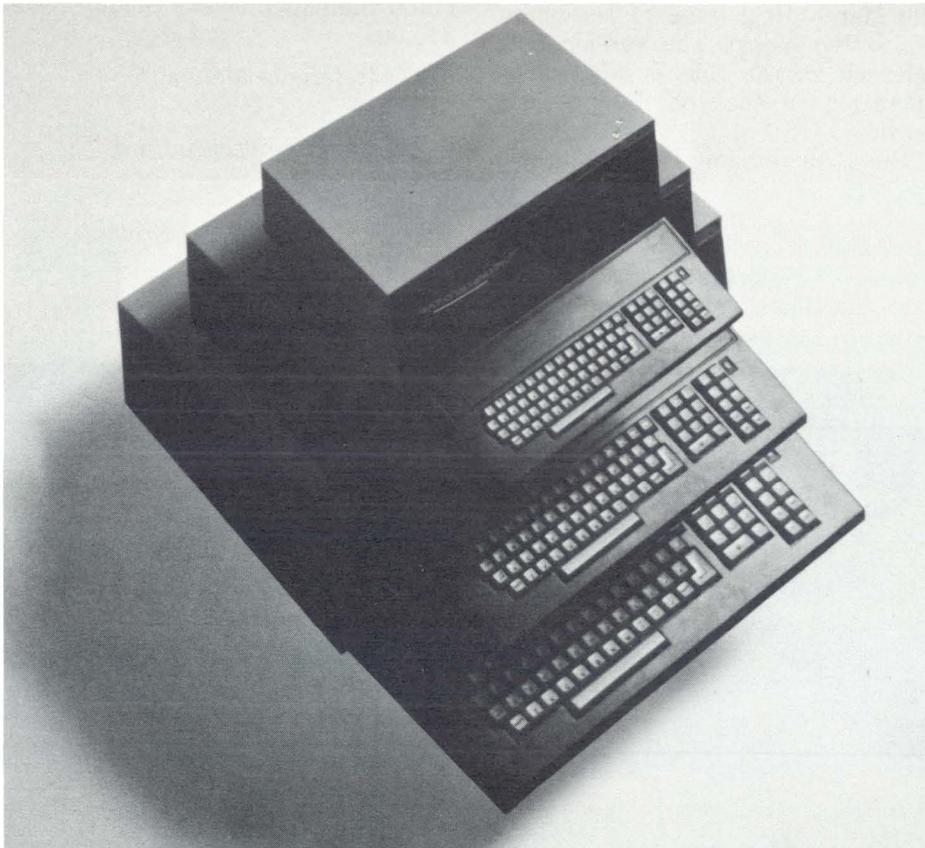


NEWS

No. 50

October 1982

1560 Offers Local Networking for Small Business Applications



Multifunction power in a small business computer.

Datapoint is bringing local computer networking to the small businessman with the introduction of the 1560 Small Business Computer System.

The 1560 is an entry-level system built to the highest commercial standards. It will expand incrementally from a stand-alone system to multiple interconnected processors on a local network. Networking will be available in Spring 1983. From DOS.H and CP/M single workstation operations, each processor can be upgraded to become a node in a DOS.H or CP/M ARCNET™ environment.

Other software packages and options offered with the 1560 provide word processing, electronic mail, and mainframe communications interfacing capabilities beyond the range of most small business systems.

“Vastly Greater Potential”

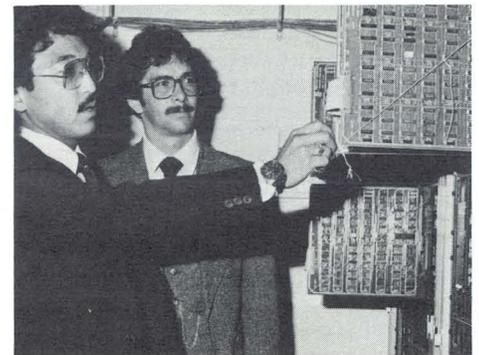
“The new 1560 lets the small business, corporate department or OEM use the many business programs available for personal computers, but on a commercial-grade machine that offers vastly greater growth potential,” noted James Cogan, Vice President and

continued on page 4

Banco Mortgage Company Installs Digital PBX

Banco Mortgage Company of Waterloo, Iowa, has become the first customer to install and utilize a Information Switching Exchange (ISX™) digital telephone system. The company inaugurated use of the ISX on August 29, 1982.

At the Banco installation, the ISX is currently supporting 350 users with the addition of 1,000 voice and data users planned over the next three years. Each user is currently using the INFOSET™ feature telephone. Expansion growth for Banco will be provided by simple plug-in circuit packs as their expanding voice and data switching requirements are met via the ISX.



Left: Ford Taketa, Branch Systems Supervisor from Datapoint. Right: Dale Miller, Communications Supervisor from Banco.

Steps Toward Office Automation

Banco Mortgage Company has been a Datapoint customer for eight years. The installation of the ISX is the company's most recent step in office automation. Banco began with a stand-alone data processing system in 1974. Since then, Banco has incorporated a multi-user DATASHARE system, numerous ARC™ (Attached Resource Computer)® local networks and

continued on page 3

Seligman Named Executive Vice President



Edward P. Gistaro recently announced that Lawrence Seligman has joined Datapoint as Executive Vice President of Office and Computer Products.

Reporting directly to Gistaro, Seligman will be responsible for development, engineering, manufacturing, control and domestic marketing of all office and computer products (excluding the telecommunications product line).

Seligman lists extensive experience in the area of data processing technology — as an engineering manager for DEC, and in the development of many of Data General Corporation's computer products. Seligman's latest position with Data General was as corporate vice president, general manager, small business division.

An honors graduate of M.I.T., Seligman has a bachelor's and master's degree in Electrical Engineering. He has also completed the program for Management Development at the Harvard Business School. □

Demonstration Equipment for Field Offices

Demonstration equipment for field offices is being scheduled and shipped.

In early September, eight offices had received complete shipments, 22 offices had five or fewer items yet to be shipped, and 18 offices had shipments scheduled for September and October. In addition, orders from four offices are currently in the process of being scheduled.

Order expediting is working hard to get the equipment to all field offices as quickly as possible. □

Marilyn Elliott
Ext. 7950

Multiplan Available on the 1550

Those 1550 customers who have been patiently waiting for the ability to do Multiplan* financial modeling on their small computers need wait no longer. Multiplan 1.1 has now been released for use on 1550 machines with 96K of memory.

Multiplan, which lets a processor perform powerful numerical calculations in an accounting spreadsheet format, has been available for several months on the 1800, 3800, and 8600 processors (see the March 1982 issue of *Datapoint Marketing News*). The version now released for the 1550 is identical in operation to that of the previous version.

The 1550 version of Multiplan will operate on any 1550-compatible media. These include single-sided dual density and double-sided dual density diskettes, and 10MB cartridge disks. Software may not be ordered on the 10MB cartridge,

however; instead, it is transferred from a diskette.

The following is the list of model codes relevant to Multiplan 1.1 on the 1550:

9854 Multiplan software
no separate charge for license

20829 SSSD diskette media
\$15.00 (1 diskette)

20793 DSDD diskette media
\$15.00 (1 diskette)

50697 Simplified User's Guide
\$10.00

61370 Reference Manual
\$7.55

61300 Quick Reference Card
\$0.30 □

Scott Cannon
Ext. 7151

*"Multiplan" is a trademark of Microsoft, Inc.





Mary Heath, Banco Vice President of Data Processing.

INFOSWITCH communications management systems.

"The ISX is a vital part of our office automation strategy," said George M. Wessel, Banco Vice President and General Manager, National Loan Servicing Center. "Ours is a very information intensive, people

intensive business. Right now we're using the ISX as a voice switching system, but, in the near future, the ISX will totally integrate our ARC local networks with word processing and electronic message services. Through their telephone and workstation, our users will then be in touch with all the people and information they need to do their jobs accurately and efficiently."

Banco Mortgage Company

Banco Mortgage Company has 46 remote loan production centers across the country. Its parent company, Northwest Bancorporation, owns 86 commercial banks, five trust companies and 11 other financial services companies. Banco Mortgage Company is currently the second largest mortgage banking company in the nation and originates and services conventional and government insured loans for residential buildings and commercial/industrial structures. □



George M. Wessel, Banco Vice President and General Manager, (left) and Jake Soberay, Branch Sales Manager from Datapoint (right).

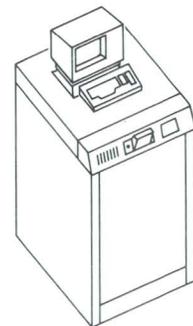
New Option for 8800: 8220 as Systems Console

There is a new option available for all 8800s. This option will allow an 8220 (rather than an 8200) to be used as a systems console. This new option is available for 8830s, 8840s and 8860s. If your client has gone "ergonomic" you can maintain that consistency with this new option at no incremental charge.

The detail sheet of the EOS should be filled out as follows:

8860/0068 (or) 8830/0068 (or) 8840/0068

This will get the standard 8800 and an 8220 as a systems console. □



8220
Systems
Console

8800
Processor

Steve Parrish
Ext. 7151

Obsolete Products

The following products have been declared obsolete and are no longer available as refurbished equipment.

Refurb will fill any requirements now in the approved backlog plus any orders moved to approved-to-ship status on or before October 31, 1982.

1076	Software Access Device
240X	Software Access Device
3400	Acoustic Coupler
924X	Centronix Printer
945X	Multiport Card Tray
9460	Multiport Communications Adapter
1108	Cassette 1100 Processor
113X	Diskette 1100 Processor
115X	Diskette 5500 Processor (24K)
22XX	2200 Processor
929X	Belt Printer-120 Column
935X	Diablo Disk-2.5MB
9504	Card Reader
9550,1,2,3	Tape Drive, 7 Track, 800 BPI
9554,5,6,8	Tape Drive, 10.5" Reel, 9 Track, 800 BPI

These items will be deleted from Order Entry as valid model codes on October 31, 1982. □

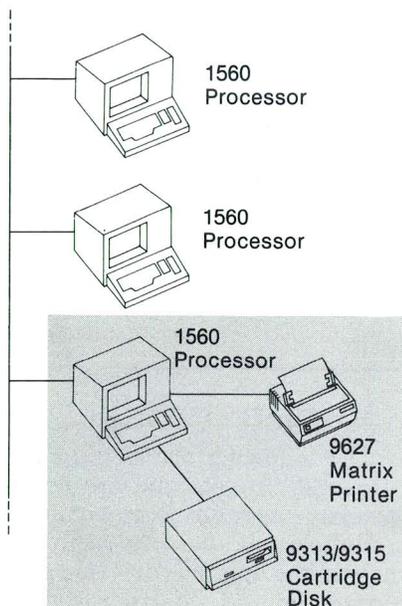
Mike Hoke
Ext. 5119

1560... continued from page 1

General Manager, Small Business Computers Division. "And, of course, the 1560 will be backed by Datapoint's nationwide field maintenance force."

The 1560

As the latest member of our 15XX product line, the 1560 is built around the powerful Z80*A microprocessor chip and features a 12-inch amber screen and 64K bytes of memory, expandable to 128K. The 1560 can support up to 40MB of disk storage and up to three extra terminals and a printer via RS-232C interfaces.



Current processing tasks are unchanged as new applications and processors are added.

Disk Systems

The new 1560 Small Business Computer System offers a new, economical, 5MB or 10MB 5.25 inch Winchester disk system, as well as several other disk configurations.

The new hard disk units are the 5MB 9313 unit or the 10MB 9315 unit. Both contain 5.25 inch fixed Winchester drives, a 1MB diskette drive in the same cabinet for backup, and a controller. The microbus interface within the 1560 can support up to four modules, allowing for a maximum of 40MB of on-line disk storage.

The 1560 will also support our 9310/9320 10MB cartridge disk unit.



Shown above are the 1560 processor, with the 9313/9315 disk system and the 9627 matrix printer.

Both Winchester and cartridge drives can be connected at the same time to a 1560 microbus.

Diskette units include the 1404 1MB double-sided, single density drive, and the 2MB 1403 double-sided, double-density drive.

Printers

Introduced with the 1560 is the new 9627 Matrix Printer, an economical hardcopy device providing cost-effective, draft-quality printing.

Weighing only 20 pounds, the 9627 printer offers throughput of about 120 characters per second on either 8.5-inch cut sheet or 9.5-inch sprocket-feed paper in an 80 column format. Characters are formed with a 9x7 dot matrix, with lower case descenders and true underlining. For data processing applications, the 9627 can print 132 characters per line on a normal 80 column page.

Any Datapoint® serial printer can also be used with the 1560.

Software

The 1560 offers dual operating systems, DOS.H Disk Operating

System and a version of the widely-used CP/M operating system.

The 1560 will be able to operate as part of an ARCNET local network under either DOS.H or CP/M. If there is more than one hard disk on the file processor in the network, both CP/M and DOS.H can be used in the same physical network at the same time.

Under DOS.H, the user has access to the Integrated Electronic Office™ software system, which combines word processing and electronic mail. Also offered is Multiplan*, a powerful spread-sheet simulator for financial planning and decision support. Communications software includes IBM 377X SDLC, 3780, 3270, CDC UT200, Honeywell VIP, Burroughs TC-3500, and TTY emulation. Other Datapoint software includes DATABUS® and DATASHARE® high-level business oriented programming languages, FORTRAN, BASICPLS, and DATAPOLL®.

Software Pricing

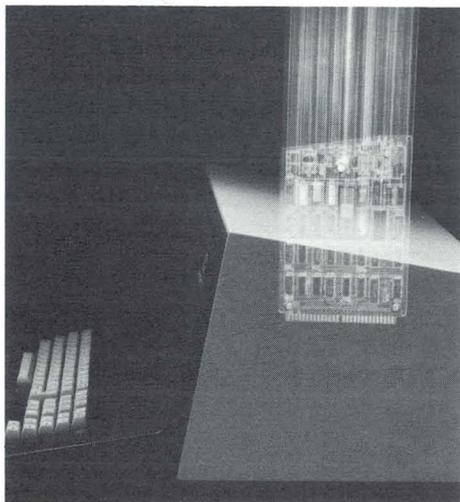
There is a separate license fee charge for CP/M. The license fee for DOS.H, Multiplan, and most other Datapoint software, is included in the cost of the equipment.

Options

An ARCNET Interface Card, needed for the 1560 to work with ARCNET, and an additional 64K of memory will be available as options. The Multifunction Communications Interface Card needed to run SDLC and expansion module versions of the disk and diskette drives are also available as options.

Availability

Model 1561 (a 1560 with an ARCNET Interface Card), the ARCNET Interface Card and ARCNET software for both DOS.H and CP/M networks are planned for availability in the second quarter of calendar 1983, and may be ordered in the first quarter of 1983. All other configurations and options of the 1560 are available for order immediately. □



U.S. Maintenance/Lease Prices

Model	1-year lease	2-year lease	3-year lease	rental	Maint.	Instal.
1561	\$145	\$125	\$110	\$190	\$51	\$120
1562	\$275	\$225	\$200	\$340	\$82	\$195
1563	\$300	\$250	\$220	\$370	\$92	\$195
1564	\$570	\$475	\$415	\$715	\$157	\$250
1565	\$395	\$330	\$290	\$495	\$123	\$250
1566	\$465	\$385	\$340	\$585	\$133	\$250
9627	\$54	\$47	\$40	\$68	\$21	\$40
0251	\$45	\$37	\$33	\$57	\$16	N/A
0252	\$20	\$17	\$15	\$25	\$8	N/A
0253	\$29	\$24	\$21	\$37	\$12	N/A
9314	\$180	\$150	\$135	\$225	\$50	\$195
9316	\$270	\$230	\$200	\$338	\$55	\$195
9310	\$380	\$320	\$285	\$475	\$80	\$195
9320	\$400	\$340	\$300	\$500	\$88	\$195
1403	\$190	\$160	\$140	\$240	\$49	\$195
1404	\$140	\$115	\$100	\$175	\$39	\$195

U.S. Pricing

Model	Price
1561, 1560 processor, 64K memory, ARCNET Interface Board	\$3,195
1562, 1560 processor, 64K memory, 1MB single-sided, double density diskette.	\$5,750
1563, 1560 processor, 64K memory, 2MB double-sided double-density diskette.	\$6,500
1564, 1560 processor, 64K memory, 1MB diskette, 10MB 9310 hard disk.	\$12,500
1565, 1560 processor, 64K memory, 1MB diskette, 5MB 9313 5.25-inch drive.	\$8,650
1566, 1560 processor, 64K memory, 1MB diskette, 10MB 9315 5.25-inch hard disk.	\$10,150
9314, 5MB expansion disk drive	\$3,950
9316, 10MB expansion disk drive	\$5,950
9310, 10MB cartridge disk drive	\$7,850
9320, 10MB cartridge disk drive and four-port communications adaptor	\$8,250
1403, 2MB diskette drive	\$4,150
1404, 1MB diskette drive	\$3,000
0251, additional 64K memory, factory installed	\$900
0252, ARCNET Interface Card, factory installed	\$400
0253, Multifunction Comm Interface (SDLC)	\$580
5151, removable keyboard	\$300
9627 Matrix Printer	\$895
CP/M license	\$395*

*The license fee does not include media charge, which is \$15 for an 8" diskette.

*CP/M is a registered trademark of Digital Research Inc.
Multiplan is trademark of Microsoft Inc.
Z80 is a registered trademark of Zilog, Inc.

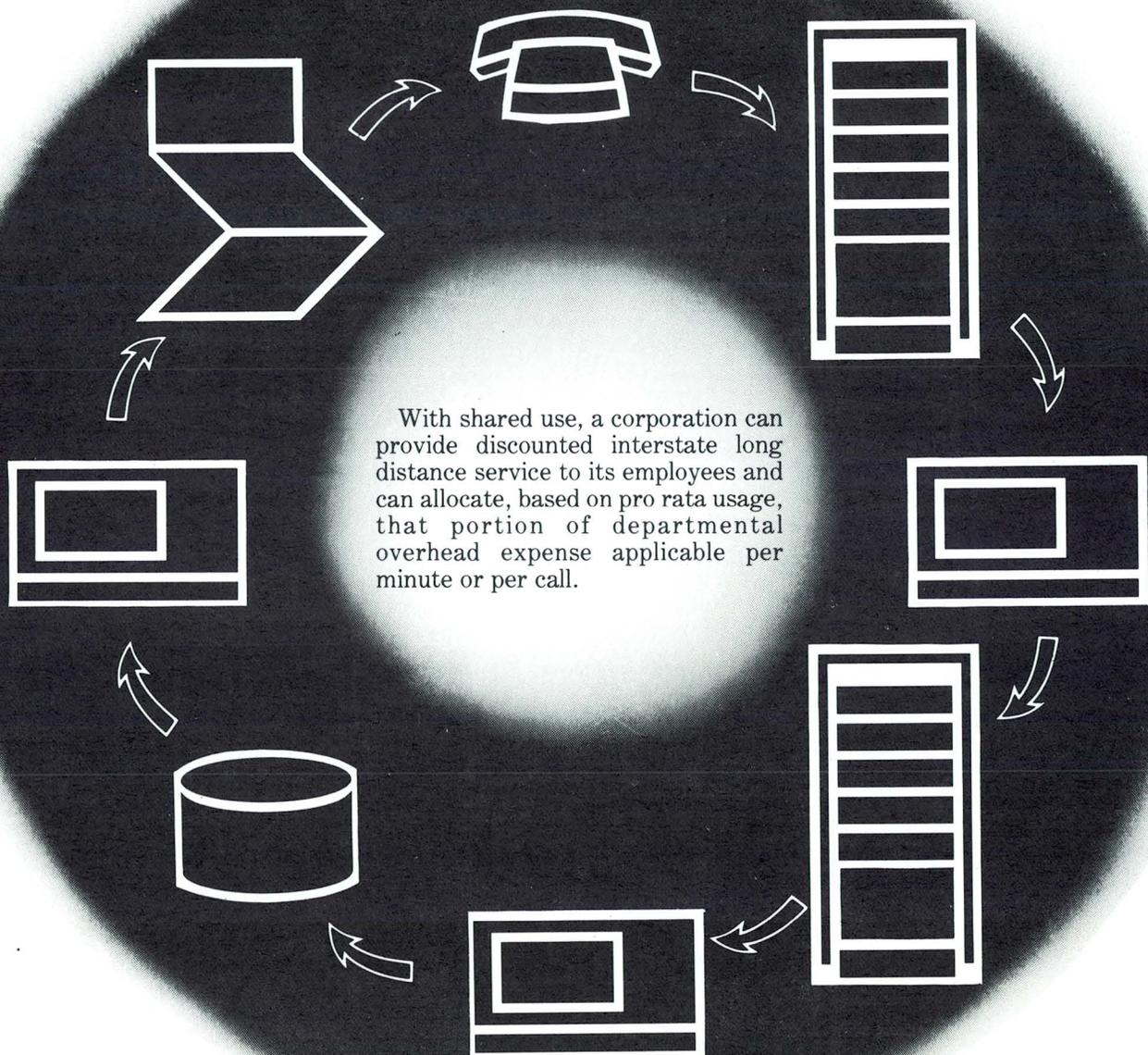
LDCS and Shared Use: Lowering Telecommunications Costs

More and more companies are now taking advantage of the "shared use" ruling as defined by the Federal Communications Commission to provide additional employee benefits while recovering costs associated with the operation of their long distance network.

What is Shared Use?

The FCC defines shared use as "...a non-profit arrangement in which several users...collectively use communications services and facilities obtained from an underlying carrier or a resale carrier, with each

user paying the communications-related costs associated with subscription to and collective use of the communications services and facilities according to its pro rata usage of such communications services and facilities."



Typical Path of a Call Under LDCS

The Shared Use Approach

The shared use concept allows a corporation to make maximum use of its communications facilities during non-business hours. And by spreading the administrative costs over a wider user base, the corporation can decrease its communications expenses. The main advantage of shared use rather than resale is that no FCC license is required and rates do not have to be filed as a tariff.

A major university just completed a four-month trial period of sharing its facilities with its students and met

with phenomenal success. The high amount of student traffic made it cost-effective to include flat rate facilities instead of a heavily weighted WATS network, reducing the cost of providing long distance to all of the users. Plus, the administrative costs are shared between the students and the university.

Datapoint's Answer

Datapoint's Long Distance Control System (LDCS) is ideal for taking advantage of this type of cost recovery. Its remote access capability

with unique caller IDs, line utilization reports, and standard accounting package make the system highly efficient in this application.

Communication managers are aggressively seeking ways to lessen the impact of the recent rate increases and WATS restructuring on their department expenses. By putting the LDCS to work at night, they can effectively reduce the company's communications expenses and add an employee benefit at the same time. □

NATIONAL OFFICE PRODUCTS CORPORATION
LINE UTILIZATION ACTIVITY (BY LINE GROUP)
FOR APRIL 29, 1980

GROUP NAME	OUTPUT LINES			AVG CALL LENGTH	USAGE DURATION	
	LINE	NUMBER COMPLETIONS	NUMBER FAILURES			
FWATS BAND 3	0-14	70	0	5.6	6:32	
	0-15	64	0	6.2	6:18	
	0-16	75	0	6.0	6:24	
	0-17	73	0	5.8	6:03	
	0-18	70	0	5.7	6:30	
		---	362	0	5.9	32:17
FWATS BAND 4	0-19	72	0	5.9	6:10	
	0-20	73	0	5.8	6:07	
	0-21	78	0	5.4	6:21	
		---	223	5.7	18:38	GROUP TOTAL
FWATS BAND 5	0-0	73	0	5.8	6:28	
	0-1	76	0	5.5	6:13	
	0-2	72	0	5.9	6:29	
	0-3	69	0	5.7	6:14	
	0-4	74	0	6.1	6:12	
	0-5	91	0	5.7	0:52	
	0-6	72	0	0.6	6:22	
	0-7	75	0	5.8	6:38	
	0-8	72	0	5.7	6:18	
	0-9	76	0	5.5	6:44	
	0-10	71	0	5.9	6:23	
	---	837	0	5.6	75:29	GROUP TOTAL
MWATS BAND 3	0-11	32	0	5.8	3:17	
	0-12	34	0	5.3	3:22	
	0-13	34	0	5.7	3:36	
		---	100	5.7	10:15	GROUP TOTAL
FX GROUP 0	0-22	82	0	5.4	7:22	
	0-23	81	0	5.4	7:17	
		---	163	5.4	14:39	GROUP TOTAL
DDD	0-24	19	0	4.9	1:37	
	0-25	18	0	5.1	1:45	
	---	37	5.0	3:22	GROUP TOTAL	
		2014	0	5.7	391:46	GRAND TOTAL ALL OUTPUT LINES

NATIONAL OFFICE PRODUCTS CORPORATION
LDCS CALL ACTIVITY SUMMARY
FOR THE PERIOD STARTING 00:10:58 APR 29, 1980 AND ENDING 10:37:59 APR 29, 1980

# LOCATION	NUMBER OF CALLS					DURATION OF CALLS			AVRGE DURATN	
	ORGNTD	REORDR	ABNDND	BLOCKD	CMPLTD	BILLED	ORGNTD	CMPLTD		BILLED
1 SAN ANTONIO	1350	12	75	24	1239	1061	114:33	104:41	107:05	5.1
2 DALLAS	2470	20	82	30	2338	2119	110:21	103:42	109:03	3.2
3 ATLANTA	985	9	53	13	910	863	93:05	91:04	92:40	4.1
4 DENVER	840	9	45	9	777	724	109:43	106:23	107:53	6.5
5 CHICAGO	1252	13	69	29	1141	1043	120:36	117:41	118:49	5.3

RMS: An Operating System

A question heard around our users, salesmen, S.E.'s and others is, "I can run six more tubes in DATASHARE under DOS than under RMS™. Why?" Some of the answers to that question and many others are found in the article below.

DOS Capabilities

To better understand the differences, let's first take a look at DOS. DOS, the Disk Operating System, is a collection of routines that let programs access the disk or diskette drives of a processor and/or the RIM, if using ARC. It does disk space allocation, keeps track of the file names and locations of disk files, but little if anything else to manage the execution of the computer.

The actual execution of the computer is handled by each of the executing programs such as DATASHARE, CHAIN, SORT or a program written in COBOL or RPG. This is why DOS does not easily support multiple tasks running in the same processor. There is no

"general". No program is in charge to see that other programs can execute safely and correctly.

You may point out that with DATASHARE under DOS you could have lots of DATABUS programs

"Because DATASHARE has control of the whole machine, it knows the best way to handle all of the resources it has available."

running at once under the DATASHARE interpreter. In this specific case, DATASHARE is acting as the "general", keeping each DATABUS program separate but letting each one execute when it needs to. In essence, DATASHARE owns the processor and lets each port "time-share" the processing power. And since DATASHARE is in charge, it takes care of issuing I/O requests to the disk or printer, scheduling the time each port can be actively executing, allocating and controlling memory, controlling the key-in and

display of data to the tubes — all of the things that an operating system usually does. Because DATASHARE has control of the whole machine, it knows the best way to handle all of the resources it has available.

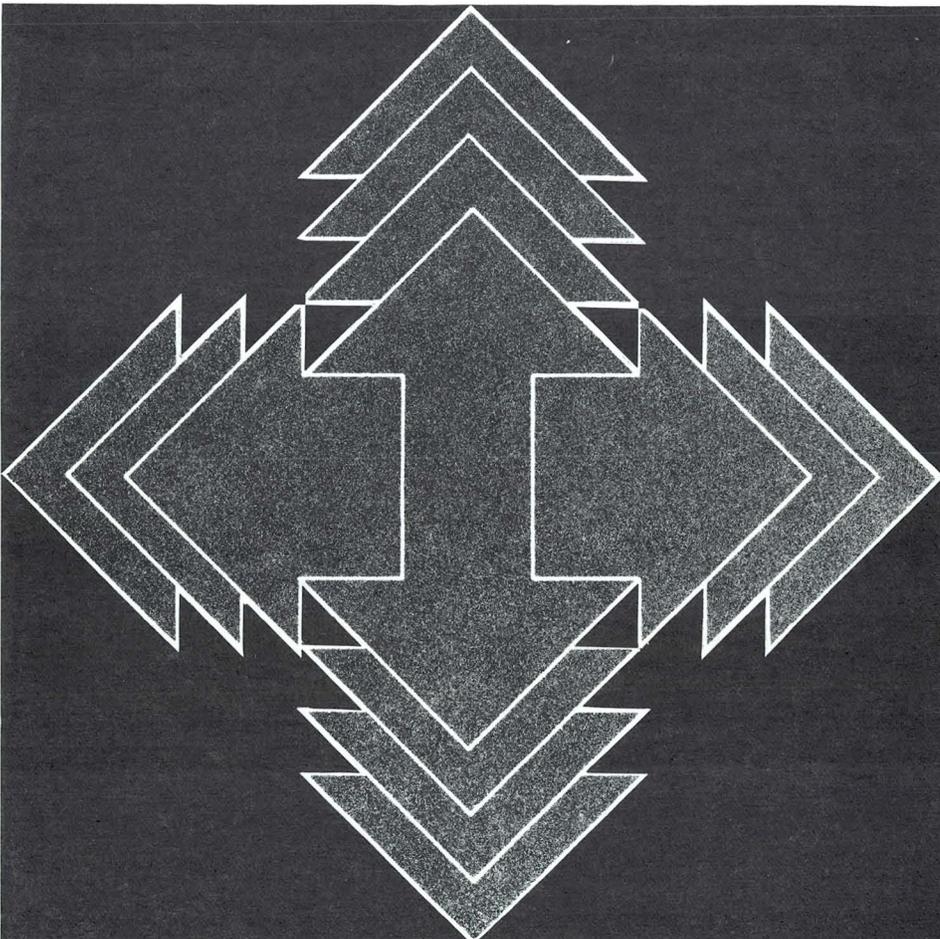
A True Operating System

RMS, the Resource Management System, is a true operating system. It is responsible for the normal operating system functions such as physical I/O handling, memory management, "time-sharing" management and more importantly, the multi-tasking and resource sharing capabilities. RMS is now the "general". If any program wishes to do I/O, the request has to first go through RMS. In order to manage all of these functions the RMS nucleus, the active management program, is resident in every processor. It takes up some memory and processing power while fulfilling its management role. The amount of memory and processor overhead consumed by RMS depends on the configuration of the specific processor — how many resources must be managed, how many tasks may be run and whether or not ARC is being supported.

Getting back to the DATASHARE question, let's take a look at DATASHARE execution under RMS. DATASHARE is now relegated to the position of "soldier" instead of "general". Any I/O requests must be sent to RMS to be fulfilled. The amount of memory required by FILE statements is also increased because of the need for DATASHARE to communicate file information with RMS. Memory allocation is done by RMS so DATASHARE must ask for memory and may or may not receive it if RMS has any to spare. DATASHARE now has to share processor time with RMS, not that RMS is a time hog, but RMS may be doling out time to a sort being run by a workstation or to a COBOL execution being done by another workstation.

Superior Benefits in RMS DATASHARE

Sounds like DATASHARE under RMS is not the best way to go? Actually, there are some superior benefits to RMS DATASHARE. If



you need to use more than one printer for your DATASHARE system, RMS gives you that capability by allowing you to do SPLOPEN statements directly to a printer resource. And that printer can be anywhere in the ARC network.

You can send messages from one DATABUS program to another DATABUS program running under DATASHARE through the facility of pipes. Internal multi-link did this under DOS, but RMS allows you to do it from processor to processor if you need the capability. As a matter of fact, you can send pipe messages from DATABUS to COBOL if you wish.

You can continue to add to your ISAM files without the degradation found in DOS ISAM. You can copy a backup ISAM file and be on your way processing without the re-indexing required by DOS. Relative and ISAM record processing no longer takes up a full sector for a 10 character record. RMS disk I/O is much faster because of the techniques used by the operating system.

The File Management System used with DATASHARE can reduce the total amount of memory required throughout the system by providing a single set of data buffers in the File Management Task. It also reduces the amount of traffic on the IPB by returning to the DATABUS program only the record it requested. And on and on and on.

An old saw says, "There is no such thing as a free lunch." To get the expanded capabilities of RMS, in certain cases, you must pay the price. However, in most installations you will see a marked improvement in performance if the system software is correctly installed and the application has been correctly designed or converted for RMS.

If you need high performance, stand-alone DATASHARE with no need of RMS flexibility, DOS DATASHARE is the answer to your problems. If you need flexibility provided by RMS, RMS DATASHARE is the solution.

If you have any questions or problems trying to configure systems please call Product Marketing at Ext. 7151. We will try to get you the best answer possible. But, as you well know, the answer depends on the application. □

*Ted Rohling
Ext. 7151*

Configurations

How many tubes can I put on an RMS DATASHARE system? The answer to that question is as varied as the systems themselves. The things that are important to think about when configuring RMS DATASHARE are the following:

1. How many datastations are required for the applications to be run? This is the gating item for the rest of the analysis process.
2. What is the UDA size of the largest program to be executed? If this is a new system, take an educated guess and multiply it by 1.5 to be safe.
3. How much room will the nucleus take up? Anywhere from 40K to 52K or more for a DRP and 32K to 40K for an AP, depending on configurations.
4. Are any workstations going to be configured? Allow at least 60K available for each workstation. If Multiplan is being considered leave at least 96K.
5. Will the user want FMS? This reduces the amount of memory required by multiple DATASHARE programs.
6. Run DATAMEM, available from software support, to calculate the amount of memory required for DATASHARE. If it is more than the size of memory you have left, then you must add more processors or memory to your configuration to meet the requirements.

RMS DATASHARE ADVANTAGES

- Faster Disk I/O
- Multiple Printers
- "Pipes" Between Processors
- No ISAM Re-indexing Required

Advanced Techniques of the RMS Editor

The RMS editor has introduced some unique editing capabilities not found in DOS. Some of these capabilities were discussed in the March 1982 issue of *Datapoint Marketing News*. (A quick review will help you understand the following information.)

The editor was written by programmers, for programmers. Did you ever want to copy a block of code from one section of a program to another? That's easy enough in DOS, if you have a large screen. But what happens when you want to move (or copy) 50 lines of code to a point 500 lines away? The :MOVE (or :COPY) directive will accomplish this. Now it is even easier with the use of the Q registers.

Editor Functions

The editor has 26 registers (one for each letter of the alphabet) that can be used to store command strings, line numbers, constants, arithmetic values, data, or just about anything that will fit into 80 bytes. The DOS editor has 10 commands (numbered zero through nine) that can be used to write editing programs. The Q registers can be used to accomplish the same thing.

Let's say, for example, that you want to modify every occurrence of the string "ABCX" to become "ABC1". The Q register program can be written like this (in this instance, the Q register is the "U" Q register):

```
:QU :L ABCX|:M ABCX <ABC1|:QU
```

(The vertical bar "|" is a directive separator.) Then entering the command :QU will execute the directive and modify the file looping until the :L ABCX directive fails.

But what if you want to have an incremental suffix number (this is very useful for labels)? Here is a program that will do the job:

```
:QU :L ABCX|:M ABCX <ABC%|:QC = C + 1|:QU
```

The "C" register is being used as an arithmetic register and the "%" sign is called a register insert character. This way, the register insert character is very useful, and a replacement takes place before the modify is performed. The effect of the

modify is like this:

```
:M ABCX <ABC1  
:M ABCX <ABC2  
:M ABCX <ABC3  
etc.
```

You can also use the registers to point to line numbers instead of trying to remember what the line number is. To store the number of the specified line into a register (using the "M" and "N" registers) the command is:

```
:QM >
```

If you want to move a block of code, you can point the "M" register to the beginning line to be moved, point the "N" register to the last line to be moved, position the cursor to the point in the file where the code is to be inserted, and execute the following directive:

```
:MOVE %M:%N
```

The block of code will be transferred without the need to know what the line numbers are.

Timesaving Techniques

Suppose you want to BLOKEDIT a section of code from one program to another? Here is one technique that has saved many hours of BLOKEDITing:

```
:QM > first line to be BLOKEDITed  
:QN > last line to be BLOKEDITed  
:PO X:W %M:%N output the data to file  
X/TEXT:W  
:O end EDIT without  
modifications
```

Now that the data is in a scratch file (X/TEXT), it can be placed into the new program by going into EDIT, positioning the file such that the line immediately above the spot of the new code to be inserted is on the bottom line of the screen, and entering the command:

```
:PA X:W append the whole file
```

The result is fast and easy code duplication.

After some practice, you will be able to make accurate, consistent code duplication (or movement) without any trouble at all.

Useful Tips

Here are some useful tips on the use of the RMS Editor:

- 1) Try to establish some personal conventions of register use. I like to use the "M" and "N" registers for moving or copying blocks of code. I also use the "A" register for saving my place in the code (:QA > followed by :GA%A). Be careful when deleting a block of code or you might delete more than you planned (:D%N- %M + 1).
- 2) If you use a scratch file, use the same one all the time.
- 3) Be very careful when using the :PO directive. The editor will output the data right on top of anything that was there previously. □

Kris Linebaugh
Ext. 7151

International Freight Forwarder Chooses Datapoint for Network

McGregor Sea & Air Services Ltd., an international freight forwarding company headquartered in Bracknell, England, has chosen Datapoint computers to establish a world-wide data communications network.

The communications network, much of it already in place, will use computer systems in 16 locations in Europe, the United States and the Far East. It will be used to track freight throughout the world, using ITMS (International Telex Management System) for direct computer communication through the international telex network.

The equipment, worth about \$1.8 million, will also be used for word processing and data processing by the individual offices. □

RMS Tape Drives

When selecting tape drives for a customer, remember, not all Datapoint tape drives are equal. Besides having differences in speed, density, number of tracks and size, some tape drives will operate under either DOS or RMS, while others will operate under DOS only.

Do not get caught in an embarrassing situation of having sold a DOS-only tape drive to an RMS user (which has happened). This can cause all sorts of grief.

Datapoint has a total of 12 tape drives in refurb and new build, but only four will operate in both DOS and RMS. The DOS and RMS tape drives are listed below.

Model Code	BPI	TRACKS	TYPE
9584	1600	9	New Build
9586*	800/1600	9	New Build
9556	800	9	Refurb
9558	556/800	7	Refurb

* Switch selectable

For more information, refer to the Dispersed Data Processing Sales Reference Guide (model code 61379), page V 1.21.□

Rafael Maymi
Ext. 7151

Education Curriculum Charted

Sales Education has begun its new FY83 curriculum which is exciting and professionally rewarding for the participants.

These courses and workshops have been completed:

- ASR Phase III
- Professional Advancement
- Sales Manager Development
- New Hire Sales Training

and additional courses and workshops are forthcoming.

The RM/BM/BSMs will receive continuous updates on professional courses and workshops available to the field.

We invite suggestions concerning the courses and workshops you feel are necessary to make you successful at Datapoint.

Please address your comments to Sales Education, extension 7012, mail station C04.□

Ron Snelson
Ext. 7012

Consultants Program Reference Materials Available

Field offices can now order the four-volume Consultants Program Reference Materials for your local consultants.

The set can be ordered directly from Software Services (Model Code 61337) at a cost of \$207.15. The materials will be shipped ready for assembly, complete with binders, inserts, tabs, and assembly

instructions.

If the salesman plans to deliver the set to the consultant personally, please be sure to include the consultant's name and address on the order so that future updates can be sent directly to him.□

Marilyn Elliott
Ext. 7950

Returning Consumable Supplies

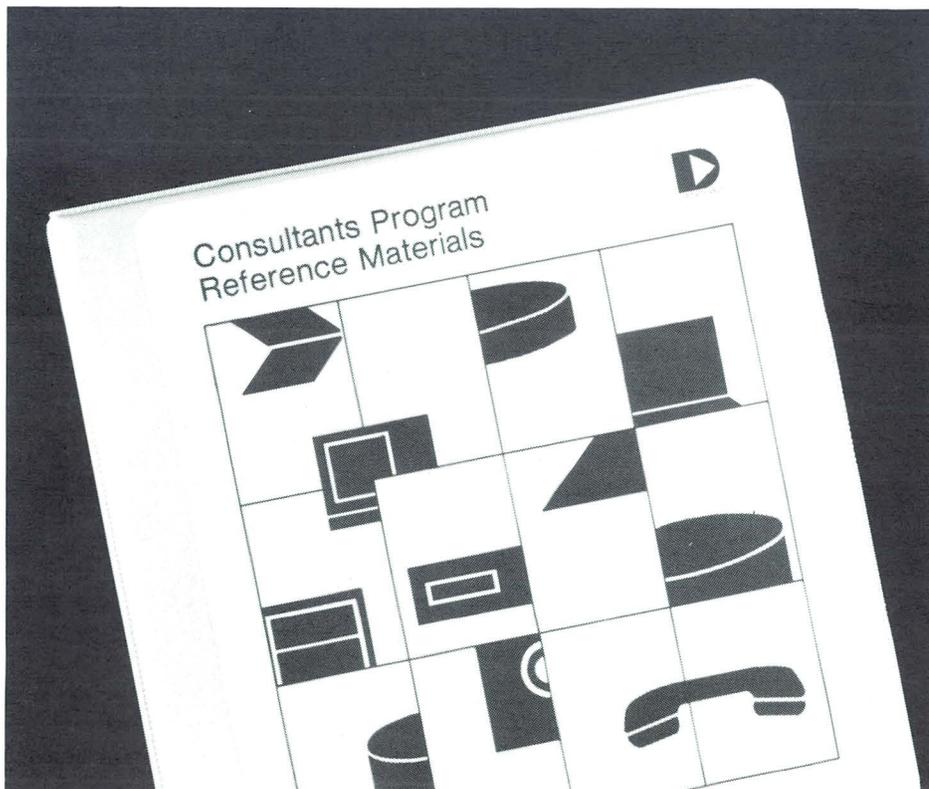
If you receive damaged consumable computer supplies (for example, printer ribbons), you can return them to Customer Service for credit or replacement.

To receive credit for the damaged item(s), call the Customer Support Center at 800-531-5770 (in Texas 800-292-5100; In Hawaii or Alaska, 800-531-5642). Give the coordinator the model code of the items and the reason for the return. The coordinator will issue you a Return Material Authorization (RMA) number. Write the RMA number on the outside of the box that the material is being returned in to make sure you receive prompt credit or replacement of the items you return. Send the supplies to the following address:

Datapoint Corporation
981 Isom Road MS#B-52
San Antonio, Texas 78216
ATTN: RMA Coordinator

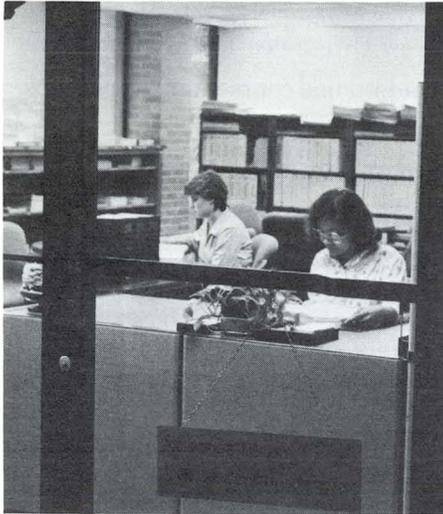
□

Debbie Pena
Ext. 5191



New Information Available in Corporate Library

The Corporate Library maintains a selection of reference materials, directories, indexes, trade journals and periodicals. From this selection, the library can furnish current information on competitors' products and services: communications, computers, peripherals and electronic office systems.



Local Area Networks Information

Local Area Network Market (U.S.). This 214-page publication makes forecasts for non-voice LANs and voice handling LANs. Included in the forecasts are discussions of transmission media, primarily coax, copper pairs, fiber optics, infrared, radio and cable TV. Communications control systems, software requirements, test equipment and associated user equipment are analyzed. Vendor profiles and survey results are also included.

Communications Information

The Manual of PBX, an expanded and updated second edition, published by *Business Communications Review*, is designed to help you understand how modern PBXs work and enables you to sort out the multitude of PBX alternatives.

The Book of Jewett & Strago titled "Designing Optimal Voice Networks for Businesses, Governments, and Telephone Companies" is also available.

Office Systems Information

The Seybold Report on Office Systems, published monthly, is kept on file in the library.



Virginia Stern — Librarian

Competitive Information

Prime Computer: Strategic Analysis Report from Northern Business Information. This 112-page report discusses challenges faced by this supermini leader under a new chief executive. Also examined are the company's position in 32-bit minicomputers, communications and networking, and considers chances for success of recent ventures into office automation and CAD/CAM.

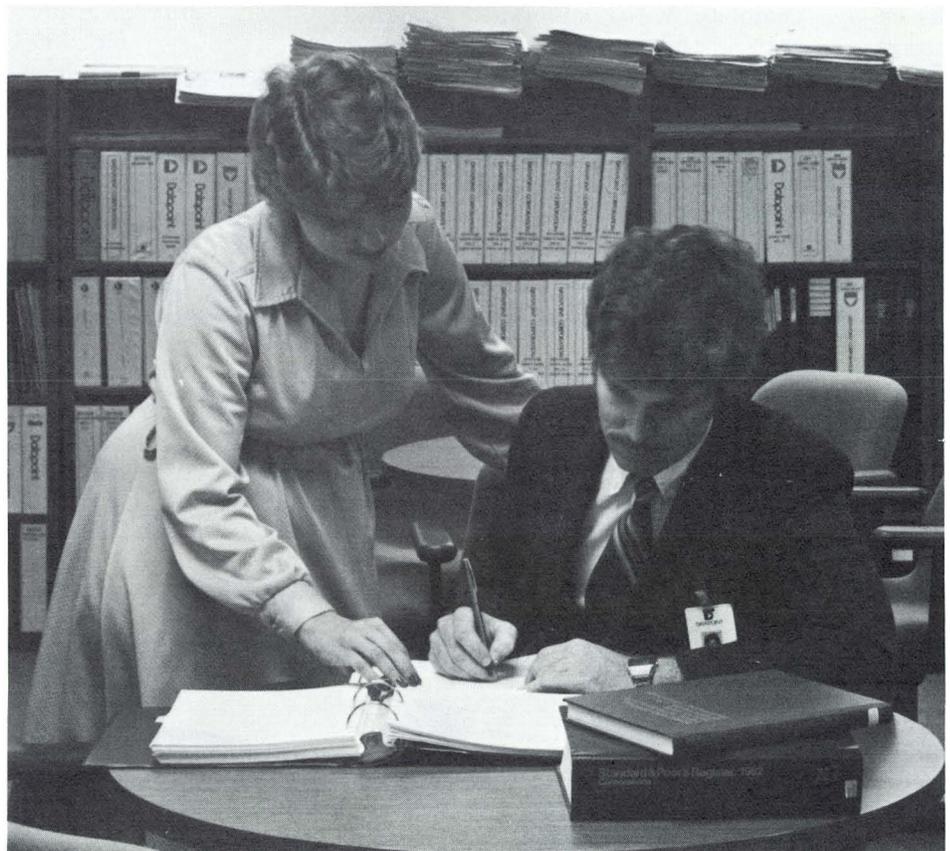
Exchange of Publicly Available Information program (EPAI). With seven other companies in the computer industry (Data General, IBM, Mohawk, Pertec, Raytheon, Texas Instruments and Wang), Datapoint exchanges current, non-confidential and non-proprietary information about products.

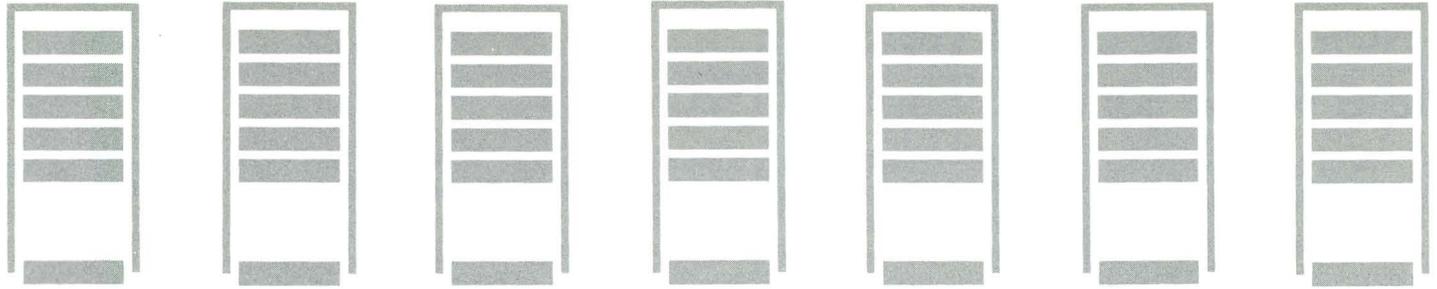
Other Information

Standard & Poor's Register of Corporations, Directors and Executives. This three-volume publication lists type of business, address and telephone number, subsidiary or parent company, stock exchange symbol for public companies and approximate annual sales and number of employees. Many listings identify companies' accountants, primary banks and primary law firms. One volume contains a Corporate Family Index that links all parent companies contained in the register with their subsidiaries, divisions and affiliates. Additionally, the 38,000 companies listed are broken down into 900 product categories coded by current Standard Industrial Classifications.

Field offices can obtain reference materials and other information by calling the Corporate Library, extension 7151. The Corporate Library is located at 8400 Datapoint Drive. Library hours are 8 a.m. to 5 p.m. Monday through Friday. □

Virginia Stern
Ext. 7151





ACD Improves Bank Service in Canada

When good service is what good banking is all about, having an efficient telephone management system that does more than distribute telephone calls really makes the difference.

This is especially true in the area of credit service, where retail merchants require authorization from the bank of a credit card holder guaranteeing payment for goods charged.

Lack of Management Reports Impacts Service

Royal Bank, headquartered in Montreal, Canada, realized that their last telecommunications system was having an impact on service provided to customers. Further, that system did not provide information on how they could improve call handling.

"We need a system that can provide hard data on calls as well as on representative supervision," states Luther Carver, Manager of Administration and Control for Visa. "You need to be able to measure efficiency if you want to improve service and control costs."

The Visa authorization centers at Royal Bank are in operation 24 hours a day, seven days a week. The bank had to install a telephone management system with a high degree of reliability. In their search for such a system, Carver and Bob Matthews, of Royal Bank's Processing Systems Department, visited the Datapoint ACD installed at the First National Bank of Chicago, the second largest Visa authorization center in the United States.

The system at the First National Bank of Chicago is self-contained and offers detailed hard copy reports on every aspect of call volume, handling, and line utilization. These features of the system helped them decide to

install the ACD system at Royal Bank.

Detailed Reporting Improves Performance, Service

"In the past, we were groping around in the dark," explains Bruce Henderson, Assistant Manager of Operations Support for Royal Bank, Montreal. "We were guessing as to the kind of service that was being provided to the merchants. There was no information available on calls that were abandoned, the waiting time until a call was answered, or the average length of a call."

Now, management personnel at the two sites are provided with up-to-date information on calling patterns and performance, including agent performance, line utilization, calls abandoned, calls waiting, and traffic

"The on-site location of the equipment allows management to receive reports on demand, at any time of the day, week, or month."

reports at the end of each working day. These reports help to determine the number of lines being used, the number of agents to handle the calls, the peak periods of incoming calls, and the average waiting time before a call is handled by an agent. For example, 13,000 calls are being handled per day in peak periods in Toronto: 85 percent are answered within 30 seconds, 99 percent within 60 seconds. There is a less than one percent rate on abandoned calls. The statistics are similar in the Montreal center, where almost 6,000 calls are being handled per day in peak periods.

Up-to-the-Second Information

Two ACDs are in use, each consisting of an intelligent switching system, host processor, disk storage, printer, supervisor console and agent instruments. The on-site location of the equipment allows management to receive reports on demand, at any time of the day, week or month.

Also, the supervisor video display consoles are located within the immediate work area, providing an up-to-the-second display of all call activity taking place.

The Datapoint ACDs are flexible, turn-key systems that allow a configuration to be incrementally expanded to accommodate growth in call volume. Each ACD has the potential for 48 different configurations, ranging from four lines with four agent instruments, up to 102 lines and 83 agents in stand-alone systems. The system may be connected to provide up to 408 lines with 302 agents.

Answers Calls — and More

A further advantage of the ACD is that it provides a way to pinpoint any abnormalities in the operation of incoming lines. "When the new ACD was installed, we discovered that certain incoming lines were not working properly," reports Henderson. "No one knows how long they were out of service previously." Now, the center can quickly identify problems like these.

The reports generated by the ACD can also be used for training and evaluation. The supervisor can easily evaluate the performance of new operators and can help the operators with any problems they may be having during calls. □

New Marketing Flyers — and How to Use Them Effectively

You'll be seeing some new marketing tools over the next few months — direct mail flyers. These are designed as short, inexpensive pieces you can order in quantity from Software Services to use in your own campaigns.

As is true with any marketing device, these flyers will work best for you if used appropriately. The following tips are intended to help you increase and ensure the effectiveness of your direct response campaigns.

Purpose of the Flyers

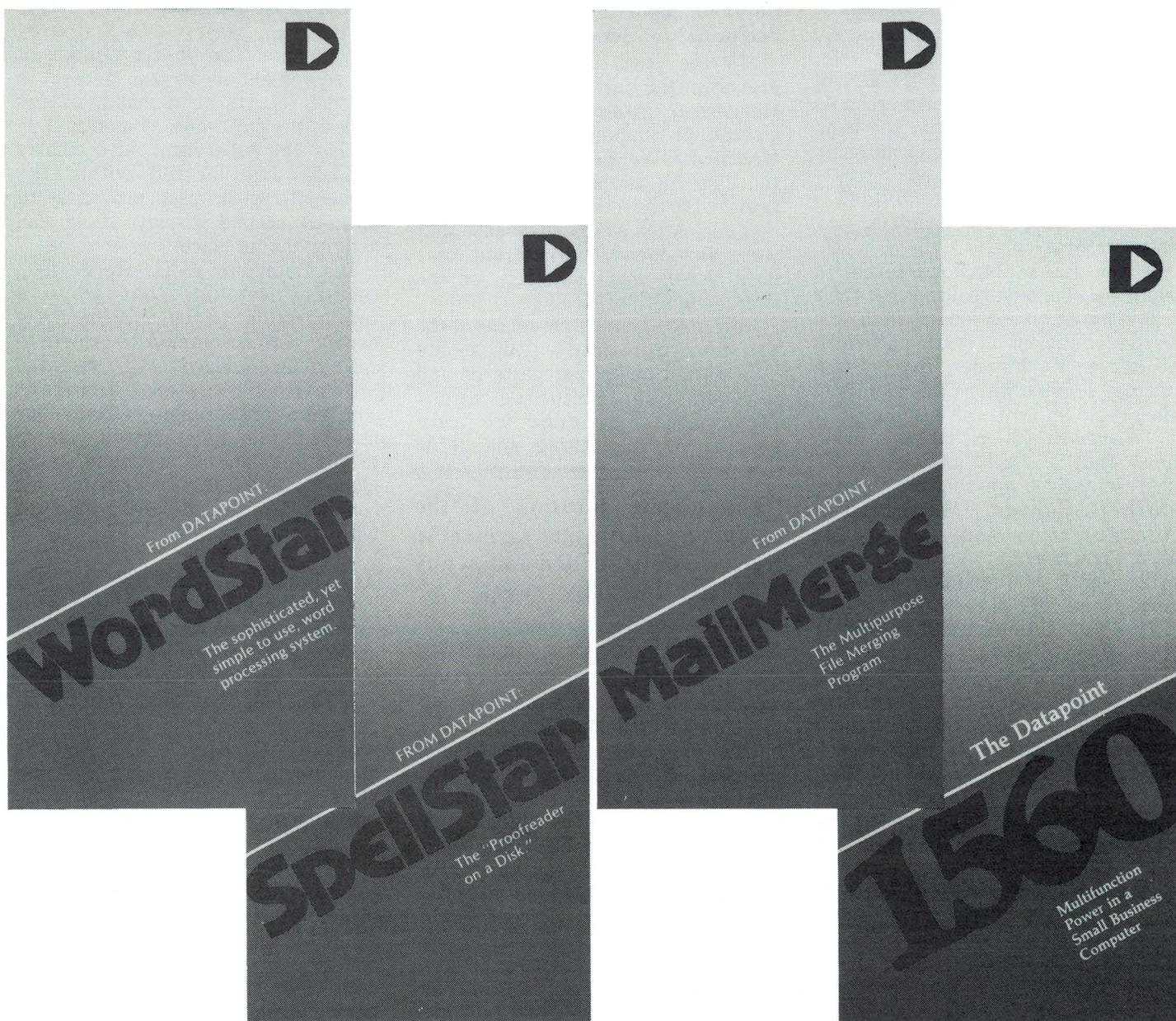
These pieces are strictly intended to qualify sales leads. They may spark interest from existing customers, or introduce Datapoint to new prospects. The brevity, style, and format of the flyers make them introductory pieces only. You just want to get someone interested, interested enough to contact you for more information.

Ways to Use Them

As long as you keep the above purpose in mind, you can use the flyers in a variety of ways:

Mail — with or without a cover letter, other flyers, or other supporting materials. In an envelope or as self-mailers.

Handout — during a sales call, where the customer expresses an interest in related products. At meetings, shows, seminars.



Shown here are WordStar (#61445), SpellStar (#61440), MailMerge (#61349) and 1560 Processor (#61441) Direct Mailers. These are now available in Software Services.

Who Should Get Them

First, think of the individual flyer and what product it discusses. Who would be interested? Common groups from which you might select candidates for your mailing include:

Existing Datapoint customers — especially those who have related equipment or systems, or who have expressed specialized needs addressed by the flyer.

New Datapoint customers — for example, someone who recently installed a new processor might be very interested in software packages available for that processor.

Known prospects — a new product or slant might increase interest in Datapoint, or even close a pending sale.

New prospects — could open up whole new markets, especially lead the way to small first-time sales that open the door for larger, future sales.

About Mailing Lists

First, be aware that there are mailing lists and MAILING LISTS, varying in size and sophistication from your own personal list for individually-addressed envelopes to computer-generated labels in the millions. If you in fact contemplate mailing to more than 1,000, you might consider getting professional direct marketeers to help. These include “letter shops” that handle mass mailing operations, as well as consultants who specialize in mailing list management and brokering.

For the moment, however, let's assume that your mail campaign is small enough to be handled by your staff. You may use a mixture of small and large lists, some generated in-house (customer list by region) and others from outside sources. Regardless, you should keep the following in mind:

1. *Be selective!* Particularly with computer-generated mailing lists, you can usually “select” which names you want by such variables as zip code (geographic area), company size, the individual's position in the organization, etc. Even in-house lists can reflect special data regarding the type of equipment, size of installation, date of last contact, etc. The more selective you can be, the better the odds that response will be high in relation to cost. You can even “test” a very large list by requesting a

random sample of the list. And try to use “clean” lists — those whose names and addresses are frequently updated, and in which duplicates have been eliminated as much as possible.

2. *Organize how responses will be handled.* The flyers all contain prime space for your name and address stamp with the header “For more information on the xxxx, contact the sales office below.” Your staff should be aware of when to expect calls or correspondence of this nature and how to handle these responses.

3. *Establish methods for tracking list performance.* If you use just one list, this is primarily a matter of measuring what the response rate is, that is, percent of responses to total number mailed. Particularly important when you “test” a new list, the response rate tells you how well your campaign works, whether or not you'll use certain lists again, etc. Incidentally, typical response rates for this type of direct marketing device range from only one to three percent! (You can use this in reverse as well — you'll probably need to mail 100 pieces for every qualified lead you want.)

4. *Find “new” prospects.* There are national mailing list brokers who can rent you all or part of certain lists, i.e. “recent buyers of small business computers.” Before you go shopping for these kinds of lists, however, try some of the following:

local/state/regional membership lists from related professional trade associations.

organizations such as the Chamber of Commerce.

subscribers to trade publications.

customers of related, non-competing firms.

Get the idea? The best part about many of these mailing lists is that they can often be obtained for little or no cost. And the people on these lists are often “hotter” prospects for the simple reason that they've already indicated interest. You can find the people to contact regarding these lists at the library, in such publications as *The Gale Directory of Associations*.

Writing a Good Cover Letter

If you elect to send the flyers in an envelope with a cover letter or other such enclosure, this will be no ordinary business letter. For those customers with which you are already

familiar, personalize the letter as much as possible. For everyone, keep these simple rules in front of you as you draft the letter:

1. Drop the warm-ups and don't beat around the bush. The reader is too busy to read all that, and too much introduction could mean the meat of the letter doesn't get read at all.

2. Use short paragraphs, short words, simple declarative sentences. Organize the letter to flow from paragraph to paragraph easily. Be concise and professional. Use “hot” words — new, now, save, today — and the hottest word of all — YOU. Bust out important thoughts with bullets (*) and underlined sentences.

3. Sell benefits, not features. As nice as they may be, features don't sell the product, advantages to the reader do. Don't tell them how it works — tell them what it will do for them. And how ours outdoes the competition!

4. Keep the objective of the mail campaign firmly in mind. Your letter should reinforce the one objective of the flyer it accompanies: getting the reader to contact you! If your mailing has been small, you might even consider telling the reader that you will follow up on the mailing by phone soon. Then do so!

5. Give the reader something. Beyond what you offer in a product or service, give your reader something immediately in your letter: news, business tips, applications stories, examples of unusual uses of the product, testimonials, etc.

6. Last, but certainly not least: Ask for action! The reader should clearly know what you want him to do, and you should encourage him as strongly as possible to do it. In this case, tell him to contact you today. And make it easy to do; give your name, address and phone number again, even if it's on the letterhead. Add your extension if you have one. It's as simple as this — if you don't ask for action and make it easy, you probably won't get any.

7. Be aware that the letter is making claims about a product or service and, therefore, must be reviewed and approved through the standard process by the marketing law department. Marketing Communications will help you with approvals. Send your copy to Joan Kearn, MS#T41, San Antonio.

Traditional Equipment

Model Code	Description	Maint.	Install	Price	Model Code	Description	Maint.	Install	Price
Disk Systems					Belt Printers				
4520	5500 Proc, 5MB Storage (two 2.5MB Wanco Drives, 1 fixed, 1 removable cartridge), controller, multiport interface	272	700	12225	9212	115-240 LPM Printer, 132 Columns	103	195	3900
4530	5500 Proc, 48K, Dual Disk and Controller, 20MB, Multiport Comm Adaptor	361	800	16000	9214	132 Col Printer, 230-340 LPM	120	195	4300
4540	5500 Proc, 50MB Disk Storage, Controller, Multiport Interface	558	1000	18500	Freedom Printers				
4620	6600 Proc, 5MB Disk Storage, Controller, Multiport Interface	267	700	14500	9231/	80 CPS Freedom Printer, Serial or Parallel	51	195	1050
4640	6600 Proc, 50MB Disk Storage, Controller, Multiport Interface	628	1000	19950	9232				
4644	6600 Proc, 50MB Disk Storage Controller, RIM	623	1000	19950	1090	Option, Serial Interface Upgrade	195	150	
4740	256K Proc, Dual Disks and Controller, 50MB, Multiport	644	1000	23500	1091	Option, Parallel Interface Upgrade	195	450	
4745	ARC File Proc, 256K, Dual Disk and Controller, 50MB, RIM Adaptor	639	1000	23500	300 LPM Drum Printers				
4630	6600 Proc. 128K, Dual Disk Controller, 20MB (9374), Multiport Comm Adaptor (9462)	341	800	16,950	9280	Printer-64 Char/Single Channel Vertical Form Control	140	195	6000
Diskette Systems					9281	Printer-96 Char/Single Channel Vertical Form Control	155	195	6000
1131	Diskette 1130 Proc, 1 Drive	78	195	1600	600 LPM Drum Printers				
1132	Diskette 1130 Proc, 2 Drives	102	195	1800	9260	Printer-64 Char	200	195	9500
1133	Diskette 1130 Proc, 3 Drives	124	195	1900	9261	Printer-96 Char	200	195	9500
1134	Diskette 1130 Proc, 4 Drives	150	195	2000	Matrix Printers				
1174	Diskette 1170 Proc, 4 Drives	158	195	4300	9621	160 CPS Printer, Serial	42	195	1875
9389	Diskette Extension	195	300		9622	160 CPS Printer, Parallel	42	195	2100
1500 Systems					45 CPS Printers				
1514	1500, 64K, .25MB Single Diskette Drive, 9310 Cartridge Disk Drive	147	250	7500	9601	45 CPS Char Printer Serial	45	195	3300
1515	1500, 64K, .25MB Single Diskette Drive, 9320 Cartridge Disk Drive	155	250	8200	9602	45 CPS Char Printer Parallel	45	195	3700
1536	1500, 64K Memory, Two Diskette Drives (.5MB Total)	78	200	4000	Datastation Terminals				
1596	1500, 64K Memory, 2 Diskette Drives, 160 CPS Printer	120	200	5200	3601	Datastation terminal	25	35	995
1536/	1500, 64K Memory, 2 Diskette Drives,	129	200	5000	8200	Datastation terminal	18	20	1100
9231	80 CPS Printer				Comm Adaptors				
1543	Diskette Expansion Module	33	195	1500	3400	Acoustic coupler	18	25	200
1800 Systems					9401	Comm Adaptor	20	25	200
1802	1800, 64K Memory, Removable Keyboard, 2 Diskette Drives (1MB)(1412), ICA	125	200	5000	9402	Comm Adaptor	20	25	200
1842	Diskette Expansion Module	39	195	1500	9404	Comm Adaptor	16	25	200
Processors					9408	Datashare Modem, 1200 Baud Transmit, 150 Baud Receive, Full Duplex	18	25	200
1108	Cassette 1100 Proc, 8K Memory	90	195	1500	9409	Datashare Modem, 1200 Baud Receive, 150 Baud Transmit, Full Duplex	18	25	200
2226	2200 Proc, 16K Memory	121	195	1500	9420	Comm Adaptor	16	25	200
5548	5500 Proc, 48K Memory	184	200	8000	9453	Comm Adaptor	16	25	200
Cartridge Disks					9455	Comm Adaptor	24	50	200
9310	10MB Cartridge Disk Without 4-Port MPCA	80	195	6500	9460	Comm Adaptor	18	50	300
9320	10MB Cartridge Disk With 4-Port MPCA	88	195	7000	9462	Multiport Comm Adaptor	18	50	375
9367	Dual Disk and Controller, 5MB Console	99	195	4200	9450	Comm Adaptor	14	50	200
9368	Dual Disk and Controller, 5MB Freestanding	99	195	4200	Tapes				
9369	5MB Dual Disk Extension	79	195	3500	9581	9 Track Tape 1600 BPI 8.5 Inch Reel	110	195	4000
Disk Controllers and Drives					9583	9 Track Tape 1600 BPI 10.5 Inch Reel (Replaced by 9584)			
9370	Freestanding 25MB Mass Storage Drive/Controller	205	250	6500	9584	9 Track Tape 1600 BPI 10.5 Inch Reel	134	195	9000
9371	25MB Mass Storage Drive Extension	155	195	6000	Options				
9373	Console 25MB Mass Storage Drive/Controller	205	250	6500	5508	8K Memory Upgrade for 5500	195	250	
					Card Readers				
					9504	80 Col, 300 CPM, 115 VAC	65	195	2500
					9505	Power Option for 9504, 230 VAC			0
					NOTE: No charge when ordered with 9504				
					Multistation Adaptors				
					9470	4 Port Multistation Adaptor	10	75	500
					9471	8 Port Multistation Adaptor	15	100	800

Customer Education

Boston, Massachusetts

November 1 DOS Introduction to Datapoint Programming
 November 15 DOS Advanced DATASHARE
 November 29 DOS Basic Word Processing
 December 6 DOS Databus
 January 3 RMS New Datapoint Customers
 January 24 DOS Databus

Chicago, Illinois

October 25 DOS Introduction to Datapoint Programming
 November 1 DOS Basic Concepts and Operations
 November 8 DOS Databus
 DOS Basic Word Processing
 November 15 RMS New Datapoint Customers
 November 29 DOS Introduction to Datapoint Programming
 RMS DOS Customers
 December 6 DOS Basic Word Processing
 December 13 DOS Advanced Operations
 January 3 DOS Databus
 DOS Basic Word Processing
 January 10 DOS Basic Concepts and Operations
 January 17 DOS Basic Word Processing
 January 24 DOS Introduction to Datapoint Programming
 DOS ARC (Attached Resource Computer)

New York, New York

October 18 DATASHARE
 DOS Basic Word Processing
 October 25 DOS Introduction to Datapoint Programming
 November 1 DOS Advanced Operations
 November 15 DOS Databus
 November 29 DOS Introduction to Datapoint Programming
 DOS Basic Word Processing
 December 6 RMS Basic Concepts
 December 13 DOS Databus
 RMS DOS Customers
 January 10 DOS Advanced DATASHARE
 DOS Advanced Operations
 January 17 DOS Databus
 DOS Basic Word Processing
 January 24 DOS Basic Concepts and Operations
 January 31 DOS Introduction to Datapoint Programming

San Antonio, Texas

October 18 DOS LDACS (Long Distance Control System)
 Introduction to Datapoint Programming
 Disk Operating System
 October 25 DOS Advanced Word Processing
 DOS ARC (Attached Resource Computer)
 November 1 RMS Advanced Word Processing
 DOS Databus
 RMS New Datapoint Customer
 DOS Basic Concepts and Operations
 November 8 RMS Basic Word Processing
 RMS DOS Customers
 DOS Advanced Operations
 DOS Basic Word Processing
 November 15 DOS Introduction to Datapoint Programming
 RMS Basic Concepts
 DOS ARC (Attached Resource Computer)
 November 29 DOS Advanced Word Processing
 DOS LDACS (Long Distance Control System)
 DOS Advanced DATASHARE
 December 6 RMS Basic Word Processing
 DOS ACD (Automatic Call Distributor)
 DOS Basic Concepts and Operations
 DOS Advanced Operations
 December 13 RMS Advanced Word Processing
 DOS Advanced ACD
 DOS Introduction to Datapoint Programming
 DOS ARC (Attached Resource Computer)
 DOS Basic Word Processing

January 3 DOS Basic Word Processing
 DOS Advanced LDACS (Long Distance Control Sys.)
 DOS Databus
 RMS Basic Concepts
 January 10 DOS EMS (Electronic Message System)
 RMS Databus
 RMS DOS Customers
 DOS ARC (Attached Resource Computer)
 DOS Assembler (SNAP)
 January 17 RMS Advanced Word Processing
 DOS ACD (Automatic Call Distributor)
 DOS Databus
 RMS New Datapoint Customers
 DOS Advanced Operations
 DOS Basic Word Processing
 January 24 DOS Advanced Word Processing
 DOS LDACS (Long Distance Control System)
 DOS Introduction to Datapoint Programming
 DOS Advanced Word Processing
 January 31 DOS Advanced ACD
 RMS Basic Concepts
 DOS Basic Concepts and Operations

San Mateo, California

October 18 DATASHARE
 Resource Management System
 November 1 DOS Basic Concepts and Operations
 November 8 DOS Basic Word Processing
 November 15 DOS Introduction to Datapoint Programming
 December 6 DOS Databus
 January 3 DOS Basic Word Processing
 January 17 DOS Basic Concepts and Operations
 January 24 RMS DOS Customers
 January 31 DOS Databus
 DOS Basic Word Processing

Seattle, Washington

December 6 RMS New Datapoint Customers
 December 13 DOS Basic Concepts and Operations
 January 10 DOS Databus
 January 17 DOS Advanced Operations
 January 24 DOS Introduction to Datapoint Programming
 January 31 DOS Basic Word Processing

Washington, D.C.

October 18 DOS Basic Word Processing
 November 1 RMS DOS Customers
 November 8 DOS ARC (Attached Resource Computer)
 November 15 DOS Basic Word Processing
 December 6 DOS Advanced Operations
 December 13 DOS Basic Word Processing
 January 3 DOS Databus
 January 10 DOS Basic Word Processing
 January 17 DOS Introduction to Datapoint Programming
 January 24 RMS New Datapoint Customers

Systems Education

Name of Class	Dates
DATABUS/DATASHARE	Nov. 29
Systems Orientation	Oct. 11
DP Orientation	Nov. 8
CMP Orientation	Nov. 8
IEOS with Multiplan	Nov. 8, Dec. 6
EMS/Message Services	Nov. 15, Dec. 13
Color Business Graphics	Oct. 11, Oct. 25
Advanced DOS Systems	Oct. 18
DOS Data Comm	Oct. 11
RMS1-Transition	Nov. 1, Nov. 29
RMS2-DB/DS/COBOL/Comm	Oct. 11
RMS3-RMS Assembler	Dec. 13
DOS Assembler 1	Oct. 18
DOS Assembler 2	Dec. 6
CMIS/IBP	Nov. 29
CASH/CDR	Oct. 25
Traffic Engineering	Nov. 1, Dec. 6
ISX Systems	Nov. 8, Dec. 13
ISX Database Collection	Oct. 18
ACD 2	Oct. 25 (New York)

The following classes will be scheduled pending minimum number of 10 students and available resources.

- LDCS 2 (Advanced-5 days)
- ISL Conversion Seminar (5 days)
- COBOL (5 days)
- RPG (5 days)
- BASIC (5 days)
- FORTRAN (5 days)

All classes will be held at the Systems Education Training Center, 4211 Gardendale, Suite A200, San Antonio, unless otherwise indicated.

These same systems-level classes are also available to customers. Registration of Datapoint reps, OEMs and customers must be coordinated through regional SE managers.

For more information on Systems Education classes, call extension 7368 or write to mail station C01.

Trade Shows

Oct. 11-14	Information Management Expo (Info'82)	New York City	Feb. 21-23	Office Automation Conf. '83 (OAC)	Philadelphia
Oct. 17-20	Data Processing Mgmt. Assoc. (DPMA)	Chicago	Mar. 21-24	Interface '83	Miami
Oct. 27-29	Federal Office Automation Conf. (FOAC)	Washington, D.C.	Apr. 12-14	Federal Data Processing Expo	Washington, D.C.
Nov. 8-10	S.E. Telecommunications Assoc. (SETA)	Nashville	Jun. 1-3	Int'l. Communications Assoc. (ICA)	Anaheim
Nov. 11-14	N.E. Computer Show	Boston	Jun. 14-16	Int'l. Word Processing Assoc. (IWPA)	San Francisco
Nov. 30- Dec. 3	Comdex '82	Las Vegas	Jun. 26-30	Nat'l. Computer Graphics Assoc. (NCGA)	Chicago

Print Ad Schedule

OCTOBER PRINT ADVERTISING SCHEDULE

<i>Wall Street Journal</i>	Oct. 7, 12, 21	ARC Spread: FIB
<i>Business Week</i>	Oct. 18	ARC Spread: FIB
<i>Forbes</i>	Oct. 11	ARC Spread: FIB
<i>Fortune</i>	Oct. 4	ARC Spread: FIB
<i>Computerworld</i>	Oct. 18	ARC Spread: FIB
<i>Information Systems News</i>	Oct. 4	ARC Spread: FIB
<i>Datamation</i>	October	ARC Spread: FIB
<i>Computer Decisions</i>	October	ARC Spread: FIB
<i>Infosystems</i>	October	ARC Spread: FIB

INTERNATIONAL ADVERTISING SCHEDULE

<i>The Economist</i>	Oct. 16, 30	Computer capabilities in 36 countries
<i>TIME/European ed.</i>	Oct. 25	Computer capabilities in 36 countries
<i>Business Week/Int'l.</i>	Oct. 25	Computer capabilities in 36 countries

"I don't think any other computer could have grown with us the way our Datapoint has."

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Computer capabilities in 39 countries

Marketing Support Materials

Datapoint Small Business Computer System Flysheet Document No. 61378.

Datapoint 1560 Processor Flysheet Document No. 61016.

Datapoint 1560 Networking Flysheet Document No. 61392.

Datapoint Desktop Printer Flysheet (Preliminary) Document No. 61393.

Datapoint 9313/9315 Disk Drive Flysheet Document No. 61377.

ARCNET Local Area Network Protocols Product Specification Document No. 61403.

The Datapoint 1560 Multifunction Power in a Small Business Computer Brochure Document No. 61413.

Multiplan Financial Modeling Software from Datapoint Brochure Document No. 61415.

Automatic Call Distributor Brochure Document No. 60500.

Automatic Call Distributor — Telecommunications Management Reports Document No. 60678.

Datapoint 1560 Slide Presentation Document No. 61448.

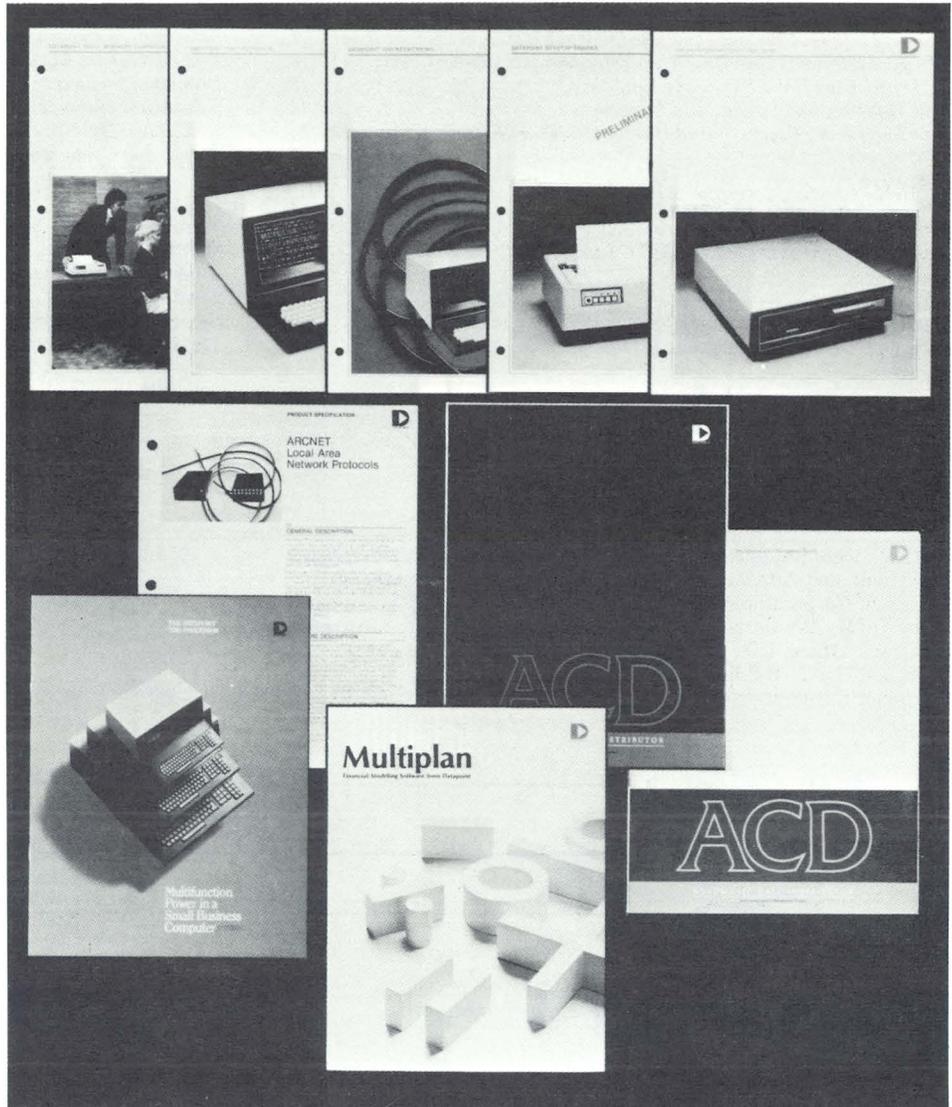
*WordStar Direct Mailer Document No. 61445.

*SpellStar Direct Mailer Document No. 61440.

*MailMerge Direct Mailer Document No. 61439.

*1560 Processor Direct Mailer Document No. 61441.

*Direct Mailers are shown on page 14.



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- _____ Association of Computer Users Benchmark Report: Datapoint 8600. Full 24-page report. (Maximum order 5 copies.)
- _____ Computerworld reprint: Datapoint 8600 Stands Out in Multiuser Text. One-page synopsis of ACU Benchmark Report (above).
- _____ MIS Week reprint: Datapoint Corp. Has An Edge On Its Competition.
- _____ Electronic Business reprint: Datapoint's Strategy: Consolidate and Conquer.
- _____ Electronic Engineering Times reprint: SMC First in LAN ICs (ARCNET-ETHERNET knock-off article)

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