

# NEWS

No. 38

"Out-thinking our competition to help your customers out-think theirs"

October 1981

## The 8600 Hits the Road



It's here! The long-awaited 8600 systems made their debut at the 8600 "Roadshow" sessions held in August, with full public announcement following quickly on September 9.

The regional roadshow meetings featured a Datapoint-only session in the morning to elaborate on material previously distributed in the 8600 Product Handbook. Also discussed was an aggressive lease to purchase conversion program for the 3800, which has both

(Continued on page 2)



*Harold O'Kelley with Tandy Corporation president and CEO John Roach at the Datapoint/Tandy announcement in New York City Sept. 16. O'Kelley holds a lucite-encased RIM chip. The chip was developed by Datapoint, and sold to Tandy to use as the local network interface for its TRS line. (For full coverage of the announcement, see the September issue).*

## A Closer Look at RMS 1.6

Are you ready for some more RMS™? Well, we were! RMS 1.6 was released in September. Let's look at what was included in this release:

### DATASHARE/DATABUS

-Tabbed and partial I/O and AND, OR, NOT, and XOR logic are now part of RMS DATASHARE® /DATABUS®. If your

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# Word Processing 1.4.1 Released

Attention 1800, 3800, and potential 8600 users! The long-awaited release of IEOS 1.4 has arrived. With this announcement comes several very important enhancements. The three most important ones are:

- DOS IEOS support for the 8600 processor
- 1800, 3800, and 8600 support for the new 30 cps serial printer
- support for WP Message Services by EMS™ 1.3.1.

As you have heard, and possibly seen, the 8600 processor is an exceptional workstation running IEOS. Though no official

benchmarks have been done, the general feeling is that it has excellent operator response. It significantly reduces the pauses during and between functions. The 8600 will run DOS only under ARC™, and uses ARC 1.7 with DOS.D 2.7 for operation.

You've heard about the model 9611 30cps printer for some time. Now you can put it to work with the 8600, the 3800, or the 1800. It is a serial printer, and runs off the ICA on the 1800 and 3800. (Note: if you are using the 1800/3800 for communications now, you are already using the ICA.) This should prove a more cost-

competitive way of putting stand-alone Word Processing stations in your customers' offices.

### A Word of Caution

A word of caution about the 9611 printer running on the 1800 with diskettes: the current release of DOS.G is version 2.6, which does not have 9611 support. The software needed to drive this printer comes from the IEOS software. So, if you want to do any DOS functions, such as LIST, you can't do them under DOS.G 2.6. Prerelease software may be obtained in special cases by a

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attractive pricing and strong BONUS/ISV incentives for you. We'll even help your customer purchase his 3800's on the installment plan!

In addition the 8600 product pitch 35mm slides were shown, and the 8602 application processor was demonstrated. That's right, each region's 8600 was expedited for the show and will remain in the regional demo inventory. These units will be enhanced with disk and multiports in the future.

An afternoon session was conducted to give selected customers a preview of the 8600's capabilities and importance to their current and planned system configurations.

In all, more than 300 customers attended, and many were very interested in the products.

This means one thing . . . the line forms at the rear! Be sure that your customers hear about the 8600 systems now to allow sufficient lead-time when they place their 8600 orders. Customer shipments of the 8600 applications processors have already started, and the 8600 RMS-based disk systems are right behind them. Make sure you get your share!

### 8600 Marketing Materials Available

Miss the 8600 Roadshow? Didn't receive an 8600 Product Handbook? No problem. The following chart summarizes the 8600-related marketing materials that are available now. Simply place an order with Software Distribution to get your copies.

Description	Model Code
8600 Product Handbook	61225
8600 Product Specification and Ref. Manual	61115
8600 Presentation - 35mm slides	----
8600 Processor Flysheet	61171
8620/8630 Systems Flysheet	61172
9301 20MB Disk/20MB Tape Flysheet	61208

Paper copy of the overheads used at the roadshow may be obtained from Product Marketing (x7151).

*Terry McDaneld*

## International Report: Datapoint in Austria and Poland



*A Viennese woman in traditional costume shows Datapoint's IEOS capabilities to an interested customer at the International Exhibition for Office Equipment held in Vienna.*

*Herb Brandstetter, director of operations, Eastern European operations, Datapoint international GES.mbH, files the following report:*

IFABO, the International Exhibition for Office Equipment, was held in Vienna, Austria from May 13-16. This annual trade show displays general office equipment, calculators, office furniture, computers, and computer related equipment.

A wide variety of application programs, such as hotel reservations, inventory control, finance control, production control, and Communication Management Products were shown, which found ready acceptance from visitors coming from Austria, Hungary, Czechoslovakia, Poland, and Bulgaria. All in all, more than 5,000 attended.

Vienna meets its enhanced role as a meeting point for tradesmen from central and eastern Europe.

Meanwhile, in Poland, the largest Polish trade event coincided with the 60th anniversary of the Polzan fairs, a traditional commercial event in Europe. Datapoint celebrated its 10th anniversary at the fair June 14-23, recognizing the role of the Polzan Fair in the promotion of international trade.

More than 4,000 participants



*Showing off the Datapoint line of processors at the Polzan Fair in Warsaw.*

from over 40 countries attended, as well as nearly 300,000 visitors from over 100 countries. This is very impressive considering the present economic constraint in Poland.

In connection with the Polzan Fair a technical symposium was held in Warsaw introducing the new 8800 series processors and the Resource Management System™ (RMS™) operating system. Both were received well from existing users of Datapoint® equipment, and from new potential customers as well.

*Herb Brandstetter*

# AVIS

# 18%

Datapoint's ACD (Automatic Call Distributor) is doing big things for Avis in Australia. Today, Avis is getting facts it never thought possible and is increasing its business efficiency at a very significant rate. This means that is converting more inquiries into car rentals contracts...and doing it faster too!

### Efficiency Starts at the Telephone

The ACD, a unit of Datapoint's Integrated Electronic Office,<sup>TM</sup> is designed to affect more efficient communications management. Avis National Sales Manager, Gary Larkin, said, "In the highly competitive Australian car rental business we must be more efficient to produce better profits. This starts right at the telephone.

"Research shows that people travelling by air want to be assured their booking has been made, that the car will be waiting at their destination, and that they can get it quickly when they arrive.

"When we looked at our reservations operations, it was obvious that they were inadequate for tomorrow's needs. Something had to be done urgently if we were going to be able to hold our premier position in a rapidly growing market."

### The Datapoint Decision

Gary Larkin said that Avis investigated many systems for

## Avis Gets 18% Income Boost From Datapoint

assessing telephone usage or directing calls, but concluded that Datapoint's ACD offered the degree of control and measurement required with the necessary flexibility for future growth and change.

"We feel that the ACD is the most sophisticated system available. With it, we are now able to answer our telephones quickly and to deal with the calls that come in. Previously, we knew that some people were getting tired of waiting for us to answer and were hanging up.

"Today we can tell, if necessary, minute by minute, how the calls are coming in, how long before they are answered, how many people have decided not to wait and how long they have waited before hanging up. We also distribute calls to operators more equitably and can assess how busy or idle they are. Since the ACD was installed, we have noticed our telephone operators increasing in effectiveness.

"The ACD provides us with a management and research tool which even now, we are still learning to use to greatest advantage."

### ACD Eases Abandoned Call Rate

"When the ACD was first installed, it revealed that the abandoned call rate was running close to 40 percent, which horrified us. Adjustment of staffing levels quickly cut this to 18 percent. Now we are confident that we will be able to reach our targeted rate of between 2 percent and 3 percent.

"Previously, we knew we were losing calls, but had no way of knowing just how bad the situation really was.

"Research has shown that reservations is our most important sales area, because the majority of

people tend to talk to us first through the phone. Under Avis' old reservations system, our telephonists simply didn't have time to be salespeople."

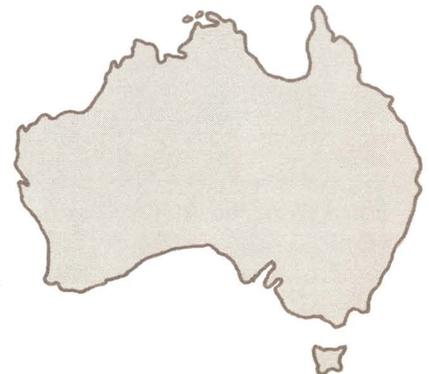
### More Reservations Made

Gary Larkin said that so far this year, with the installation of the ACD, Avis has achieved an 18.7 percent increase in reservations made through the telephone system. There has been an extensive publicity campaign to boost Avis' share of growing market. However, without the ACD, the company would not have been able to capitalize on, or even cope with, the higher inquiry rate.

He added that information provided by the ACD is now helping Avis to make important communications and computerization decisions.

The Datapoint system is eliminating the guesswork and putting some science into the business. . . something that, in the past, has been sadly lacking.

*Susan Hitchener  
Datapoint Corporation Pty. Ltd.  
North Sydney, Australia*



WP 1.4 Released continued from page 1

Systems Manager requesting it through Software Support. IEOS on 1800 with 10MB cartridge runs under DOS.D 2.7.

For some time, those customers who wanted both WP and EMS had to do with an early version of IEOS (1.2.2). This is no longer the case. With the release of EMS Network Controller 1.3.1, and now IEOS 1.4.1, message-switching customers can have all the WP features that everyone else got with 1.3. (For more information on the 1.3 IEOS feature enhancements, see the article in *Datapoint Marketing News* No. 35, July 1981.)

#### Access to Octals 040, 177

There is one more feature of interest to those IEOS customers doing their own character conversions with translation tables. IEOS 1.4.1 allows access to octal characters 040 and 177, which was restricted under 1.3.

The model codes for the new IEOS are:

9620	IEOS/WP for 3800/8600
9621	IEOS/WP for 1800
9623	IEOS/MS for 1800
9624	IEOS/MS for 3800/8600
20653	10MB system disk
20654	25MB system disk
20655	60MB system disk
20651	(5) SS-DD diskettes
20793	(2) DD-DD diskettes
50502	IEOS Simplified User's Guide 1.3
50547	IEOS Supervisor User's Guide 1.4
50523	IEOS Message Services Addendum 1.4
60926	IEOS Product Specification 1.4
9826	EMS Network Controller 1.3.1
50520	Network Controller User's Guide 1.3
60944	EMS Product Specification 1.3

Further information may be obtained from Product Marketing -IEO, 699-5191.

*Scott S. Cannon*

## CSG and OSG Prices Adjusted

Effective October 5, 1981 several selected CSG and OSG products have new prices. Below, you will find the changes and the reasons for the changes:

1802/1804 Diskette Systems are being increased by 7.2 percent and 6.5 percent respectively. The reason is to align the prices for all diskette systems. All other small systems product prices remain unchanged.

4620 and 4630 Systems are going up approximately 3 percent and 3.5 percent respectively. ARC systems are not affected by this price change.

Lease prices for all 38XX series processors are going up. Likewise the list prices of 3810, 3815, and 3820 are increasing. But the 3812, 3817, and 3822 prices will remain the same.

To improve performance in an 8860, an additional peripheral processor (PP) is needed. This additional PP is being included at no additional cost to the customer.

Because only the 8860 will automatically include 2 PP's, the list price for the 8840 is being reduced to \$85,100 (U.S.) while the 8830 is listed at \$40,100 (U.S.). These prices reflect the cost of the peripheral processor.

Closing out the price changes for the October price book are the Communications Management Products. LDCS™ and ACD systems are being reduced by 2 percent. This is possible because of the increased manufacturing efficiencies realized by new production techniques.

These price changes reflect an overall decrease in the cost of the entire Datapoint product line. Take advantage of these changes to aggressively approach your existing and potential customers with the product line and the multi-functionality of Datapoint's "Integrated Electronic Office of the Future" today!

Good selling.

*Jim Whitehouse*

## Ordering Instructions for 800/1600 Magnetic Tape Drives

RSP again! No, not this time. Now available through published pricing the Model 9586 Switch Selectable 800/1600 BPI Magnetic Tape drive may be ordered on an EOS as a regular line item entry.

Prices are in U.S. dollars.

Purchase	1 Yr.	2 Yr.	3 Yr.	Rent	Maint.	Install
\$20,975	840	720	650	1050	175	1785

The Model 9586 Tape drive will attach to Datapoint's standard parallel I/O bus. For the customer who needs 800/1600 BPI compatibility, the Model 9586 can read and write NRZI encoded 800 BPI ANSI X3.22 or Phase encoded 1600 BPI ANSI X3.39 nine-track magnetic tapes, at a speed of 25 ips. The reel size is 10.5 inches. Check the following for maximum Data Capacity per 2400 foot, 10.5 inch reel:

800 BPI:	20 megabytes at 4096 characters per block
	18 megabytes at 2048 characters per block
1600 BPI:	36 megabytes at 4096 characters per block
	30 megabytes at 2048 characters per block

Product Specification 60940 provides further timing, operation, and programming definition. And, don't forget Large Systems, Product Marketing for those between-the-lines facts. If we don't have them readily available, we'll dig them up for you. Call us at extension 7151.

*Joyce Paes*

*RMS continued from page 1*

customer has held off converting from DOS because of this, get him into RMS now!

-Many of the new features from DOS DS6 1.2 are in RMS including the data entry verbs COUNT, PACK, UNPACK, SCAN, and the WRITE list controls \*LL and \*PL.

-Bug fixing.

-Why is this good? The functions and features of RMS DATASHARE/DATABUS are becoming increasingly refined—our customers are now able to do more with our product.

-IMPORTANT: Because of the nature of the changes made to DATASHARE/DATABUS, all current users will need to recompile their programs under RMS 1.6.

#### **Batch Job Facility**

-BJF now supported as independent task.

-Some utilities modified to make this work.

-Bug fixing.

-Why is this good? When BJJ runs as an independent task it does so without tying up screen resources. Thus our customers get more utilization out of their hardware.

#### **8600 Processor Support**

-CHARLOAD/CHAREEDIT modified to support 8600.

-TAPEUTIL supports the 8630 streamer tape.

-Printer support from the MPCA.

-Bug fixing.

-Why is this good? Our 8600 customers will be able to make more effective use of RMS.

#### **8800 Processor Support**

-Printer driven from MPCA.

-Bug fixing.

-Why is this good? Diversifies configuration options with the 8800.

#### **Documentation**

-Page changes to support the above features.

-System Installation and Configuration Guide.

It is important that any of your customers who are not already upgraded to RMS 1.6 do so. Have them contact the RMS Maintenance Distribution group in Software Services.

*Carolyn Lusk*

# CDR Delivers K-O Punch to the Competition

A knock-out punch to competition in the crowded arena of telephone call costing and reporting devices is delivered by the Datapoint/Call Detail Recorder. More than just a limited-function adjunct to a PBX, CDR is a fully-flexible Datapoint business processor.

It can perform not only the functions of call costing and charge allocation, but can also provide processing facilities for other needs of the user. And there is one widespread user need that CDR fulfills quite nicely: the need to keep track of employees and their frequently changing telephone numbers, both for operator assistance and for the production of printed directories.

#### **CMIS**

The Telephone Directory Package of the Communications Management Information System (CMIS) provides powerful tools for the management of the voluminous and volatile information required for these functions, and TDP can run right in the same processor with CDR.

The telecommunications manager, typically responsible for usage billing (as performed by CDR), telephone operators (who rely on TDP for locating employees), and those people responsible for the production of printed directories (also performed by TDP), appreciate Datapoint's ability to unite these tasks in one system.

#### **Partnership Possible Through DATASHARE**

The partnership of CDR and TDP is made possible by the multiple-task, time-sharing facility of DATASHARE, which is the operating environment for both products. Subdivisions of the processor's power can be engaged in receiving call records from the PBX, costing, and storing them on

disk. At the same time other subdivisions can produce on-line reports on call usage, retrieve information from TDP's employee and organizational files, and display it on terminals.

#### **More Thorough Integration Allowed**

Critical to the most efficient simultaneous operation of the two products is the careful configuration of adequate processor memory (generally 256K) and storage capacity. (CDR's call history file and TDP's employee file can each require up to an entire volume of disk space.) The needs of the individual user will determine the desirability of disk drive extensions and additional terminals.

Of course the object of combining both CDR and TDP in one system is not to economize on hardware by running them both on the same processor, but rather to introduce and to emphasize the wider range of Communications Management Products available from Datapoint. The distinctive appeal of a call detail recorder that can also provide Telephone Directory Package not only clinches a decision in choosing a CDR, but also opens an avenue to a more thorough integration of communications management.

A telecommunications manager with a CDR plus TDP system can expand his control and management information sources by the addition of the Equipment Billing Package and the Integrated Billing Package, other DATASHARE members of the CMIS family. The capabilities offered by these additional packages would stimulate the purchase of additional hardware (both processors and disks), of which the optimal configuration would be an ARC system to provide for their complete integration.

*Ray Owens*

# Preliminary Benchmarks: DS1500 vs DS41500

As you should know, there is a new release of DATASHARE for the 1500/1550 named DS1500. Preliminary benchmarks have already been run with impressive results. The benchmarks consist of 16 different programs. The programs are grouped into three categories; internal, external and transactional.

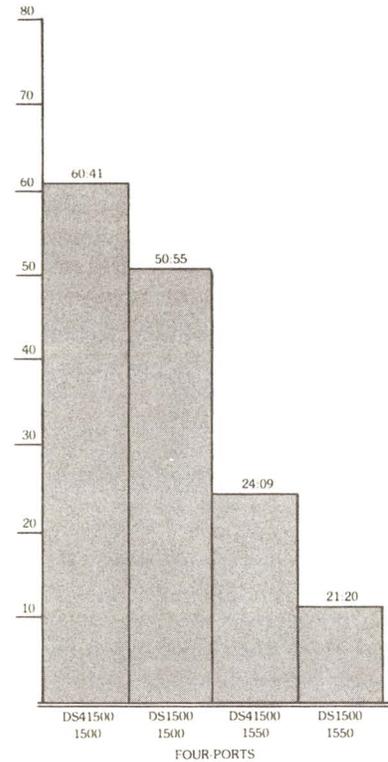
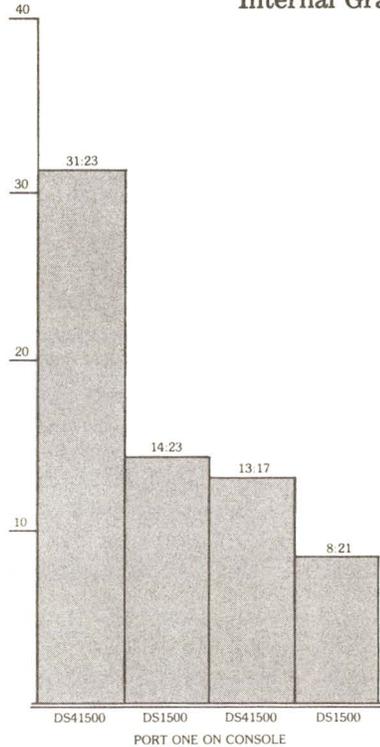
The 1550 and the 1500 systems used in the benchmarks consisted of 64K of memory and a 9320 drive. One thing should be considered when examining the results. The benchmark programs were run before the final release of DS1500, therefore the results may vary slightly.

There are two charts for each category: one for the program running on the console of the processor only, and the other running on four terminals off the 9320.

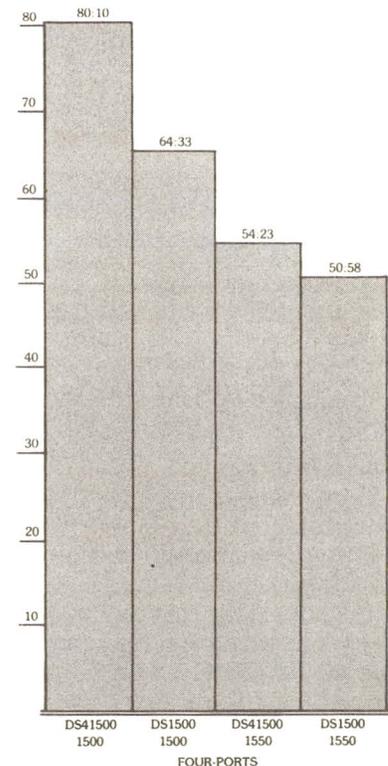
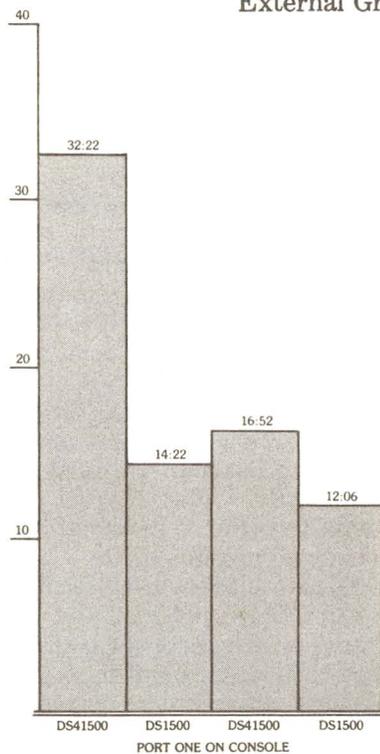
The graph entitled "Internal" shows the aggregate timings of three programs. These programs were designed to be processor bound. They consisted of arithmetic operations, string handling, nested calls and returns. As you can note from this graph, the speed has been greatly increased.

External Graph II shows the aggregate timings of seven I/O bound programs. These programs do I/O functions such as disk access, printing, terminal displays and rollout. Although the timings are good, the results of the benchmarks could have been improved if we had not included rollout. Because rollout on DS1500 now saves the screen, which DS41500 did not do, the programs actually took longer.

Internal Graph I



External Graph II



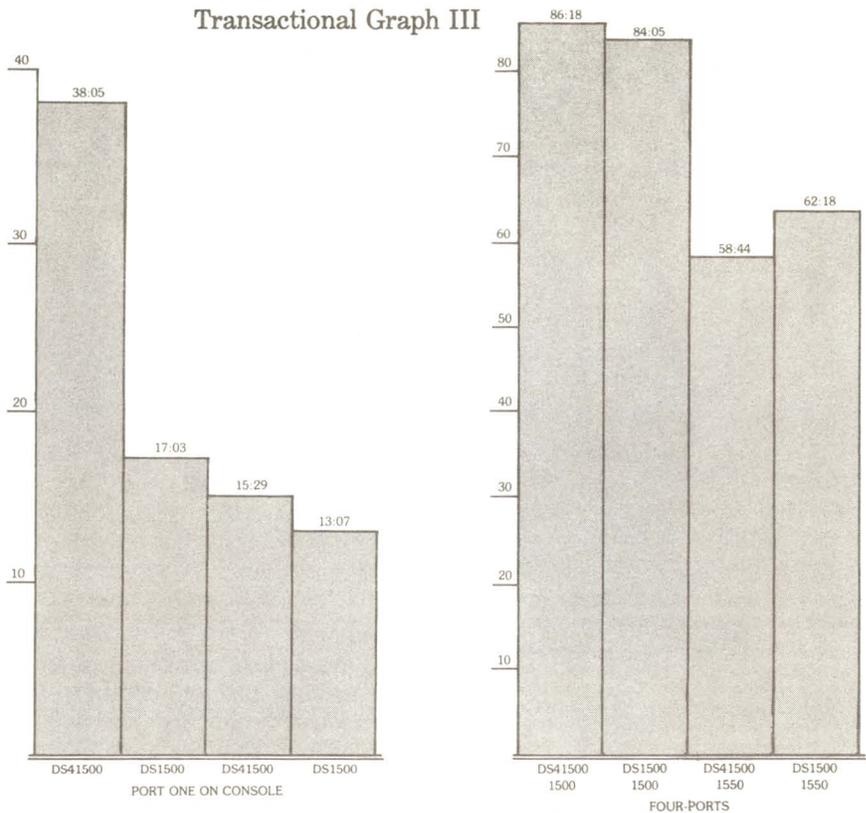
Transactional Graph III shows the aggregate timings of four programs that do different types of internal and external functions. As you may have noticed, four-port DS41500 did better than four-port DS1500 on the 1550. This is partly due to the overhead of the extended memory manager when using ISAM file access. We added the overhead of the memory manager, but did not add any additional memory to take advantage of it.

**Conclusion**

DS1500 greatly increases the speed of DATASHARE on the 1550 and 1500, and at the same time, with the addition of new verbs, makes it more compatible with DS6 at the source code level. Although the ISAM file access on the 1550 with 64K is slightly slower, the use of a 96K 1550 will show a significant increase in performance. We hope to have the 96K benchmark soon.

*Rafael Maymi*

Transactional Graph III



**Communications  
Capabilities  
for  
Datapoint's  
1500 Processor  
are  
Expanded**

New communication software (EMGRTS15) has been released for the 1500 processor which will provide emulation of Honeywell's G-115 remote terminal. EMGRTS15 operates in a half duplex mode over dial or leased lines at speeds of 1200 to 4800 BPS.

The execution of this program requires at least 32K of RAM memory and executes as the main program under DOS.H. For you who have concurrent job processing requirements, the 1500 processor with 64K of RAM memory will support this capability.

Should you have questions pertaining to this or any of Datapoint's communication products, please feel free to call me at extension 7151.

*Joe Jackson*

**Simplified User's Guide Document Numbers Clarified**

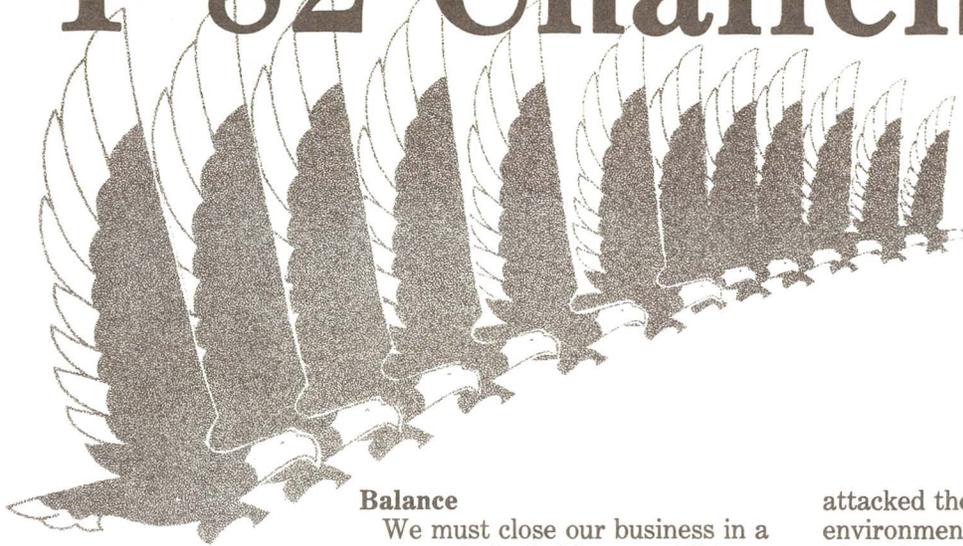
If you already have the IEOS Simplified User's Guide for version 1.3 and you are adding Message Services, order only the update, document number 50523.

If your system is IEOS 1.4 WP only, the IEOS Simplified User's Guide document number 50502 is your current source of reference information.

The Supervisor's User's Guide, document number 50547, is current for IEOS version 1.4 -- both Word Processing and Message Services.

In addition, the Audio Cassette Course 1.4 (WP only) is now available through Software Services, document number 60946.

# FY'82 Challenge



I salute each of you in the Marketing Division for the successful close of FY '81. The year was a difficult one but I am pleased to say that the Division, through the teamwork and the individual efforts of all, came out with a significant year. Orders at list were up significantly; sale revenues increased substantially; and our profit objectives were essentially met. Additionally, we increased the sales force by almost twofold, increased the size of the systems organization, and added to the sales support and marketing functions within headquarters — overall a most successful year.

The task and principal objectives of the Division for FY '82 must hinge on aggressiveness, balance, stability, and productivity. For the Division to grow at its targeted 40-50 percent this next year, not only will we need to add people, but the personnel that we have must be extremely aggressive, whether in sales, systems, or a support role. We must attack and attack and win. The products that we bring to the marketplace are unexcelled. There is no excuse for losing in those situations that are properly qualified. So, the key note to this year will continue to be with the aggressive, winning spirit and we will win!

## **Balance**

We must close our business in a more orderly fashion, establish balance within our organization, make certain that we have persons qualified to handle all elements of our business in the field and home office organization, whether it be sales, systems, or administration. Balance is what is going to allow us to grow at a continuing, positive, gradual, and not a frantic growth rate. I encourage all of you to press toward balance. Obviously the way for balance is to get ahead and to get ahead ties back into point 1, being assertive and being aggressive.

## **Stability**

Stability is also key. Not only is it important that we add to our sales, systems, and administrative forces, and that we attract good personnel, but it's as important that each of you that has been attracted into the Corporation has defined career paths to grow with the Company. This stability will make Datapoint grow stronger and stronger. It is up to all of us, the team effort, plus the individual desires, to make sure that stability is achieved.

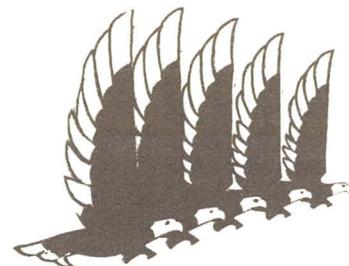
## **Leading Productivity**

I suggest to you that if we are aggressive, that if we are balanced in our performance, and that if we are stable, then productivity will increase to the level that is acceptable. If any issue has

attacked the American economic environment, it has been the issue of productivity. No one can convince me that we as a Nation should be less productive, and, certainly, no one is going to convince me that this Division should be any less productive than the Nation as a whole. As a matter of fact, with the exceptional people that we have and the exemplary products, this Division will lead productivity, not only within the Company, but within the Nation. Let's all get a positive mind set that productivity is key and the ways to reach that productivity are through aggressive action, through stability, and through balance.

I am pleased to be part of the total "Eagle Team" over the past year. While FY '82 has its challenges, I know that in individual effort and teamwork spirit the Eagles will soar again. My thanks and congratulations for the past year and my challenge to each of you: ACCELERATE in FY '82.

*Millard Allen*



# DATASHARE 6.1.2 Enhancements Examined

You've probably said it at least once - I know I've heard it more than once - that the home office never listens. Well, DATASHARE 6.1.2 is proof that this idea is bunk! And this is also evidence of the strength and value in a proprietary language. As you read through the discussion of the new features that follows, remember that these features are there because Datapoint's customers asked for them!

## NEW:

- One group of features will make it easier for customers to bring up generalized data entry applications: NFORMAT-Dynamically creates a DATABUS numeric string variable in the requested format. SFORMAT-Dynamically sizes a DATABUS character string variable to the requested length. COUNT-Counts the minimum number of keystrokes to enter the data in a list of character and numeric string variables (useful to establish how many keystrokes a particular data entry should take). PACK-Concatenates character and numeric string variables into one character string variable (designed to be more efficient than several APPEND instructions). UNPACK-Splits a character or numeric string variable into several string variables (more efficient than a series of RESET and MOVE instructions).
- Full support for Datapoint's new processor family-the 8600! This allows easy migration of a customer's DATASHARE application to the 8600 processor. Note that 8600 support requires DOS.D 2.7 and ARC 1.7.
- Two new list controls have been added to WRITE statements to aid data entry applications. One, \*LL, causes characters to be written starting with the first physical character instead of the one pointed to by the formpointer-\*PL reverses a \*LL.
- When running an 1800/3800 with 9462 MPCA, a maximum of 8 ports can be configured.
- Serial printer support off the ICA on an 1800/3800 is allowed making a DATASHARE printer.
- The print line width has been increased to 156 characters to allow a full width print line on 12 pitch printers and compressed print on Freedom and 45 CPS printers.
- By option, records written via ISAM writes can be record compressed.
- The EDIT verb has been enhanced at the request of customers with international operations. Now the currency symbol can be changed from a dollar sign (\$) to some other character. The role of decimal point and comma can also be interchanged.
- A number of customers asked for (and got) the ability to provide a user translate table to define octal characters greater than 0177. This is useful for reading output from foreign devices.
- Customers also asked us to enable various clicks when DATASHARE is initialized to speed the process of fine tuning the system for performance. Now programs can click on background interrupt, printer interrupt, DATABUS code page fault, and index sector request.
- From ACALL it is now possible to examine the following DATABUS flags: EQUAL, EOS, OVER, and LESS.

## BUGS FIXED:

We've listened as customers reported bugs in DS6 and have fixed most of them in this release. The areas where problems have been corrected include file handling, print spooling, display/keyin/print, traps, 1800 with 9320, ROLLOUT, SLAVES, and UPS.

## ORDERING:

DS6 1.2 can be ordered as an upgrade to model code 9828. Any customers currently paying software maintenance on DS6 are eligible to receive DS6.1.2 for a media charge only. Program media available are cassettes (4), SSSD diskettes (2), or DSDD diskettes (1). No User's Guide changes were made.

## NOTES:

Because of the number of changes made to DS6, you must reconfigure to run DS6 1.2.

There is a companion release, DBCMPLUS 3.2. This is available on cassettes (2), SSSD diskettes (1), or DSDD diskettes (1).

Attention AIM™ Users: You need to recompile all programs using AIM. The syntax has not changed but some of the internal code has. AIM support requires DBCMPLUS 3.2, AIMDEX 2.6.2 as well as DS6 1.2.

UPS support with DS6 1.2 requires UPS 2.1.

*Carolyn Lusk*

# Software Support Answers

## Your Questions

The number of customers and potential customers on RMS , 8800's and 8600's is expanding every day. RMS capabilities are also being understood more thoroughly and enhancement to the software is being included in each new release. The 8600 roadshow materials and the 8600 Product Handbook are valuable information tools for each of you. The more you appreciate the power of the RMS operating system and equipment, the better you are able to market Datapoint's vast product line.

This article addresses several of the more frequently asked questions of Software Support:

*Q. How many Datastations or Workstations can be configured on a system?*

**A.** The number of datastations or workstations which may be configured on a system will depend on the user's applications.

### Nucleus

Typically the nucleus is from 28K to 40K, depending on the number of devices configured for the system. The nucleus can, however, be more than 100K when configured as a data resource processor, depending on the number of buffers and the number of file access variables (FAV's).

The user must configure the number of file access variables (FAV's) for the node if file node support were allowed. This number represents the maximum number of system tasks that can be active at any one time by that processor. A system

task is a nucleus level task to perform an amount of work, such as requesting a disk sector from the disk driver. Up to 50 tasks can be configured for each node. The greater the number used here, the more memory will be reserved by the nucleus at IPL time, thus reducing the amount of available memory to the user.

The user can also allocate up to 240 memory buffers for a node identified as giving file node support. The greater the number of buffers assigned, the more the system overhead will increase. In a typical user configuration, depending upon actual processing requirements, the node will need between 10-12 FAV's and 96 buffer sectors.

### Workstations

A full function workstation will generally utilize 64K of memory. DATABUS programs may exceed this limit. This memory requirement is for each port configured as a workstation and is in addition to the nucleus requirement.

### Datastations

The memory requirement for a datastation depends on the number of buffers required for the each file open, User Data Area, and the number of overlays required. Software Support has developed a program to assist you in determining the memory for DATASHARE. You may contact Software Support to get a copy of the program.

Below is a sample chart of the memory required for a DATASHARE system with 64 buffers pages per port.

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
PORTS 1	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36
PORTS 2	42	44	46	48	50	52	54	56	58	60	62	64	66	68	70	72
PORTS 3	63	66	69	72	75	78	81	84	87	90	93	96	99	102	105	108
PORTS 4	84	88	92	96	100	104	108	112	116	120	124	128	132	136	140	144
PORTS 5	105	110	115	120	125	130	135	140	145	150	155	155	165	170	175	180
PORTS 6	126	132	138	144	150	156	162	168	174	180	186	192	198	204	210	216
PORTS 7	147	154	161	168	175	182	189	196	203	210	217	224	231	238	245	252
PORTS 8	168	176	184	192	200	208	216	224	232	240	256	264	272	280	288	
PORTS 9	189	198	207	216	225	234	243	252	261	270	288	297	306	315	324	
PORTS 10	210	220	230	240	250	260	270	280	290	300	310	320	330	340	350	360
PORTS 11	231	242	253	264	275	286	297	308	319	330	341	352	374	374	385	396
PORTS 12	252	264	276	288	300	312	324	336	348	360	372	384	408	408	420	432
PORTS 13	273	286	299	312	325	338	351	364	377	390	403	416	429	442	455	468
PORTS 14	294	308	322	336	350	364	378	392	406	420	420	448	462	476	490	504
PORTS 15	315	330	345	360	375	390	405	420	435	450	465	480	495	510	525	540
PORTS 16	336	352	368	384	400	416	432	448	464	480	496	512	528	544	560	576
PORTS 17	357	374	391	408	425	442	459	476	493	510	527	544	561	578	595	612
PORTS 18	378	396	414	432	450	468	486	504	522	540	558	576	594	612	630	648
PORTS 19	399	418	437	456	475	494	513	532	551	570	589	608	627	646	***	***
PORTS 20	420	440	460	480	500	520	540	560	580	600	620	640	660	***	***	***
PORTS 21	441	462	483	504	525	546	567	588	609	630	651	***	***	***	***	***
PORTS 22	462	484	506	528	550	572	594	616	638	660	***	***	***	***	***	***
PORTS 23	483	506	529	552	575	598	621	644	***	***	***	***	***	***	***	***
PORTS 24	504	528	552	576	600	624	648	***	***	***	***	***	***	***	***	***

Base Memory Requirements For Interpreter is 48K  
 This is calculated by: 24K Interpreter  
 4K Console (monitor)  
 20K Overlays (5)  
 48K

\*\*\* - Memory requirement greater than machine capacity

#### \*\*\*NOTE\*\*\*

These memory requirements per port are based on have 64 buffer pages per port.

Per port calculation is as follows:

Private Data Area (4k) + User Data Area (nk) +  
 (Isam Files (n) \* (Sectors Per Block (n) + Static Buffers (n)) +  
 Text Files (n) \* Static Buffers (n) +  
 Number of buffer pages/15(n)) \* .25 K bytes

Continued

*Q. Can tubes be attached to a Data Resource Processor (DOS File Processor)?*

A: Yes, but attaching tubes can impact performance, especially if the application is CPU bound.

*Q. Are Serial Printers supported on RMS?*

A. A serial printer can be supported off the MPCA with the release of RMS 1.6 on an 8800 or 8600. The printer can be a system printer and is capable of activities such as listing a file, spooling, IEOS, COBOL output, etc. In addition, the printer is available to everyone on the system who has the correct security codes to the printer.

A serial printer can also be attached to an 8200 or directly off the MPCA (like DOS) and be driven by DB/DS using the DISPLAY verb. Note that on a 6600 these are the only supported applications for serial printers.

Remote printer support (via modem) — When the serial printer is used over a modem the ability to detect clear to send (buffer full) is not available

unless an intelligent modem is used which passes clear to send.

*Q. What are the memory requirements for COBOL?*

A. The minimum amount of memory required to compile a COBOL program is 56K (not including the nucleus). A COBOL program can currently use a maximum of 64K during execution (excluding nucleus). The maximum root segment size is between 28K to 30K depending on the COBOL features being used in the segment.

*Q. What will happen if two executor's or unspooler's are configured for BJB with identical parameters (Class, Type, etc.)?*

A. If the job is submitted and the first executor or unspooler is busy, the job will wait until the first executor or unspooler is available. Therefore, if duplicate executor's or unspooler's are desired the parameters should not be identical. *Bob Harris*

## Datapoint Introduces Its First Vendor Financing Program



For the first time, Datapoint has arranged a cooperative program with two third party financial institutions. The programs with Chase Commercial Leasing and Commercial Credit Corporation are now available to Datapoint customers nationwide.

Under the program, customers wishing to lease products may do so through their Datapoint Sales Representative, who will provide lease application forms, rates, and requirements. More information can be obtained by contacting Jim Eubank at the Marketing Credit Department.

The Credit Department is now also responsible for the paperwork, price quotes, and credit approvals for Purchase Option Conversions.

Outlined as follows are the highpoints of both programs:

### Vendor Financing

- \* Available now
- \* Sources—Chase Commercial Corporation  
Commercial Credit Corporation
- \* Low rates (with or without ITC)
- \* Up to 7 year financing (limited)
- \* Fast turnaround
- \* Under Datapoint Credit Department Control  
Contact Jim Eubank (512) 699-5117

### Purchase Option Conversions

- \* Responsibility with Credit Department
- \* All paperwork problems
- \* All price quotes  
Contact Diane Evans (512) 699-7699 or Jim Eubank (512) 699-5117

Detailed work kits will be field available in October. The services are available now!

*Steven R. Haber,  
Director, Credit & Collections  
Marketing Division*

# New Features Added to DOS ARC

ARC 1.7 brings into the fold of Attached Processing an old friend, the 9350-series disk drives, and a new friend, the 8600 processor.

Few releases in the history of DOS ARC have more clearly illuminated its basic nature. The nature of ARC (whether DOS ARC or RMS ARC) is to tie the various hardware entities into one integrated processing engine. It is a noteworthy coincidence that this particular release of ARC extends support to one of the oldest and newest members of the compatible Datapoint product line.

## ARC Prolongs Hardware Life

The 9350-series disk drives have earned their reputation as one of the best disk drives ever marketed by Datapoint. Legions of systems based on this friendly and indestructible drive are now approaching their 10th anniversary and are still exhibiting the same uncommon reliability and reasonable cost that originally won them esteem. Now, after long and distinguished service in stand-alone systems, they are elevated to participation in ARC (both DOS ARC and RMS ARC) — a sort of symbolic enshrinement in the Hall of Fame. ARC 1.7 makes this participation possible: at Datapoint, software prolongs the useful life of hardware.

## ARC Makes Way for the New, Conserves the Old

An equally dramatic demonstration of the role of ARC as the common denominator in Datapoint equations is the 8600 support provided by version 1.7. Now the 8600 Advanced Business Processor (combining the speed of a 6600 with a large screen and a small price tag) can take its place as the top of the line ARC single-user station, or as DATASHARE host, or in many of the other interchangeable roles supported by the large and constantly growing

array of ARC-compatible software. It is ARC that enables Datapoint to implement support for new hardware while continuing to support existing hardware, and our users realize the enormous economic benefits that result. Thus ARC paves the way for new technology even as it conserves the old.

## Software Features Added

In addition to supporting a wider variety of hardware than ever before, Version 1.7 also adds new purely-software features. For example, it supports a larger LRU list in 256K File Processors, improving FP performance, and offers a new security feature that permits the operator at the FP console to disable or enable MOUNTs of all or selected volumes controlled by that FP. This provides a whole new layer of security against unauthorized remote volume access. Automatic unattended restart for AP's with cassette decks is implemented, as well as easier clock adjustment and disk error-counts on a per-spindle basis for FP's. Also, seek overlays and rotational latency are enabled for 937X disks, improving performance.

Use of DOS.D 2.7 is required for 9350 support and also offers other benefits in its own right, including 8600 support, the ability to DOSGEN a local disk during ARC participation, and many improvements in the utilities as well as the operating system itself, all of which are listed in the release form. The right way to upgrade, as stated in the ARC 1.7 release form, is to install DOS.D 2.7 and ARC 1.7 at the same time and throughout the entire system.

With the advent of DOS.D 2.7 and ARC 1.7 we have passed another major milestone in the history of Attached Processing.

*Martin Fishel*

# Free PP for 8860 Systems

Effective immediately the 8860 systems get another peripheral processor at no additional charge. The 8840 and 8830 systems have been reduced in price by the amount of a peripheral processor (\$2400, U.S.).

The initial configuration for the 8860 stand-alone system called for only one peripheral processor. However, to insure a full performance 8800, we advise having an additional peripheral processor to handle the multiport(s). This PP has been added to the 8860 system at no additional charge to our customers. We have likewise reduced the price of the application processor by \$2400 (U.S. pp list price) to insure standard pricing across the 8800 product family.

Currently in software development, the peripheral processor software is being enhanced to provide additional system throughput. This software will be available by the end of this calendar year. These hardware and software changes are being made to further improve performance for both disk and terminal I/P.

The new 8800 configuration program, which is available on F.I.X., should be used for system assurance of these systems.

*Buck Buchanan*



# ISX Regional Resource: New Information Source



In June and July, Systems Education conducted a one-week ISX™/KSX™ class for Systems personnel. Topics covered included system architecture, the role of Customer Service, configuration information, RFP's and other information necessary to produce what Product Marketing refers to as an "ISX Regional Resource."

The Regional Resource should be the first point of contact for Field personnel when they require assistance with the ISX. The Regional Resource should then turn to Product Marketing for any additional information or help. Our goal, of course, is to train as many systems people as possible to support this new product.

We now have Regional Resource contact people all over the country. Following is a list of the areas covered and the number of contact people available in each area:

New York Metro (3)  
Northeast (4)  
Mid-Atlantic (5)  
Great Lakes (2)  
East Central (2)  
North Central (2)  
Southern (3)  
Gulf Cost (3)  
Southeast (0)  
Northwest (2)  
Southwest (3)

By the time this article goes to press there should be an additional 26 people trained. Please refer to

the Datapoint Systems Education Class Schedule in this issue for the dates of future classes.

## ISX Documentation

In addition to sales brochures, two current documents are available.

ISX/KSX Pricing and Configuration Guide Document No. 61113-July, 1981

ISX Version I-Preliminary Product Specification Document No. 61137-May, 1981

These two documents are the only current sources of information available. Please destroy any previous releases, since the information is not current.

## ISX Shipments

The first ISX shipment is planned for February, 1982. The system will be in the 400 port size range.

## Role of the OSMM

An OSMM (Office Systems Marketing Manager) position has been established in each Region. As with all CMP products, the OSMM has a very important role with the ISX system. The CMP salesperson should take full advantage of the wealth of information the OSMM can offer. Sales prospects can be more readily qualified; information regarding ISX shipment plans, feature availability, and pricing can be provided by this regional "consultant." Also, take advantage of his expertise when RFP's are involved, and of course to close business.

Each OSMM has a direct line to San Antonio by way of Randy Pugh, the National OSMM.

*Andrea Ross*

# Customer Relations Department Outlines Functions

Customer satisfaction is a primary commitment made by Datapoint to our customers. It is to this end that every Datapoint employee is charged with active and positive participation.

Resolution of customer problems remains the responsibility of those most closely aligned with the customer. The establishment of the customer relations position is designed to provide a focal point and control center affording a timely, inclusive problem-solving process.

The following points describe briefly the general functions and responsibilities of this office:

1. Identify and address known problems prior to customer involvement.
2. Address each customer satisfaction issue and send to appropriate division/department for development and implementation of action plan.
3. Notify Marketing/Customer Service General Managers of

- all customer satisfaction issues and provide progress reports.
4. Monitor progress of all situations via telephone and/or Administrative Support Center (ASC) inputs.
  5. Interface with Datapoint employees and customers as necessary.
  6. Ensure that all items in ASC are updated and closed in a timely manner.
  7. Log and maintain detailed worksheets on all customer situations.
  8. Customer communication.
  9. Customer follow-up.
  10. Evaluate ASC and recommendations for enhancements (i.e., full use of EMS to regions ASAP).

Brenda Leslie, formerly with Customer Service National Accounts, is assigned as Manager, Customer Relations and can be reached (temporarily) at ext. 5242 to provide any assistance you may need to ensure that customer satisfaction is realized.



## 9478/9479 Split-Speed Modems Re-Released

The 9478/9479 modems have been re-released based upon several engineering changes. Problems were reported using these modems in connection with unconditioned leased lines, but now these modems have several strapping options which are internally set.

They will be strapped for dial mode when shipped from the factory. If leased-line is required, customer service will re-strap the modem.

When using these devices with leased lines, cable 0067 should be ordered. If this cable is specified on the original order as an option there will be no charge. However, if it is not specified, the cost will be \$25.

Example of Original Order  
(No charge)

9478/0067

The internal DAA is approved and the FCC Registration Number is AK396F-67274-DM-N. These new modems will be distinguished by a -004 extension of the model code (Ex. 9478-004).

The new product specification sheet (Document No. 60928) can be ordered from Software Services.

*Buck Buchanan*

## ERRATA

A press release dated September 1, 1981 mistakenly stated that software was included in the 160 cps print option release. At present, only the hardware is available for customer shipment immediately. However, the software is scheduled for release in the near future and will be announced in *Datapoint Marketing News*.

# TRADE SHOWS

*Oct. 15-17	Professional Insurance Agents National Convention (MATRIX Insurance Services)	Washington, DC
*Oct. 19-21	Joint Meeting of American Society of Pathologists and American College of Pathologists (Datamed)	Las Vegas, NV
*Nov. 1-4	DPMA San Francisco '81 (Datapoint San Francisco Branch)	San Francisco, CA
Nov. 3-5	Federal Office Automation Conference (FOAC)	Washington, DC
*Nov. 4-6	National Oil Jobbers Council (General Info Systems, Inc. - GISI)	Philadelphia, PA
Nov. 9-11	SE Telecommunications Association	Atlanta, GA
Nov. 19-22	COMDEX	Las Vegas, NV
*Dec. 5-10	American Society for Hospital Pharmacists (Medical Scientific International)	New Orleans, LA
*Dec. 14-16	International Foundation for Employee Benefits Plans EDP Conference (ADSERV)	Hollywood, FL.

Any OEM or Datapoint Representative may rent the demonstration equipment, pending availability. Reservations are required six months in advance to ensure equipment usage on desired dates. For information contact Bonnie Cushman at (512) 699-7059.

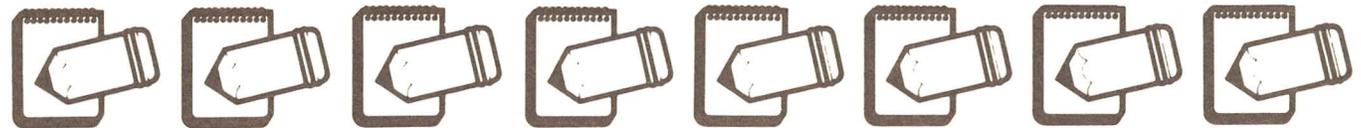
sponsored by Datapoint

\*sponsored by other than Datapoint



# Customer Education Course Schedule 1981

CLASS	DATE	PLACE	CLASS	DATE	PLACE
Intro to Datapoint Programming	10/19	New York	Advanced DATASHARE	10/12	Arlington Heights
	10/26	San Antonio		10/19	
Disk Concept & Operations New York	10/12	San Antonio Arlington	Attached Resource Computer (ARC)	10/19	San Antonio
	10/19	Arlington Heights		Word Processing Concepts and Operations	10/12
	10/26	San Antonio	10/19		San Antonio San Mateo Arlington
Disk Operating System	10/12	Farmington Hills		10/26	San Antonio
	10/26	San Antonio	Basic LDCS	10/19	Boston
Resource Management System	10/12	Atlanta		10/26	San Antonio
	10/26	Arlington Heights	Automatic Call Distributor (ACD)	10/19	San Antonio
DATASHARE	10/12	Atlanta San Antonio Seattle			
	10/19	Los Angeles Philadelphia			
	10/26	San Antonio San Mateo Arlington Denver			



# AD

## Schedule October

# '81

Wall Street Journal\*  
Wall Street Journal

Computerworld

Datamation

Communications News

Telecommunications

Modern Office  
Procedures

The Office

10/19  
10/26

Systems That Work Together  
Systems That Work Together

10/26

Way Past the Drawing Stage

Oct.

Way Past the Drawing Stage

Oct.

KSX

Oct.

KSX

Oct.

LDCS

Oct.

KSX

\*2 insertions per the weeks indicated

**We're saving \$250,000 a year on long-distance calls thanks to this Datapoint system.**



From the Fleming Company, Inc. improved communications and cut costs dramatically with the Datapoint Long Distance Control System.

Only one in a hundred calls will be made, and the rest will be made by computer. The system will save you up to 25 percent in long distance charges.

Entering the system is simple. You just enter the number of the person you want to call. The system will then call the person for you. This is done by a computer which will call the person for you. This is done by a computer which will call the person for you.

The system will save you up to 25 percent in long distance charges. This is done by a computer which will call the person for you. This is done by a computer which will call the person for you.

The Datapoint system is designed to save you up to 25 percent in long distance charges. This is done by a computer which will call the person for you. This is done by a computer which will call the person for you.

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**DATAPPOINT**  
10000 West 10th Avenue  
Denver, CO 80202  
Tel: 303-751-1000



**Everybody promises information systems that will work together in the future...**



**Datapoint offers systems that work together now.**

The Datapoint system is designed to save you up to 25 percent in long distance charges. This is done by a computer which will call the person for you. This is done by a computer which will call the person for you.

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**DATAPPOINT**  
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Denver, CO 80202  
Tel: 303-751-1000



**We were here three years ago.**



**Now we're here.**

**Datapoint is way past the drawing stage.**

The Datapoint system is designed to save you up to 25 percent in long distance charges. This is done by a computer which will call the person for you. This is done by a computer which will call the person for you.

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Denver, CO 80202  
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**A top-of-the-line key system**

**that lets you control the bottom line.**

With Datapoint's Key System, you can control your phone system and the costs of it. This is done by a computer which will call the person for you. This is done by a computer which will call the person for you.

The system will save you up to 25 percent in long distance charges. This is done by a computer which will call the person for you. This is done by a computer which will call the person for you.

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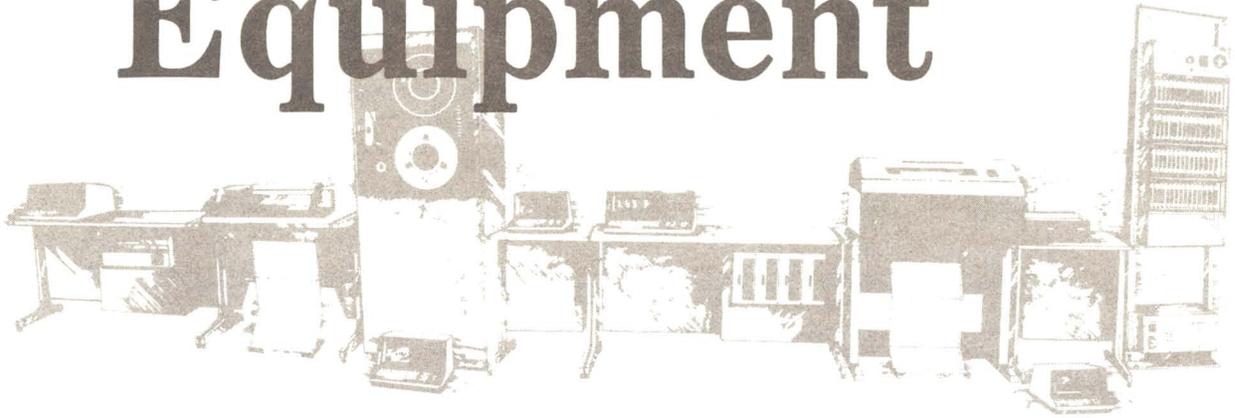
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10000 West 10th Avenue  
Denver, CO 80202  
Tel: 303-751-1000

# Refurb



Model Code	Description	Qty	Price	Maint.	Install	Model Code	Description	Qty	Price	Maint.	Install
<b>Processors</b>											
1108	Cassette 1100 Processor, 8K Memory		2200	86	150	4523	5500 Processor, 5MB Storage (two 2.5MB Diablo Disks) Controller, DOS Software Documentation	1-3 4-10 11+	16500 15250 14250	236	620
2226	2200 Processor, 16K Memory		2400	113	150						
5548	5500 Processor, 48K Memory		10000	178	200						
<b>Options</b>											
5508	BK Memory Upgrade Kit for 5500		900		165	4530	5500 Processor, 48K Dual Disk and Controller, 20MB Multiport Comm Adaptor DATASHARE Software and Documentation	1-3 4-10 11-25 26+	24000 22500 21000 19500	347	775
9020	Regulator, 1 KVA Constant Voltage, 120 VAC		500		25						
<b>Diskette Systems</b>											
1131	Diskette 1130 Processor, 1 drive		2875	74	165	4533	5500 Processor, 48K Dual Disk and Controller, 20MB DATASHARE Software and Documentation	1-3 4-10 11-25 26+	22750 21250 19750 18250	329	755
1132	Diskette 1130 Processor, 2 drives		3162	96	165						
1133	Diskette 1130 Processor, 3 drives		3450	117	165						
1134	Diskette 1130 Processor, 4 drives		3737	141	165						
	Diskette 1130 Processor, 1 drive		4775	60	125						
	Diskette 1130 Processor, 2 drives		5075	79	125	4540	5500 Processor, 50MB Storage, Controller, Multiport Interface, D/S Software and Documentation		29450	544	1000
	Diskette 1130 Processor, 3 drives		5375	97	125						
	Diskette 1130 Processor, 4 drives		5675	118	125						
	Diskette 1150 Processor, 2 drives		10950	87	175						
	Diskette 1150 Processor, 3 drives		11250	104	175	4543	5500 Processor, 50MB Disk Storage, Controller, DOS Software and Documentation		28200	526	970
	Diskette 1150 Processor, 4 drives		11550	124	175						
	Diskette 1170 Processor, 2 drives		5500	89	185						
	Diskette 1170 Processor, 3 drives		5500	108	185	4620	6600 Processor, 5MB Disk Storage, Controller, Multiport Interface, L/S Software and	1-3 4-10 11-25 26+	19950 18700 17700 16200	267	700
1174	Diskette 1170 Processor, 4 drives		5500	149	185						
<b>1500 Systems</b>											
1532	32K User Memory, Two Diskette Drives (5MB Total)		5100	68	200	4623	6600 Processor, 5MB Disk Storage Controller	1-3 4-10 11-25 26+	18700 17450 16450 15000	249	670
1536	60K User Memory, Two Diskette Drives (5MB Total)		5550	78	200						
1571	Cluster Controller for 3670 Enhanced Datashare Terminal		5306	68	250	4640	Both: 6600 Processor 50MB Disk Storage, Controller 4640: Multiport Interface, D/S Software, Documentation 4644: RIM, ARC, Software, Documentation		36500	628	1000
1514	1500, 60K User Memory, .25MB Single Diskette Drive, 9310 Cartridge Disk Drive		12890	147	250	4643	6600 Processor, 50MB Disk Storage Controller, LOS Software and Documentation		35250	610	970
1515	60K User Memory, .25MB Single Diskette Drive, 9320 Cartridge Disk Drive		13223	155	250	4740	256K Processor, 50MB Disk Storage Controller 50MB Multiport S/S Software and Documentation		39100	644	1000
1592	1532,9621,9443 Cable		7050	110	200	4745	ARC File Processor 256K Dual Disk and Controller, 40MB, RIM Adaptor, ARC Software and Documentation		39100	639	1000
1596	1536, 9621, 9443 Cable		7538	120	200						
1543	Diskette Expansion Module		2850	33	165						
<b>1800 Systems</b>											
1802	60K 1MB		8230	125	200	<b>Bundled Share/Print</b>					
1842	Diskette Drive Expansion Model		3112	39	165	4640/9280	4640 and 300 LPM Printer*		41500	768	1000
						4644/9280	4644 and 300 LPM Printer*		41500	763	1000
						4643/9280	4643 and 300 LPM Printer*		402400	750	970
						4540/9280	4540 and 300 LPM Printer*		34450	684	1000
						4543/9280	4543 and 300 LPM Printer*		33200	666	970
						Print Pac I	5556 RIM and (3) 300 LPM Printers*		23000	613	675
<b>Disk Systems</b>											
4220	226 Processor, 5MB (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller multiport Interface, D/S Software, Documentation		9000	217	500						
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed 1 removable cartridge) Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	17750	254	650						

# Equipment



Model Code	Description	Qty	Price	Maint.	Install	Model Code	Description	Qty	Price	Maint.	Install
Print Pac II	5556 RIM and (3) 600 LPM Printers*		38450	793	675	Belt Printers					
4520/9232	4520 and 80 CPS printer*		18500	301	650	9291/	60 LPM printer, Parallel Interface	1995	64	165	
1532/9232	1500/32K User Memory, 2 diskette drives .5MB and 80 cps Freedom Printer*		5800	115	200	9292	60 LPM printer, Serial Interface	1995	64	165	
1536/9231	1500/60K User Memory 2 diskette drives .5MB and 80 cps Freedom Printer*		6450	125	200	9294	120 LPM printer, Parallel Interface	1995	90	165	
1802/9602	1800 and 45 CPS Printer*		12506	170	200	Freedom Printers					
Media Storage						9231/	80 CPS Freedom Printer Serial or Parallel	1-3	1750	47	165
9381	Console Diskette Controller 1 drive	2150	37	165		9232	160 CPS Freedom Printer Serial or Parallel	1-3	1995	65	165
9382	Console Diskette Controller 2 drives	2450	57	165		9236					
9383	Console Diskette Controller 3 drives	2750	76	165		1090	Option, Serial Interface upgrade	200			165
9384	Console Diskette Controller 4 drives	3050	96	165		1091	Option, Parallel Interface upgrade	600			165
9385	Freestanding Diskette Controller, 1 drive	2150	37	165		Datastation Terminals					
9386	Freestanding Diskette Controller, 2 drive	2450	57	165		3601	Datastation Terminal	995	23	35	
9387	Freestanding Diskette Controller, 3 drives	2750	76	165		3670	Enhanced DATASHARE Terminal for 3270	2756	30	50	
9388	Freestanding Diskette Controller, 4 drives	3050	96	165		3400	Acoustic Coupler	225	16	25	
9389	Diskette Extension	300				9401	Comm Adaptor	450	18	25	
Cartridge Disks						9402	Comm Adaptor	450	18	25	
9350	Console Front-load 2.5MB Controller/Drive	2975	93	165		9404	Comm Adaptor	450	14	25	
9351	Freestanding Front-load 2.5MB Controller/Drive	2975	93	165		9408	DATASHARE Modem, 1200 baud transmit 150 baud receive full duplex	450	18	25	
9354	2.5MB Extension, Removable Cartridge (no controller)	2400	57	125		9409	DATASHARE Modem, 1200 baud receive 150 baud transmit full duplex	450	18	25	
9356	2.5MB Extension, Fixed Cartridge	2400	57	125		9420	Comm Adaptor	450	14	25	
9357	Console Front-load 2.5 MB Controller/Drive 4K Buffer Memory	3075	86	175		9453	Comm Adaptor	450	24	30	
9358	Freestanding Front-load 2.5MB Controller/Drive, 4K Buffer Memory	3075	86	175		9455	(001) Comm Adaptor	450	18	30	
9369	Disk; Dual Extension, 5MB, 115 VAC no controller, freestanding	4000	79	165		9460	Comm Adaptor	450	18	50	
Mass Storage Disk Controller and Drives						9450	Comm Adaptor	450	24	30	
9370	Freestanding 25MB Mass Storage Drive/Controller	9950	205	250		Tapes					
9371	25MB Mass Storage Drive Extension	7750	155	165		9551	9 Track 800 BPI 8.5 in. Reel	4500	77	165	
9373	Console 25MB Mass Storage Drive/Controller	9950	205	250		9556	9 Track 800 BPI 10.5 in. Reel	8231	95	175	
300 LPM Drum Printers						9558	7 Track 556/800 BPI 10.5 in. Reel	8231	95	175	
9280	300 LPM 64 character	8500	140	175		9581	9 Track 1600 BPI 8.5 in. Reel	7500	97	175	
9281	300 LPM 96 character	9000	155	175		9583	9 Track 1600 BPI 10.5 in. Reel	9000	91	175	
9260	600 LPM 64 character	13000	200	175		Card Readers					
9261	600 LPM 96 character	13500	220	175		9504	Card Reader, 80 Col, 300 CPM, 115 VAC	5000	55	75	
Belt Printers						9505	Power Option for 9504, 230 VAC	N/C			
9212	115-240 LPM Printer, 132 Column	6500	98	165		EIA Hubs					
9250	Console Servo Printer	1595	75	165		9470	4 Port EIA HUB	863	10	75	
9251	Freestanding Servo Printer	1595	75	165		9471	8 Port EIA HUB	1238	15	100	

\*Prices are U.S. Dollars  
Those others that are bundled need to be ordered as individual lines items on Order Entry Form #60719.



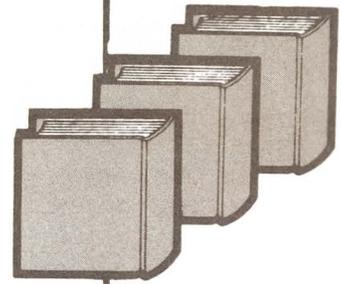
# Sales Education

San Antonio

(formerly Marketing Education)

CLASS SCHEDULE

September 1981 - January 1982



**CLASS TITLE**

**DATES OF CLASS**

Advanced Sales School

Oct. 5-9

Sales Orientation (DP)

Oct. 12-23

Sales Orientation (CMP)

Oct. 26-Nov. 6

Sales Orientation (DP)

Nov. 9-20

Resource Management Sales

Nov. 16-19

ISX/KSX/CDR

Nov. 16-20

Sales Orientation (CMP)

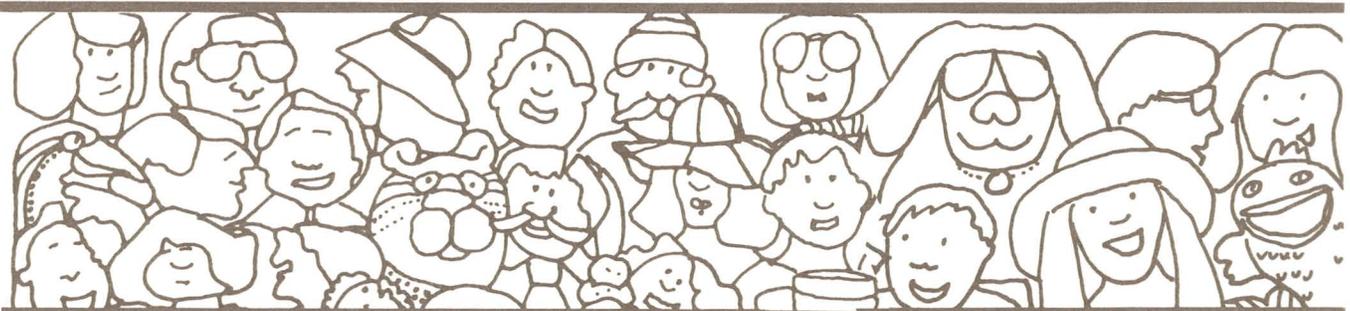
Dec. 7-18

Resource Management System™

Jan. 11-13

Sales Orientation (DP)

Jan. 11-22



# Software Release Summary

Symbol	Release Date	Description	UG	OBJ	Media
DSKGEN18 1.1	17 Aug	DOS.D 1800 Diskette Generation Utility	50642	20820 40465	C(1) SSDD(1)
MLCI 2.1	18 Aug	Channel Adaptor MULTILINK Line Driver	50366	9810	ALL C(1)
S1500 2.1		S1500 Software System		40291 40464 40456	SSSD(5) SSDD(2) DSDD(2)

## Datapoint Systems Education

**Class Schedule  
October through  
December 1981**



Course	Date
DATABUS/DATASHARE (5 days)	Oct. 26
DOS/ARC (5 days)	Oct. 26
DP Orientation (10 days)	Nov. 2, Nov. 30
CMP Orientation (10 days)	Nov. 2, Nov. 30
EMS/Msg. Servs. (5 days)	Nov. 2
Systems Orientation (5 days)	Nov. 16, Dec. 14
Advanced DOS Systems (10 days)	Oct. 19
Data Comm 1 (10 days)	Oct. 12, Nov. 30
RMS1 - Transition (5 days)	Nov. 30
RMS2 - DB/DS/COBOL/Comm (5 days)	Nov. 16, Dec. 7
Assembler 1 (5 days)	Oct. 12
Assembler 2 (5 days)	Oct. 19
CMIS/IBP (5 days)	Oct. 12
ISX/KSX/CASH/CDR (5 days)	Nov. 16
ASE Group 1, 2nd S.A. Phase	Oct. 26 (20 days)

# New Marketing

The following new Marketing Support Materials are available through Software Services.

Telephone Directory Package Brochure — Document number 60749

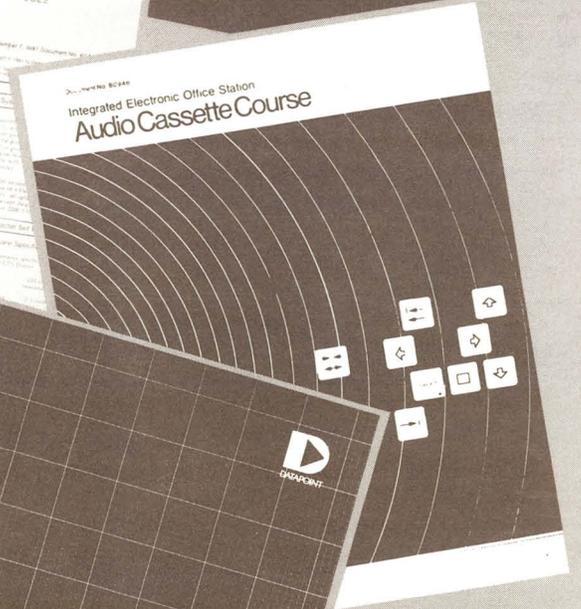
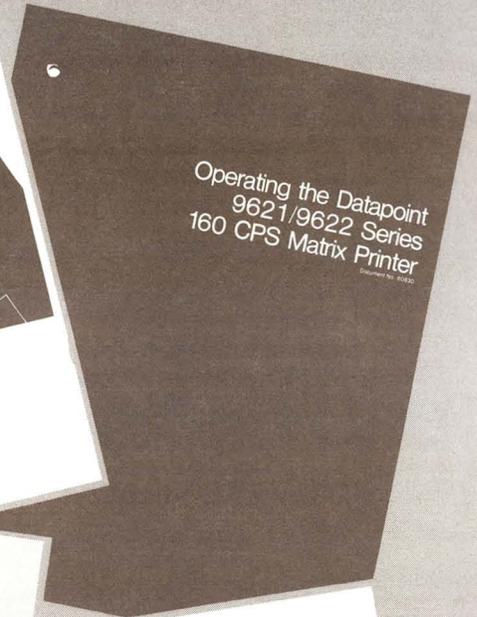
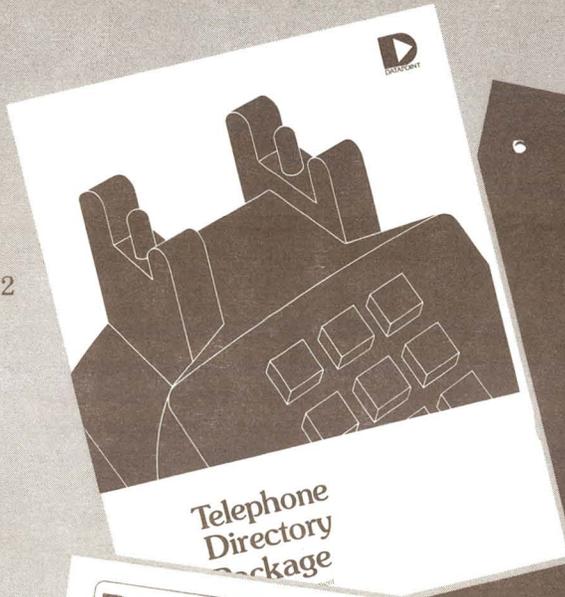
Operating the Datapoint 9621/9622 Series 160cps Matrix Printer — Document number 60830

160cps Printer Datapoint 9621/9622 Product Specification — Document number 60793

Integrated Electronic Office Station Audio Cassette Course — Document number 60946

8600 Product Handbook — Document number 61224

8600 Product Specification and Hardware Reference Manual — Document number 61115



# Support Materials

A Capsule Look at Datapoint —  
Document number 60313

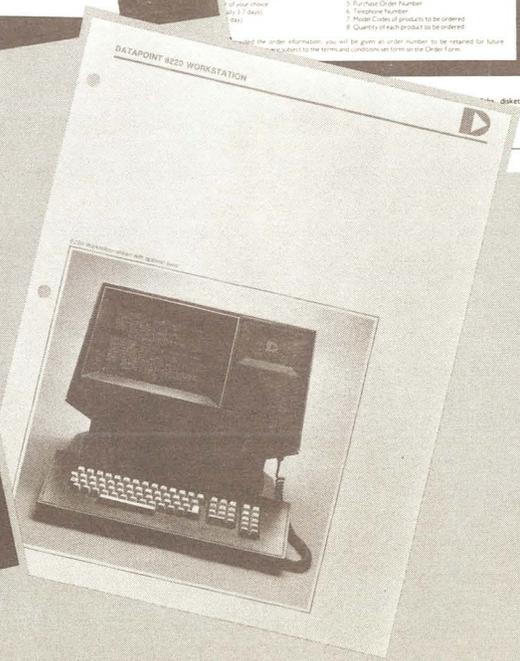
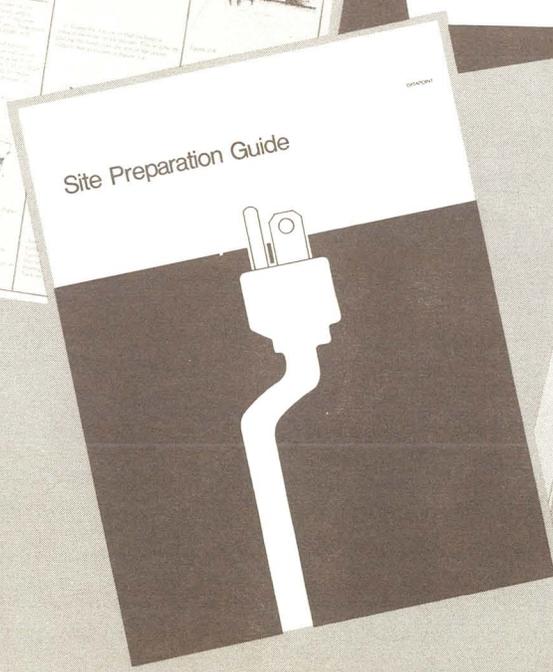
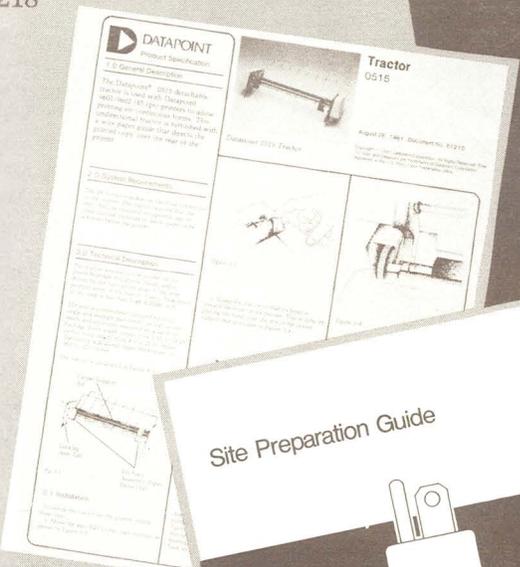
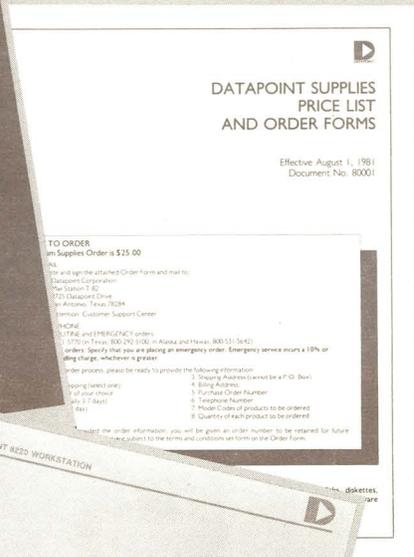
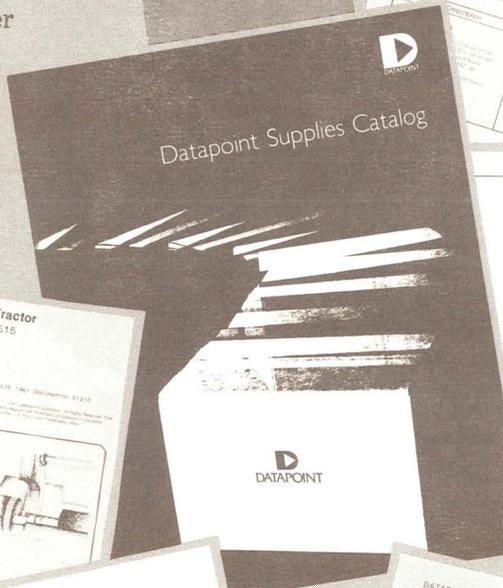
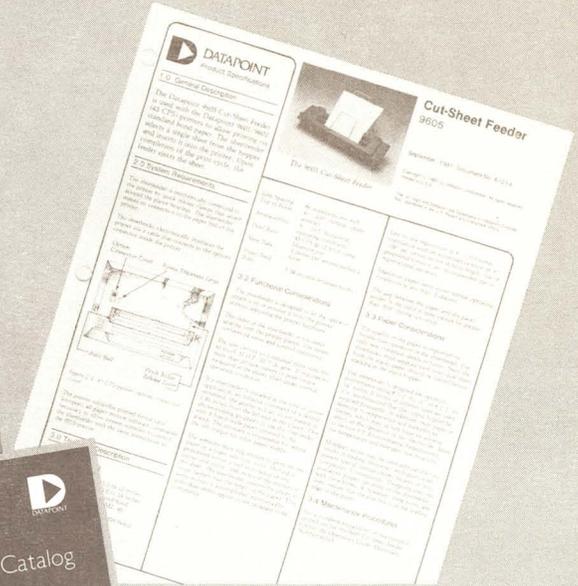
Cut-Sheet Feeder 9605 Product  
Specification — Document number  
61214

Tractor 0515 Product Specification  
— Document number 61210

Datapoint Supplies Catalog —  
Document number 80000 and  
Datapoint Supplies Price List and  
Order Forms — Document number  
80001

Site Preparation Guide — Docu-  
ment number 60177

Datapoint 8220 Workstation  
Flysheet — Document number  
61218





## DATAPPOINT

Datapoint Marketing News  
Mail Station T41  
9725 Datapoint Drive  
San Antonio, Texas 78284