

News

DOS.H ARC Enhances Features Available with 1560



DOS.H extends the power and flexibility of the ARC local network on the 1560.

DOS.H. ARC for the 1560 is now available. This product extends the power and flexibility of the ARC® local network to a previously unapproached price and performance level.

Major Benefits

We all know how wonderful the ARC system is when combined with the traditional DOS.D, but DOS.H ARC on the 1560 provides unique benefits as well as retaining some of the best features of the traditional product.

- It provides the best price performance networking product in the marketplace. Applications processors with 128K can be bought for only \$3,075 in quantities of 26 or more. An ARC system with one 128K file processor, 20MB of disk storage and 11 ap-

plications processors is only \$55,460. Printing is also very affordable with the new Datapoint® 160 CPS matrix printer.

- When combined with the new version (scheduled for release at the end of April) of 1500 DATASHARE® (which contains many of the features of DS6, including up to 12K of UDA per port), many existing DATASHARE applications can be used in customer account areas which were previously precluded from the benefits of an automated work environment.
- Networking Multiplan is now available on extremely affordable systems. One Datapoint account manager has stemmed

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9628 160 CPS Matrix Printer Replaces 9627

Datapoint now offers a 160 CPS matrix printer (model code 9628), which replaces the 9627 120 CPS matrix printer.

The 9628 is almost identical in appearance to the 9627 printer, having the same external dimensions and the same platen size. However, there *are* some major differences:

- Product line compatibility (supported on all processors).
- Near letter quality print mode at 40 CPS.
- 9600 baud rate (9628) vs. 1200 baud (9627).

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9611 Printer Errata

In the March issue of *Datapoint Marketing News*, the 9611 letter quality printer was incorrectly listed at 30 CPS. This printer is now rated at 35 CPS. Several rating tests conducted on the 9611 have demonstrated a consistent performance level greater than 35 CPS; therefore, the rating has been changed to 35 CPS in order to more accurately reflect the operating capabilities of this printer. No other modifications have been made.

We apologize for any inconvenience. If you require additional information, please contact Jim Moore, Product Marketing, at extension 7151. □

*Jim Moore
Ext. 7151*

Conversion Kits for Refurb Printers

When ordering conversion kits (0587, 0588, 0589, 0590, 0593, 0594) for Traditional Equipment (Refurb) printers, please remember that these kits should be ordered as New Build Upgrades, NOT as Traditional Equipment.

In addition, printers and conversion kits should be identified separately on the order sheet. This procedure will help prevent unnecessary delays. If you need assistance in ordering, please call Traditional Equipment Sales at extension 5119. □



Gerry Mulligan
Ext. 5119

DOS.H ARC continued from page 1

the tide of PCs in his account by selling the benefits of shared media storage. With the 1560 ARC system, he was able to meet the diskette based PCs in price and offer shared hard disk.

- The extensive array of communications which has been available for stand-alone 1560 products is now available on inexpensive applications processors. How can you not like a workstation which does WP, MP, SNA/SDLC, and DATASHARE for this great price.
- The 1560 applications processors can access existing data files on DOS.D ARC since data file formats are completely compatible between DOS.H and DOS.D. Furthermore, this feature also allows the customer to add large scale DOS.D media storage to an existing DOS.H ARC to accommodate customer requirements for large or numerous files. See the

configuration guidelines at the end of this article for details on configuring conjoint DOS.D/DOS.H ARCs.

Still to Come

CP/M ARCNET™ will be released later this year. When combined with DOS.H ARC, Datapoint's networking implementation of CP/M will allow you to offer the unparalleled benefits of networking, extensive communications, DATASHARE and inexpensive applications software to your customers.

Configuration Guidelines

When configuring a DOS.H ARC for a customer, please remember the following guidelines:

- The 1560 file processor must have hard disk and 128K of memory.
- It is recommended that applications processors have 128K of memory since Multiplan requires 128K and CP/M may require 128K.
- A 1560 applications processor must boot and load programs (/CMD files) from a DOS.H file processor or a DOS.H local disk. Once the AP is booted, it can mount DOS.D volumes and access all of the data files, Multiplan models, IEOS libraries and /DBC files on that DOS.D file processor.
- The ARC local network, DATASHARE and concurrent jobs all fit into an applications processor simultaneously, allowing unparalleled flexibility of operation.
- All DOS.H software is ARC compatible except IEOS, which will be available under ARC in July.
- The model code for the ARC15 software is #9877 and the model code for the users guide is #50768. □

9628 160 CPS Matrix Printer continued from page 1.

- 9628 print rate (160 CPS) vs. 9627 print rate (120 CPS).
- New firmware — IEOS compatibility.
- Lease option offered on 9628.
- All 9627s have been committed.

Shipments of the 9628 160 CPS matrix printer are scheduled for mid-April 1983. Effective im-

mediately, all orders requiring low cost matrix printers should use the 9628 model code. No orders (effective April 4, 1983) will be accepted for 9627 matrix printers.

For additional information, please contact Jim Moore, Product Marketing, at extension 7151. □

Jim Moore
Ext. 7151

PURCHASE PRICE

MODEL CODE	DESCRIPTION	---QUANTITY PRICES---				MAINT.	INSTAL.
		1-3	4-10	11-25	26+		
9628	160 CPS matrix printer, 80 Col.	\$995	\$895	\$845	\$750	\$25	\$195*

LEASE PRICE

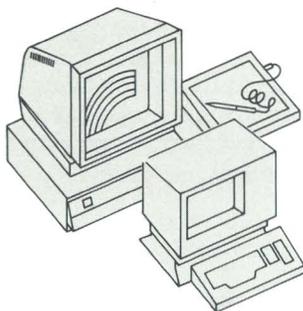
MODEL CODE	DESCRIPTION	1 YR.	2 YR.	3 YR.	RENT
9628	160 CPS matrix printer, 80 Col.	\$70	\$60	\$50	\$85

*Covers installation of one to four printers at the same location, at the same time. Installation is \$390 for remote zones. If the printer is installed concurrently with a system, the installation charge is waived. For five or more printers installed at the same time and at the same location, the charge is \$40 per printer.

Bernd Harzog
Ext. 5400

CBG 1.4 Now Available

CBG 1.4 (model code 9850) is now available for distribution. Enhancements include 8600 support on the ARC local network and the CBGPACK utility. The CBGPACK utility reallocates un-



used space in the library back to the operating system. Customers who are currently utilizing 8600s on a DOS ARC network can easily add graphics capability to the network with the addition of a CBG system.

Variety of Applications

A customer can now utilize the multi-function 8600 for a variety of applications. These applications include word processing with IEOS, financial modeling with Multiplan, and various data processing applications. In addition, the 8600 is capable of communicating in various protocols. The 8602 (with MPCA) can run a DATASHARE system when not being used as the applications processor for CBG.

Keep watching *Datapoint Marketing News* for enhancements to CBG. We will continue to add features which increase the chances of closing business. The 8600 and CBG 1.4 seem to be a perfect match! □

*Debbie Pena
Ext. 5327*

Vendors Display New Products at Office Automation Conference

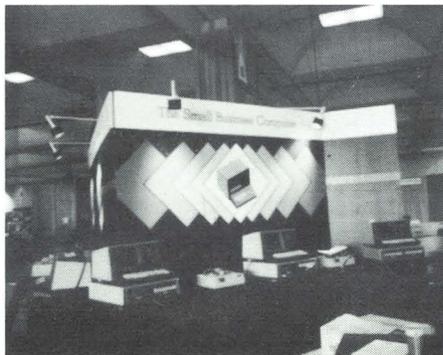
The latest advancements in office automation were displayed at the 1983 Office Automation Conference (OAC) in Philadelphia, February 21-24. Datapoint was one of over 350 vendors at this major trade show, which highlighted the latest achievements in office automation products.

Featured at the Datapoint booth was the ARC Local Area Network with Color Business Graphics, 9660 laser printer, 8600 system and the new 1560 Small Business Computer. During the trade show, a special press and VIP tour was made of the Datapoint booth in order to view the ARC local network with CBG. Visitors were impressed with the capabilities of the system, as well as with other products on display.

Other Benefits

A major benefit from exhibiting in trade shows is the number of sales leads we obtain. At OAC, we received over 300 leads from

potential customers. Several of these requested that a salesman call immediately. At the completion of each show, the leads are divided geographically and distributed to regional sales managers.



The 1560 Small Business Computer was among the Datapoint products displayed at OAC in Philadelphia.

If you have any questions concerning upcoming trade shows in your area, please contact Cynthia Beach or Tim Morales in Marketing Communications. □

*Cynthia Beach
Ext. 7059*

Sperber Named Director of Marketing Communications



Edward P. Gistaro recently announced the appointment of Matthew A. Sperber as Director of Marketing Communications. Reporting directly to Gistaro in this capacity, he will be responsible for supporting the company's efforts in the areas of advertising, sales promotion, shows, product publicity and product sales documentation.

Sperber comes to Datapoint from Wang Labs, where he held the position of Director-Advertising and Sales Promotion. He was the first to initiate a corporate print advertising campaign at Wang, which repositioned the company as a computer/office automation contender.

Prior to his three year term with Wang, Sperber held various managerial positions in advertising and sales promotion for Exxon Office Systems and IBM Corporation. A graduate of the City University of New York, he has a bachelor of science degree in Architecture. □

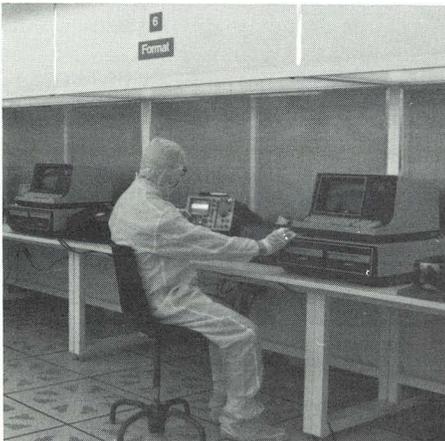
9301 Enhances 8630 Capabilities

The 9301 (Whizzie) disk subsystem is a 20MB fixed disk packaged with a 20MB streaming cartridge tape. This module, together with an 8602 processor, makes up Datapoint's 8630 system. First shipped in early 1982, these 8630 systems are helping many types of businesses around the world become more productive.

Recently, shipments of the 9301 subsystem were halted in order to change manufacturing procedures which implement improvements in the disk/tape module and the 9302/03/04 extension drives. These new procedures were implemented at the Sunnyvale, California manufacturing facility where the 930X subsystem is assembled. Sunnyvale is also the development facility for the 9301.

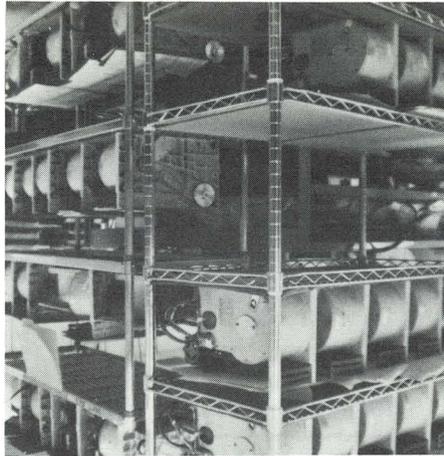
Improving Quality

As with all Datapoint products, additional analysis of a product to improve its quality has continued since the 9301 was introduced. The folks in Sunnyvale have outdone themselves in improving the quality of an already solid product.

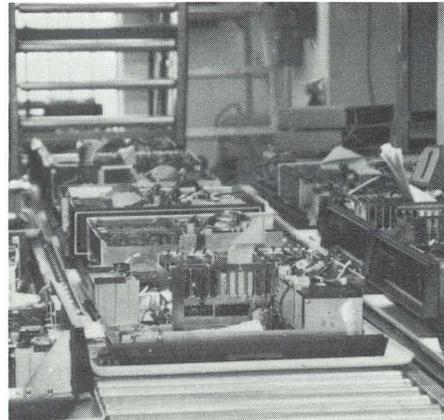


In the secure environment where 9301 disks are precision pieced together, high technology is considered the "state of the art."

When first introduced, the 9301 proved to be one of the most reliable disk products Datapoint had ever brought to the market place. Now the 9301, combined with the increasingly popular 8602 processor, has a new price that makes the 8630 business computer sys-



The California facility produces large volumes of disk subsystems and can meet the supply and demand of today's market.



tem a price, performance, and reliability leader for business applications.

Quality Assurance in San Antonio (which performs on-going tests on all products) has indicated that the 9301 disk/tape subsystem and the 9302/03/04 extension drives make up the most reliable disk system Datapoint has ever produced. Data gathered by the Austin Development Center, where the 8600 processor was born, indicates that the 930X as well as the 8601 and 8602 currently exceed their design goals for reliability.

Congratulations to the Sunnyvale, Austin, and San Antonio people who have done a great job with the 8630 system. It's a product we all can be proud of. □

*Sam Walker
Ext. 7151*

New Cut-Sheet Feeder Option Enhances 9611 Printer

Datapoint recently announced a cut-sheet feeder option for the 9611 word processing printer. This new option, model code 0245, is a dual input device designed for fully automatic operation in a dispersed word processing environment.

The 0245 will operate under DOS Version 1.6. Current releases of RMS™ EOS do not support both input trays. Under RMS 3.2.1, the 0245 will operate the same as a single input tray cut sheet feeder; however, future versions of RMS IEOS will support the 0245 as a dual cut sheet feeder.

In addition, all 9611 35 CPS printers shipped prior to November 1, 1982 will require installation of the model 0640 printer upgrade kit to accommodate the 0245 cut-sheet feeder. Any 9611 shipped after November 1, 1982 will accept the 0245 without modification.



All 9611 35 CPS printers shipped after November 1, 1982, will accept the cut-sheet feeder option without modification.

NOTE: 9611 has been upgraded from 30 to 35 CPS. □

*Jim Moore
Ext. 7151*

Terminal and Communications Configurations for the 1560

One of the significant differences between the 1550 and the 1560 is the manner in which terminals are attached to the system. With 1550 systems, terminals are attached to the Four Port Communications Adaptor of the 9320 disk drive. With the 1560 and the new 10MB Winchester Disk, the terminals as well as certain types of communications attach directly to the back of the processor.

Basic Features

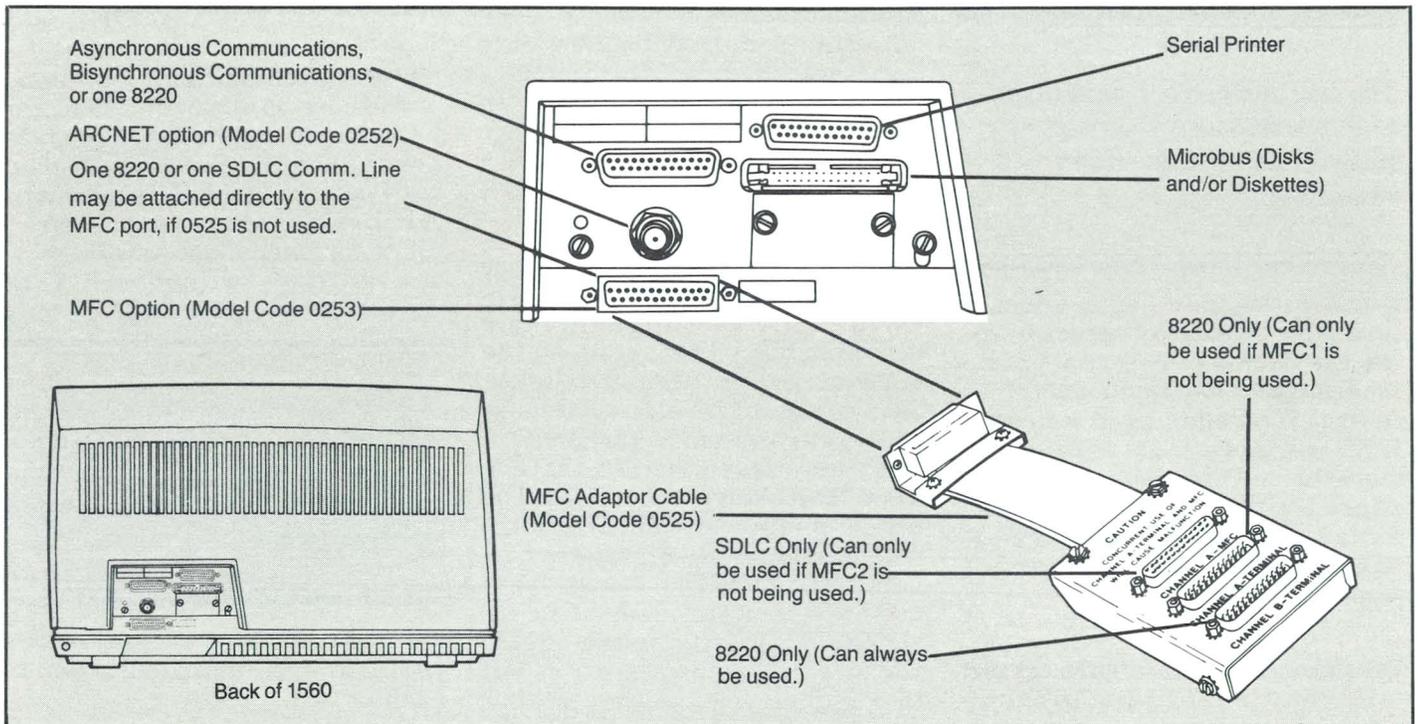
The basic 1560 comes with a printer port, a microbus interface

ports (SDLC and Bisync), or two DATASHARE terminals. The MFC to synchronous modem cable is included with the MFC. The other cables which may be required are covered in the table at the end of this article.

Various Combinations Possible

With the 1560 system, it is possible to run up to four ports of DATASHARE, one port of Bisynchronous communications (2780, 3780, or 3270), and one port of SDLC communications (3770 or 3276) in various combinations. These terminals and SDLC com-

In the table below, "T" means that a terminal is attached to that port, "S" means that SDLC communications is attached to that port, and "B" means that Bisynchronous communications is attached. If you use the MFC cable (which is needed to mix SDLC and terminals), you can use only port one or port two of the MFC and the third port at the same time. If you are wondering what all of this really looks like, see the diagram of the back of the 1560. □



(for the disks), and an internal communications adaptor (ICA) port. The ICA can be used to run asynchronous communications, bisynchronous communications, or one DATASHARE terminal.

If the MFC option is added, it is possible to run either SDLC communications or a DATASHARE terminal directly from the MFC connector on the back of the processor. Therefore, the combination of the MFC and the ICA allow either one terminal and one communications port (SDLC or Bisync), two communications

communications can be run through a combination of the Multifunction Communications Adaptor (model code 0253) and the MFC adaptor cable (model code 0525). The combinations possible are detailed in the table below.

CONFIGURATION*	ICA	MFC1	MFC2	MFC3
Three Terminals	T		T	T
One BSC Comm. and Two Terminals	B		T	T
One SDLC Comm. and Two Terminals	T	S		T
One SDLC, One BSC and One Terminal	B	S		T

*Each of the above configurations require the MFC and the MFC cable.

Cable Configurations

Configuration Type	Appropriate Cable
ICA to Terminal	3450 Kit and 3452 Cable
ICA to Aysnc Modem	9028 Kit
ICA to Sync Modem	9160 Kit
MFC to Terminal	3450 Kit and 3452 Cable
MFC to Sync Modem	Cable comes with MFC option
0525 Port One to Sync Modem	9024 Kit
0525 Port Two to Terminal	3451 Kit and 3452 Cable
0525 port 3 to Terminal	3451 Kit and 3452 Cable

Bernd Harzog
Ext. 5400

Local Area Networks—Understanding the Difference

Numerous local area networks are currently being offered in the marketplace today. To assist you in understanding the differences in the various LANs being offered, a series of articles will be presented in upcoming issues of *Datapoint Marketing News*. First in the series, this article explains the ACCESS methods of Token Passing as compared with Carrier Sense Multiple Access with Collision Detection (CSMA/CD).

The access method is the method with which a LAN distributes the right to communicate on

“In the ARCNET method, every message is acknowledged to ensure data integrity.”

a controlled basis, allowing all nodes an equitable access in using the network. This can be controlled by a “head end device” or central controller as in a typical PBX or conventional token passing scheme. Control can also be shared either in a contention mode (as in the Ethernet CSMA/CD technique), or in a sequenced mode (as in ARCNET).

Providing Maximum Throughput

Beyond enabling equitable access, the network must also provide for maximization of the data throughput. That is, the information must be transmitted with a minimum delay and overhead in order to maintain reasonable response times. The factors affecting throughput are the basic access method utilized, network length, quantity of nodes, device transmission rates, message lengths, collision rates, control overhead, and propagation delays.

Throughput as low as 18 percent is typical in some networks and as high as 95 percent in the ARCNET token passing scheme. The CSMA/CD throughput varies

with the traffic density, but in a small system throughput of up to 95 percent is achievable.

Access time must be maintained at a minimum to ensure satisfactory operation. This is the time any station must wait to gain access to the network. The token passing method is totally deterministic and allows for exact calculation of access. The CSMA/CD methods are statistical in nature, allowing that only the probability of access is calculable. The deterministic techniques are easier to model. They therefore allow the system designer to reliably calculate the affects that distance, data rates, message size, etc., will have on the specific configuration. In this way, network performance can be more reliably predicted.

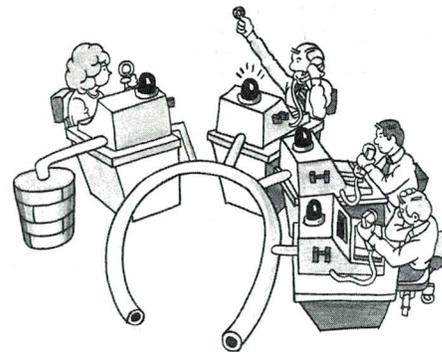
Message Error Detection/Recovery

Since all data transmissions involve electrical equipment, there is a probability that errors will be encountered in the transmission. This is caused by electrical noise in the environment, variances in the signal levels within the medium, and equipment failure. The access method should determine when an error is encountered.

In the ARCNET method, every message is acknowledged to ensure data integrity; in the CSMA/CD method, data integrity is left to a higher level of the network implementation (i.e., the proces-

“The token passing method is totally deterministic and allows for exact calculation of access.”

sor software is expected to check for errors.) In the CSMA/CD scheme, only the fact that the message did not get “clobbered” in transmission is verified, not the actual correctness of the data bits.



On the ARCNET “party-line” those who want to “talk” have their “phone off the hook.” But at any given time, the only user who can use the line is the one with the token.

System Monitor/Fault Isolation

The ease with which a fault can be detected and isolated also depends upon the access method (as well as the topology). In the ARCNET software, routines allow for immediate “viewing” of the state of the network. (The ARCSTAT program enables total

“Information must be transmitted with a minimum delay and overhead in order to maintain reasonable response times.”

determination of the network’s performance with isolation to each node.)

In addition, the dynamic regeneration or reconfiguration in ARCNET allows for the random addition or deletion of nodes. The CSMA/CD also allows for this; there is no “reconfiguration” since stations compete for the network. This means there is no easy method to determine the exact configuration that is operating at any time, or the corresponding network performance to be expected. □

*Al Malingier
Ext. 7151*

Note: The next article will offer a detailed explanation of the Datapoint ARCNET superior token passing system.

EMS Increases Productivity in Automated Office

Guest Services is the fourth largest user of Datapoint's EMS system. This attests to our enthusiasm and endorsement of a very valuable tool, one which is available to virtually everyone at Datapoint who has access to a CRT.

Speeds Up Paper Flow

The EMS system is valuable because it enables people to work more efficiently, thereby increas-

ing productivity. It saves significant time otherwise spent waiting to receive interoffice or U.S. Mail. It allows for rapid transmission of paperwork between sites, whether local or remote.

Currently, there are 250 local and 60 remote sites in the EMS system. That is quite impressive and a far cry from the early days when it seemed like the system might never get off the ground. In those days, Guest Services, which

has used EMS since its inception, frequently encountered opposition to the system in the form of inaccessible equipment, lack of confidence or knowledge.

Today, things are vastly different. More and more people are realizing the value of a system which enables them to transmit a message from office to office, coast to coast, continent to continent—in the same day, at minimal cost. As a result of intensified home-office demand, two new network controllers have been scheduled for installation by early May, greatly increasing the capacity and efficiency of Datapoint's EMS network.

EMS Tips

Here are a few tips which may help to enhance your use of EMS:

- To receive messages: Go into STANDBY; when cursor returns

Available Products

From Traditional Equipment Sales

The following is an update on products which are either no longer available or are available from Traditional Equipment Sales only:

1500 — Effective February 18, 1983, all 155X products will no longer be available as new build equipment. These products will continue to be marketed through Traditional Equipment Sales on an "as available" basis.

1564 — Due to a depletion of new build inventory of 9310 and 9320 10MB removable disk drives (see below), the 1564 will no longer be an offering of the 1560 product line. The 9310 and 9320 drives will continue to be supported on the 1560 product line, but the drives will only be available through Traditional Equipment Sales. The unavailability of the 1564 as a new build product is effective immediately.

1800 — After February 18, 1983, the 1800 will only be available as a remanufactured product. Any approved 1800 order in the backlog will be shipped as ordered. Any order that is received in Order Entry by February 18, 1983, will be accepted. Bids outstanding must be time-stamped prior to February 11 by the RCM to be accepted.

9310 and 9320—9310 and 9320 disk drives are no longer available as a new build product. Effective im-

mediately, any order for 9310 or 9320 extension drives will be rejected. 1500, 1550, and 1560 customers who wish to expand their disk capacity can add 9314, 9316, or 9310/20 drives from Traditional Equipment Sales. Customers that have 1800s or 8620s and who wish to expand their disk capacity must order 9310/20 drives from Traditional Equipment Sales.

8620—Due to the unavailability of 9310 drives, the 8620 system is no longer available. You may still order the 8602 with the factory installed microbus interface (0093), as well as a field installable microbus interface for an 8602 (0606). Effective immediately, the 8620 is unavailable as a new build product.

Orders for new build 9310, 9320, or 8620 equipment will no longer be accepted. No new build 1550 or 1800 orders will be accepted after February 18, 1983.

Any questions regarding 1550s, 1564s, or 9310/20s may be directed to Steve Parrish, Small Business Computers Division, at extension 5520. If you have any questions regarding 1800s, 8620s, or 9310/20s, please contact Sam Walker on the Product Marketing Hot Line: speed number 799. □

*Sam Walker
Ext. 7151*

*Sandra Gearhart
Ext. 7376*



to bottom left corner of screen, OPEN LIB INBOX.

- When you change sites or titles, please notify Tom Walker at extension 7943 so he can update the EMS network NAMES/LIB.
- Please clean up your INBOX and OUTBOX libraries regularly, preferably daily.

And remember: Keep those letters and memos coming and going — via EMS! □

A Look at the Competition—The IBM Displaywriter and 5520 Administrative System

IBM officially entered the office automation race in 1980 with the introduction of the 5520 Administrative System, a shared logic system integrating text processing and electronic distribution. IBM also introduced the Displaywriter, a very low priced word processor which caught the industry by surprise and had a dramatic effect on the design and price of competitor's office automation equipment. Both products have been enhanced considerably since their introduction and continue to be strong competitors, as stand-alone systems and as members of an IBM system network.

Basic Features

The Displaywriter's basic system consists of the CRT display with a typewriter-like keyboard and logic unit, a printer, and a disk drive unit which enables a pre-programmed utility called TEXTPACK.

Last year, the Displaywriter was given a data processing capability that allows the user to design, develop and create data processing applications, merge them with word processing documents and vice versa. The UCSD p-System allows execution of programs written in BASIC, Pascal, Fortran-77 and 8086 Assembler.

The software programs that have been added within the last year have moved the Displaywriter into the "State of the Art" classification among word processors. TEXTPACK-4, REPORTPACK, and TEXTPACK-6 have provided the system with features such as graphics, line drawing, forms create/store, list merge, auto-footnotes, spelling checker and dictionary. Supported communications protocols include bisynchronous and asynchronous via CMC (mag card typewriter), 2741, 2770/3780/2780 and TTY.

An applicable configuration is as follows:

HARDWARE	PURCHASE	MONTHLY MAINT
Base Logic/Memory Unit for 25-line Display with 256K of memory	\$ 4,100	\$ 34
Keyboard	320	4
Display	365	6
Dual Diskette Drive DD/DS) 2MB	3,300	21
Printer (Daisywheel) 40 CPS	3,875	44
Communications board for display	750	10
Communications for Diskette Drive Unit	1,200	13
Printer sharing/prerequisite	275	3
Auto paper handling/prerequisite	150	9
Dual sheet feeder	1,850	8
Total Hardware	\$16,185	\$172

SOFTWARE	ANNUAL LICENSE FEE	ONE-TIME LICENSE FEE
Textpack 6	\$520	\$ 1,150
Async. Communications	120	350
3270 Emulation	300	800
UCSD p-System Package	—	1,975
Total Software		\$ 4,275
TOTAL SYSTEM		\$20,460

Entry level systems consisting of the small screen display with 128K of memory, an SS/SD diskette and TEXTPACK-4 have recently been advertised as low as \$6,760. The lowest price previously available was \$8,245. The Office Products Division of IBM has marketed the Displaywriter aggressively through distributors and dealers, as well as its own world-wide sales force. They have found a broad market ranging from small businesses, looking for an inexpensive word processor, to the traditional FORTUNE accounts where it is used as a programmable workstation in appropriately configured 8100, 4300 and 370 system networks.

Offers an Alternative

In contrast, the 5520 Administrative System has had a rather lackluster career since its announcement. Its main reason for existence is to give the IBM

customer base an alternative to the Wang OIS Series and other word processing specialists by offering a text processor that does electronic distribution. According to industry analysts, the race is being lost due to the quickly changing technology and feature requirements of office automation buyers.

The 5520 currently consists of eight overlapping models which are intended to offer the customer several entry levels:

SYSTEM MODEL	020	030	040	050	021	031	032	051
Storage Capacity (Megabytes)	29	29	65	130	29	29	58	130
Max. Displays	6	12	18	18	8	12	15	32
Max Printers	3	6	10	12	3	6	8	12
Comm. Lines	2	4	8	16	2	4	4	16
Approx. entry Level Price	\$30K	\$40K	\$50K	\$60K	\$33K	\$42K	\$51K	\$67K

The following are typical configurations of the 5520 Administrative Systems:

	Purchase Price	3 Yr. Lease
Model 21 - with 6 display workstations, 1 40-CPS daisywheel printer & one ink-jet printer	\$ 76,246	\$2,700
Cost per workstation	12,708	450
Model 31 - with 10 display workstations, three 40-CPS printers, one ink-jet printer & one comm. line	\$114,745	\$3,793
Cost per workstation	11,475	379
Model 51 - with 16 display workstations, four 40-CPS printers, two ink-jet printers & two comm. lines	\$189,820	\$6,438
Cost per workstation	11,864	402

NOTE: Prices do not include maintenance or software.

The 5520 incorporates NO data processing capability, does not support any programming languages and cannot be directly connected to a host computer. In addition, the price of the system is not competitive with other feature-laden text processors on the

market. Even with the recently announced 3270 emulation ability, the 5520's price/performance numbers are not impressive.

Battle for Compatibility

The IBM "battle of the divisions" supposedly ended back in 1981 with the consolidation of DPD, GSD and OPD into one group, the Information Systems Group (ISG) which encompasses the 5520, Displaywriter and the 8100 Information System. In reality, however, very little has been accomplished via hardware/software compatibility.

IBM's strategy of providing solutions with an integrated, growth oriented series of machines has still not come to pass, ISG's major competitors are the IBM Personal Computer and manufacturers of Distributed Processing Systems who have been doing for years what IBM is promising.

Now, let's see how we compare:

FEATURE	DISPLAY		
	DATAPOINT	WRITER	5520
Shared Resources	Yes	No	No
Equations	Yes	No	No
Hard Disk	Yes	No	Yes
Programmable	Yes	Yes	No
Keyword Search	Yes	No	No
Electronic Mail	Yes	No	Yes
Data Processing	Yes	Yes	No
Product Line	Yes	No	No
Compatibility			
Networking	Yes	No	No
Non-IBM Emulations	Yes	No	No

A Better Solution

Both the Displaywriter and the 5520 have decent word processing packages and both carry the IBM logo, but from there on Datapoint has a better solution. Sell those solutions!

When you run across the Displaywriter or the 5520 Administrative System, go for it. If you need help, call Product Marketing. You can contact Chris Brennon for IEOS, Multiplan, etc., and Buffie Wise or Frank Bell for more information.

*Frank Bell
Ext. 7151*



The following are the latest questions which Product Marketing has received from the field:

Does Datapoint supply media at no charge with orders for hard disk systems (i.e., 9310/20)?

No. The procedure for acquiring disk media is covered on pages 1-4 and on the ordering matrix in the Software Supplies and Price Schedule, Document No. #60231.

Does MULTIPLAN support Internal Rate of Return (IRR)?

Yes. The IRR calculated by MULTIPLAN will take a set of cash flow through one change in sign (i.e., from the beginning negative years through the change to a positive flow.)

What are the ANSI Standard certification levels of our products?

The ANSI certification level of DOS COBOL 3.4, which is available as CBLSYS 1.1, is certified at ANSI '74 COBOL low level as of the summer, 1982.

The RMS COBOL 2.2, which is part of the RMS 1.10 release, is certified at ANSI '74 COBOL low level as of January, 1983.

How do you operate the expanded font option?

The instructions for programming the expanded font (model code 0061) are contained in the model 9621/9622 160 CPS matrix printer product specification, document #60793. The latest revision of this document is in printing at this time.

Is there new documentation coming for MULTIPLAN?

Yes. To be announced and available this month, it will be three separate manuals: 1) RMS MULTIPLAN, 2) DOS.D MULTIPLAN and 3) DOS.H MULTIPLAN. These three manuals will update previously published documentation. Watch for details to be announced shortly.

X.25 Provides Added Features to Packet Switching Networks

An article in the February issue of *Datapoint Marketing News* discussed some of the features and benefits of the X.25. We discovered that X.25 is a high-level data link control (HDLC) communications protocol which has been standardized by an international communications standards committee (CCITT) to inter-connect different devices to a packet switching network. As a follow-up, this article will discuss additional features available with an X.25 protocol.

Packet switching networks are publicly offered data communications networks. They have their

“The standard for X.25 spans three levels: the Physical level, the Link level, and the Packet level.”

own telephone network, adding data communications and telephone expertise to the service. The data lines are conditioned for low error rates, and the internal networking hardware and software is sophisticated and up-to-the-minute. These networks offer a high speed, extensive network with diagnostics centers and the necessary people to operate it—all at a fraction of the cost of a do-it yourself network.

Covers Various Levels

The standard for X.25 spans three levels: the Physical level, the Link level, and the Packet level. The Physical level covers the mechanical, electrical, functional, and procedural characteristics which activate, maintain, and deactivate the physical links between the terminal and the network. The Link level covers the link access procedure for data interchange across the link between the terminal and the network. The Packet level covers the

packet format and control procedures for the exchange of the packets containing control information and user data between the terminal and the network.

In addition, X.25 has provided several other features, including a Program Access Device (PAD) that translates the native protocol of your device into X.25. This allows you to have several different devices which do not speak X.25 interfaced into an X.25 network. For example, a device with teletype style protocol (i.e., a Datapoint 8220) may be attached to the network via a PAD.

Provides Data Communications Analysis

Another feature is a sophisticated network analysis of data communications. This enables you to adjust the number of connections to the network, know who is using your network, and how much are they using it. By leasing several users access to this network, they are able to share costs with all users, thereby bringing the cost down. Packet switching networks charge by the package usage, rather than by distance. So charges for your remote sites may be lower with packet switching networks than with your normal dial-up mode.

**“DATASHARE can access the network using another PAD attached to the multi-
port, and support up to 24 remote tubes through one network connection.”**

Most networks utilize X.25 to interface devices into the network. Once data has been passed into the network using X.25, the data is routed much the same way the telephone company

routes phone calls. The end user need not be concerned about the route the packet switching network uses.

X.25 was first used with packet switching networks on a large scale in Europe. In the last five

“The end user need not be concerned about the route the packet switching network uses.”

years, several X.25 packet switching networks have started in the U.S. For specific details of network features contact your local Tymnet, or Telenet network office.

Supporting the Protocol

How does Datapoint support X.25? Last year Datapoint released its X.25 LAP-B interface as a Multi-link line driver, MLX25B. Multi-link allows your program to manage the communications link. Your program can tell the Multi-link line driver who to call and when to call him, when to terminate the connection, what data to send and how to send it. This may be done along with the normal interaction that DATABUS allows.

MLX25B allows any DS6 processor with a 9481 to communicate to a packet switching network via X.25. Some of the networks Datapoint's MLX25B has been certified for are, TYMNET and TELENET in the U.S., DATAPAC in Canada, and DATEX-P in Germany.

Your customer can benefit from using MLX25B in a number of ways. MLX25B allows you to have a sophisticated data communications network without having to manage your own leased line network. It can lower your data communications costs by allowing you to consolidate some of your data communications lines and mo-

dems. Furthermore, an X.25 network allows you to communicate with any site attached to the network.

Datapoint MLX25B allows you to communicate with up to 24 different sites at the same time via a single physical connection to the network. "Phone calls" are placed on logical circuits sharing the same physical facility. MLX25B allows you to talk to other devices in a network with a standardized protocol, without having the hassle of interconnecting directly to that device with its native protocol.

Suppose you need to have the warehouse fill an order to be shipped today. You can inquire and enter invoices based on your local database and have DATASHARE print the shipping order in the warehouse. But how do you fill an invoice that requires shipments from several warehouses? Calling them on the telephone can waste valuable time and money. With MLX25B, your DATASHARE system can inquire and update orders for shipment from both your local and remote warehouses.

When a part is not found at your

from other warehouses or back-order the part.

Once a positive response is received from a remote warehouse, DATASHARE can send a request

"With MLX25B, your DATASHARE system can inquire and update orders for shipment from both your local and remote warehouses."



An 8200 may be attached to a packet switching network via a Program Access Device (PAD). This allows for protocol translation.

Applications

With MLX25B and an X.25 network, you can set up your own dispersed database inquiry network. For example, you may have multiple sales and warehouse locations throughout the country. If you need to have access to data that may be dispersed throughout your field network, MLX25B is for you.

local warehouse, DATASHARE can send a request to the closest warehouse. That warehouse can check its database, place a hold on the part if it is available, and send an answer to the requesting sales office. Depending on the response DATASHARE receives from the remote warehouse, the program may continue requesting the part

for shipment of the part by the remote warehouse to the preferred address. The shipping order can then be processed at both the local and the remote warehouses for the invoice. With MLX25B, your DATASHARE system can also send an inquiry addressed to all the warehouses for a particular item, and select the warehouse that can get the item to its destination the fastest.

Home Office Dial-Up

Another typical application is to have remote 8200s across the country that dial into the home office DATASHARE system. Using X.25, the remote 8200 can dial into the network access point (PAD), typically a local phone call, and let the network route the data to DATASHARE. At the home office, DATASHARE can access the network using another PAD attached to the multiport, and support up to 24 remote tubes through one network connection. You have just eliminated the long distance phone costs and the expensive leased line network.

With the addition of X.25, Datapoint has provided an extremely powerful tool — a tool that will make your communications network both more efficient and powerful. With MLX25B, you have the flexibility and predictable growth path that only Datapoint can offer. Datapoint has the solution to help you get the job done. □

*Dave Hendon
Ext. 7151*

Equipment Configurations—Putting the Pieces Together

Product Marketing receives questions daily from sales and systems people about the best way to configure Datapoint equipment for a given set of criteria. Because of our broad product line, there is usually more than one way to put the pieces together in reaching the desired outcome: AN ORDER.

Meeting Criteria

One of the more interesting configurations asked about recently involved a prospect with the following configuration criteria:

- 60MB of disk storage
- Four simultaneous DATABUS® programs under control of DATASHARE
- A magnetic tape drive, light random usage
- A 300 line per minute printer, medium load
- Synchronous DATAPOLL® protocol support, light random usage
- A non-Datapoint bar code reader

to work in conjunction with one of the terminals

- A 160 character per second printer

Since price was a significant factor, the RMS operating system was recommended.

In addition the tape drive can only be attached to a 3800, 6XXX, or 88XX processor, so one of these had to be configured. An 8800 can only be justified if:

- 1) You need a lot of disk storage at a good price
- 2) You need a lot of memory and a lot of processing power for executing a lot of batch jobs
- 3) You need a lot of terminals running DATABUS programs under the control of the DATASHARE time sharing software

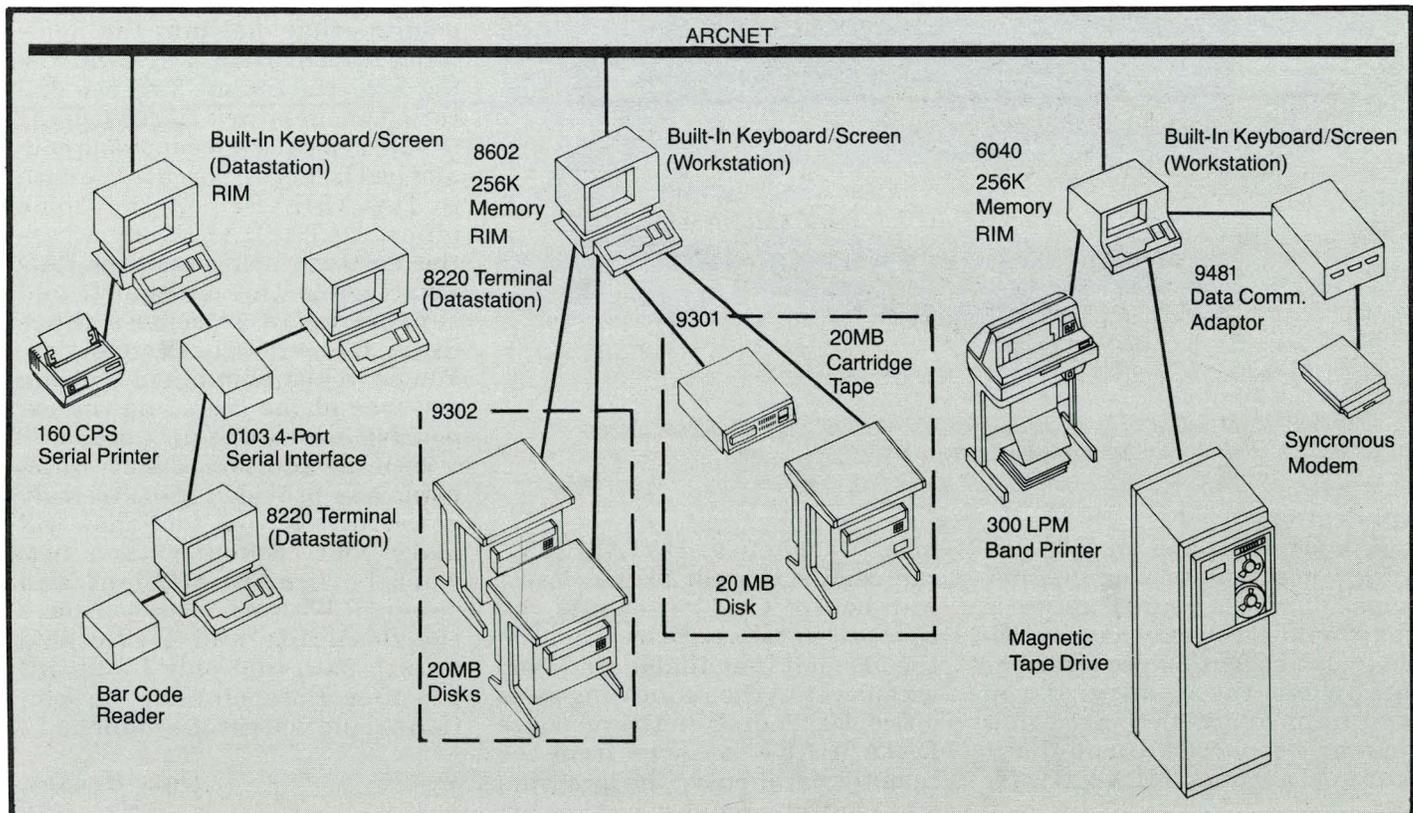
Since the configuration only required 60MB of disk storage, an 8800 was ruled out. The 3800 was also ruled out since 3800s are no longer available as new build and the customer wanted to lease. A 6040 (256K) is available, and will

continue to be available for quite some time. It was chosen to support the magnetic tape, a 9481 data communications adaptor for DATAPOLL, and a parallel 300 line per minute band printer. The keyboard and screen on the 6040 can be used to control the DATAPOLL communications tasks, the magnetic tape I/O tasks, or batch print jobs to the 300 LPM printer or the 160 CPS printer.

Choosing for Convenience and Speed

An 8630 with a 40MB extension drive was chosen to handle the disk requirement. For those of you who have yet to sell one, the 20MB cartridge tape for backup is VERY popular because of its convenience and speed: less than 15 minutes per 20MB disk. With the recent engineering changes to the 930X disks, the 8630 is the most reliable disk system Datapoint sells. It is also a price leader in the industry.

The keyboard and screen on the 8630 will serve as one of the four required terminals to run DATA-



BUS applications. This workstation can also be used to run the DATAPOLL communications task by implementing the 9481 data communications adaptor attached to the 6040. It can also be used to drive a batch print job on the 300 LPM printer attached to the 6040, or to drive a batch print job on the 160 CPS printer.

It was suggested that an 8602 processor with 256K of memory be used to attach two 8220 terminals and the 160 CPS printer. An 0103 four port serial interface is also necessary. You can call it a multiport communications adaptor (MPCA), but you run the risk of confusing your customer and yourself. With RMS, you can hook 9611, 9621, and 9628 printers on those four port serial interfaces as well as 8220 terminals. These printers, attached to the four port serial interface, have very little impact on system throughput because of their relatively low speed.

The keyboard and screen of the 8602, along with two 8220 terminals and the 8630's built in keyboard and screen, brings the total number of DATABUS users to four. One of the 8220s will have a non-Datapoint bar code reader attached as a foreign device. Three pieces of coax cable with appropriate connectors are also required. Of course, you need a passive hub for the other end of the three coax cables coming out of the three processors. Appropriate cables and connector kits need to be ordered for the two 8220 terminals (you must also order the 9481 to modem cable). All other cables are standard.

There you have it. If you came up with a different solution. I'd like to know. Also, I'd like to hear from you about other configuration challenges you have had recently. If you have questions on this configuration or need help getting your next order, call us on the Product Marketing Hot Line: Speed 799. □

Sam Walker
Ext. 7151

Council of Research and Academic Libraries Accepts Datapoint

Anyone who has been to the 8400 building and seen the Corporate Library knows that the facility is not a large one. There are an estimated 100 books and 150 periodicals (including loose-leaf services) on the shelves. If you haven't been to the library, you may have even less of a notion as to what the Corporate Library has to offer.

Naturally, books and periodicals are only one facet of our information services program. Still, print materials are important resources for the Corporation and, as of February 25, the walls of the Corporate Library have been extended to include resources of all the libraries in San Antonio and the surrounding area. The Directors of the Council of Research and Academic Libraries of San Antonio (CORAL) have voted to accept the Datapoint Corporate Library as a full member, effective February 25, 1983. This constitutes something of a rite of passage. We are now able to participate fully in the cooperative programs and activities of the information community, and we are recognized for our ability to contribute to the development and strengthening of information resources and services in the San Antonio area.

What does this do for us? Our library has a listing of magazines, journals, newspapers, and other serials owned by consortium member libraries. We also have a microfiche listing of books (monographs) owned by member libraries. Our staff may borrow books and obtain photocopies of articles by merely placing a call (the CORAL delivery service will bring them to us, as well as pick up books for return). It is important that any request for this service be limited strictly to business-related interests of Datapoint employees.

The consortium also provides

for coordinated collection development. For example, instead of three libraries each buying a complete set of ANSI standards and none buying IEEE, NEMA, UL, CCIT, ASME, or ASTM, each member library may specialize in an area particularly relevant to its industry or academic strengths, meanwhile cooperatively filling in the gaps to provide a comprehensive collection of standards within the area.

CORAL Members

Who are the other members? CORAL includes the many academic libraries in San Antonio: San Antonio Public Library, the libraries of Valero Energy Corporation, USAA, and the Institute of Texan Cultures. Other members include Southwest Research Institute, Southwest Foundation for Research and Education, Southwest Texas, Texas Lutheran, and seven area military libraries.

What do we do for them? Datapoint's Corporate Library will continue to make its information resources available for use by members of the community on-site by appointment. We will loan nonproprietary materials to area librarians as usage and demands permit. In essence, it will be business as usual within a newly formalized structure. We will contribute lists of our periodicals and monographs to CORAL for incorporation in future editions of the union lists.

What should you do? Please coordinate your business use of area libraries through the Datapoint Corporate Library, ext. 7151. □

Susan Hughes
Ext. 7151

Q1 Systems Support Awards Announced

Office and Computer Products Systems Engineers have announced the winners of the Q1 "Systems Support Awards." One outstanding SE is selected (per Region) each quarter to compete for the National Award.

Any Systems Engineer is eligible to be nominated for outstanding achievement during the quarter. The following persons have been selected as Regional winners for Q1:

NAME	REGION	OFFICE
Becky Coppedge	Southeast	Charlotte
Richard Wilcox	East Central	Cleveland
Larry Johnson	Northwest	San Francisco
Monte Johnson	North Central	Minneapolis
Ron Polk	Great Lakes	Milwaukee
Barbara Fagen	Southern	Dallas
Charlotte Keeler	Federal	Washington, D.C.
Mike Kanaval	Northeast	New York

From these outstanding Systems Engineers, Ron Polk has been selected as the National Systems Support Award winner for Q1.

Congratulations on a job well done! □

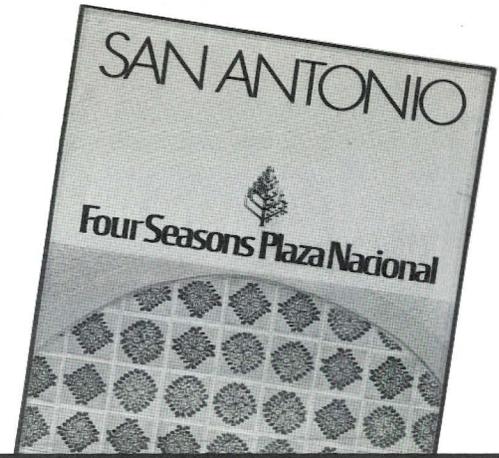
*George Scott
Ext. 5236*

Date Set for Representative Conference

The Datapoint Representative Conference will be held at the Four Seasons Hotel in San Antonio May 18-20. Individual letters and reservation forms have been mailed to all Reps. If you did not receive a form, please call ISO Marketing at (512) 699-5181.

We look forward to seeing you there. □

*Carol Muir
Ext. 5181*



Applications Software Catalog Available



The new Field Developed Applications Software Catalog has been published. The catalog is in a new, easy to use simplified format. Within the catalog, there are several new applications available from Datapoint Representatives and OEMs.

Dated February 1983, copies of the Applications Software Catalog can be ordered from Software Services (Doc. #60306). Get your copy now! □

*Carol Muir
Ext. 5181*

Customer Education

Boston, Massachusetts

April 25	DOS Basic Word Processing
May 9	DOS Advanced DATASHARE
June 6	DOS Basic Word Processing
June 27	DOS DATABUS
July 18	RMS New Datapoint Customers
July 25	RMS DOS Customers

July 11
July 18

DOS Advanced Operations
DOS DATABUS
DOS Basic Word Processing

Chicago, Illinois

April 18	DOS DATABUS
April 25	RMS DOS Customers
May 2	DOS Basic Word Processing
May 9	DOS DATABUS
May 16	DOS Basic Concepts and Operations
June 6	DOS Introduction to Datapoint Programming
	RMS Basic Concepts
June 13	RMS Basic Word Processing
June 20	RMS DOS Customers
June 27	DOS Basic Concepts and Operations

Houston, Texas

April 18
May 2
May 16

DOS Basic Word Processing
DOS Basic Concepts and Operations
DOS Basic Word Processing
RMS New Datapoint Customers
DOS DATABUS
DOS Multiplan
DOS Basic Word Processing
RMS DOS Customers
DOS Basic Concepts and Operations
RMS DATABUS
DOS Multiplan
DOS Introduction to Datapoint Programming
DOS Advanced Operations
DOS Basic Word Processing

New York, New York

April 18 DOS Advanced Operations
April 25 DOS DATABUS
RMS Basic Word Processing
May 2 DOS Basic Concepts and Operations
May 9 RMS DOS Customers
May 16 DOS Basic Word Processing
DOS DATABUS
May 23 DOS Introduction to Datapoint Programming
DOS Advanced Operations
June 6 DOS Advanced DATASHARE
RMS Basic Word Processing
June 13 RMS New Datapoint Customers
DOS Basic Word Processing
June 20 DOS Basic Concepts and Operations
DOS DATABUS
June 27 RMS Basic Concepts
July 11 DOS Basic Word Processing
DOS Introduction to Datapoint Programming
June 18 DOS Basic Concepts and Operations
RMS DOS Customers
June 25 DOS Advanced Operations
DOS DATABUS

San Antonio, Texas

April 18 DOS Introduction to Datapoint Programming
DOS EMS (Electronic Message System)
RMS New Datapoint Customers
April 25 DOS Advanced Operations
DOS DATABUS
DOS ACD (Automatic Call Distributor)
DOS ARC (Attached Resource Computer)
RMS Basic Concepts
May 2 DOS DATABUS
DOS Basic Word Processing
RMS DOS Customers
May 9 DOS Basic Concepts and Operations
DOS Multiplan
RMS New Datapoint Customers
May 11 DOS Multiplan
May 16 DOS Introduction to Datapoint Programming
DOS Advanced Operations
DOS ARC (Attached Resource Computer)
DOS Advanced Word Processing
RMS DATABUS
May 23 DOS DATABUS
DOS Basic Word Processing
RMS Basic Concepts
June 6 DOS Basic Concepts and Operations
June 13 DOS Advanced Operations
DOS DATABUS
DOS ARC (Attached Resource Computer)
DOS Basic Word Processing
RMS DATABUS
June 20 DOS Advanced DATASHARE
DOS (Assembler SNAP)
DOS Advanced Word Processing

June 27 DOS Basic Concepts and Operations
DOS Introduction to Datapoint Programming
RMS New Datapoint Customers
RMS Basic Word Processing
July 11 DOS DATABUS
DOS Basic Word Processing
DOS EMS (Electronic Message System)
RMS DOS Customers
July 18 DOS Introduction to Datapoint Programming
DOS ARC (Attached Resource Computer)
RMS Basic Concepts
RMS Advanced Word Processing
July 25 DOS Basic Concepts and Operations
DOS Advanced Operations
DOS Advanced DATASHARE
RMS DATABUS

San Mateo, California

April 25 DOS Introduction to Datapoint Programming
RMS Basic Word Processing
May 2 DOS Basic Concepts and Operations
May 9 DOS Advanced Operations
May 16 DOS DATABUS
RMS DOS Customers
May 23 DOS Basic Word Processing
RMS Basic Concepts
June 6 RMS New Datapoint Customers
June 13 DOS Introduction to Datapoint Programming
RMS DOS Customers
June 20 DOS Basic Word Processing
June 27 DOS DATABUS
RMS Basic Word Processing
July 18 DOS Basic Concepts and Operations
RMS New Datapoint Customers
July 25 DOS Introduction to Datapoint Programming
DOS Basic Word Processing

Washington, D.C.

April 18 RMS DOS Customers
April 25 DOS Basic Concepts and Operations
May 9 DOS Introduction to Datapoint Programming
May 16 RMS New Datapoint Customers
May 23 RMS DOS Customers
June 6 DOS DATABUS
June 13 DOS Basic Concepts and Operations
June 20 DOS Basic Word Processing
June 27 DOS Advanced Operations
July 11 RMS Basic Concepts

Classes are subject to cancellation if minimum enrollment (six students) is not met. Notification of cancellation will be no later than 10 calendar days prior to class start date.

Registration for all Customer Education classes will be taken by Customer Education in San Antonio at (512) 341-3268. Please call San Antonio for information regarding classes or registration.

Traditional Equipment

Model Code	Description	Maint.	Install	Price	Model Code	Description	Maint.	Install	Price
Disk Systems					1842	Diskette Drive Expansion Module	39	195	1500
4520	5500 Proc, 5MB Storage (two 2.5MB Wanco Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Comm Adaptor (9462)	272	700	6950	1412	Diskette Drive Expansion Module, 1MB Dual (SS-DD) for use with 1800 using 1412/1413 drives	39	195	2000
4530	5500 Proc, 48K, Dual Disk and Controller, 20MB, Multiport Comm Adaptor (9462)	361	800	8950	1413	Diskette Drive Extension Module (DS-DD) 2MB Dual for use with 1800 using 1412/1413 drives	49	195	2000
4620	6600 Proc, 5MB Disk Storage, Controller, Multiport Comm Adaptor (9462)	267	700	9950	Processors				
4630	6600 Proc, 128K, Dual Disk Controller, 29MB (9374), Multiport Comm Adaptor (9462)	341	800	16950	5548	5500 Proc, 48K Memory	184	200	4950
4650	Datashare System Proc, 128K Dual Disk & Controller, 134MB (9392) Multiport Comm Adaptor (9462)	480	1000	38150	5508	8K Memory Upgrade Kit for 5500	*	195	250
4730	Datashare System Proc. 256K Dual Disk & Controller, 20MB (9374) Multiport Comm Adaptor (9462)	357	800	18750	6600	Datapoint 6600 Proc. 128K	297	200	10000
4750	Datashare System Proc, 256K Dual Disk & Controller, 134MB (9390) Multiport Comm Adaptor (9462)	496	1000	39950	6640	Datapoint 6600 Proc. 256K	313	200	11800
1500 Systems					*Maintenance price becomes price published for the new configuration.				
1536	1500, 64K Memory, Two Diskette Drives (.5MB Total)	78	200	2950	ARC File Processors				
1552	1550 Proc, 64K Memory, 1MB Diskette (SS-DD) (1404) ICA	82	195	4470	4634	ARC File Proc, 20MB Disk Proc, 128K Dual Disk & Controller, 20MB (9374) Rim Adaptor (9483)	338	670	16950
1553	1550 Proc, 64K Memory, 2MB Diskette (DS-DD) (1403) ICA	92	195	5070	4735	ARC File Proc, 256K Dual Disk & Controller, 20MB (9374) Rim Adaptor (9483)	354	670	18750
1554	1550 Proc, 64K Memory, Single Spindle, 1MB Diskette (DS-DD) (1401) 9310 Cartridge Drive, ICA	157	250	9950	4654	ARC File Proc, 120MB Disk Proc, 128K Dual Disk & Controller, 120MB (9390) Rim Adaptor (9483)	475	1000	39975
1555	1550 Proc, 64K Memory, Single Spindle, 1MB Diskette (DS-DD) (1401) 9320 Cartridge Drive with MPCA, ICA	165	250	9950	4755	ARC File Proc, 256K Dual Disk, 120MB (9390) Rim Adaptor (9483)	491	1000	41325
1543	Diskette Expansion Module	33	195	1300	ARC Application Processors				
1402	Diskette Expansion Module (.5MB) for 1500/1550	39	195	2000	3810	ARC Application Proc, 64K, Rim Adaptor, ICA (I&II)	46	150	2950
1403	Extension Diskette Module, 2MB for 1550 (DS-DD)	49	195	2000	3812	ARC Application Proc, 64K, Internal Rim, No I/O, No ICA (I&II)	45	120	2450
1404	Extension Diskette Module, 1MB for 1550 (SS-DD)	39	195	2000	3815	ARC Application Proc, 96K, Rim Adaptor, ICA (I&II)	50	150	3150
1800 Systems					3817	ARC Application Proc, 96K, Internal Rim, No I/O Bus, No ICA (I&II)	49	120	2650
1802	Datapoint 1800, 64K Memory, Removable Keyboard, Two Diskette Drives (1MB)(SS-DD) (1842) ICA	125	200	3990	3820	ARC Application Proc, 128K, Rim Adaptor, ICA (I&II)	54	150	3350
1804	Datapoint 1800, 128K Memory, Removable Keyboard, Two Diskette Drives (1MB) (SS-DD) (1842) ICA	135	200	4890	3822	ARC Application Proc, 128K, Internal Rim, No I/O, No ICA (I&II)	53	120	2850
1812	Datapoint 1800, 64K Memory, 2MB Dual Diskette Drives (DS-DD) (1413) ICA	137	200	5200	6010	ARC Application Proc, 64K, Rim Adaptor	75	195	6400
1814	Datapoint 1800, 128K Memory, 2MB Dual Diskette Drives (DS-DD) (1413) ICA	147	200	6100	6020	ARC Application Proc, 128K, Rim Adaptor	83	195	7300
1816/0105	Datapoint 1800, 64K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9310 Cartridge Drive, ICA	191	250	9950	6040	ARC application Proc, 256K, Rim Adaptor	99	195	9100
1817/0105	Datapoint 1800, 128K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9310 Cartridge Disk Drive, ICA	201	250	10850	Cartridge Disks				
1818/0105	Datapoint 1800, 64K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9320 Cartridge Disk Drive with 4-Port MPCA, ICA	199	250	9950	9310	10MB Cartridge Disk without 4-Port MPCA	80	195	5500
1819/0105	Datapoint 1800, 128K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 320 Cartridge Disk Drive with 4-Port MPCA, ICA	209	250	10850	9320	10MB Disk Cartridge with 4-Port MPCA	88	195	5500
1820/0105	Datapoint 1800, 128K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9310 Cartridge Disk Drive Rim, ICA	216	250	10950	9367	Dual Disk & Controller, 5MB Console	99	195	3500
					9369	5MB Dual Disk Extension	79	195	3000
					9374	Disk, Top Loading, 20MB (10/10) with Controller for Use with DATASHARE & ARC Systems	163	250	7740
					9375	Disk, Top Loading, 20MB Extension (10/10) for 9374 (I)	113	150	6830
					9376	Disk, Top Loading, 40MB Extension (10/10, 10/10) for 9374	220	195	12740
					Disk Controllers and Drives				
					9390	Disk, Dual 120MB with Controller	263	250	29350

Model Code	Description	Maint.	Install	Price
9391	Disk, Extension 60MB, for use with 9390	110	195	11950
9393	Disk, Extension 60/60 MB	220	225	22500
Belt Printers				
9212	115-240 LPM Printer, 132 Column (III)	103	195	3900
9213	64 Character Belt Option (340 LPM Option) for 9212, 9214, & 9297 Belt Printer (III&IV)		330	
9214	Printer, Belt-132 Column, 230-240 LPM Parallel Interface	120	195	4300
Freedom Printers				
9231/9232	80 CPS Freedom Printer, Serial or Parallel	51	195	1050
1090	Option, Serial Interface Upgrade		195	150
1091	Option, Parallel Interface Upgrade		195	450
Drum Printers				
9280	Printer 300 LPM, 64 Character/Single Channel Vertical Form Control	140	195	6000
9281	Printer 300 LPM, 96 Character/Single Channel Vertical Form Control	155	195	6000
9260	600 LPM Printer, 64 Character	200	195	9500
9261	600 LPM Printer, 96 Character	220	195	9500
Matrix Printers				
9621	160 CPS Matrix Printer Serial	42	195	1550
9622	160 CPS Matrix Printer Parallel	42	195	1590
45 CPS Printers				
9601	45 CPS Char. Printer Serial	45	195	2900
9602	45 CPS Char. Printer Parallel	45	195	3000
Datastation Terminals				
3601	Datastation Terminal (V)	25	35	695
8200	Datastation Terminal (V)	18	20	995
Tape Drives				
9581	9 Track Tape 1600 BPI 8.5 Inch Reel	110	195	4000

Model Code	Description	Maint.	Install	Price
9583	9 Track Tape 1600 BPI 10.5 Inch Reel	105	195	6000
9584	9 Track Tape 1600 BPI 10.5 Inch Reel	134	195	9000
Comm Adaptors				
9400	Adaptor, Async Comm with EIA Interface (V)	16	25	200
9401	Comm Adaptor (V)	20	25	250
9402	Comm Adaptor (V)	20	25	300
9404	Comm Adaptor (V)	16	25	250
9408	DATASHARE Modem, 1200 Baud Transmit, 150 Baud Receive, Full Duplex (V)	18	25	200
9409	DATASHARE Modem, 1200 Baud Receive, 150 Baud Transmit, Full Duplex (V)	18	25	200
9462	Multiport Comm Adaptor (V)	18	50	375
9481	Multifunction Comm Adaptor (V)	29	25	1450
9445	Data Access Arrangement Device (1001A-CDT) (IV&V)	2	75	150
9446	Data Access Arrangement Device (1001F-CBS) (IV&V)	3	75	175
9483	Rim Adaptor (V)	15	50	1250
9484	8-Port Active Hub (V)	11	60	900
9487	16-Port Active Hub (V)	16	80	1250
9478	DATASHARE Modem with Internal DAA (1000A-CDT) Default Cable-8 Pin Plug, 1200 Baud Transmit, 150 Baud Receive, Full Duplex (V)	22	15	750
9479	DATASHARE Modem with Internal DAA (1001F-CBS) Default Cable-8 Pin Plug, 1200 Baud Receive, 150 Baud Transmit, Full Duplex (V)	21	15	750
Card Readers				
9504	Card Reader, 80 Column, 300 CPM, 115 VAC	65	195	2500
9505	*Power Option for 9504, 230 VAC			

*No charge when ordered with 9504.

- I. Installation is available at the published price per unit subject to applicable minimum charge (\$195-local, \$390-remote).
- II. 3800 Processors have general purpose keyboards.
- III. For options, see model codes 0593, 0594, and 9216 in Product Cross Reference.
- IV. No installation charge if option is ordered with system.
- V. Installation is available at the published price per unit subject to applicable minimum charge (\$95-local, \$195-remote).

NOTE: Quantity Pricing is Applicable to End-Users Only.

Long lead time or temporarily out of stock.

Trade Shows

Apr. 11-13	Arizona TCA (Regional)	Phoenix
Apr. 12-14	Federal Data Processing Expo	Washington, D.C.
May 22-25	American Bankers Assoc.	Miami Beach
Jun. 1-3	Int'l Communications Assoc.(ICA)	Anaheim
Jun. 14-16	Int'l Word Processing Assoc.(IWPA)	San Francisco
Jun. 26-30	Natl Computer Graphics Assoc.(NCGA)	Chicago

Marketing Support Materials

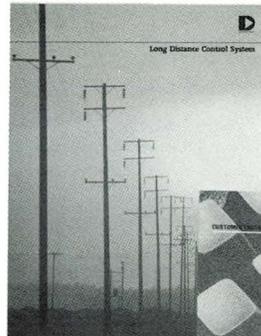
Datapoint 35 CPS Letter-Quality Printer
Doc. #61069 (Rev. 2/83)

Corporate Overview Slide Presentation
Doc. #60982

Long Distance Control System (LDCS) Brochure
Doc. #60497

Datapoint Networking Slide Presentation
Doc. #61486

Customer Education Catalog
Doc. #60269



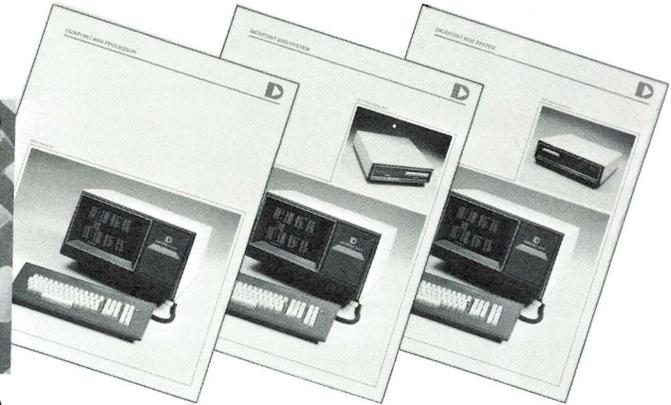
Datapoint 8625 System Flysheet
Doc. #61172

Datapoint 8600 Processor Flysheet
Doc. #61171

Datapoint 8630 System Flysheet
Doc. #61532

Site Preparation Guide
Doc. #60177

Datapoint 9310/9320 Flysheet
Doc. #60918, Rev. 3-83



Foreign Device Interface Summary

Device Mfg/Type	Application	Software	Currently Used	Datapoint Contact
MSI Data Corp MSI 77	Number pad data entry.	DATASHARE	Y	Chuck Humblias Harry Senopoulos New Jersey
DEC LA-34-AA 30 CPS Printer	Order Entry. Printer has own port to separate printing from data entry.	DATABUS	Y	Sue Scallon Chicago
Printronix 300 Printer and QMS M300 Parallel Interface Board	Print labels for product and stencils for product's carton.	DATABUS	Y	Kelley Starr Jane Stahowiak Milwaukee
Decision Data 8010 Card Reader/ Punch	Used to read and punch cards.	MTE55	Y	Kelley Starr Jane Stahowiak Milwaukee
Data Terminal Systems 520 Cash Register	Inventory and price control.	DATASHARE ASSEMBLER, MULTILINK	Y	Brown, Nordahl, Herrington & Co. (Rep) Dave Brown Portland
SCAN-TRON 1200-OMR Reader	Reads school grades.	DATABUS	Y	Greg Ferris Stan Conner Jacksonville
Masstron M3001 Scale Instrument	Work in process and inventory control.	DATABUS	Y	Bob Cowan Rich St. Cyn Detroit
NEC Spinwriter 55200 Printer	General word processing printing.	DOS.H	Y	Entech Engineering (Rep) Randy Bond Knoxville
Printronix 300 300 LPM Printer	Bar coded inventory control.	DATASHARE	Y	Gerry Patterson Jane Stahowiak Milwaukee

Device Mfg/Type	Application	Software	Currently Used	Datapoint Contact
Intermec Ruby Model Wand Reader	Bar Coded inventory control.	DATASHARE	Y	Gerry Patterson Jane Stahowiak Milwaukee
Perry Data Systems PDS 9460 + Validator Cash Register and Printer	Property tax collection and courthouse record indexing.	DOS DS6/ RMS DATASHARE	Y	Infotran Corp. (OEM) Don Fisher Columbia
IBM Personal Computer 512K	Off site data transfer to home office.	UNITRM18	Y	Rue Morgan Bob Jarrett Bartlesville, OK
CPT 8525 Word Processor	Transfer of data file to 6600.	DATASHARE	Y	Bob Garrison Ellis Hillinger Seattle
UNIVAC 9080	Overnight data processing.	DOS Assembler	Y	Roddy Patterson Andy Buschbom Atlanta
MPI 150G Dot Matrix Printer	Local printer/enlarged letter printing.	RMS/ DOS Assembler	Y	Roddy Patterson Andy Buschbom Atlanta
IBM Selectric 2 Typewriter and ESCON ETI	Print IEOS output.	DOS Assembler	Y	Roddy Patterson Andy Buschbom Atlanta
GE Terminet 200 200 CPS Printer	Print picking tickets.	DATABUS	Y	Professional Data Services (Rep) Bob Johnson Nashville
EPSON MS80, MX100 Printers	Serial printer attached to 8200 terminals for general print jobs.	DATABUS	Y	Enda Eames Tom Joffrion San Antonio
Heathkit LSI 11 Diskette System	Convert diskettes Datapoint format to/from IBM format.	DATABUS	Y	Enda Eames Tom Joffrion San Antonio
Lanier Word Processor	Used as limited RMS workstation or Datastation.	RMS DATASHARE	Y	Graham McKinley Denver

Systems Education

Name of Class	Dates
DOS Assembler 1	Apr. 11, June 6
RMS 1	Apr. 11, May 23
DOS Communications	Apr. 18
EMS	Apr. 18, June 6
RMS 2	Apr. 25, June 13
Advanced LDCS	Apr. 25
Assembler 2	May 2, June 27
IEOS	May 2, June 20
RMS 3	May 9, June 27
Systems Orientation	May 9
Color Business Graphics	May 16
Project Management	May 23, June 20
Advanced ACD	June 13
Advanced Systems	June 13

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)
 FORTRAN (5 days)
 BASIC (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.

Print Ad Schedule

APRIL PRINT ADVERTISING SCHEDULE

<i>Wall Street Journal</i>	April 12, 18, 26	ARC/Hyatt
<i>Business Week</i>	April 18	ARC/Hyatt
<i>Fortune</i>	April 4	ARC/Hyatt
<i>Forbes</i>	April 11	ARC/Hyatt
<i>Computerworld</i>	April 4, 11, 18, 25	ARC/Hyatt
<i>Datamation</i>	April	ARC/Hyatt
<i>Computer Decisions</i>	April	ARC/Hyatt
<i>Infosystems</i>	April	ARC/Hyatt
<i>Info. Sys. News</i>	April 4	ARC/Hyatt
<i>MIS Week</i>	April 13	ARC/Hyatt
<i>Mod. Off. Proc.</i>	April	ARC/Hyatt
<i>The Office</i>	April	ARC/Hyatt
<i>Communications News</i>	April	ACD/Cap. Pres.
<i>Telecommunications</i>	April	ACD/Cap. Pres.

INTERNATIONAL ADVERTISING SCHEDULE

<i>The Economist</i>	April 2 April 16, 30	Prod. Capabilities Service
<i>Scientific Am.</i>	April	Prod. Capabilities
<i>Time (Europe)</i>	April 4, 18	Service
<i>Business Wk. (Int'l)</i>	April 4, 18	



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Qty	Description
_____	The Seybold Report on Office Systems: Datapoint Integrated Electronic Office. (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)
_____	Association of Computer Users Benchmark Report: Datapoint 8600. Full 24-page report. (Maximum order 10 copies.)
_____	Electronics reprint: Datapoint ARCNET Specification Inc. Reprint: "Joining the Network."

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DATAPPOINT

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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: Betty Tucker