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# ...NewsRelease.....

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## DATAPOINT ANNOUNCES COMPONENTS OF OPEN NETWORK

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| Editor Summary: |  
| \* Networking for IBM PCs. |  
| \* VISTA-PC attachment to ARC network. |  
| \* ARC network support of CP/M applications. |  
| \* Merger of two DOS networks supported. |  
| \* Larger fixed disk storage for DOS network. |  
\* Products capitalize on strength of network.

SAN ANTONIO, September 27, 1984. . . Datapoint Corporation today announced three new products in the company's on-going program to interconnect industry-standard technology, and two products that increase the flexibility and functionality of the ARC® (Attached Resource Computer®) local area network.

The products include a networking package for the IBM-PC, a direct ARC network interface for the company's VISTA-PC™ professional computer, and a software package that enables an ARC network to support CP/M™ software applications. Other products expand the networking ability of DOS applications processors and add larger fixed disk storage to the DOS ARC network.

This announcement is the first in a series of product introductions planned for the next 12 months that will enable hardware and software products manufactured by a

variety of vendors to be configured for use within ARC network environments.

### Opening the Network

Datapoint Corporation announced in June of this year its intent to open the ARC network. Today's announcement marks the formal implementation of that program. Under the program, Datapoint will extend the technological strengths of its ARC network to a wide variety of non-Datapoint products. The program addresses the issue of connectivity in two areas. First, the company will enable current users of its networks to attach non-Datapoint devices to those networks. Second, the company will provide networking solutions to users of non-Datapoint equipment. Datapoint president and chief operating officer Edward P. Gistaro commented, "Datapoint recognizes that there is no one solution to the problems of information processing. We do believe, however, that there is one superb vehicle for the integration of many solutions. And that vehicle is the ARC network."

### The ARC Local Area Network

The ARC local network, introduced in 1977 and currently installed by Datapoint in over 6,000 locations worldwide, is a baseband, token-passing network. As many as 255 computing devices (with associated terminals and peripherals) can be directly attached to a single ARC network. The ARC network

makes use of sophisticated resource sharing capabilities and a distributed file management system. Resource sharing has particular application for use in microcomputer networks because it eliminates the need for each computer to have its own storage, communications and printing devices. The ARC network can be readily expanded, without reprogramming or downtime, by the addition of network components. The network also supports a number of transmission media (coaxial cable, fiber optics, non-coherent infrared light) and a wide variety of communication protocols, including SNA, BISYNC and X.25.

#### Networking for IBM PCs

The ARC networking package for the IBM PC and PC/XT consists of networking components, software, file servers, and a new adapter card designed to fit in an expansion slot of the IBM PC. Depending on user requirements, this Intelligent Network can also include Datapoint file servers, print servers, and communication servers. The new interface card, called the Intelligent Network Executive™-PC (INX™-PC), is a user-installable option. Users of the Intelligent Network in a Datapoint environment can alternate between PC-DOS and Datapoint DOS operating systems.

The Intelligent Network offers users of IBM PCs and PC/XTs a proven networking solution. "What distinguishes the Datapoint offering for the IBM PC is the long established superiority of our ARC network. Its ease of

installation and use, its reliability, its technical capabilities are unmatched," noted Gistaro.

The INX-PC card is priced at \$695 and the software at \$75 (quantity one, end-user pricing).

Datapoint is offering service contracts for users of IBM PCs who have installed INX-PC boards. Additionally, the company will provide a mail-in repair option on the INX-PC board. Datapoint maintains a customer support center in San Antonio to answer service calls on a 24-hour basis.

#### VISTA-PC Connection to ARC Network

The second component of today's announcement is a direct network interface for the Datapoint VISTA-PC color professional computer. The VISTA-PC, based on Convergent Technologies' NGEN, was announced in June of this year as an MS-DOS professional computer with terminal emulation capability into an ARC network. The new interface, a modified version of a standard ARC resource interface module, enables the VISTA-PC to take advantage of the ARC network's resource sharing capability. As an ARC-based computer, the VISTA-PC can access Datapoint PRO-VISTA™ office automation software in addition to industry-standard software such as LOTUS 1-2-3 and R:base series 4000/6000. The VISTA-PC resource interface module sells for \$620, and the software for \$75 (quantity one, end-user pricing).

CP/M Software on the ARC Network

Datapoint also announced today a software package that will allow computers attached to an ARC network to execute CP/M applications programs. The new product, called the Intelligent Network Executive for the CP/M operating system, applies the benefits of networking to popular CP/M programs. The product provides network users of CP/M programs with the ability to share resources and access a common database. The product also enables a user to integrate information contained in separate CP/M and Datapoint DOS applications. Pricing for the product is set at \$595 per file server.

Merger of DOS ARC Networks

In the past Datapoint has supported two versions of its Disk Operating System, one (DOS.D) for Datapoint-proprietary processors and one (DOS.H) for processors based on commercial microprocessors. Now, using a software technique called DOSMERGE, the two can be brought together into one network, so that DOS.H applications processors such as the recently announced Datapoint 1569 can benefit from the larger file servers available on the DOS.D network.

Larger Fixed Disk Storage

A new cost-effective disk file server is provided for the DOS ARC network with the introduction of the Datapoint 9317 disk drive. The 9317 provides 20MB of on-line data

storage for Datapoint 1560 computer systems in a compact desk-top unit, at the same price as previous 10MB systems and extension units. The 9317 can be expanded via extension modules as storage demands grow.

Datapoint Corporation

Datapoint Corporation, a FORTUNE 500 industrial firm, manufactures, markets, and services local area networks, multifunction workstations, and dispersed computing and office automation systems worldwide.

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