 pages	2279
"With HP Graphics, The Waiting is Over," Flyer, 4 pages	2280
HP MPower - Empowering the User, Product Brief, 5 pages	2202
HP 700/RX Family of X Stations (Photo Card), 2 pages	2296
HP 700/RX Family of X Stations, Technical Data, 16 pages	2297



## New HP Apollo 9000 Model 705/710 upgrades

The new HP 9000 Model 705 to 715/50 system upgrade (P/N A2835A) and Model 710 to 715/50 system upgrade (P/N A2836A) allow users to retain investments in memory, monitor, 420-MB disk, keyboard, removable media, and localization kit. These upgrades were designed for Model 705/710 installed-based users who need Model 715/50 functionality but do not need additional workstations.

### Features and benefits

The upgrades give users the performance, functionality, and expandability of the Model 715 family:

- Memory expansion up to 256 MB
- Up to 51% performance improvement
- Ability to expand to the 525-MB and 1-GB disk drives
- Ability to expand to CRX-24, CRX-24Z, or CRX-49Z graphic subsystems
- One EISA slot included with each upgrade

### Strategic fit

The upgrades extend HP's commitment to user investment protection for the Model 705/710 installed base. Model 720, 730, and 750 upgrades, along with the new Model 705/710 upgrades, provide paths for all installed Series 700 workstations to the new PA-7100 Series 700 products that were introduced in November.

### Ordering information

Product No.	Description
A2835A	Model 705 to 715150 upgrade
A2836A	Model 710 to 715150 upgrade

The upgrades will be available for shipment during the first quarter of 1993. The upgrades are box swaps, not total system swaps.

## RasterOps Videolive card upgrade

The RasterOps VideoLive card Revision 1.10 (P/N Z1100A) adds compression of grabbed images and direct sharing of grabbed images for HP Apollo 9000 Models 720, 730, and 750 workstations.

### Features

- *JPEG SW compression* — Product compresses grabbed images from the album of saved images by 20:1 before they are saved on disk. A typical stored full-size image will only require 50 KB of disk space instead of 1 MB, on average. The system must have HF-UX 9.0 or HP-UX 8.07 Image Developer's Tool Kit (P/N B2157A).
- *Shared images* — Grabbed images in the album can be shared over HP SharedX from within HP Grabber through an echo window. This capability supports collaborative applications.
- *OSF/Motif™ Compliant* — All VideoLive functions have the OSF/Motif standardized user friendly appearance.

For users who want to integrate the VideoLive card into their application, additional documentation is available on X Video Extension Protocol.

Revision 1.10 will be shipped with RasterOps VideoLive cards after February 1. A copy of the software will be provided at no additional cost to users who have ordered P/N Z1100A. Future software upgrades will be distributed through HP Software Support Program. Contact your HP representative for more information.

*OSF/Motif* is a trademark of the Open Software Foundation in the U.S. and other countries.

## HP Apollo 9000 Series 400 product line changes

Domain users who upgrade to HP Apollo 9000 Series 700 HP-UX via PA-board upgrades need to convert external **disk firmware**. A conversion product has been created for **disk** (P/Ns C2212D, C2213D, C2290D, and C2291D). The conversion requires HP installation.

### For more information

For PA-board upgrades from HP Apollo 9000 Model 4XXT/S to Model 715 sales guide in Europe and the Americas, contact your HP representative. In Asia Pacific, contact your local workstation group program manager.



### Ordering information

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Product No.	Description
A2833A	Series 400 disk conversion Domain to HP-UX
Opt. 017	Upgrade second disk
Opt. 018	Upgrade third disk
Opt. 17A	HP installation; travel expense additional

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Two Series 400 add-on products will be discontinued in March 1993 with the rest of the Series 400 product line consolidation.

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Product No.	Description
A1447A	1.3-GB DDS format 4mm tape drive
A-NET-ITR	IBM Token Ring card

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## HP introduces 15-inch Ergo Ultra VGA display

The HP Ergo Ultra VGA 15-inch display (P/N D1196A) with ergonomic features and resolutions up to 1024 x 768 (Ultra VGA) and integrated tilt/swivel base was recently introduced. It is ideal for professional PC users, especially those using information-/graphics-intensive applications, Microsoft®-Windows and other graphical user interfaces (GUI).

### Features and benefits

- *15-inch screen* — provides viewing area up to full scan (no black borders) and up to 30% more information on screen
- *Range of resolutions* — offers choice of VGA, Super VGA, and Ultra VGA 1024 x 768 resolutions at 72/70 Hz; Super and Ultra VGA suitable for information-intensive applications like MS-Windows and Excel
- *Flat square anti-glare tube* — offers a pleasant image with no image distortion or glare
- *High refresh rates for Ergo VGA, Ergo Super VGA, and Ergo Ultra VGA* — contains ergonomic resolution sets for stable and flicker-free image
- *Fine 0.28-mm dot pitch* — provides clear image for sharp video

- *Reduced low emissions, standards compliance* — meets Swedish standards for low-emissions monitors (MPRII), satisfying user concerns and conditions regarding product regulations on emissions
- *Front-accessible controls for image size and positioning* — enable image up to full scan
- *Integrated tilt/swivel base* — maximizes user flexibility

### Strategic fit

The product completes HP's &play offering for users of MS-Windows and other GUI applications, offering the standard 14-inch and high-end 17-inch displays.

### Product positioning

The HP Ergo Ultra VGA &play is for advanced office users who require a larger screen for information-intensive applications. The 15-inch tube offers up to 30% more viewing area, full scan, and larger screen, compared with standard 14-inch displays. It provides a complete set of attractive ergonomic features such as the flat square tube and front-accessible controls.

### Tips and traps

The HP Ergo Ultra VGA (P/N D1196A) meets the ISO9241 resolutions that are mandatory for new displays as of January 1, 1993. These requirements make it possible for purchasers to comply with the new European directives on visual display units that prescribe the required PC user situation.

### Ordering information

Product No.	Description
D1196A	Flat square 15-inch color display with tilt/swivel base; autoranging power supply; power cord option required
<i>Power cord options</i>	
Opt. ABA	U.S.
Opt. ABB	Europe
Opt. ABG	Australia
Opt. ABJ	Japan
Opt. ABQ	Switzerland
Opt. ABR	South Africa
Opt. ABU	United Kingdom
Opt. ABY	Denmark
Opt. AR6	Indonesia
Opt. AB4	Singapore
Opt. AB2	China

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## Introducing HP SNAplus Release 2 for HP 9000

HP SNAplus Release 2 is a replacement release for the SNA classic products to provide connectivity to IBM systems. The new release is designed for users who need HP SNA connectivity to IBM mainframe or peer systems.

### Features

- HP-UX SNAplusLink includes new functions of HP SNA over Token Ring and over X.25 (QLLC), and PU 2.1 primary SDLC to enable the HP 9000 to initiate connections with remote secondary and peer IBM systems.
- HP-UX SNAplus3270 includes new functions of a color OSF/Motif user interface.
- HP-UX SNAplusAPI contains LUA API that includes LU0, LU1, LU2, and LU3, and NetView API to customize alerts and alarms sent to the NetView console.
- HP-UX SNAplusRJE provides SNA 3770 reader, printer and punch support, and character oriented window interface for ASCII terminals for entering JES or power commands.
- HP-UX SNAplus3179G support is available for Series 700 and 800 and continues for Series 300/400. Features include cut and paste and support for three window sizes.

### Configuration information

- HP SNAplus Release 2 runs on HP-UX 9.0 and requires Stream/UX for Series 300/400 (P/N J2231A) for Series 700 (P/N J2232A), and for Series 800 (P/N J2237A).

- HP SNA over X.25 requires X.25/9000 for Series 700 (P/N J2159A) and for Series 800 (P/N 36960A).
- HP SNA over Token Ring requires HP Token Ring/9000 for Series 700 P/N J2165A and for Series 800 (P/N J2166A).
- HP-UX SNAplus3179G for Series 800 requires X11. X11 is included with Series 300/400 and 700.
- HP SNA classic users on support contract will receive the new software at no charge. **As Streams/UX is a dependency, it is included with the HP SNAplus update. HP SNAplusLink is not supported on Series 300/400. Users will receive HP SNAplus-Link software for Series 700 but must purchase the Series 700 workstation and PSI card. Migration to HP-UX SNAplusAPI requires changes to APPC trans-action programs.**

### For more information

The APPC Programmer's Migration Guide and APPC Programmer's Guide are available prior to product shipment to assist in preparing for migration to HP SNAplusAPI. HP SNA classic software will be supported on HP-UX 9.0 for 16-bit native language support only. HP-UX SNAplus3270 native language support will be available with Release 3 at the end of 1993, and all SNA classic products will be discontinued.

## Ordering information

Product No.	Description
<b>Enhancements</b>	
J2220A	HP-UX SNAplusLink for HP 9000 Series 800
J2226A	HP-UX SNAplusLink for HP Apollo 9000 Series 700
J2233A	HP-UX SNAplus3270 for HP 9000 Series 300 and HP Apollo 9000 Series 400
J2227A	HP-UX SNAplus3270 for HP Apollo 9000 Series 700
J2221A	HP-UX SNAplus3270 for HP 9000 Series 800
J2235A	HP-UX SNAplusAPI for HP 9000 Series 300 and HP Apollo 9000 Series 400
J2229A	HP-UX SNAplusAPI for HP Apollo 9000 Series 700
J2223A	HP-UX SNAplusAPI for HP 9000 Series 800
<b>New Products</b>	
J2234A	HP-UX SNAplusRJE for HP 9000 Series 300 and HP Apollo 9000 Series 400
J2228A	HP-UX SNAplusRJE for HP Apollo 9000 Series 700
J2222A	HP-UX SNAplusRJE for HP 9000 Series 800
J2236A	HP-UX SNAplus3179G for HP 9000 Series 300 and HP Apollo 9000 Series 400
J2230A	HP-UX SNAplus3179G for HP Apollo 9000 Series 700
J2224A	HP-UX SNAplus3179G for HP 9000 Series 800

## HP LAN Manager/X Named Pipes Developer's Kit obsolescence

HP LAN Manager/X Named Pipes Developer's Kit (P/N D1827A, options 002 and 005) are no longer available, and the developer's libraries have been restructured. The libraries needed for HP LAN Manager/X server side are included with the server software. The libraries needed for client side are supplied by Microsoft. To order, users can call Microsoft at 800-227-4679 and ask for HP LAN Manager 2.1 Systems Developer's Kit (P/N 0961144-210 and P/N 0961044-210) for 5 ¼-inch disks or (P/N 0961045-210) for 3 ½-inch disks.

Users can order the ARPA Sockets Developer's Kit (P/N D1827A) by calling 800-848-9283 in the U.S. or 303-353-7650 outside the U.S.



Mass Storage

### HP 1.3-GB DAT special sale

HP's Disk Memory Division (DMD) has an excess inventory of 1.3-GB DAT tape drives (P/N C2292A/T). The price on these DATs has been reduced, providing a low-cost alternative to 2-GB DAT. These DATs read and write using 60-m (not 90-m) tapes, which are forward compatible with the new DAT products (P/Ns C2297A/T/U and C2298A/T/U). P/Ns C2298A/T/U must be used in nondata compression mode.

P/N C2292A DAT tape drives are installable in P/N C2212A/D, C2213A/D, and C2214B mass storage systems. P/N C2292T DAT tape drives are installable in P/N C2216T and C2217T mass storage systems.

#### Ordering information

Product No.	Description
C2292A	HP 1.3-GB DAT upgrade kit for rackmount cabinet
C2292T	HP 1.3-GB DAT upgrade kit for minitower cabinet

The products will be sold on a first-come, first-served basis. DMD may negotiate lower prices for purchases of 20 or more units.

Orders are noncancelable; all user discounts and HP Channel Partner discounts apply; the only way to reserve a product is to place an order; products come with HP three-month warranty; lead time is four weeks or less; and delivery must be taken within three months. Contact your HP representative for more information.

### HP-FL PBus cable discontinuance

HP's Disk Memory Division will remove the following cable products from the HP Price List on March 31, 1993. The cables will be available from HP's Support Materials Organization. SMO

Product No.	Description
13367A	Long PBus cable, HP 7936137 drives only
13368A	Short PBus cable, HP 7936137 drives only
19570A	Long PBus cable, P/N C2201/04 drives only
19571A	Short PBus cable, P/N C2201/04 drives only

### HP-IB disk discontinuance

Effective May 31, 1993, HP **will** discontinue the HP-IB disk product line. The discontinuance is in line with HP's strategic plans to migrate to open systems with SCSI interface. Users can specify delivery up to six months from order date. After discontinuance, used products **will** be available from HP's Finance and Remarketing Division and from used-equipment brokers.

Product No.	Description
C2200A	Model 335H 335-MB HP-IB mass storage system
C2202A	Model 670XP 670-MB HP-IB CACHE mass storage system
C2203A	Model 670H 670-MB HP-IB mass storage system

Product support Me is five years unless previous commitments were made.

### HP-FL disks discontinuance

Effective May 31, 1993, HP will discontinue the following HP-FL disk products. Users have up to six months from order date to receive products. Product support Me is five years.

Product No.	Description
C2201A	Model 670FL 670-MB FL mass storage system
C2204A	Model 1.34FL 1340-MB FL mass storage system
C2206A	HP-FL controller upgrade (converts HP-IB to HP-FL)

The migration solution from Model 670FL products (P/N C2201A/04A) is the disk array product (P/N C2252B) without data protection. It is the next step for users with HP-FL interfaces. Its architecture is similar to the Model 1.34FL (P/N C2204A), which integrates two disk mechanisms under one controller. The major difference is that P/N C2252B capacity is 2.7 GB versus 1.3 GB for P/N C2204A.

P/N C2252B does not have the high cost per MB of high-availability array solution (P/N C2252HA). P/N C2252B has a lower \$/MB than P/N C2201A/04A. Users can upgrade P/N C2252B to P/N C2252HA to meet future needs. P/N C2252B may be connected on the same PBus as P/N 7936, 7937, C2201, and C2204 disks.

The replacement products have the following OS support. Note the areas that do not have follow-on product support. Users who need P/N C2201/04 support must order by May 31, 1993.



## Disk Express Program partial discontinuance

Due to a part availability problem on P/Ns C2201A, C2202A, C2204A, and C2206A, the Disk Express Program (up to five disks in five days) is being partially discontinued. Current product availability has been set to 12 weeks, with availability not expected to return to normal until April 1993. The Disk Express Program is still in place for P/Ns C2200A and C2203A. Discontinuation on all the products is planned for May 31, 1993.

## HP Fast SCSI-2 670-MB disk drive discontinuance

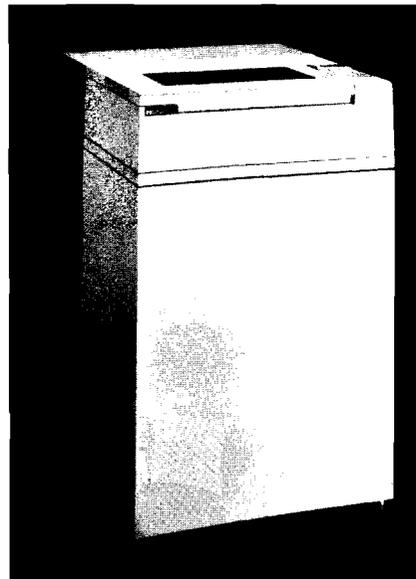
HP's Disk Memory Division will be discontinuing HP Fast SCSI-2 670-MB disk drives (P/N C2481A/91A). Final orders will be accepted through March 31, 1993, and the support life will be five years. The higher capacity 1.3-GB disks (P/Ns C2482A and C2492A) will still be available.

Product No.	Description
C2481A	HP 670-ME fast SCSI-2 mass storage system
C2491A	HP 670-ME fast SCSI-2 upgrade kit

## Printers

### New HP 2300/1100L line printer

The new HP 2300/1100L line printer (P/N C2356A) is a 1,100-lpm line impact printer. This new printer was designed for medium-high-volume printing, departmental environments, and network environments.



#### Features and benefits

- The new HP 2300/1100L line printer is capable of printing 1,100 lpm in draft mode. It provides increased connectivity options, language character sets, an upgraded control panel, better adaptability for more countries, and an improved sound enclosure.
- Interface options include HP-IB for HP systems; Centronics or Centronics with Printronix P-series emulation; serial port, RS-232-C, or RS-422-A; Data-products long line; Dataproducts short line; and multiple input, output, combination RS-232-C or RS-422-A with Centronics.
- The printer supports TCPAP networks using an HP-UX interface.

- Character sets that come standard with the HP 2300/1100L printer are Roman 8 (5, 10, 12, 15, and 16.7 cpi; 5 cpi, double wide/high; 10 cpi, for draft, DP, and NLQ; 12, 15, and 16.7 cpi, compressed), USASCII (10 cpi for high-speed printing, and draft), bar codes, and U.S. POSTNET.
- The HP 2300/1100L printer's front panel features a new liquid-crystal display (LCD) and easy-to-read identification. The LCD uses two lines containing 16 characters each to display descriptive messages and instructions in five languages (English, German, French, Italian, and Spanish). The printer can be localized quickly with front-panel keypad overlays. The user controls are printed in green on the parchment white printer for easy identification. The front panel is a clear window that permits users to view the printer's output easily.
- The printer comes with a four-position, switch-selectable power supply for compatibility with various voltage levels worldwide. Users can select ranging from 90 to 264 VAC at 50 or 60 Hz. A sound enclosure for the HP 2300/1100L printer assures consistent, quiet operation not exceeding 55 dB, and the printer's output is accessible at the rear of the printer.

#### Ordering information

The HP 2300/1100L printer is on the HP Price List. The HP-IB interface is available through the HP direct sales force channel only. The Data-products interfaces are available to HP OEM users exclusively.

Terminals

**New HP 700/RX 15-inch color X station**

The new HP 700/RX Model 15Ci (P/N C3227A) is a 15-inch, color X station developed for commercial user service applications.

**Features**

The new Model 15Ci features a 15-inch, 1,024 x 768, 70-Hz flicker-free ergonomically designed color monitor, delivers 52,000Xstones in performance, and comes standard with 4 MB of user memory.

**Product positioning**

The HP 700/RX Model 15Ci X station is a low-cost client for commercial applications. When configured as a companion product with HP 9000 Series 800 business servers and HP Apollo 9000 Series 700 workstations, Model 15Ci meets the needs of cost-sensitive users who require a low cost per seat. The Model 15Ci is one of the few X stations to offer a 15-inch color monitor.

**Ordering information**

Product No.	Description
C3227A	HP 700/RX Model 15Ci X station, 15-inch 1,024 x 768 70-Hz flicker-free color monitor (P/N D1196A) X Window processor base unit; PS/2 keyboard; PS/2 3-button mouse; 2 MB VRAM 4 MB DRAM; power cords; and manual
Opt. 1A2	Delete keyboard
Opt. AN7	Delete 2 MB SIMM

**CD-ROM media option with X station Kanji software**

As of January 1, 1993, the CD-ROM media option was made available with HP 700/RX station Kanji software. As an increasing number of users purchase CD-ROM drives for their environments, the CD-ROM media option allows them to seamlessly integrate the HP Xstation into their environments.

Product No.	Description
C2719A	Opt. AAF X Station software for Sun SPARCstation, Kanji, CD-ROM media option
C2721A	Opt. AAF X Station software for HP 9000 Series 300/HP Apollo 9000 Series 400, Kanji, CD-ROM media option.
C2722A	Opt. AAF X Station software for HP Apollo 9000 Series 700, Kanji, CD-ROM media option.
C2742A	Opt. AAF X Station software for HP 9000 Series 800, Kanji, CD-ROM media option.

**14-inch color X Station price reduction**

The HP 700/RX Model 14Ci X Station price has been reduced. A 16% reduction in the U.S. local currency price makes the Model 14Ci even more competitive. Model 14Ci is a low-cost client for commercial applications and provides a low cost per seat when configured as a companion product to HP Apollo 9000 Series 700 workstations and HP 9000 Series 800 servers.



## HP Sales Offices

For more information about the products described in this issue, call your local HP representative.

### United States

<b>Alabama</b>	
Birmingham	(205) 988-0547
Huntsville	(205) 971-2000
<b>Alaska</b>	
Anchorage	(907) 563-8855
<b>Arizona</b>	
Phoenix	(602) 273-8000
Tucson	(602) 573-7400
<b>Arkansas</b>	
Little Rock	(501) 225-7178
<b>California</b>	
Calabasas	(818) 880-3400
Fresno	(209) 252-9652
Fullerton	(714) 999-6700
Irvine	(714) 472-3000
Los Angeles	(213) 337-8000
Mt. View	(415) 694-2000
Pleasanton	(510) 460-0282
Sacramento	(916) 929-7222
San Diego	(619) 279-3200
San Francisco	(415) 882-6800
Santa Barbara	(805) 685-6100
Santa Clara	(408) 988-7000
Ventura	(805) 658-6898
<b>Colorado</b>	
Boulder	(303) 938-3065
Englewood	(303) 649-5000
<b>Connecticut</b>	
Glastonbury	(203) 633-8100
Stamford	(203) 325-5600
<b>Florida</b>	
Ft. Lauderdale	(305) 938-9800
Jacksonville	(904) 636-9955
Melbourne	(407) 729-0704
Orlando	(407) 859-2900
Pensacola	(904) 476-8422
Tampa	(813) 884-3282
<b>Georgia</b>	
Atlanta	(404) 955-1500
Norcross	(404) 448-1894
<b>Hawaii</b>	
Honolulu	(808) 526-1555
<b>Idaho</b>	
Boise	(208) 323-2700
<b>Illinois</b>	
Bloomington	(309) 662-9411
Chicago	(312) 930-0010
Naperville	(708) 505-8800
Roll. Meadows	(708) 255-9800
<b>Indiana</b>	
Ft. Wayne	(219) 1834283
Indianapolis	(317) 8444100
<b>Iowa</b>	
Cedar Rapids	(319) 393-0606
Des Moines	(515) 224-1435
<b>Kansas</b>	
Wichita	(316) 636-4040
<b>Kentucky</b>	
Louisville	(502) 4260100

<b>Louisiana</b>	
Baton Rouge	(504) 467-4100
New Orleans	(504) 467-4100
<b>Maryland</b>	
Baltimore	(301) 644-5800
Rockville	(301) 258-2000
<b>Massachusetts</b>	
Andover	(508) 682-1500
Burlington	(617) 270-7000
<b>Michigan</b>	
Grand Rapids	(616) 957-1970
Novi	(313) 349-9200
<b>Minnesota</b>	
St. Paul	(612) 644-1100
<b>Mississippi</b>	
Jackson	(601) 957-0730
<b>Missouri</b>	
Kansas City	(816) 737-0071
St. Louis	(314) 542-1500
<b>Nebraska</b>	
Omaha	(402) 493-0300
<b>Nevada</b>	
Las Vegas	(702) 736-2256
<b>New Jersey</b>	
Paramus	(201) 599-5000
Piscataway	(908) 562-6100
<b>New Mexico</b>	
Albuquerque	(505) 823-6100
<b>New York</b>	
Albany	(518) 458-1550
Buffalo	(716) 689-3003
Melville	(516) 753-0555
New York City	(212) 330-6900
Rochester	(716) 223-9950
Syracuse	(315) 451-1820
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<b>North Carolina</b>	
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Raleigh	(919) 467-6600
<b>Ohio</b>	
Akron	(216) 666-7711
Cincinnati	(513) 891-9870
Cleveland	(216) 243-7300
Miamisburg	(513) 433-2223
Toledo	(419) 242-2200
Westerville	(614) 891-3344
<b>Oklahoma</b>	
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Tulsa	(918) 481-6700
<b>Oregon</b>	
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<b>South Carolina</b>	
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<b>Tennessee</b>	
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Nashville	(615) 255-1271

<b>Texas</b>	
Abilene	(915) 673-7843
Austin	(512) 3163855
Corpus Christi	(512) 289-8271
Dallas (Love Fd )	(214) 630-6330
Dallas	(211) 231-6101
El Paso	(915) 833-4400
Houston	(713) 7766400
Irving	(211) 869-3377
McAllen	(512) 630-3030
San Antonio	(512) 494-9336
<b>Utah</b>	
Salt Lake City	(801) 974-1700
<b>Virginia</b>	
Falls Church	(703) 204-2100
Norfolk	(804) 424-7105
Richmond	(804) 747-7750
Roanoke	(703) 774-3444
Rosslyn	(703) 204-2100
<b>Washington</b>	
Bellevue	(206) 6434000
Spokane	(509) 922-7000
<b>West Virginia</b>	
Charleston	(304) 925-0492
<b>Wisconsin</b>	
Milwaukee	(414) 792-8800
<b>Regional Sales Headquarters</b>	
Eastern	(301) 670-4300
Midwest	(708) 255-9800
Southern	(404) 955-1500
Neely (Western)	(818) 505-5600
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<b>Alberta</b>	
Calgary	(403) 262-0777
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<b>British Columbia</b>	
Richmond	(604) 270-2277
<b>Manitoba</b>	
Winnipeg	(204) 694-2777
<b>New Brunswick</b>	
Dieppe	(506) 858-9800
<b>Nova Scotia</b>	
Dartmouth	(902) 468-4725
<b>Ontario</b>	
London	(519) 6462900
Mississauga	(416) 678-9430
Ottawa	(613) 820-6483
<b>Quebec</b>	
Kirkland	(514) 697-4232
Quebec City	(418) 624-1165
<b>Saskatchewan</b>	
Saskatoon	(306) 242-3702

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