

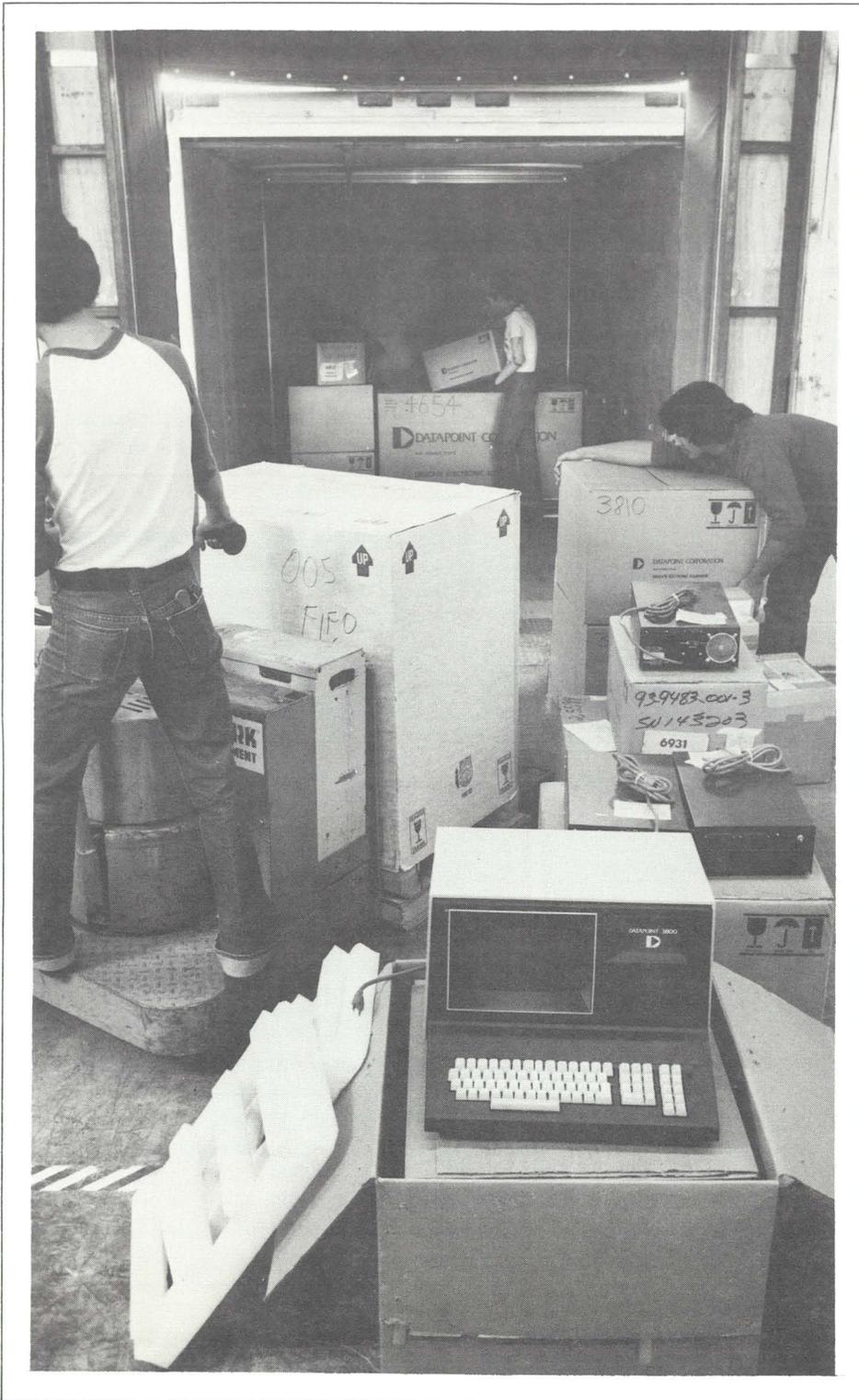
SPECIAL ISSUE

# OUT-THINK™

The Datapoint Marketing Newsletter  
"Out-thinking our competition to help your customers out-think theirs"

No. 9

May 9, 1979



## ARCPAC!

It's here!  
And it's ready  
to go!

### ARCPAC™ PRICES:

4734: \$58,950 purchase, \$1,790 per month (three-year lease)

4754: \$84,950 purchase, \$2,580 per month (three-year lease)

\*\*\* See page 3 for complete price lists and ordering instructions \*\*\*

### 4734 ARCPAC:

4634 File Processor (6600, 20MB disk)  
5 3810 Applications Processors  
Interactive COBOL License  
BASICPLUS, RPGPLUS, COBOL, and DATASHARE®  
All system software  
All interprocessor bus components

### 4754 ARCPAC:

4654 File Processor (6600, 120MB disk)  
5 3810 Applications Processors  
Interactive COBOL License  
BASICPLUS, RPGPLUS, COBOL, and DATASHARE  
All system software  
All interprocessor bus components

\*\*\* See page 4 for configurations \*\*\*

### ARCPAC AVAILABILITY:

Immediate!

**3800 DATASHARE IS HERE!  
And available immediately!**  
See next page for prices, ordering info  
**AND — NEW 3800 QUANTITY PRICING!**  
See next page

## Add DATASHARE to ARCPAC for \$8200!

You can add four intelligent data entry stations to an ARCPAC for the low price of \$8200! Here's how it breaks out:

9022 Auxiliary Power Supply \$850  
 9462 Multiport Interface \$1500  
 3601 Datastation (3) \$5850

## NEW 3800 QUANTITY DISCOUNTS!

To make your ARC™ sales even easier to close, here's some new, even more aggressive 3800 pricing:

	1-3	4-10	11-25	26+
3810	\$6950	\$6250	\$5550	\$4950

## 3800 DATASHARE PERFORMANCE

Processor	Software	Test 1 Low Disk Activity		Test 2 Med. Disk Activity		Test 3 High Disk Activity	
		# of Records	Time/Rec.	# of Records	Time/Rec.	# of Records	Time/Rec.
1170	DS41170	497	4.05	428	3.90	429	5.67
2200	DS42200	593	2.43	599	3.62	596	5.39
1800	DS51800	596	1.55	595	2.99	594	5.28
3800	ARC/DS51800	595	1.50	596	2.59	595	3.41

Test A was configured with three ports running data entry applications. Low disk activity was based on 200 records of 20 bytes each being keyed in and sequentially written to disk. Medium disk activity included the same activity along with an added ISAM read of a 50 byte record for each record written. High disk activity added three ISAM reads of a 50 byte record for each record written to the original data entry application.

In each test, the first port to reach 200 writes concluded the test. The total number of records is the total of the three ports. Only in the case of the 1170 did there appear to be an imbalance of timesharing (i.e., one port reached 200 while the other two were at 150).

Test B is identical to Test A except that a fourth task was added. This task was strictly a number crunching program, and had the effect of tying up DATASHARE background with heavy processor activity.

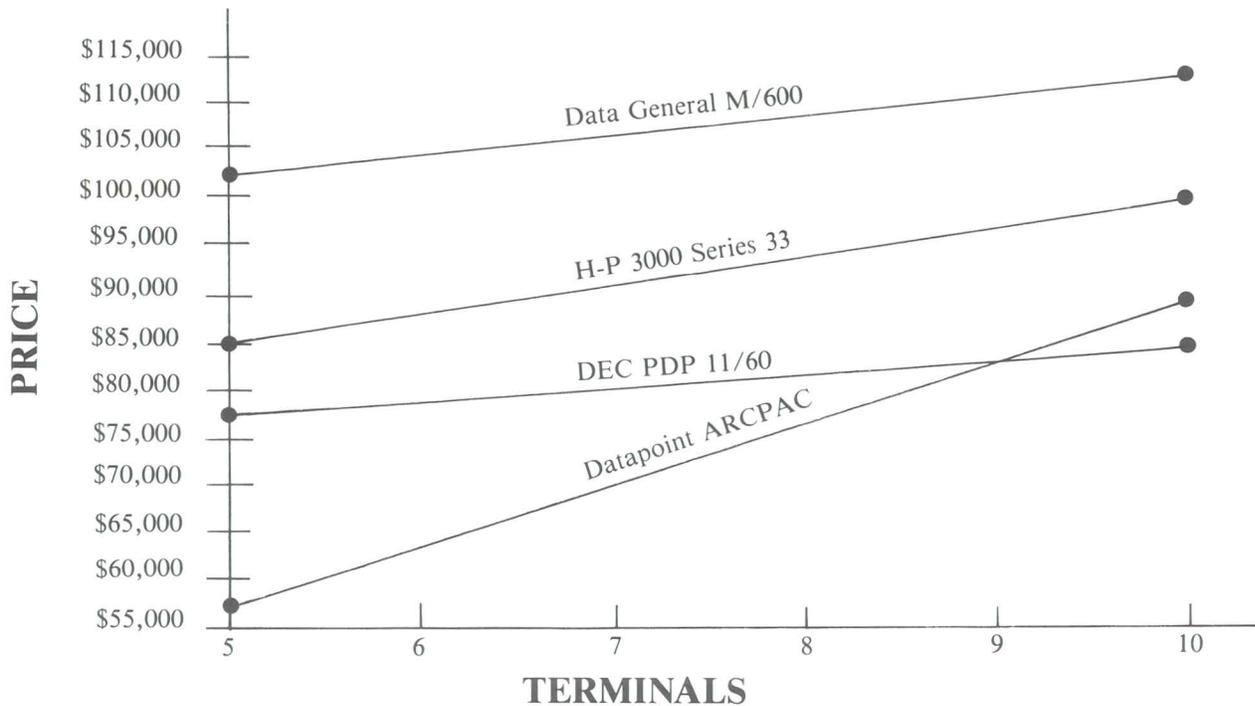
Processor	Test 1 Low Disk Activity		Test 2 Med. Disk Activity		Test 3 High Disk Activity	
	# of Records	Time/Rec.	# of Records	Time/Rec.	# of Records	Time/Rec.
1170	594	5.161	592	6.121	591	7.984
2200	590	2.45	584	3.565	575	5.342
1800	595	1.754	600	4.24	597	7.613
3800	594	1.661	597	3.346	596	5.491

Test C is identical to Test A with the addition of a display loop as the fourth task. The effect of this addition is to load down the DATASHARE foreground.

Processor	Test 1 Low Disk Activity		Test 2 Med. Disk Activity		Test 3 High Disk Activity	
	# of Records	Time/Rec.	# of Records	Time/Rec.	# of Records	Time/Rec.
1170	512	4.13	433	3.893	394	5.954
2200	595	2.49	596	3.719	593	5.62
1800	597	1.633	589	3.331	572	6.11
3800	594	1.611	596	2.748	596	3.82

While all of this information may be of use, it should be noted that other important facts were not taken into consideration, such as the potential for growth offered by the ARC system. The intent is to give you a basic idea of the relative performance of several DATASHARE system configurations.

# ARCPAC COMPETITIVE PRICING



## ARCPAC Contents, Prices, and Ordering Information

### 4734 ARCPAC:

- (1) 4634 File Processor (6600, 20 MB disk)
- (5) 3810 Applications Processors
- (6) 50' Coaxial Cable Kits
- (1) 9484 Active Hub (8 port)
- (1) Interactive COBOL License Fee
- (1) System software disk pack
- (1) BASICPLUS, RPGPLUS, COBOL, and DATASHARE

### 4754 ARCPAC:

- (1) 4654 File Processor (6600, 120 MB disk)
- (5) 3810 Applications Processors
- (6) 50' Coaxial Cable Kits
- (1) 9484 Active Hub (8 port)
- (1) Interactive COBOL License Fee
- (1) System software disk pack
- (1) BASICPLUS, RPGPLUS, COBOL, and DATASHARE

### PRICES:

	Purchase	1-Year	2-Year	3-Year	Maintenance	Installation
4734	\$58,950	\$2,150	\$1,950	\$1,790	\$552	\$1,000
4754	\$84,950	\$3,100	\$2,800	\$2,580	\$705	\$1,360

### ORDERING INFORMATION:

The components of the systems are identified above. There are no trade-ins, exchanges, or other substitutions for system components allowed. The pricing above is based on the package as a unit! \*

Additional processors (other than 3800s) or peripherals or both can be ordered at the list prices contained in your standard price sheets. All delivery lead times are based on the individual system components' lead times, meaning that the longest lead time will determine system shipment date.

All industry standard languages and DATASHARE are bundled with the ARCPAC systems, but you are not required to order them all. However, the user **will** have to pay the current maintenance fee for any serialized software ordered.

\* There will be no field upgrades to ARCPAC.

## Add a Multilingual Terminal!

Additional 3810s can be ordered at the time of the package order and on the same E.O.S. at the following prices:

1-5 additional 3810s @ \$6250 each  
 6-20 additional 3810s @ \$5550 each  
 21+ additional 3810s @ \$4950 each

All industry standard languages and DATASHARE are bundled with the 3810s, but you are not required to use them all. The user will have to pay the current maintenance fee for any serialized software ordered.

## ORDERING ARCPAC SOFTWARE

The procedure for ordering software is as follows:

The system pack (either S4634 or S4654) will be identified on the S.O.S. according to current policy. The system pack includes DOS, D, utilities, and ARC software. Any industry standard language or DATASHARE ordered will be identified on the S.O.S. by model code with "NO CHARGE" noted in the license fee column; the appropriate maintenance fee for each language must be noted.

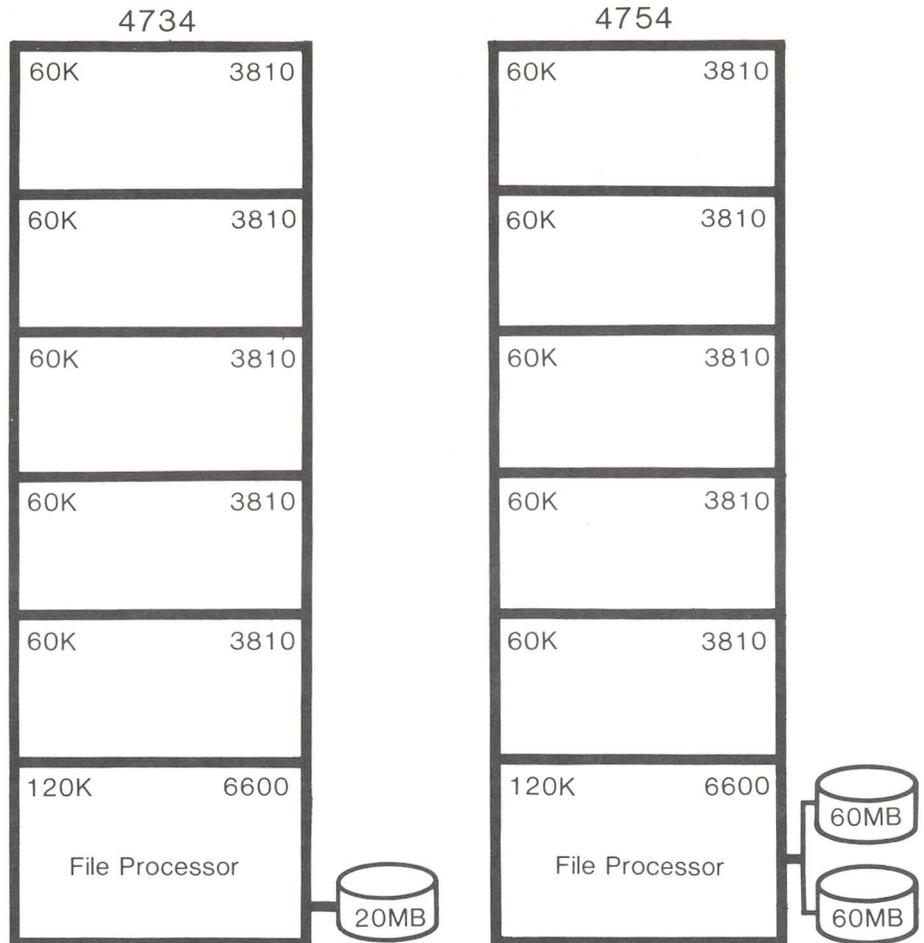
The serialized software charges are waived at the time of the order only. If the user is going to want a language, the language must be ordered along with the system.

**DATAPOINT CORPORATION**



The leader in dispersed data processing™

# ARCPAC CONFIGURATIONS



## ARCPAC FUNCTIONAL CHARACTERISTICS

### 4734 ARCPAC:

420K bytes of user memory  
 20 MB of disk storage  
 1.85 million instructions per second (mips)  
 Software: Disk Operating System, BASICPLUS, RPGPLUS, Batch and Interactive ANSI COBOL, DATABUS®, DATASHARE, ASSEMBLER, and Communications  
 1 data storage and retrieval partition (120K)  
 5 multilingual user partitions (60K each)

### 4754 ARCPAC:

420K bytes of user memory  
 120 MB of disk storage  
 1.85 million instructions per second (mips)  
 Software: Disk Operating System, BASICPLUS, RPGPLUS, Batch and Interactive ANSI COBOL, DATABUS, DATASHARE, ASSEMBLER, and Communications  
 1 data storage and retrieval partition (120K)  
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