

# NEWS

No. 40

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

December 1981

## Why Your Customer Needs Color Business Graphics

The business office, regardless of industry, is really a collection of procedures and activities that allows the orderly flow of information. This flow usually is accomplished via four channels or forms of communications: the written word, the spoken

word, statistics, and graphics.

Now, with the announcement of the ARC™ Color Business Graphics system, Datapoint can offer its users all four channels. Additionally, with the ARC network, all forms of communication are integrated and their cross connecting flow controlled.

### The Power of the Graphic Image

Traditional forms of information flow, statistics, written words, and spoken words, are slow. The human brain can only grasp these inputs as serial bits of data. The brain must then gather these bits together to

form a conceptualization and finally reach a decision on the overall information.

Graphics, however, enter the brain as a full thought, or a trend, and are transmitted and retained faster than all other forms of information. The saying "One picture is worth a thousand words" is really an underestimate of the value of graphics in the business office.

Although the inherent power of graphics has

*continued on page 2*



### Construction Started on New Headquarters

Mayor Henry Cisneros and Harold O'Kelley were among those who gathered Oct. 12 for the groundbreaking ceremonies of Datapoint's new world headquarters building at I-10 and De Zavala Road. Officials say the project is the largest single industrial construction program in San Antonio's history.

## Great Features on the 9301

Isn't the 9301 just another Datapoint disk? What's so great about the 9301?

I'm glad you asked because the 9301 is not just another disk. This disk is the first mass storage device that is totally designed and manufactured by Datapoint, but that's not what makes it great.

### Platters Coated With Unique Film

The disk's platters are coated with a unique film that protects stored information from mechanical damage, and they are sealed against the environment. This enables the disk unit to store information at a much higher density than most industry disks of this size, and it also improves reliability for the system. But that's not what makes it so great.

### Advanced Cartridge Tape Drive

For backup purposes, the 9301 uses an advanced cartridge tape drive. Not just any tape drive!

*continued on page 2*

This tape drive can transfer the entire disk on a single quarter-inch tape in less than 15 minutes. The tape head, the component that often wears out in other tape drives, is made of tough ceramic for durability. The tape drive has a new "signal-seeking" read head developed exclusively by Datapoint that employs an automatic alignment technique that precisely aligns the recording head to each tape. This ensures that a tape made on one system can be read by another system. But that's not what makes the 9301 so great.

**Intelligent Controller**

The 9301 contains an intelligent controller. The controller provides all data management functions and implements a sophisticated error correction code which will not only detect errors, but also correct them without disturbing the user operation. The controller also handles data transfers between the disk and tapes without any involvement from the 8600 cpu.

**Attractive Desk-Top Unit**

The disk, tape drive, and the controller are housed in an attractive desk-top cabinet which is the same model as the cabinet for our diskette drives. Extension drives may also be added to the 9301 in either 20MB or 40MB extensions for a total of 100MB. The 8600 with 100MB of disk storage can easily fit on top of a desk. But that's not what makes this system so great.

**What's Really So Great**

What's so great is that if you take into account the price of an 8600 with 100MB, it costs only *6/10,000ths of one penny per byte* of disk storage. Try to beat that! Nowhere can you get a processor as powerful as the 8600 and disks as sophisticated as the 9301 for such a low price — except at Datapoint.

Now that you know the wonders of the 9301 disk, tell the world!

*Rafael Maymi  
Ext. 7151*

*Color Business Graphics continued*

been recognized for a long time, its use has been largely avoided because of costs and delays involved. But with the availability of the CBG system, these problems are solved.

**CBG Fully Interactive**

The Datapoint® ARC Color Business Graphics system (CBG) is the integrated system element that provides fully interactive generation, production, and display of powerful graphics and presentation visuals. By providing a system that can function as part of an ARC network, the CBG system enables the generation of graphs directly from any data file accessible by ARC, and stores all graphs and pictures on the standard ARC files. This allows the images to be manipulated as any text/data file for retrieval or transmission to any other CBG system accessible by the ARC system either directly or via the EMS™ system.

**CBG Easy to Use**

The ARC CBG system is a turn-key system requiring no user programming and minimal operator training. Using English-like commands and fully explained screen prompts, an infrequent user can easily generate presentations, and the key operator can provide the next level of refinement to the finished pictures.

Charts can be generated interactively by the operator by inserting requested information into the displayed "menu." Once developed, a chart can be stored indefinitely, and updates to the data can be used to regenerate the same chart with the new data.

**Drawing Pictures, Charts, Graphs**

Since different types of relationships are required for business displays, the CBG system offers the ability to generate bar charts, pie

charts, word charts, and line graphs. Each one has its own unique application for emphasizing time and/or size comparisons.

Pictures are as easy to draw as charts. The user is provided a "light key" menu from which to select 16 different colors to be used (he mixes the amount of red, green, and blue for each color); the type of element to be drawn (straight lines, rectangles, circles, curves, and free form sketching or tracing); and the type style (more than twenty fonts).

Additional functions include the ability to move, copy, scale, rotate, and erase any of the elements of a picture. Text is entered into a picture using an applications processor. Further "help" features, such as the magnification of selected areas of the picture, enable exact placement of objects and full control of color and texture for each element in the picture. After a picture is created, it can be stored, copied, edited, sent, or deleted.

The CBG system can also rearrange (script) pictures or charts in any sequence (including repeating images). Playback of the arranged "script" with selectable delays between pictures provides a powerful automated presentation. Optional hardcopy output can be obtained either through the color printer or the film recorder. The color printer provides eight-color representations of the screen images, and the film recorder provides either 35MM or 8x10 pictures. Two models are available: 35MM exposures only or in combination with 8 x 10 color Polaroid™ prints or transparencies.

**Hardware**

The system is comprised of three assemblies: a controller, a monitor, and a digitizing tablet/stylus. This is offered as the basic system (9680). Optional hardcopy output is offered via the Color Printer (9694), or the

**Pricing for the CBG**

Prices are in U.S. dollars.

Model	Purchase	1 Yr.	2 Yr.	3 Yr.	Rent	Maint.	Install
9680	\$30,000	1,115	999	913	1,394	200	225
9694	\$15,000	557	499	456	697	125	165
9695	\$10,000	372	333	304	465	125	165
9696	\$20,000	743	666	609	929	250	350

35MM Film Recorder (9695), or the combination 35MM and 8x10 Polaroid Film Recorder (9696). A 6020 applications processor and attachment into an ARC bus are required for the system.

**Software**

The Color Business Graphics software is model code 9850. It is available on 10MB disk, 25MB disk, and 60MB disk. There are no license fees or maintenance fees for 9850. All the customer has to pay for is the media. A typical order might be:

9850      Color Business Graphics  
20654     25MB disk

Slide presentations (document number 61260) with a detailed script are being sent to each branch for your use. This is the product that will help us all reach quota. The enhancement to ARC will also help you sell ARC equipment and upgrade existing systems.

*Al Malingier  
Ext. 5191*

## Departmental Uses for the CBG

Many corporate departments can benefit from the availability of this powerful communications tool. Typical departmental uses include:

**Business Planning**

- Forecasts
- Business Proposals
- Trend Analyses

**Sales Management**

- Monthly sales trends
- Customer presentations

**Financial**

- Financial trends
- Return on investment
- Break-even analyses
- Monthly and quarterly reviews

**Training**

- Course preparation material
- Course presentations

**Marketing**

- Market share
- Forecasts
- Pricing and volume analyses
- Market segmentation
- Demographic studies

**Manufacturing**

- Inventory tracking
- Shipping schedules
- Materials Requirements Planning Reports

**Corporate Communications**

- Brochures
- Sales promotional materials
- Mailings to customers
- Corporate information to personnel
- Presentations

## Francis King: Designing the Disk with a Difference

It all started with the search for a thin film media with good mechanical and recording characteristics. It ended with the



*Francis King*

development of the Datapoint 9301 Thin Film Disk, heralded by industry insiders as one of the most innovative advances made in magnetic recording in recent years.

The man behind the project is Francis K. King, Director, Product

Technology, Magnetic Storage Division, Sunnyvale, Calif. King recently presented his team's findings at the 1981 IEEE Workshop on Applied Magnetic Recording held in San Francisco.

More than 700 people attended, mostly engineers and engineering managers from participating companies in the industry. In all, 28 presentations were given, including papers by IBM, Memorex, Digital Equipment, Burroughs, and Honeywell.

**The Presentation**

In his presentation, entitled "Datapoint Thin Film Media," King said that his team's purpose was to develop a thin film disk with the characteristics of high coercivity, large residual magnetic flux density, lubricity, and high wear and corrosion resistance. His team of three tested commercial and noncommercial disks, but none satisfactorily

met all the above requirements.

So Datapoint developed a protective carbon surface film to coat the top of the film's magnetic layer. In testing this new film, many wear resistance evaluations were carried out, comparing the Datapoint carbon-coated disk to four other traditional disk sample types.

**Mechanical Characteristics**

For example, in comparing the mechanical characteristics of the five disk types, King found that the Datapoint carbon-coated film took two hours to develop wear marks under a high strain test, while other disks were worn in as little as 20 seconds.

Disk Type	Time to develop wear marks
Carbon coated (Datapoint)	2 hours
Hard Cobalt-oxide	1.5 hours
Rhodium coated	1.5 minutes
Soft Cobalt-oxide	20 seconds
3350 type oxide	20 seconds

Other carefully-administered tests showed the Datapoint film to have recording characteristics and

*continued on page 4*

Francis King continued

magnetic properties clearly superior to the other disk types studied.

### The Conclusion

King's presentation concluded by saying, "The excellent wear resistance characteristics reduce the difficulty in mechanical interface design between a recording head and a magnetic disk, indicating that the newly developed thin film disk is a viable technology in advancing the magnetic recording field."

### Kudos From the Experts

The Nielson Dataquest Research Newsletter, in its report on the workshop, said, "Judging from the number of questions asked, the papers that received the most interest included those by Datapoint regarding its new carbon-coated, thin-film disk media. . . Datapoint's paper...presented a non-traditional approach to the design of metallic film disks which yields significant surface wear improvements over previous designs."

### The Research Continues

King and his research team are still testing to further improve the film's design and performance. Feedback from the experts continues to be very positive.

And while the Datapoint 9301 Thin Film Disk isn't shattering wine glasses on television commercials, King and his research team are working to make sure that it makes some pretty powerful industry vibrations of its own.

Kathleen Murphy  
Ext. 7552

## First CMP International Sales Training Class Held



Students and instructors from Datapoint's first CMP International Sales Training Class

The first CMP International Sales Training Class was held in San Antonio from Sept. 8-18. Twelve students attended, representing nine countries: Mr. Jim Guiver, Australia; Mr. Mauricio Cunha, Brazil; Messrs. Scott Brown, Michel Pilon, and Frank Menard, Canada; Mr. Povl Dalsgaard Nielsen, Denmark; Mr. Jochen Fuehring, Federal Republic of Germany; Mr. Toshihiko Yamagishi, Japan; Mr. Francois Jouan, Mexico, Mr. Tony Pollaftrini, South Africa; and Messrs. Lief Bohman and Sten-Olov Engberg of Sweden.

The class was very successful despite a few language problems involved in the instruction. Each student left with an understanding of our Communications Management

Products and the ability to demonstrate the ACD, CDR, and ISX™. The students were also taught the configuration guides, pricing, and buying philosophies for communications products.

CMP International staff members Bill Seguin, Dave Christal, and Peter Berrie will be following up the class with visits to each of the represented countries to assure the knowledge acquired from the class will be applied quickly in the field.

There is a second International CMP Sales Training Class scheduled for Feb. 16-25 in San Antonio for those countries that could not send representatives to the first class.

Trish Haver  
Ext. 7144

## Datapoint do Brasil Announces Acquisition

Datapoint do Brasil hosted two separate press conferences in September to announce its acquisition by Datapoint Corporation. The first press conference was held in Rio de Janeiro on Sept. 8, while the second was held in Sao Paulo on Sept. 17.

Among the leading publications covering the announcement were the *Jornal do Brasil*, the country's leading daily newspaper, and

*Datanews*, the country's top information processing publication. The headline in *Datanews* (pictured at right) reads "Datapoint Announces Her Arrival in Brazil," and the story covers company history and growth, and promises the upcoming announcement of the 8800 series processors.

Antonio Carlos Rocha  
Managing Director  
Datapoint do Brasil



# 8600 Benchmark Results

The 8600 is 2 to 3 times faster than the 3800 and roughly equivalent to the 6600. We have all heard about the performance of the 8600 and now the proof is in the frijoles.

DATASHARE® benchmarks have been run comparing the speed of the 8600 with the 6600 and the 3800. The results were as good as expected, and in some cases, even better. The benchmarks consisted of 14 different programs. The programs were grouped into three categories: internal, external and transactional.

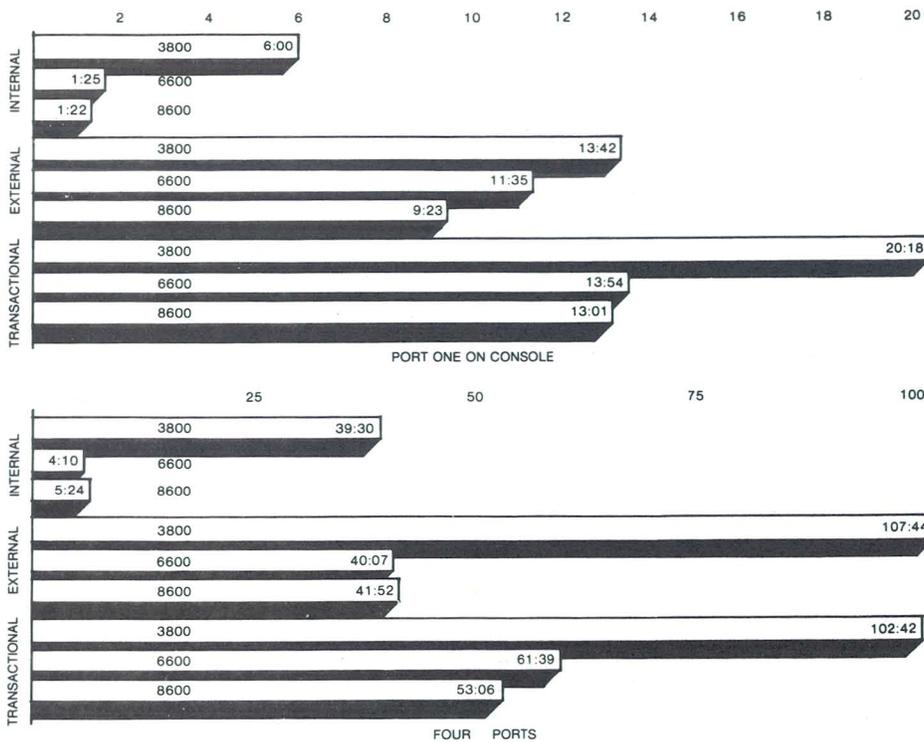
Internal is the aggregate timings of three programs. These programs were designed to be processor bound. They consisted of arithmetic operations, string handling, nested calls and returns.

External is the aggregate timings of seven I/O bound programs. These programs do I/O functions such as disk access, terminal displays and rollouts.

Transactional is the aggregate timings of four programs that do different types of internal and external functions.

The processors used in the benchmarks consisted of an 8602, 6600, and 3820 running on a DOS ARC. The memory size of each was 128K.

There are two graphs. The first graph represents the timings of programs running port one on console, and the second graph represents the timings of programs running with four terminals through the MPCA.



As you can see, the 8600 with port one on console out-performed the 6600 every time. It's needless to say what it did to the 3800. With the four port benchmark, the 8600 performed very closely to the 6600 and in the transactional benchmark did even better.

## Conclusion

The 8600 is a big winner and makes a perfect DATASHARE processor on a DOS ARC. Not only does the 8600 provide great performance, but it also comes with a large screen. For a customer who needs five large screen DATASHARE stations, only four 8200s would have to be attached. The combination of the large screen, the low price, and the outstanding performance makes the 8600 unbeatable.

*Rafael Maymi  
Ext. 7151*

# IEOS/RMS 3.1.1 Released

IEOS is available on RMS™ systems and requires the 1.7 version of RMS. This version of IEOS is a subset of the IEOS/DOS version 1.3.2 we all know and love. Although this is not a full-featured version of IEOS, it takes full advantage of document editing and manipulation facilities.

Items not included in version 3.1.1 are commands which require text file or print file interface, such as AUTOTYPE, COPY TO TXT, OUTPUT, BULLETIN, and, of course, any of the DOS utilities found in the utility menu.

AIM™, Spooling and Message Services are not currently supported in this version. A complete list will be available with the software outlining the availability of commands and functions. Any unavailable command used will give an error message of: "(COMMAND) NOT IMPLEMENTED."

You will find very little has changed. The only real differences you will notice are that some commands are unavailable, and that the utility menu now contains RMS utility commands instead of the old DOS utilities.

The system is still easy to use and still offers all the benefits of RMS. Just as in DOS, knowledge of the RMS utilities is useful for facilitating sign-on procedures and general usage.

IEOS 3.1.1 will require an 8800, 6600, or 8600 processor running as the nucleus, a local printer and an 8200 workstation. IEOS requires 56K of memory per workstation for this version. Memory requirements are subject to change in future releases. Firmware upgrades will be required for 8800s and 8200s. These include keyboard and ROM upgrades at a minimal cost to the user. 8200s must have the version 2.3 keyboard and ROM chips to run IEOS/RMS (model 0592 upgrade kit).

A full-featured IEOS is on its way, possibly making its debut around the first of the year. This version will feature all the present capabilities of the DOS 1.3.2 version.

*Lee Hollow  
Ext. 7151*

# Comm Management Products Shown at TCA Conference

Each fall the western region of the national organization TeleCommunications Association (TCA) holds a conference and trade show in San Diego, California. It has grown to become one of two major national communications shows. This year on Sept. 21-25 Datapoint exhibited the Information Switching Exchange (ISX), Key Switching Exchange (KSX™), and the DATASHARE-based Call Detail Recorder (CDR). **ISX**

The ISX, our digital voice/data switching system and hub of the Integrated Electronic Office, was shown at its April announcement in New York City. But this was the first general public exhibition of the system.

Its configuration included a Central Switching Unit (CSU), the controlling portion, and Remote Switching Unit (RSU), where the telephones and outside lines terminate. A Data Management Subsystem (DMS), consisting of a standard Datapoint 6600 processor, 20 MB disk drive, and a 160 cps matrix printer was also included. This is where the system manager modifies the CSU's operational database and prints the management information reports, including accounting, traffic, and maintenance printouts.

Working off the RSU were four Infoset I electronic telephones, two standard analog sets, and outside

lines for calling in to and out of the system. Also shown were an Infoset II executive set and the attendant console, and a modified 8211 with sample screen used in the handling of operator calls.

## KSX and CDR

At the other end of the booth, a KSX consisting of the Key Service Unit, four KEYSET™/24 instruments, a Direct Station Selection console, and external speaker box were displayed. Attached to it were three outside lines three outside lines, three extension lines to the ISX, and the CDR providing management reports. The CDR was configured with an 1800, Cynthia disk, and 160 cps printer. connected, a user at the KSX could depress the button associated with the ISX extension, dial "9," place an outside call through the ISX, and have the CDR record and print out the billing record on an accounting report. This interconnection made for an impressive demonstration.

## Favorable Reaction

The reaction was extremely favorable. Most visitors to the booth, both current and potential Datapoint customers as well as other PBX vendors, were impressed that we exhibited the ISX so soon after its announcement. Other switches announced before ours have yet to be publicly shown.

Visitors included communications

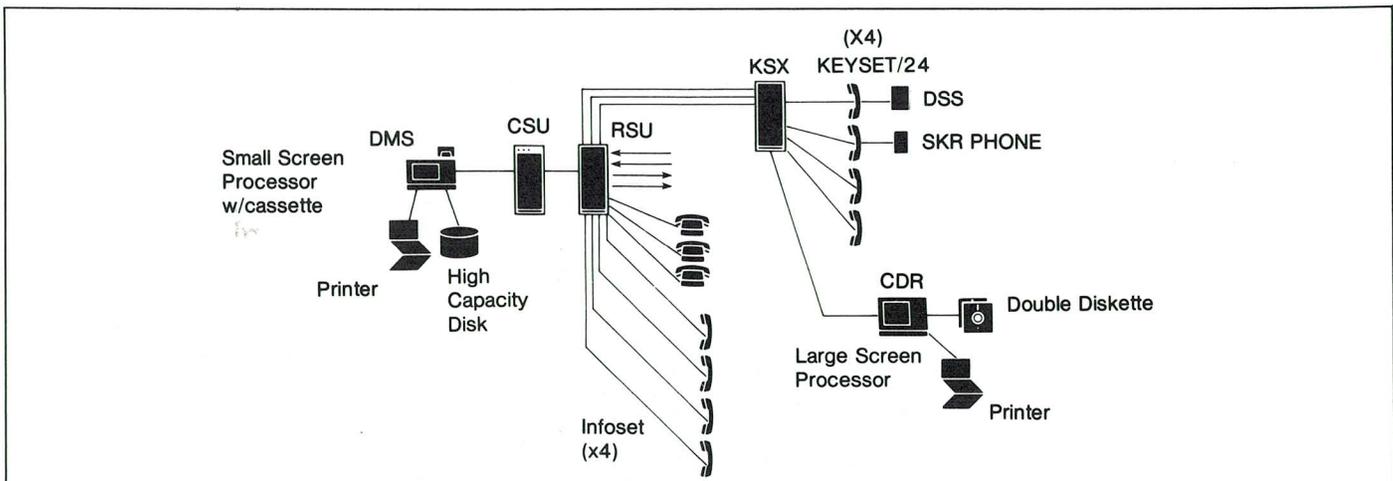
professionals from all over the U.S., Europe and Australia. Many inquiries were received for followup information of these systems as well as for our Communications Management Products, Integrated Electronic Office™, and the ARC product lines.

The ISX will function as the supercontroller of our IEO, merging voice with data in a digital network. It will link telephone lines, office systems, and ARC local networks. The KSX is a microprocessor-based key telephone system offering many PBX-like features for the under-100 telephone set office. The CDR attaches to any intelligent PBX or key system to produce LDCS™-like accounting and traffic reports.

## Deliveries, Installations Now Underway

Orders are currently being taken for all three systems. The KSX has been delivered to customers since its April introduction. The first CDR was delivered in November. Its sister DATASHARE system, Call Accounting System for Hotels (CASH), is already being delivered and installed. The ISX shown at its announcement was installed in the 8410 building running about 80 telephones in alpha test. It has been functioning perfectly since and was then shipped to San Diego for TCA. It has been reinstalled in 8410 and will undergo further testing with additional software in preparation for the first customer shipment next February.

Tom Kotras  
Ext. 5191



This configuration represents Datapoint's first public showing of the ISX, which was held at the TeleCommunications Association Conference in San Diego.

# Navy and IEO Combine Forces To Battle Low Productivity

*By special approval from Cdr. C.D. Parker, special Assistant to the Secretary of the Navy, we are able to bring you this reprint of an article which was published in the first issue of the "Department of the Navy Information Management System" (DONIMS) Newsletter.*

*SSR's Jack Moore and Geof Schelhorn of our Washington, D.C. Federal Branch brought this article to our attention. Jack and Geof continue to perform in an exemplary fashion as is evident by their accomplishments at the Department of the Navy.*

*Datapoint is currently pursuing many large opportunities with the U.S. Government, specifically the Department of Defense. The Federal Branch offers assistance to any Datapoint office who is trying to penetrate a DOD installation in their respective areas. Please contact Jack or Geof at speed number 527.*

## **DONIMS: A Navy Approach to Information Resources Management**

The Navy Department has taken the lead among DOD Agencies in implementing a Department-wide, standard, integrated electronic information resources management system. The five-year project to improve the quality of services and the productivity of the executive, management and support workforce in the Navy and Marine Corps Headquarters Commands has been underway in the Office of the Secretary of the Navy since January 1980.

Called the Department of the Navy Information Management System (DONIMS), the project staff's charter is to design, develop and implement a Navy Standard Office Information System that will provide the most effective solution for supporting the administrative information resources management needs of both the Navy and Marine Corps, using advanced technology which is now available.

A major goal of the project is to increase the effective use of information resources and new electronic

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***(The) Navy...(had) become paper-bound to the point that the movement of paper itself had set the pace for decision and policy making.***

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technology to assist the executive and professional staffs in making timely decisions. When fully implemented, DONIMS will touch the lives of approximately 15,000 people in almost 75 different Navy and Marine Corps organizations in the Washington, D.C. metropolitan area. It is estimated that over 4,000 electronic workstations will be connected through the DONIMS network.

## **Why DONIMS? The Reasons Behind It**

Navy and Marine Corps executives and their staffs have become paper-bound to the point that the movement of paper itself has set the pace for decision and policy making.

Existing systems do not allow administrative managers to provide timely, accurate responses to executive queries about the location and status of correspondence. These systems have not taken full advantage of current and proven automated information resources management technology. The result is increasing cost and decreasing productivity as the workload increases.

The urgent need in the Navy and Marine Corps is the capability for rapid and accurate collection, processing, transmission, storage, and retrieval of a large volume of information. This need can be met by the electronic office concept which provides support for ef-

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***Last year, letters were to be answered within nine days. Now, the required turnaround time is six days.***

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cient information research, coordination, interaction and decision-making.

In July 1979 the Secretary of the Navy issued a policy memorandum stating: "The time has come to cease the operation and proliferation of independent computer assisted administrative management systems, in favor of creating a centrally controlled, decentrally operated Department of the Navy Headquarters Administrative Management System."

The need for effective information resources management was further pointed out by the General Accounting Office in an October 1979 report which said: "The Navy needs to establish departmentwide requirements and use data resources in support of functional information requirements rather than to support individual commands."

## **SECNAV White House Liaison Office**

Lcdr. Don Lemmerman functions in the Secretary of the Navy's White House Liaison Office (WHLO) like the conductor of an orchestra. As the Director of WHLO, Lcdr. Lemmerman orchestrates responses to more than 700 letters monthly addressed to the White House, Congress, the Office of the Secretary of Defense, and the Secretary of the Navy.

WHLO has not always been able to manage the quick response time to correspondence which they now maintain. The staff of four action officers, four support staff members, and the Director has remained at the same level for the past several years. But the addition of a Datapoint Integrated Electronic Office

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System, installed in February 1981, has assisted the office in responding to an increased number of letters with reduced turnaround time. Last year, letters were to be answered within nine days. Now, the required turnaround time is six days.

To illustrate the new system's effectiveness, figures can be drawn from the months showing the highest number of letters answered before and after the

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***In addition to answering more letters with a shorter due date, WHLO was able to meet the six day deadline 94 percent of the time.***

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system was installed. In October, 1980 WHLO answered 755 letters, meeting the required nine day turnaround time 89 percent of the time. After the system was installed in February 1981, the biggest month was April when 980 letters were answered with a new six day turnaround time. In addition to answering more letters with a shorter due date, WHLO was able to meet the six day deadline 94 percent of the time.

The installed Datapoint system in WHLO consists of ten electronic microprocessor workstations, two printers and one shared disk processor with a backup disk processor, all linked with a high speed, local area ARC network. Lcdr. Lemmerman's staff includes action officers Capt. Chip Lohman, Lt. John Anderson, Lcdr. Mardy Hammond, and Gsgt. Eric Smith; Administrative Assistant Joan Lewis; and editor/proofreaders: DeeDee Duncan, Gloria Freeland, and Doris Goffus.

Lcdr. Lemmerman says WHLO has always ranked as one of the most paperbound offices in the Navy Department. And, as everyone knows who works with correspondence, the number of times a single letter

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***"We found that by automating the office we could cut the response time by about one-half."***

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passes through the hands of each individual in the process can significantly add to the amount of time and the cost of producing that single letter. For that reason, (and because WHLO is considered a critical Navy office) something had to be done about the amount of time spent on each piece of correspondence.

"We found that by automating the office we could cut the response time by about one-half," said Lcdr. Lemmerman. "Under the old system, in order to answer one letter the process went like this—an action officer would write out by hand or type a draft response, often cutting and pasting to get a good first draft. Next, the clerk typist would type the draft and return it to the action officer for proofing before giving it to the Director for the letter's first edit.

"Once the Director approved the letter for content, appropriateness, and completeness, he would then give

the letter to the administrative assistant, who would check the format, grammar, correct address, etc. If there were changes, the letter would go back to the action officer to complete the final copy; then, to the clerk typist to type the final draft; then, to the Director again for final approval; next, to the administrative assistant for final format review; and finally, to the Assistant Secretary of the Navy (ASN) for signature."

Prior to February 1981, WHLO has been using three stand-alone word processors, made by two different vendors. The addition of these processors decreased the amount of time spent correcting and retyping the letters. But, it was soon evident that available new technology would further decrease the time spent on each letter.

During the six-month period between February and July 1981, Lcdr. Lemmerman estimates WHLO completed 4,300 responses to incoming letters. In comparison, only 5,000 letters were answered in the whole Fiscal Year 1981. With the Datapoint electronic workstations at each action officer's desk, the responses could be electronically drafted by combining existing library paragraphs with original text. The Director receives the original incoming letters which are assigned separate control numbers. The Director can now simply call up the response to the letter

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***". . . I calculated that between February and July this year we had 17,076 less handlings of paper . . . "***

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generated by the action officer and electronically mailed to his workstation mailbox and make any necessary changes.

Next, the Director electronically mails the response to the word processing library where it can be called up by any of the WP editors who complete the final hard copies that will be reviewed by an administrative assistant and sent to the ASN for signature.

"Each person sees the incoming letter and the reply just once under this new system, in most cases," says Lcdr. Lemmerman. "It eliminates a lot of inter-office paper movement. I calculated that between February and July this year we had 17,076 less 'handlings' of paper, which is a highly significant reduction in paperwork, and it has tremendously improved the overall office productivity."

Lcdr. Lemmerman says the next improvement that he hopes to achieve is getting continuous-feed letterhead paper developed for the printers. Presently, word processing operators manually feed separate sheets into the printers. Next, he will have the electronic office system connected to and communicating with Cordex, the executive correspondence tracking system. Currently, the operators must walk across the room to another terminal which monitors all Cordex correspondence and enter the updated information.

By this fall, Lcdr. Lemmerman hopes to be able to communicate directly with the correspondence data base in the Department of Defense. This would

eliminate data entry operators from having to enter information on each piece of correspondence first at the DOD level and then again at the Navy Department level. Data on each letter referred to WHLO from DOD could be monitored and updated by WHLO personnel directly from their executive workstations.

WHLO is now a rather unique Navy office. But, in the near future many Navy and Marine Corps offices will have similar capabilities designed specifically to

their needs through efforts of the DONIMS Project Office.

*Thanks again to Cdr. Parker and his DONIMS team for their fine article. If you have an IEO success story which you think others might find interesting, contact Product Marketing and we'll help get it published.*

*Joyce Paes  
Ext. 5191*

## Datapoint Joins Navy Automation Project

From the September issue of *Government Executive* (page 53) comes the following report:

A second project — automation of office stock control application — at the Navy Ships Parts Control Center (NSPCC), Mechanicsburg, Pennsylvania was launched with recent signing of a USN/Datapoint contract (sponsored by Navy Publications & Printing Service under auspices of Research and Technology Division, Naval Supply Systems Command).

A unique shared cost contract is being used to permit the Navy max-

imum flexibility in researching and developing integrated office systems. ("Inside the Automated Office," *Government Executive*, August 1981.)

The project involves using newly released Datapoint office products to automate such stock control applications as forecasting workload, preparing designated overhaul point (DOP) effectiveness reports, building repairable management master files, and preparing technical and financial status logs and files. Datapoint's ARC networking, PBX, and LightLink™ communications

systems will be an integral part of the experiment.

Key objective for the Navy projects is to experiment with integration of various office products, communications networks and printing systems to rapidly locate, reformat, and process information and to increase office productivity.

Battelle Columbus Laboratories and TRG Washington Group, Inc. (TRG) are developing a productivity enhancement forecasting model for the program. Objective of this initial model is to provide a means for Navy personnel to forecast potential enhancement in productivity of various office automation systems prior to procurement.

## 9660 Laser Printer Features



Datapoint's new 9660 Laser Printer is a laser-scanned electrophotographic, non-impact printer. The excellent print quality is one feature that makes the 9660 Laser Printer well suited for office applications.

The 9660 Laser Printer can print as many as 20 surfaces per minute (approximately 1300 LPM). As many as 32 different fonts can be used for each sheet of paper.

Five input paper drawers make it possible to use various paper sizes. Sixteen to 22-pound paper may be used. Each input drawer contains a removable tray that can be loaded with a maximum of 500 pages of cut-sheet paper.

Each output module has 10 user-addressable bins. Each bin allows storage of 200 sheets of paper. As office needs increase, the output capability of the Laser Printer can be increased to as many as eight modules (80 output bins) per printer.

The 9660 Laser Printer is logically connected via the ARC inter-processor bus to an advanced business processor running in an RMS environment. This printer can be shared by multiple users through IEOS or other RMS applications software.

An optional Printer Accounting Package allows you to track printing costs and distribute them equitably. In addition, document security and user privacy is available through optional output lockboxes which can be inserted and locked into an output bin. With special keys, these lockboxes can be removed without compromising their contents.

The Laser Printer features built-in upgrade capability. By adding memory, graphics options, output modules, and type fonts, the 9660 can grow to fit expanding needs.

*Debbie Pena  
Ext. 7151*

# RMS Software For the 8620, 8630

Consider this scenario: Your customer is ready to sign on the dotted line for an order for 8620s and 8630s that will make you rich and famous. But your customer is a wise old fox, and asks the seemingly innocent question "What about software?" If you study what follows, you'll be ready with an SOS begging for a signature.

## Software Availability

As you are well aware, only RMS software will be distributed with the 8620 and 8630. What you already know about ordering RMS software still applies. If you have questions about license fees, monthly software maintenance, or training requirements, consult the Software Ordering Handbook (document number 61120). All that's new with the advent of the 8620 and 8630 is that the software is available on new media.

All RMS software is geared up to support the 86XX hardware family except for 9829, RMS Communications. We are still looking for betas for this software. If you want communications, volunteer for a beta! (Call Joe Jackson, Product Marketing Software, at 7151 and make his day!)

## For An 8620

With the advent of the 8620 in the product line, RMS software is now available for delivery on either 10MB cartridge disk (for use in the 9310 drive) or on DSDD diskette (for use in the 1401 drive).

Order RMS on the 10MB cartridge disk in the same way that you order other disk media. All currently available RMS software fits easily on this media. List the 98XX software model codes your customer wants on an SOS and follow them with 20834, the new model code for a 10MB 9310 cartridge disk with setup. The price is \$260. (U.S.)

So a typical order to be delivered on the 10MB (9310) cartridge disk might be:

Quantity	Model Code	Description
1	9835	RMS Nucleus Utilities, DATASHARE
1	9831	RMS DATABUS
1	9836	RMS COBOL
1	20834	10MB (9310) Cartridge Disk Media/Setup (RMS)

The DSDD diskettes add a new wrinkle, though. Multiple 98XX software model codes are not available loaded onto one DSDD diskette. So a correct order in this circumstance lists a 98XX followed by 40468, the new model code for RMS DSDD media

and setup, then another 98XX and 40468 pair, and so on, until all of what you want is listed. Each diskette costs \$15. (U.S.). Use the following list to determine how many diskettes to order for each 98XX:

Model Code	Description	Number 40468s
9830	RMS Nucleus and Utilities	6
9831	RMS DATABUS	1
9832	RMS DATASHARE	1
9835	RMS Nucleus, Utilities, DATASHARE	7
9836	RMS COBOL	1
9837	RMS RPG	1

The same sample order given earlier would look like this for RMS DSDD media:

Quantity	Model Code	Description
1	9835	RMS Nucleus, Utilities, DATASHARE
7	40468	DSDD Media/Setup (RMS)
1	9831	RMS DATABUS
1	40468	DSDD Media/Setup (RMS)
1	9836	RMS COBOL
1	40468	DSDD Media/Setup (RMS)

RMS software maintenance for an 8620 will also be handled a little differently. When an 8620 customer receives a mailgram announcing a new RMS release, all that has to be returned is a signed letter requesting the maintenance update. (Hard disk customers will still need to send in their RMS Master Maintenance Disk Pack to have the update put on it.) The software will be shipped on RMS DSDD diskettes. Just as with the rest of RMS, one copy of any documentation updates will also be shipped. The customer may order extra copies of the documentation updates at this time.

## For An 8630

Bet you guessed this one — since the 9301 disk is not removable, RMS software will be distributed on a 20MB tape cartridge. All of the RMS software currently available will fit on one 20MB tape cartridge. Order software just as you would order it to be delivered on hard disk media. On an SOS list the 98XX software your customer wants and follow them with 20828, the new model code for a 20MB tape cartridge with setup. The price is \$43. (U.S.)

The same sample order as above would look like this delivered on 20MB tape cartridge:

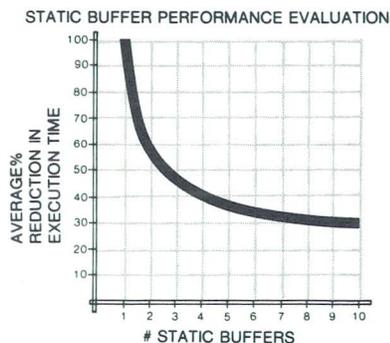
Quantity	Model Code	Description
1	9835	RMS Nucleus, Utilities, DATASHARE
1	9831	RMS DATABUS
1	9836	RMS COBOL
1	20828	20MB Tape Cartridge media/setup (RMS)

Carolyn Lusk  
Ext. 7151

# Static Buffers Speed RMS DATABUS

Suppose you have a customer who is doing sequential file I/O to a text formatted file.

Mr. Magic was using his magic wand last week and ran some "performance evaluations" on the use of STATIC and DYNAMIC buffering. DYNAMIC buffering acts as if you specified STATIC=1. Under DATABUS® there was virtually no difference between a test run with the DYNAMIC option versus a test run with STATIC=1. But if I specified STATIC=n where n ranged from 2-10, some dramatic results occurred.



This curve represents the average performance increase experienced in running tests on 6600 and 8800 processors with various types of disk. The tests consisted of reading or

writing 10,000 records of varying lengths.

If you consider the STATIC=1 time to be the base percentage for performance, the average performance for STATIC=2 took about 58% of the elapsed time. But if you want to cut the I/O time in half you probably should use STATIC=3, since performance at that value was about 47% of the STATIC=1 time. Additional static buffers appeared to have little impact on the throughput of the tests.

Oh, by the way: According to the DATABUS manual each STATIC buffer only takes 256 bytes of memory so you don't really give up much in terms of memory for the vast increase in performance available.

As usual, I must add that your results may be different than mine. The actual numbers ranged approximately 10% around the averages. Applications vary, and system load may have an impact on static buffers.

I will be waving my wand again next month to offer information on the effects of STATIC buffering on ISAM access.

*Ted Rohling*  
Ext. 7151

## Software Ordering Handbook Updated

A new version of the Software Ordering Handbook is now available. Software ordering changes made before Sept. 30 are reflected in this revised manual.

The Software Ordering Handbook is the single definitive source on ordering software, from correctly completing the proper form to describing Datapoint's current software offerings via copies of the Software Catalog and software "pink sheets."

To get your copy of the complete manual, order document number 61120 from Software Services. You'll also want to get a two-inch permashield binder (#7158) from Printing Services.

The text describing the ordering process, including flow charts and instructions for filling out the correct forms, is available separately as document number 61170.

*Carolyn Lusk*  
Ext. 7151

## Errata

In the October issue of *Datapoint Marketing News*, "Ordering Instructions for 800/1600 Magnetic Tape Drives" listed the installation price as \$1785. The price is \$175. Please make a note of it.

*Joyce Paes*  
Ext. 7151

## Procedure Corrections for SUG

There is an error in the Supervisor's Users Guide for IEOS (model code 50547) regarding naming documents from one subdirectory to another, with ultimate distribution in another library.

On page V-1 the reference at the bottom of the page says to OUTPUT the document that is to be named to the system. Page V-2, paragraph 4, explains the procedure for adding this document to another library.

This procedure is incorrect. If you want to transfer an IEOS-created document to another library through DOS, you should use the COPY command. The OUTPUT

command does not take any of the IEOS formatting along with it. It strips it of all primary and embedded secondary formatting. If you try to copy an OUTPUT'd document into a library, the system will ask if you want to convert it. This will put a new line command for every line of text, as if it was reformatting a DOS created file. This will make it very difficult for you to edit because the integrity of the document has been lost through the conversion.

If you want to move information from one library to another via DOS, make sure to use COPY instead of OUTPUT so that IEOS formatting is preserved.

The best way of moving documents from different subdirectories is to go to the utility menu and MOUNT the other's volume, and then go back and COPY that document from the other's library to yours. Then DISMOUNT the other volume.

If you know any customers who may be able to use this information, a phone call or visit may be appropriate.

*Shannon Neal*  
Ext. 5191

## The Marketing News Interview

# RMS Gives IOG an Extra Operating Edge

*Because of the recent IOG Distribution Network acquisition, management recognized the need for a dedicated systems function. Dave Jacobsen was charged with the responsibility of designing and implementing business systems to serve the new International Operations Group.*

*A functional analysis determined that several business data processing systems would be required. To develop those systems, it was necessary to analyze and select a data processing capability that would satisfy IOG needs on a long-term basis.*

*Dave recognized that equipment capability was not a problem. In order to take full advantage of that equipment capability, he analyzed and chose RMS as the resident operating system. Results have proven it to be a sound decision.*

*The following is an interview with him and his lead programmer:*

---

**Q** Dave, you did a functional systems analysis. What business needs from an international operating standpoint became apparent as a result of that analysis?

**A** The first areas explored dealt with the processing of orders for the new international distribution network. From a transaction point of view, equipment and software business is currently conducted through the domestic order management system. Spares and consumables business represent a very high transaction rate and that business was performed in a purely manual manner. Management decided that the spares issue is where we could do the most good in the near future.

As a result, our first major application is a full scale order administration system for the conducting of spare parts and consumables business. That system was designed, developed, and implemented at the beginning of the fiscal year.

Current efforts are underway to provide similar capability for equipment and software business. Future systems will deal with billing and receivables. We are also maintaining historical data by distributor and products for analysis of our business.

---

**Q** From a system development and implementation viewpoint, what are some of the criteria that you felt essential to the new international systems?

**A** We were very concerned with current and future systems capability. Since most business is transactionally conducted throughout the day, we wanted that capability to be interactive. We wanted to make sure that

we did not have typical file space problems knowing that the size of our files would be continually increasing. We had to find some manner in which to not let this upset business. We discussed system configuration in respect to processors, peripheral storage, output, the cost of these items and worked up what we felt would be a satisfactory configuration. The more we analyzed these criteria, the more obvious RMS became in respect to the best viable operating solution.

---

**Q** What advantages do you perceive with RMS?

**A** One important advantage is that file sizes cause no real problems and that file management responsibilities are eased.

Another RMS advantage is smooth multi-tasking; it is possible to drive a printer, perform file processing activities and perform additional logical functions with a single processor.

ISAM addressing schemes can be better utilized to identify transactions functionally, as opposed to a relative record number; the adding of ISAM keyed transactions presents no problem as timings in a high volume situation do not degrade with tree structures and ISAM indexes adequately buffered. It is very important to have ISAM logic in an interactive environment without degradation. RMS makes this a reality allowing systems to be more responsive to interactive and selective information needs.

Resource sharing under RMS is enhanced. An example: RMS allows use of printers that are in completely different physical areas. The communications facilities are also enhanced. One telecom device in a network will accommodate any given telecommunications requirement from anywhere in the local network.

Another major capability of RMS is true resource/device independence. Output statements may be directed to disk, a printer, a CRT, a tape with basically the same verbiage, by simply declaring which output resource these commands are to apply to.

---

**Q** How have you utilized these advantages in your system?

**A** Some of these issues were discussed earlier. Dual or alternate key capabilities have enhanced our ability to address common data via different functional/user search arguments. Management often needs to examine information from an entirely different viewpoint than administrative areas. We insist that our application systems be user intensive.

We drive printers interactively in the required functional operating area from several different processing points. This resource management capability allows for efficient and cost effective resource employment. Pro-

cessors are not required locally to drive printers.

The Batch Job Facility gives us the capability to drive any computational or peripheral resource in the network from a common workstation.



**Quite a few of our DOS customers are doing their updating at night. Are you having to do that with the RMS system?**



No. Business transactions and their impact on the system database occur interactively. Our new systems update the functional database hand in hand with the transaction. As an example, all file maintenance is performed in a pure realtime mode. All transactions and transaction editing and entry is done in realtime mode. The transactions' effect on the on-line data base is a perpetual background process that runs concurrent with the live generation of the transactions.

This approach provides us with some significant operating capabilities. Users never have to wait for database updates to take place resulting from transaction entry and posting. They can immediately enter subsequent transactions.

All transactions are posted throughout the database in a timely enough manner that by the time subsequent transactions must occur, the system is 100 percent updated and waiting for something to do. The bottom line is that all of the interactive advantages are available to the user community. The functional effect of those transactions on the business are immediate. Concurrent system updating guarantees database wide consistency.

A typical situation will find orders being entered and modified, schedule dates being posted, multiple inquiry capabilities being exercised, invoices being created, and shipments being processed and confirmed affecting backlog and inventories, all going on at once. Additionally, order acknowledgment and shipping invoices are being interactively produced in their respective functional area. Inquiry capabilities are directed at administrative functions, management marketing information needs, and product activity/history concurrently as different user communities need to see common business from their functional viewpoint.



**All your updating is now on-line. What functions, if any, are being performed in a batch mode?**



We perform a number of operations in batch. It is necessary to produce log documents representing the day's transactions. Some examples include: reports identifying bookings, shipments, their effect on the backlog, by each agency we're doing business with. Another batch function we have developed examines the entire database to ensure that it is 100 percent consistent and in balance with itself. There are information needs from other systems in the

corporation that are being captured in a batch mode. Certain historical data is transaction driven but posted in a batch mode. Yes, we do have batch requirements, but they are significantly minimized because of our ability to do most typical postings and accumulations of information on-line.



**What applications languages are your systems developed with?**



We did not settle on any specific application language. We employ both DATABUS and COBOL as our host development languages. We particularly like the manner in which RMS handles DATASHARE and DATABUS in that it pages larger segments of code, making executable code load time very transparent. We use COBOL where appropriate. It is often necessary to handle matrix manipulation in respect to large accumulative processes. We employ the advantages of COBOL in these areas.



**Have you found RMS difficult to use?**



No. Like any new product, there is a learning curve. We handled that issue with relative ease to the extent that we were able to accomplish the following.

We started from scratch with one programmer and a two-drive MIDS system. Our initial applications venture commenced in May. Two additional programmers joined our staff in June. That first system represented a complex business application consisting of 43 programs. That product was implemented Aug. 10, the same year, under RMS.

Our network and hardware obviously increased, but RMS made upward growth basically transparent. As operating systems go, RMS is "user friendly" and interactively informative. The new pocket guides are well organized around key issues and provide exceptional convenience.

In summary, we are very high on RMS. I feel we can compete in new market areas. Batch capabilities are significantly improved. Intelligent systems design coupled with RMS can provide tremendous improvements in overall data processing capabilities. Phased release of scheduled enhancements around a sound product nucleus allows for fast conversion to RMS with the knowledge that as systems mature, additional capabilities will be available. RMS is a current reality and a long term product for the future.

*Bob Harris  
Ext. 5212*

# Small Systems Model Codes

This article is basically an update of an article which appeared in the June issue of *Datapoint Marketing News*, (called *Out-Think* at that time), no. 34. Since then, the 1500 systems have moved to Refurb Marketing under John Tysall, the 8600 was announced, and the sales force was expanded. So we felt that an update to that article was necessary.

Model codes for Small Systems Products are really quite simple. First, there are three groups of processors: the 155X group, the 18XX group, and the 86XX group. There are two groups of disks, the 93X0 and the 930X. Finally, there are two types of diskettes, the 140X and the 141X.

## 155X Processors

The 155X is a Z80A-based processor which can execute DATABUS/DATASHARE, BASIC, FORTRAN, numerous communications protocols, and can work under CP/M, COBOL, PASCAL, and SUPERCALC. The disk systems which attach to the 155X are the 140X and the 93X0. The 1550 is used for store and forward applications, as well as standalone data processing and word processing systems. Memory is 32K, 64K, and 96K.

## 18XX Processors

The 18XX processors are expanded 5500 instruction set machines, so they offer compatible software with all Datapoint processors. The 18XX offers all Datapoint languages of a 155X, plus COBOL and RPG and more communications.

It does not support CP/M. The 1800 is equally adapted to data processing and to IEOS and EMS, and the user can participate on an ARC system. The 1800 is at the smaller end of the ARC product line. Memory size ranges from 64K to 128K.

## 86XX Processors

The 86XX processors are the newest additions to our processor family. They offer superb price/performance capabilities. Offering the speed of a 6600 processor at less than half the cost, it is a real winner. This product is equally versed in data and IEOS applications. Memory ranges from 128K to 256K.

## 930X Disks

The 9301 disk consists of 20MB fixed disk and 20MB cartridge tape. The disk is Winchester technology on four 5¼ inch platters sealed for protection. The tape is used for backup and data transfer and can back up 20MB of disk data in less than 15 minutes. Extension drives come in 20MB (9303) and 40MB (9302) units. The 40MB is comprised of two 20MB devices.

## 93X0 Disks

The 93X0 has only two model codes. The 93X0 is a 10MB removable cartridge drive that is used on 15XX, 18XX, and 8600 processor groups. A 9310 includes a drive and controller, while the 9320 is simply a 9310

with the FPCA (four port comm adaptor) included for use with DATASHARE on 15XX and 18XX systems only.

## Diskettes

Next, let's look at the diskettes. Some abbreviations will make this a lot simpler:

- SS = single-sided
- SD = single-density
- DS = double-sided
- DD = double-density
- SSp = single-spindle (module with one drive only)
- FPCA = Four port comm adaptor

The 14XX diskettes don't run on the 14XX processors — there is no such beast. They run on both the 1800 and the 1550 processors. The model code breakdown is as follows:

1401 = DS/DD/SSp	1550	(1MB)
1403 = DS/DD	1550	(2MB)
1404 = SS/DD	1550	(1MB)
1411 = DS/DD/SSp	1800	(1MB)
1413 = DS/DD	1800	(2MB)
1412 = SS/DD	1800	(1MB)

Both the 1550 and the 1800 can handle as many as four 14XX modules. They cannot be mixed with the refurb modules 154X or 184X on the same processor. However, they can coexist with each other on the appropriate processor. So a 1403 and a 1404 can be used together on a 1550 to give you 3MB of storage.

## The Small Systems

Well, that covers all of the components. But what about the systems? Here they are:

Model Code	Processor	Memory	Diskette	Disk	Other
1552	1550	32K	1404	---	---
1553	1550	32K	1403	---	---
1558	1550	64K	1403(2)	---	---
1554	1550	64K	1401	9310	---
1555	1550	64K	1401	9320	---
1802	1800	64K	1842	---	---
1804	1800	128K	1842	---	---
1812	1800	64K	1413	---	---
1814	1800	128K	1413	---	---
1816	1800	64K	1411	9310	---
1817	1800	128K	1411	9310	---
1818	1800	64K	1411	9320	---
1819	1800	128K	1411	9320	---
1820	1800	128K	1411	9310	RIM
1891	1800	128K	1411	9310	RIM
					Passive Hub
					3/3810
1892	1800	128K	1411	9310	RIM
					Passive Hub
					2/3810
					1/3812
1893	1800	128K	1411	9310	RIM
					Passive Hub
					1/3810
					2/3812
1890	1800	128K	1411	9320	2/8200
8601	8600	128K	---	---	Memory
					Upgrade
					Only
					Expandable
8602	8600	128K	---	---	---
8620	8600	128K	1401	9310	---
8630	8600	128K	---	9301	---

### Notes on Options

Some options are associated with the preceding processors. The 0101 option is an additional 32K of memory to be factory installed in the 1550. To order the maximum of 96K on the 1550, just order two 0101 options with the processor order. To install 32K of memory in an existing 1550, order the 6674 memory expansion kit. It gives 32K additional memory. The 0101 is factory installed only; the 6674 is field installed only. Option 5151 will give you a 1550 with a removable keyboard. Model code 0569 upgrades a 1500 to a 1550.

Another option is 0105. This applies only to model codes 1816 through 1820, 1891 through 1893, and 1890. It will give you a system with the 1411 drive.

### Connecting The Drives With The Processors

The chart below shows which drives go with which processors, and which drives go with which drives. The "X" indicates valid combinations and this chart includes refurb products 1541, 1542, 1543, 1841, and 1842.

The following is a breakdown of all the drives:

1401 = DS/DD/SSp	1MB
1403 = DS/DD	2MB
1404 = SS/DD	1MB
1411 = DS/DD/SSp	1MB
1413 = DS/DD	2MB
1541 = SS/SD/SSp .25MB	
1542 = SS/SD	.5MB
1543 = SS/SD	.5MB
1841 = SS/DD/SSp	.5MB
1842 = SS/DD	1MB
9310 = 10MB Disk	
9320 = 10MB Disk with FPCA	
9301 = 20MB Disk with 20MB Tape Cartridge	
9303 = 20MB Extension	
9302 = 40MB Extension	

*Jim Whitehouse  
Ext. 7151*

### Connecting the Drives with the Processors

Processors	14XX					15XX			18XX			93XX			
	01	03	04	11	13	41	42	43	41	42	10	20	01	02	03
1500						X	X	X			X	X			
1550	X	X	X				X	X			X	X			
1800				X	X				X	X	X	X			
8602	X										X		X		
Disks															
1401		X	X								X	X			
1403	X	X	X								X	X			
1404	X	X	X								X	X			
1411					X						X	X			
1413				X	X						X	X			
1541								X			X	X			
1542								X			X	X			
1543						X	X				X	X			
1841										X	X	X			
1842									X	X	X	X			
9310	X	X	X	X	X	X	X	X	X	X	X	X			
9320	X	X	X	X	X	X	X	X	X	X	X	X			
9301														X	X
9302													X	X	X
9303													X	X	X



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# Datapoint Printers: A Comparison

Datapoint currently offers two types of high speed line printers. The first, the 9214/9297 Belt Line Printer, has been in the product line for several years. This product is extremely reliable, and is ideal for those medium speed/medium duty applications which do not require letter quality print, but need relatively fast throughput.

The second printer is a new Datapoint product and offers a set of features unparalleled in Datapoint line printer history. Utilizing band technology, the 9257 and 9258 line printers feature operator changeable fonts, operator selectable forms length (6—8 lines per inch), and a stylish acoustic cabinet option.

The table below compares the features of the printers. All prices are U.S. dollars.

	9214/9297 Belt	9257 Band	9258 Band
Price, standing configuration	\$8500	\$10800	\$14500
Price, with acoustic cabinet	N/A	12450	16150
Rated throughput	230 LPM	300 LPM	600 LPM
\$/LPM	\$37	\$36	\$24
Changeable fonts?	no	yes	yes
Compressed pitch option?	no	yes	yes
5500 I/O Interface?	yes	no	no
Serial Interface?	yes	no	no

Now, take a look at the chart entitled "Speeds of Datapoint Printers." As you can see, as line density exceeds 70 characters per line, the band printers are much faster than the belt printer. Keep this in mind when selling printers.

Also, remember the acoustic cabinet option. No one but Datapoint offers a quiet, high-speed line printer.

The new band printer is a high quality addition to our product line and an outstanding performer in the DP market. With the acoustic cover, it is one of the most attractive printers offered by any vendor, both in performance and aesthetics.

*Jim Moore*  
Ext. 7151

## 8200 Upgrade Requirement

When preparing your customer for an IEOS/RMS installation, don't overlook the requirement of an 0592 upgrade kit for all 8200's.

The model 0592 upgrade kit consists of a new general purpose keyboard, with matte finish key caps and keyboard ROM capable of handling the IEOS repeat functions, plus the model 0567 ROM (at no charge) capable of handling all display functions.

It is important to note that when you answer the options in configuration mode, you must answer "YES" to Set W. P. repeat. This is necessary for activating the keyboard ROM that allows IEOS to control the repeat functions.

The model 0592 kit can be ordered now for \$200 (U.S.). There is also a one-time site fee of \$80 and a per unit installation charge of \$25. (Refer to U.S. Price schedule, page 14.)

The model 0592 kit will be available on a limited basis in January. Beta sites have first priority.

*Joyce Paes*  
Ext. 7151

## 9611 Beta Update

Ten customer sites throughout the U.S. have run beta tests on the new 30 cps printer. And it has received rave reviews! Customers like the design of the printer, and they recognize that it is well suited to the office environment. Plus, the cartridge ribbon is great. It's very easy to change.

The 9611 also has a left margin guide to facilitate paper insertion. The quiet performance of the printer is made possible by a plastic sound guard which fits over the top of the printer, but still allows for the easy insertion of paper.

The optional printer stand makes it easy for customers to move the printer from one location to another.

Documentation available: Flysheet — 61069.

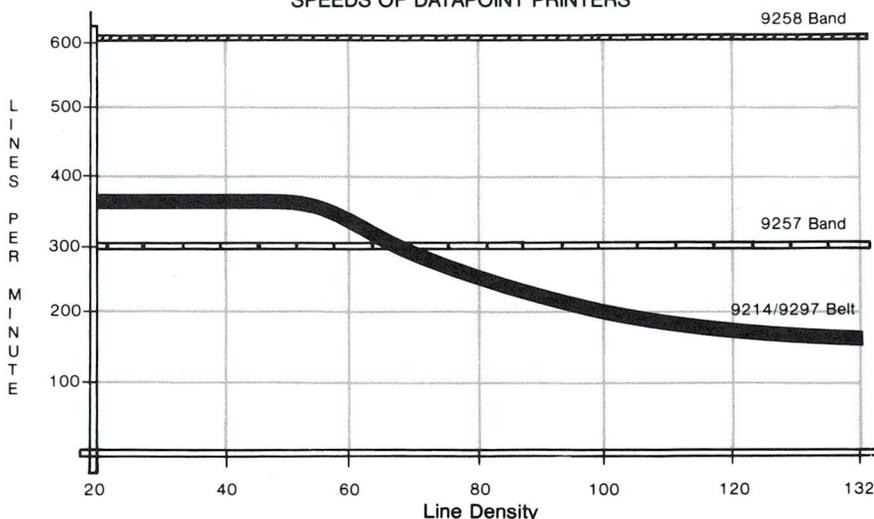
Product Specification — 61155.

Guide to Operating Datapoint

Equipment — 61154.

*Debbie Pena*  
Ext. 7151

SPEEDS OF DATAPOINT PRINTERS



# CP/M Revisited

*Our sales force has grown since CP/M was announced on the 1550 and a lot of questions have surfaced concerning CP/M. The following is an excerpt from the December 1980 Datapoint Marketing News, no. 29.*

## CP/M Available on 1550

Lifeboat Associates, a New York software company, has announced it will market a CP/M disk operating system compatible with the Datapoint 1550 processor. Lifeboat develops and markets systems and applications software, and markets application software from other firms. They support their products via telephone.

CP/M might be described as an industry-standard operating system for small computers that use 8080 and Z-80 central processing units (of which there are literally hundreds of thousands in use). Software designed to run with CP/M is transportable among a wide range of various small computers, since the application software interfaces with CP/M rather than with the machine itself.

## CP/M — Key to Applications Programs

A look through a consumer minicomputer magazine such as *BYTE* shows that a large portion of the software ads are offerings for CP/M systems. These include many reasonably priced packages, used by small businesses that don't have the time or money for in-house programming. Thus the addition of CP/M makes the 1550 available to this already vast small business computer market, populated by many businessmen ready to move up from their hobby-grade computers to commercial-grade systems such as the 1550 backed by professional service.

## Interfaces Computer with Software

CP/M is an operating system, a layer of software that masks the hardware and makes it "impersonate" a computer defined by CP/M itself. Once CP/M is loaded on a system, the details of the hardware become irrelevant to the user. As far as he is concerned, he is

dealing only with CP/M; the operating system does the rest.

Similarly, a program need only be designed to run under CP/M, not with any particular hardware configuration. This ability to mate virtually any minicomputer and software is one of the main reasons for the growing popularity of CP/M.

## CP/M Today

The popularity of CP/M has mushroomed. It is inexpensive compared to software for large computers, and it provides a machine-independent environment for the wider world of software. With CP/M, a particular brand of BASIC interpreter will run the identical application program on a wide range of different systems. CP/M is spartan in its use of memory space, and is also forgiving, making it difficult for the user to destroy his program inadvertently.

## A Caveat: It's Their Software

It must be remembered that the CP/M software is a product of Lifeboat Associates, not Datapoint, and that no Datapoint System Engineers will be trained in it, nor will they support it. Lifeboat, not Datapoint, should be contacted directly for information about CP/M or purchasing requirements.

## CP/M Operates Under License

Each CP/M diskette includes an end-user license as part of the purchase price. Making copies of the program is not permitted.

CP/M for Datapoint 1550/2150 is available for different configurations including two 9320 configurations. The hard disk versions bring the vast storage capabilities of Datapoint's 9320 Hard Disk System to the CP/M environment. They store up to 10MB of data and programs at data transfer rates up to 10 times faster than floppies. The 9320 hard disk configurations provide for convenient backup of programs and data to and from floppy disk.

Under current law, owners of a program may license the program, require the licensee to pay license fees for each copy of the program licensed, and prohibit the licensee

from making unauthorized copies.

If unauthorized copies are made, the program owners can obtain an injunction against the licensee's further use of the program and require the licensee to return all copies of the program to the owner.

Lifeboat Associates has prepared a 34-page pamphlet listing all of the CP/M software currently available for the 1550. To order the pamphlet contact Lifeboat and request catalog number 19.

Lifeboat Associates  
1651 Third Avenue  
New York, NY 10028  
(212) 860-0300  
Telex: 640693

## Slide Code Documentation Numbers

This is a list of document numbers for slide presentations currently in Software Services:

Datapoint Equipment	60406 *
ARC	60551 *
LDSC	60769
ACD	60770
IEOS	60969
DATASHARE 6	60978
Corporate	60982 #
RMS/8800	61003
ISX	61124 *
KSX	61128 *
CDR-CASH	61150
Mini-ACD	61151
1800	61181
8600	61228 #
Color Business Graphics	61260 #
Laser Printer 9660	61262 #
CBG/9660 Announcement	61266 #

# — new slide presentations as of Nov. 1

\* — slide presentation that will be updated by Jan. 1

## DS1500 1.1 Ready to Go

You've been reading about DS1500, the new DATASHARE for 1500s and 1550s, in the last few issues of *Datapoint Marketing News*. Well, it's finally out! The model code for DS1500 1.1 is 20727.

Also be sure to order the media upon which you need it loaded: 20697 for SSSD, 20809 for SSDD, or 20793 for DSDD. In each case the software only requires one diskette that cost \$15. The user's guide is model code 50482 and the cost is \$4. (Prices are in U.S. dollars.)

Carolyn Lusk  
Ext. 7151

# Financial Selling: Tips on Making Third Party Agreements

You don't have to be a banker, tax consultant, or accountant to sell financially. In fact, many people believe you sell financially only to controllers, financial officers, or company presidents. Many people completely overlook operations personnel who are concerned with budget control, increased production with a flat or reduced budget, return on assets, and other important financial matters.

Here are a few hints on how to think and sell "financially":

## 1. Listen to your contact's business problems.

Has his budget been reduced? Or cut? Must he add new projects even though his budget is flat? Can he approve operating leases, but not capital appropriations (purchases)? What is his signature authority? His boss's?

## 2. Find out how the company is faring financially.

Read company annual and quarterly reports. Is the company profitable? Maybe they need investment tax credits to reduce their taxes. Have they lost money? They will surely want to reduce their monthly expenses. Why not offer them an alternative operating lease through a third party which reduces their monthly lease payment? This means purchase to you, and savings to your customer!

## 3. Determine if the company finances other equipment through third parties.

Maybe they have financed a fork lift through XYZ Leasing. Contact XYZ and ask whether they would be willing to finance Datapoint systems on their master agreement with your customer. This requires an amendment to XYZ's agreement.

The advantage for you is that they already have credibility with your customer's controller and financial officers.

## 4. Listen to your financial contact.

No one buys equipment without a technical check. In order to sell financially, your technical contact must approve the equipment to be purchased as viable, sensible, and state-of-the-art. If your contact is concerned about maintenance, disk capacity, printer reliability, or other aspects of the system, handle these objections quickly while you are presenting "alternate financial strategies" to the financial evaluator.

## 5. Don't rush in with the third party option price!

First find out whether the company leases equipment, or uses third party dollars to finance equipment.

## 6. Communicate their lease/purchase requirements to your operations financial marketing manager and third party.

Like all of us, third parties have different strengths and weaknesses. Some are super on creative, stair-step payment deals; some take residual positions in order to lower a customer's monthly lease payments; some use tax shelter oriented leases and want all the the ITC and depreciation they can get. But the local third party you may use may not be compatible with your customer's needs. Understand your customer's financial requirements before you bring in a third party leasing company.

To sell financially, you must put yourself in the business shoes of your customer. Listen for cash flow problems, reductions in budget, needs for tax protection, and methods used by your customer to finance other equipment. These principles apply to new sales, lease-to-sale conversions, and upgrade situations. So remember: listen and use your management and home office financial resources.

## 8600 Progress Update



*The 8600 has been in production for only about three months now, but high demand keeps these Quality Control technicians busy. In order to keep pace with demand, this final assembly and burn-in area will soon be automated with carousels and other aids.*

# Memory Manager Improves 1800, 3800 Performance

With release 1.5 of IEOS/DOS, users many obtain significant performance improvements with the 1.5 memory manager. These improvements will become noticeable with as little as 96K, and will increase markedly with larger amounts of memory.

The memory manager loads frequently used overlays into upper memory of processors with more than 64K. This allows the overlays to come from memory rather than disk, thus speeding up execution of the routines that have been prestored by the memory manager.

There are several points that should be noted concerning the memory manager:

1. The memory manager is table-driven — i.e., its table contains initial default settings that have been determined to be best for normal systems usage. In addition, the memory manager is self-learning to a certain extent, since overlays are maintained in the table on a "most recently used" basis. This means that whenever memory is needed to bring in an additional overlay, the

memory manager will retain those overlays that have been used recently, and instead select one that has not been referenced for some time. The space that had been occupied by this selected overlay will be reused for the new overlay. The net effect of this policy will be that frequently used overlays will tend to be resident all the time, with infrequently used ones being loaded on an as-needed basis.

2. Overlays are loaded into memory from disk only when they are actually needed. Thus, the memory manager will have no effect at all in the situation where a command is being invoked for the first time (for example, when the system has just been turned on).

To obtain full benefit of the memory manager on 18/3800's, the memory size should be upgraded to 120K, with the model 0542 Memory Expansion Kit. The kit is priced at \$1,600 (U.S.), and has a lead time of 4-6 weeks.

Release 1.5 is available now for 18/3800's.

*Joyce Paes  
Ext. 7151*

## Customer Visits Produce Sales (If You Do Your Homework)

The folks in Product Marketing who help you during your customer visits to San Antonio now need your help. We don't feel we can do our best for you and your customer if we are not well prepared.

Here are our suggestions for making your customer visits successful:

1. Plan your visit and agenda as far in advance as possible so that the people in Guest Services have time to plan a visit that is worthy of your customer.

2. Make sure that you understand the purpose of the trip. If your customer is expecting a presentation by a Datapoint Corporate Officer and the officer is not available during the customer's visit, you will have a problem — and probably not have a sale.

3. If you've done your homework, speakers won't have to overview their part of the product line. The basics should be covered in advance by you and the Systems Engineers in your local area. That way, time spent by home office personnel with your customer will include detailed information of benefit to you and customers.

4. We in Product Marketing feel "If it's not ARC, it's not really Datapoint!" Please overview the ARC system prior to your trip here. Most speakers will assume you've taken that very basic step prior to your visit. If your customer understands ARC, he or she will be more receptive to Datapoint's overall philosophy of office integration. It's a fascinating concept —

## Marketing News Notes

The Oct. issue of DMN listed the installation price for 800/1600 magnetic tape drives as \$1785. The correct price is \$175.

There has been a model code change to the 8620 system configuration. 8620s will include the 1401 diskette drive, not the 1411 as was previously announced.

The official Datapoint banner may be ordered from Peter Van de Putt, Dixie Flagg Manufacturing Co., P.O. Box 8618, San Antonio, 78208. Or phone 512-227-5039.

The 4th Annual Datapoint Rep Conference will be held Jan. 20-22 at the Four Seasons Plaza Nacional in S.A. If you haven't made your reservations yet, contact the hotel at 512-229-1000.

L. Schmalenberger in International Product Marketing is looking for applications packages running under DOS for Calendar, Diary, Agenda, or Tickler file applications. Call Linda at ext. 5014 if you can help.

Kevin Gaffney of the MD-DC-VA branch is looking for any information on the polling of Sweda cash registers by any Datapoint system. If you can help, call speed number 527.

capitalize on it.

5. The most successful visits are the visits that are well prepared. Once you know who the speakers are going to be, give them a call and let them know what you and the customer expect to hear.

There are many people here in San Antonio that are dedicated to successful guest visits. Take full advantage of the tremendous resource you have available to you. We want to help you close business!

*Andrea Ross  
Ext. 8982*

# Customer Education

## Arlington, Virginia

Jan. 18 Word Processing  
Jan. 25 DATASHARE

## Arlington Heights, Illinois

Dec. 14 Disk Concepts and Operations  
Jan. 4 Resource Management Systems  
Advanced DATASHARE  
Jan. 18 DATASHARE  
Disk Concepts and Operations  
Jan. 25 Word Processing  
Feb. 1 Attached Resource Computer

## Atlanta, Georgia

Jan. 25 DATASHARE

## Boston, Massachusetts

Jan. 4 DATASHARE

## Detroit, Michigan

Jan. 11 DATASHARE

## New York, New York

Jan. 4 Word Processing  
DATASHARE  
Jan. 11 Disk Concepts and Operations  
Jan. 18 Disk Operating Systems  
Jan. 25 Introduction to Datapoint Programming  
Word Processing

## San Antonio, Texas

Dec. 14 DATASHARE  
Disk Concepts and Operations  
Disk Operating Systems

Automatic Call Distributor System  
Word Processing  
Jan. 4 Resource Management Systems  
Disk Concepts and Operations  
Word Processing  
Jan. 11 Attached Resource Computer  
Advanced DATASHARE  
Introduction to Datapoint Programming  
Electronic Message Systems  
Advanced Long Distance Call Systems  
DATASHARE  
Jan. 18 Resource Management Systems  
Disk Concepts and Operations  
Word Processing  
Attached Resource Computer  
Jan. 25 DATASHARE  
Disk Concepts and Operations  
Disk Operating Systems  
Resource Management Systems  
Long Distance Call Systems  
Word Processing

## San Mateo, California

Dec. 14 Resource Management Systems  
Attached Resource Computer  
Jan. 4 Introduction to Datapoint Programming  
Word Processing  
Jan. 11 DATASHARE  
Jan. 18 Disk Concepts and Operations  
Jan. 25 Word Processing

## Seattle, Washington

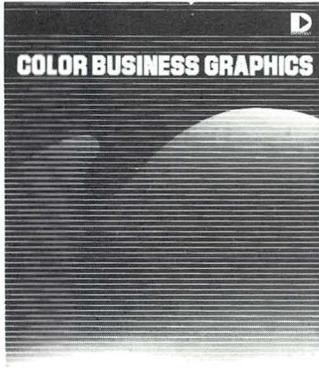
Jan. 25 Introduction to Datapoint Programming

# Sales Education

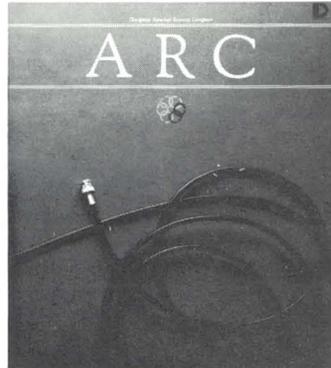
CLASS TITLE	DATES OF CLASSES
ISX	Dec 14-18
Advanced Sales School	Dec 14-18
Resource Management System Sales	Jan 11-14
Sales Orientation (DP)	Jan 11-22
ISX	Jan 25-29
Sales Orientation (CMP)	Feb 1-12
CMP Crosstraining	Feb 8-12
Advanced Sales School	Feb 22-26
Sales Orientation (DP)	Feb 22-Mar 5
Sales Orientation (DP)	Mar 8-19
Resource Management System Sales	Mar 15-19

CLASS TITLE	DATES OF CLASSES
Sales Orientation (CMP)	Mar 22-Apr 2
Sales Orientation (CMP)	Apr 5-16
Sales Orientation (CMP)	Apr 26-May 7
Resource Management System Sales	May 3-7
Advanced Sales School	May 10-14
Sales Orientation (CMP)	May 17-28
Sales Orientation (DP)	May 17-28
Sales Orientation (DP)	June 21-July 2
Sales Orientation (CMP)	July 12-23
Sales Orientation (DP)	July 26-Aug 6

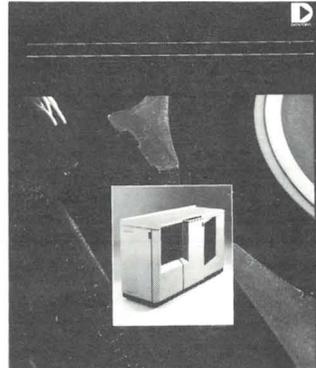
# Marketing Support Materials



**Color Business Graphics Brochure** — Document no. 61241



**ARC Brochure** (revised Nov. 1981) — Document no. 60534



**9660 Laser Printer Brochure** — Document no. 61242



**Model 9660 Laser Printer Quick Reference Guide** — Document no. 61213

## Other New Materials:

- Color Business Graphics Sample Output — Document no. 61240
- Laser Printer Sample Output — Document no. 61243
- IEOS Quick Reference Card — Document no. 61010
- IEOS Simplified User's Guide — Document no. 50502
- IEOS Simplified User's Guide, Version 1.4 — Document no. 50523
- 30 CPS Letter Quality Printer Flysheet — Document no. 61069
- Model 9611 30 CPS Character Printer Product Spec — Document no. 61155

# Ad Schedule

PUBLICATION	DATE	AD
<i>Wall Street Journal</i>	Dec. 9,11,16	IEO - Data Processing
<i>Computerworld</i>	Dec. 14	DATASHARE
<i>Communications News</i>	December	LDCS
<i>Telecommunications</i>	December	ISX
<i>Modern Office Procedures</i>	December	1550
<i>Computer Business News</i>	Dec. 14	2150 (OEM)
<i>Computer Systems News</i>	Dec. 21	2150 (OEM)



# Trade Shows

Mar. 22-25	Interface 82	Dallas
Apr. 5-7	Office Automation Conference	San Francisco
May. 4-6	International Communication Association (ICA) Exposition	New Orleans

# Refurb Equipment

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	4640	6600 Processor, 50MB Disk Storage, Controller, D/S Software, Documentation	36500	628	1000	
2226	2200 Processor, 16K Memory		2400	113	150	4644	6600 Processor, 50MB Disk Storage, Controller, RIM, D/S Software Documentation	36500	623	1000	
5548	5500 Processor, 48K Memory		10000	178	200	4643	6600 Processor, 50MB Disk Storage, Controller, D/S Software and Documentation	35250	610	970	
<b>Options</b>											
5508	8K Memory Upgrade Kit for 5500		900		165	4740	256K Processor, 50MB Disk Storage, Controller 50MB, Multiport, D/S Software and Documentation	39100	644	1000	
9020	Regulator, 1 KVA Constant Voltage, 120 VAC		500		25	4745	ARC File Processor 256K Dual Disk and Controller, 50MB, RIM Adaptor, ARC Software and Documentation	39100	639	1000	
<b>Diskette Systems</b>											
1131	Diskette 1130 Processor, 1 drive		2875	74	165	<b>Bundled Share/Print</b>					
1132	Diskette 1130 Processor, 2 drives		3162	96	165	4640/9280	4640 and 300 LPM Printer*	41500	768	1000	
1133	Diskette 1130 Processor, 3 drives		3450	117	165	4644/9280	4644 and 300 LPM Printer*	41500	763	1000	
1134	Diskette 1130 Processor, 4 drives		3737	141	165	4643/9280	4643 and 300 LPM Printer*	40250	750	970	
1174	Diskette 1170 Processor, 4 drives		5500	149	185	4540/9280	4540 and 300 LPM Printer*	34450	684	1000	
<b>1500 Systems</b>											
1532	32K User Memory, Two Diskette Drives (5MB Total)		5100	68	200	4543/9280	4543 and 300 LPM Printer*	33200	666	970	
1536	60K User Memory, Two Diskette Drives (5MB Total)		5550	78	200	Print Pac I	5556 RIM and (3) 300 LPM Printers*	23000	613	675	
1571	Cluster Controller for 3670 Enhanced Datashare Terminal		5306	68	250	Print Pac II	5556 RIM and (3) 600 LPM Printers*	38450	793	675	
1514	1500, 60K User Memory, .25MB Single Diskette Drive, 9310 Cartridge Disk Drive		12890	147	250	4520/9232	4520 and 80 CPS printer*	18500	301	650	
1515	1500, 60K User Memory, .25MB Single Diskette Drive, 9320 Cartridge Disk Drive		13223	155	250	1532/9231	1500/32K User Memory, 80 cps Freedom Printer*	5800	115	200	
1592	1532, 9621, 9443 Cable		7050	110	200	1536/9231	1500/60K User Memory 80 cps Freedom Printer*	6450	125	200	
1596	1536, 9621, 9443 Cable		7538	120	200	1802/9602	1800 and 45 CPS Printer*	12506	170	200	
1543	Diskette Expansion Module		2850	33	165	<b>Media Storage</b>					
<b>1800 Systems</b>											
1802	60K 1MB		8230	125	200	9381	Console Diskette Controller 1 drive	2150	37	165	
1842	Diskette Drive Expansion Model		3112	39	165	9382	Console Diskette Controller 2 drives	2450	57	165	
<b>Disk Systems</b>											
4220	2226 Processor, 5MB (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation		9000	217	500	9383	Console Diskette Controller 3 drives	2750	76	165	
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation		17750	254	650	9384	Console Diskette Controller 4 drives	3050	96	165	
4523	5500 Processor, 5MB Storage (two 2.5MB Diablo Disks) Controller, D/S Software, Documentation	1-3	16500	236	620	9385	Freestanding Diskette Controller, 1 drive	2150	37	165	
		4-10	15250			9386	Freestanding Diskette Controller, 2 drive	2450	57	165	
		11+	14250			9387	Freestanding Diskette Controller, 3 drives	2750	76	165	
4530	5500 Processor, 48K Dual Disk and Controller, 20MB Multiport Comm Adaptor DATASHARE Software and Documentation	1-3	24000	347	775	9388	Freestanding Diskette Controller, 4 drives	3050	96	165	
		4-10	22500			9389	Diskette Extension	300		165	
		11-25	21000			<b>Cartridge Disks</b>					
		26+	19500			9350	Console Front-load 2.5MB Controller/Drive	2975	93	165	
4533	5500 Processor, 48K Dual Disk and Controller, 20MB, DATASHARE Software and Documentation	1-3	22750	329	755	9351	Freestanding Front-load 2.5MB Controller/Drive	2975	93	165	
		4-10	21250			9354	2.5MB Extension, Removable Cartridge (no controller)	2400	57	125	
		11-25	19750			9356	2.5MB Extension, Fixed Cartridge	2400	57	125	
		26+	18250			9357	Console Front-load 2.5 MB Controller/Drive 4K Buffer Memory	3075	86	175	
4540	5500 Processor, 50MB Storage, Controller, Multiport Interface, D/S Software and Documentation		29450	544	1000	9358	Freestanding Front-load 2.5MB Controller/Drive, 4K Buffer Memory	3075	86	175	
4543	5500 Processor, 50MB Disk Storage, Controller, D/S Software and Documentation		28200	526	970	9369	5MB Dual Disk Extension	4000	79	165	
4620	6600 Processor, 5MB Disk Storage, Controller, Multiport Interface, D/S Software and Documentation	1-3	19950	267	700	<b>Mass Storage Disk Controller and Drives</b>					
		4-10	18700			9370	Freestanding 25MB Mass Storage Drive/Controller	9950	205	250	
		11-25	17700			9371	25MB Mass Storage Drive Extension	7750	155	165	
		26+	16200			9373	Console 25MB Mass Storage Drive/Controller	9950	205	250	
4623	6600 Processor, 5MB Disk Storage, Controller, D/S Software, Documentation	1-3	18700	249	670	<b>300 LPM Drum Printers</b>					
		4-10	17450			9280	300 LPM 64 character	8500	140	175	
		11-25	16450			9281	300 LPM 96 character	9000	155	175	
		26+	15000								

Model Code	Description	Qty	Price	Maint.	Install
<b>600 LPM Drum Printers</b>					
9260	600 LPM 64 character		13000	200	175
9261	600 LPM 96 character		13500	220	175
<b>Servo Printers</b>					
9250	Console Servo Printer		1595	75	165
9251	Freestanding Servo Printer		1595	75	165
<b>Belt Printers</b>					
9291	60 LPM printer, Parallel Interface		1995	64	165
9292	60 LPM printer, Serial Interface		1995	64	165
9294	120 LPM printer, Parallel Interface		1995	90	165
9212	115-240 LPM Printer, 132 Column		6500	98	165
<b>Freedom Printers</b>					
9231/	80 CPS Freedom Printer Serial or Parallel		1750	47	165
9232					
9235/	160 CPS Freedom Printer Serial or Parallel		1995	65	165
9236					
1090	Option, Serial Interface upgrade		200		165
1091	Option, Parallel Interface upgrade		600		165
<b>Datastation Terminals</b>					
3601	Datastation Terminal		995	23	35
3670	Enhanced DATASHARE Terminal for 3270		2756	30	50
<b>Comm Adaptors</b>					
3400	Acoustic Coupler		225	16	25
9401	Comm Adaptor		450	18	25
9402	Comm Adaptor		450	18	25
9404	Comm Adaptor		450	14	25
9408	DATASHARE Modem, 1200 baud transmit, 150 baud receive full duplex		450	18	25

Model Code	Description	Qty	Price	Maint.	Install
9409	DATASHARE Modem, 1200 baud receive, 150 baud transmit full duplex		450	18	25
9420	Comm Adaptor		450	14	25
9453	Comm Adaptor		450	14	25
9455	(001) Comm Adaptor		450	24	50
9460	Comm Adaptor		450	18	50
9450	Comm Adaptor		450	14	50
<b>Tapes</b>					
9551	9 Track 800 BPI 8.5 in. Reel		4500	77	165
9556	9 Track 800 BPI 10.5 in. Reel		8231	95	175
9558	7 Track 556/800 BPI 10.5 in. Reel		8231	95	175
9581	9 Track 1600 BPI 8.5 in. Reel		7500	97	175
9583	9 Track 1600 BPI 10.5 in. Reel		9000	91	175
<b>Card Readers</b>					
9504	Card Reader, 80 Col, 300 CPM, 115 VAC		5000	55	75
9505	Power Option for 9504, 230 VAC			N/C	
<b>Multistation Adaptors</b>					
9470	4 Port Multistation Adaptors		863	10	75
9471	8 Port Multistation Adaptors		1238	15	100

Prices are U.S. Dollars

**\*SPECIAL ORDERING INFORMATION** — Those offerings that are bundled need to be ordered as individual line items on Order Entry Form No. 60719. Example: Print Pac 1 should be ordered as follows: Model R5556/9280/9483 on those product description lines with R5556/9483 Qty 1 each, R9280 Qty 3 appearing as individual entries and the bundled price will appear on the second product entry line.

## Small Systems Answers Your Questions

Recently, we in Small Systems have received many questions concerning model codes, release numbers, and prices. We are providing some of the most frequently-asked questions here with their answers. We hope that this will be of help.

**Q.** Do we have an 8600 slide show?

**A.** Yes. Document number 61228 can be ordered through Software Services at ext. 7912.

**Q.** What is the model code and price for the 8600 Tilt Rotate Stand?

**A.** The model code is 0612. The price is \$175.

**Q.** Is the 8600 Product Specification available?

**A.** Yes, and its document number is 61115.

**Q.** Which cable do I order for use with the 8600's MPCA?

**A.** Model code 3451.

**Q.** Which cable do I order for use with the 8600's MFCA?

**A.** The cable for the comm channel or ACU is 0613 (\$75.). You need to

order two cables if both communications and the ACU are used.

**Q.** Which cable do I use for a serial printer off the 8600?

**A.** You use the 1550 cable to a serial printer, which is model code 9443.

**Q.** What is the model code for a blank 9301 20MB cassette tape cartridge?

**A.** The model code is 20828 if you want a tape plus set-up. If you want a blank tape only, the model code is 80537. As for price, the 20828 is \$43 and the 80537 is \$33.

**Q.** What is the model code for DS1500?

**A.** The model code is 20727.

**Q.** What is document number for DS1500 User's Manual?

**A.** The document number is 50482 and the price is \$4.

**Q.** Which release is S1500?

**A.** The current release of S1500 is 2.1.

*Jim Whitehouse  
Ext. 7151*

## Congrats To Systems Support Winners

Each quarter the Marketing Division recognizes an individual from each region for outstanding achievement and accomplishment.

Our winners for Q4 FY '81 are:

### Western Operations:

Southwest Region	John Martin
Northwest Region	Michael Montgomery
North Central Region	Patty Hannon
East Central Region	Gayle Joseph
Great Lakes	Cathy Seward

### Eastern Operations:

Southern Region	Carlisle Walker
Gulf Coast Region	Fred Masset
Northeast Region	Edmund Manning
New York	
Metro Region	Matt Riesz
Southeast Region	Bill Straub
Mid-Atlantic Region	Eric Hammer

### Federal Region

Sam Thomas

Please join me in congratulating each of these individuals for their outstanding contributions, and wish each of them luck as they compete for Operations Area Winner for 4th Quarter.

My personal thanks to each of you.

*Carol Snell  
Director,  
Marketing Systems Support  
Ext. 7788*



## DATAPOINT

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

Datapoint Marketing News is the monthly newsletter for Datapoint employees in the fields of marketing, sales, and support. Our goal is to convey vital marketing and product information throughout the organization.

*Editor:* Kathleen Murphy  
*Layout Artist:* Andy Fuleki  
*Typography:* Stephanie Zapata  
*Photography:* Virginia Brown