Datapoint Marketing

News

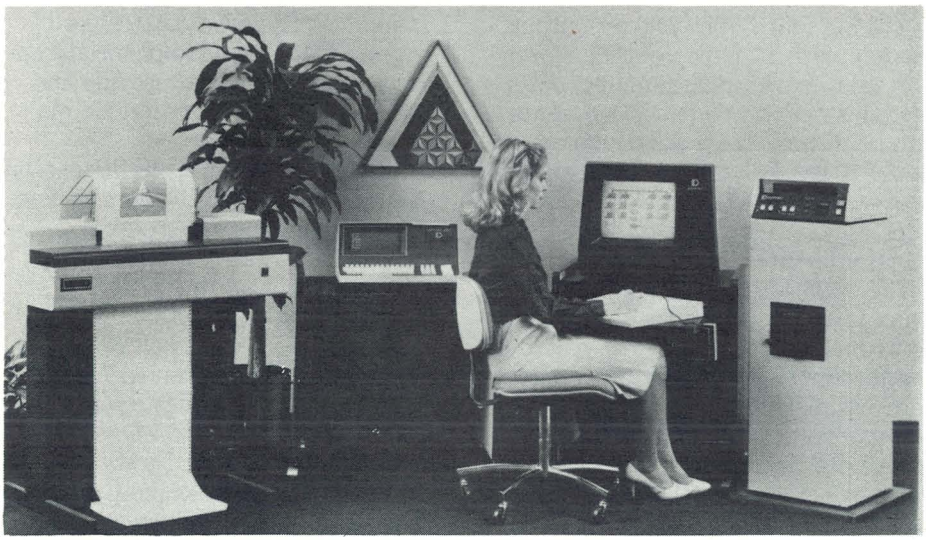
No. 39

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

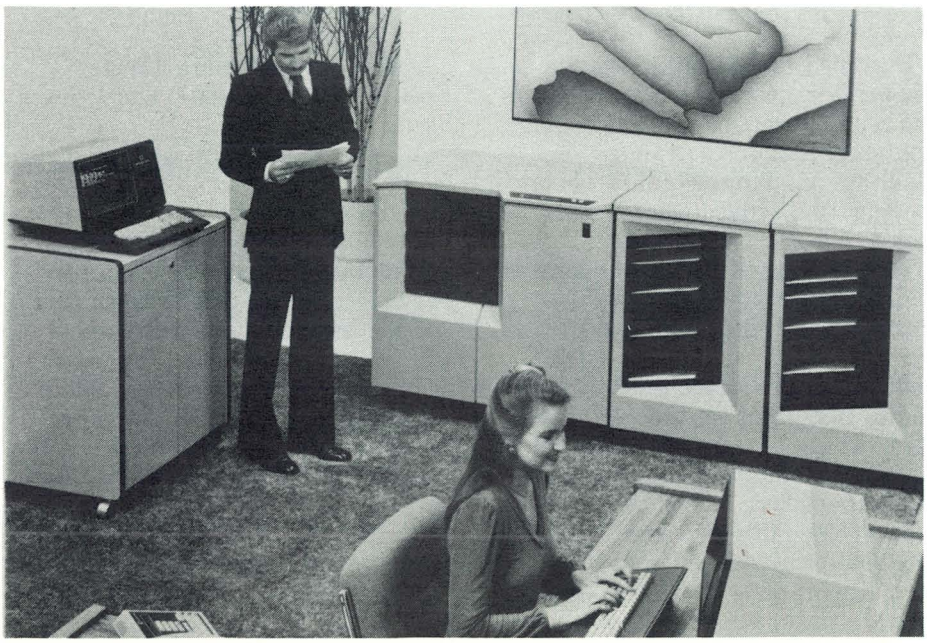
November 1981

ANNOUNCEMENT

Three New Office Automation Products Unveiled



With the 9680 color graphics system ARC users can create color graphics images on a monitor screen with the help of an input stylus. Pictures can be output as hardcopy on a color dot matrix printer (left), as 35 mm slides or prints, or as 8x10 prints or transparencies (camera unit at right).



The new 9660 Laser Printer uses an electro-photographic printing unit to combine correspondence printing quality with high throughput. Its sophisticated paper handling capabilities offer routing to any selected output bin among as many as eight output modules.

Datapoint strengthened its position in the field of office automation with the introduction of three new products for ARC® network users during a press conference in New York November 16.

The new products are the 9680 Color Business Graphics system, which allows the user to create images on a color monitor and reproduce them on paper, color slides, prints and transparencies; the 9660 Laser Printer, an intelligent electro-photographic non-impact printer with high throughput and high printing quality, and the 9498 Facsimile Communications Interface, which allows Datapoint processors to transmit and receive images through facsimile devices.

Color Business Graphics

The 9680 Color Business Graphics system allows ARC users to dynamically create, display, print and photograph color graphic images. It incorporates a high resolution 512 X 482 raster display monitor, a graphic input tablet with stylus and a system controller. Optional peripherals include a color dot matrix printer and two models of film recorders capable of exposing film for producing slides and prints, 8 x 10 Polaroid® color prints and

**Polaroid is a registered Trademark of Polaroid Corporation.*

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Announcement
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8 X 10 color transparencies.

Graphics information can be input to the 9680 system via either the tablet and stylus or the system processor keyboard. Additionally, since graphics information is stored in standard Datapoint disk file format, it can be transmitted and handled like any other ARC file.

Powerful software capabilities have been designed into the 9680 Color Business Graphics system, making it easy to use by non-technical individuals and requiring no user programming.

9660 Laser Printer

With a 9660 Laser Printer, a user anywhere in an ARC network can initiate the printing of documents with specific selections of type fonts and page orientations. The user can also specify the use of any combination of the five types of paper that can be simultaneously loaded into the Laser Printer's input drawers, with routing to specific output bins.

The print images produced by the 9660 are formed from a dense matrix of tiny dots, or "pixels." Pixels are arrayed 480 to the inch horizontally and 240 vertically. The actual printed images are formed by converting the data stream into a modulated laser beam that is swept across a photo sensitive image transfer drum. Printing is on bond paper or transparency material.

The 9660 can print on either or both sides of the paper. Printing is performed at a rate of 20 surfaces per minute (about 1,300 lines per minute). The 9660 can print not only in the standard "portrait" mode, but also in "landscape" mode, where the printing is parallel to the paper's longer dimension.

The 9660 includes five input paper drawers so that different paper types, sizes, colors and letterheads can be available for immediate use. Up to 32 different character sets can be used on any one page.

The standard 9660 has an output module with 10 paper output bins, and up to seven additional output modules may be added. Documents can be directed to a particular bin under software control. Lockboxes are available that fit into the output bins.

Facsimile Interface

The 9498 Facsimile Communications Interface is a microprocessor-controlled device which can provide the facsimile protocols and format conversions necessary for direct communication with both analog and digital facsimile devices conforming to US1 and CCITT Groups I (analog), II (analog) and III (digital). It communicates with processors via an RS232C interface.

Software in the processor allows graphic images from either a remote or local facsimile device to be stored on and recovered from disk files, providing a sophisticated computer-controlled store-and-forward capability.

The Facsimile Communications Interface also provides the capability of unattended reception, allowing reception of facsimile transmissions from multiple remote facsimile devices without operator intervention. The images received are stored automatically on disk for later hard-copy reproduction.

The facsimile system may be further enhanced by the addition of Datapoint's Electronic Message System (EMS™) and appropriate applications software, to provide the capability of remote electronic mail transmission.

Software resident in the processor determines whether the communications mode should be Group I, Group II or Group III (which requires the 0111 option) protocol.

All three products can be ordered immediately. In excess of 20 orders have already been received for the Color Business Graphics System, and 10 systems have already been shipped to customers. First deliveries of the Facsimile Communications Interface are expected in May 1982, and first deliveries of the Laser Printer are expected in mid-1982. ◘

9611 PRINTER

Features, Options Explained

The Datapoint® 9611 Letter-Quality Printer is a 30 cps microprocessor controlled, platen drive printer designed for word processing applications in Datapoint's Integrated Electronic Office System™.

Designed for ease of operation, the printer's controls and indicators are readily accessible to the operator. Ribbon cartridges facilitate handling, simplify ribbon loading, and reduce printer complexity.

The rotating print wheel operates bidirectionally for maximum throughput. Print speed is 30 characters per second. Standard built-in sensors in the printer detect end of ribbon, paper out, and cover open. These sensors prevent loss of data and facilitate continuous printing capability.

The 9611 can serve as a Datapoint terminal printer when connected to a Datapoint 8200 workstation or as a local printer when connected to any Datapoint processor with a serial interface.

Options available are Tractor Feed Mechanism (0087) and Printer Stand (0554).

A left margin guide is standard to facilitate easy paper loading directly into the platen.

The 9611 Printer uses both plastic and metal print wheels. Customer Service currently offers seven font options on the plastic print wheel and five font options on the metal print wheel. (Refer to pages 8-9 in the Supplies Catalog.) Customers can place orders through the Customer Support Center for these items.

IEOS 1.4 is the earliest release compatible with the 9611 printer.

For additional information on the 9611 Printer contact Jim Moore or Debbie Pena in Product Marketing at extention 7151. ◘

Jim Moore

ACHIEVEMENT CLUB

Top Award Winners Announced

The 1981 Achievement Club was held at the Del Coronado Hotel in San Diego, California from September 12-17. The attendees had a fantastic time visiting San Diego, and major awards were presented to 36 President's Club members and the top award winners. The top award winners for the 1981 Marketing Year are:

Top Region - Southeast Region
Top Branch - Florida Branch

Rookie of the Year - Bill O'Connell (Mass. Branch)

Top CMP Salesman of the Year - Bob Beck (N.Y. Branch)

Top DPP Salesman of the Year - Jim McGill (N.Y. Branch)

Vince Balhorn awarded Dennis Doonan of the Minneapolis Branch the Customer Service Award for Professionalism for fiscal year 1981.

The primary location for the 1982 Achievement Club is Palm Springs, California. However, if the Marketing Division makes 105% of its total revenue objective for fiscal Q1, the Achievement Club will be held at the Kauai Surf Hotel located on Kauai Island, Hawaii.

Even more exciting was the announcement of a combined domestic-international President's Club to be held at the Hanalei Bay Resort on Kauai Island in October of 1982.

This means that all President's Club winners for 1982 will go not only to the 1982 Achievement Club, but also to a separate meeting on the Island of Kauai with the Office of the President and invited executives.

PRESIDENT'S CLUB MEMBERS

EMPLOYEE'S NAME	POS	REGION	# YEARS IN PRES CLUB
DENNIS DOONAN	SMR	NC	6
JIM MCGILL	SMR	NY	6
GEORGE RANGITSCH	SMR	NW	6
MIKE BAZANY	SMR	NE	5
BOB COWEN	SMR	EC	4
CHUCK HUMBLIAS	SMR	NY	4
CHARLIE BARZILLA	SMR	GC	3
BOB BECK	SMR	NY	3
BILL BUNCE	SMR	GL	3
CHUCK CAUGHEY	SMR	SO	3
JIM ROWSE	SMR	SO	3
RON BRIGGS	AM	GC	2
CAROLE BROOKS	SSR	SO	2
ED MCNAMARA	SMR	NW	2
ROBERT RIAL	BM	NW	2
PETER SCHOFIELD	SMR	GC	2
KAREN ANDREWS	SSR	EC	1
JOE BAIER	SMR	SE	1
PAT CRESHAM	SSR	NY	1
KEVIN KAUFFMAN	SMR	SW	1
TED LAWSON	SSR	GC	1
ED LEE	SSR	NY	1
DAVE LOCKETT	SSR	GC	1
TIM MCDERMOTT	SMR	NW	1
JOE METZ	BSM	SE	1
BILL O'CONNELL	SSR	NE	1
KEVIN O'KEEFE	SMR	NE	1
TOM OSBECK	SSR	NY	1
RICHARD PAPE	BSM	SE	1
MILT ROSBERG	SMR	SE	1
RON SEARLE	AM	NC	1
HERMAN VANDENBERG	SMR	NW	1
DICK VIGRASS	SSR	EC	1
JOHN WINN	AM	SE	1
DUANE WOLFE	SMR	NW	1
MAX WOOD	SMR	SE	1

Mike Horridge

"Accelerate" in FY '82 — *Exemplifying the theme of this year's Achievement Club are Millard Allen, vice president and general manager, marketing; John Thornton, vice president, Eastern Operations; Len Julius, director, Western Sales Operations; and Steve James, vice president, sales. The car is a 1958 Porsche Speedster.*

The Champs *The Northeast Region and the East Central Region joined forces, resulting in the combination that cinched for them the volleyball championship.*

The following letter was written by New York SMR Churck Humblias to John Thornton. It was submitted to Datapoint Marketing News by Steve James.

September 20, 1981

Dear John,

Thought I would drop you a line about the location of next year's club. We went to Honalei Bay and had lunch there. It certainly is spectacular. If all the hitters (and up and coming hitters) got a view they would be there no doubt! There is lots to do at the Honalei Resort and lots more on the island of Kauai.

I took a helicopter ride around the entire island and really saw the sites first-hand. The "Surf" is a beautiful contrast to the cliffs in Honalei. The beach is great and the sailing was beautiful. The Press Club is more secluded where the surf is convention city (disco, multiple bars, "mucho" people). I took some photos of both places and will develop them when I get back. You can use them as an alternative method of motivation if your voice turns hoarse during the Thornton telephone telethon.

Best Regards,

Chuck Humblias

RMS BENCHMARKS: PHASE 1 COMPLETE

The results are in on the RMS™ batch processing performance benchmarks! Conducted by RMS Software Support personnel in San Antonio and more than 1,000 machine hours in the making, the tests reveal that when your customers/prospects ask for solid performance in batch processing RMS IS THE ANSWER!

But that's putting the results before the benchmark. Why were these benchmarks conducted, what exactly was tested, and most importantly, what specific conclusions can be drawn from the results to help you configure RMS solutions to customer problems?

You Asked for It, You Got It!

When asked "What do you need to sell RMS?", the answer from the field has basically boiled down to two things — features and information (and not necessarily in that order).

Well, the features have been coming hot and heavy with major RMS software capabilities arriving on the scene in quick succession. Data communications, language capabilities, utilities, and requested enhancements to existing RMS software have been released almost monthly since the initial release in January '81. Important customer requirements such as word processing, 3270 communications, and RPG will be met in the next few months.

Unfortunately, information, especially configuration and performance data, have not kept pace. Such data are absolutely necessary if you are to configure RMS solutions to your customers' processing problems with confidence. The benchmarks outlined here are the first of a series designed to give you the information you need.

In addition to providing information to the field, these benchmarks give development staff a better understanding of system performance. Already the information gained in these benchmarks is being applied to increase 8800 performance by improving both hardware and software components of the system. The results of today's testing provide a baseline for performance comparison as these and other improvements are made to the RMS product line.

In the Beginning, There Was BATCH . . .

Even before man figured out it was more pleasant to live in caves than out in the open, he discovered it was more efficient to make several stone tools at a time rather than each one as he needed it. Thus the concept of batch processing was born. And while the relative importance of efficiency has dimmed as processing speeds have increased (i.e. CPU's are significantly faster than antler flaking tools), batch processing is still the most efficient approach to many business problems.

Understanding how to configure Datapoint systems for optimal performance in such applications as management report production, batch updating of inventory files, and sorting of data is very important to your customers. While interactive processing performance on our gear has generally been good, these tests center on the improvement in batch processing efficiency obtained by RMS software techniques.

Three major classes of batch jobs - report production, batch posting of ISAM updates, and batch retrieval from an ISAM file have been tested. In addition, performance of batch-oriented utilities were compared.

Software Configurations Tested

All system software was from the RMS 1.5 release, and the following test application programs were used:

UPDATE
- ISAM UPDATE AND ADD
- 1000 TRANSACTIONS
- 90% UPDATE 10% ADD

INQUIRY
- ISAM READ
- 1000 TRANSACTIONS
- 100% HIT RATE (ALL KEYS VALID)

REPORT
- SEQUENTIAL READ
- 10,000 RECORDS
- REPORT WRITTEN TO DISK 100 LINES

Note that the above applications were written in both DATABUS® and COBOL for testing.

COPY

INDEX

SORT

The following files were used by these programs:

MASTER
- 10,000 255 BYTE RECORDS
- ISAM
- 6 BYTE KEY

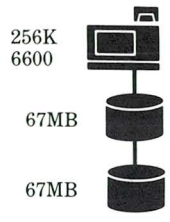
TRANSACTION

6 DIFFERENT FILES
- 1000 RECORDS EACH
- NO DUPLICATE TRANSACTIONS

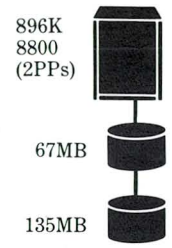
Hardware Configurations Tested

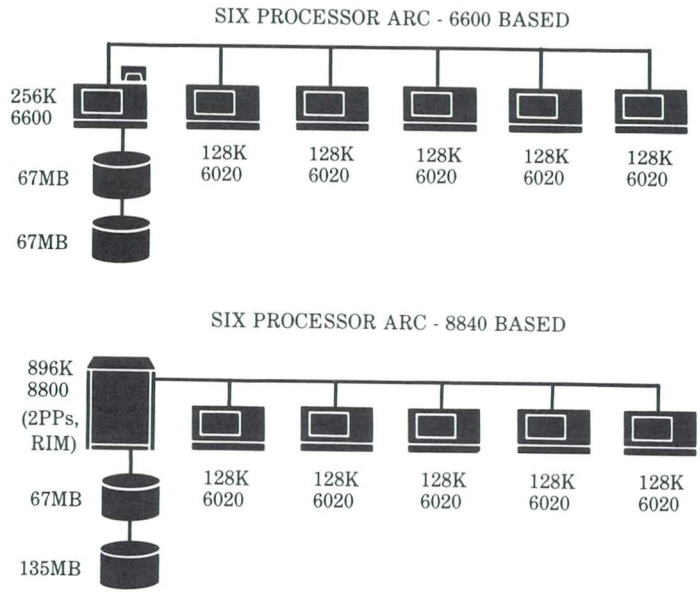
The following hardware configurations were tested under a variety of software combinations:

4750 STANDALONE SYSTEM



8860 STANDALONE SYSTEM





Data Data Everywhere . . .

The charts which accompany this article summarize the relative performance data gathered in the benchmarks. While additional data/timings were taken, these charts point up the significant conclusions that can be drawn.

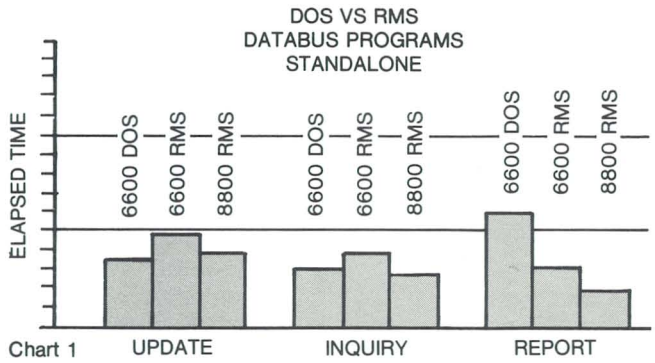
A full package of technical aspects and detailed results of the tests will be available soon from Product Marketing (K15), so let us know if you're interested in rolling your own charts. In general the software was configured to obtain the best case performance from the particular system, just as your customer would like to configure. Obviously, what interests most of us is what we can do to optimize system hardware/software design in terms of both price and performance to solve the customers' batch processing problems.

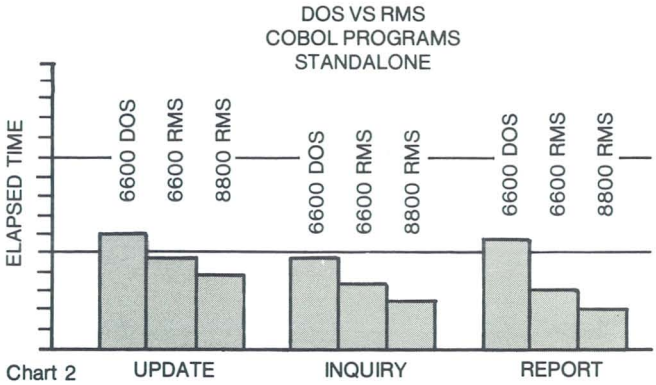
RMS Sequential I/O Sings

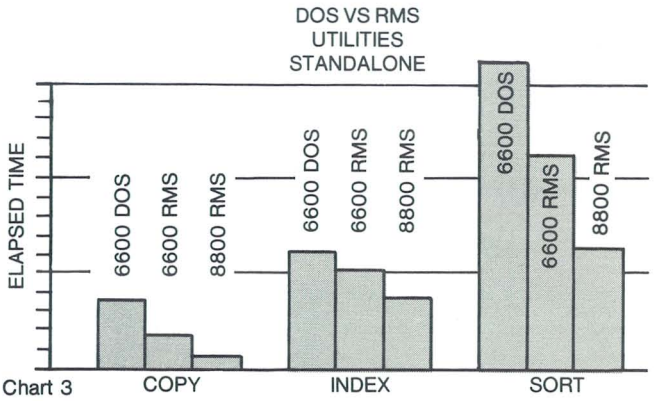
First, RMS sequential I/O is very efficient compared to DOS. This is demonstrated by the REPORT program, COPY, INDEX, and SORT results shown in charts 1, 2, and 3. The tests showed that a 4750 DOS user executing batch jobs heavy in sequential processing can squeeze up to two times the performance from his system by switching over to RMS. Even where substantial computation was present (e.g. INDEX) performance increased about 1.2 times.

The 8860 RMS system outperformed 4750 RMS by 3.3 times on COPY, and 1.2 times on INDEX. Pretty impressive improvements on both counts. Thus customers with batch jobs such as report production (i.e. heavy in sequential I/O) can not only benefit by using RMS, but should consider the 8800 when high workloads of this nature are expected.

Another important performance factor for such jobs is whether or not the files being processed are being 'managed' by File Management Task (FMT). Such management adds overhead to the processing of sequential jobs since they rarely, if ever, re-read the data being dutifully buffered by FMT. In many situations the interactive tasks which benefit from FMT will not be active during the evening batch run. In these cases it's well worth switching to a non-FMT RMS configuration for the nightly processing.







ISAM Performance — Win Some, Lose Some

Since RMS ISAM and DOS ISAM performance with DATABUS/DATASHARE® had been previously examined *(Datapoint Marketing News #32, pg. 9)* when a high percentage of ISAM ADDs of new records was present (100%), these benchmarks concentrated on testing where a low percentage of ISAM ADDs was present (10%) and most transactions simply UPDATEd existing records.

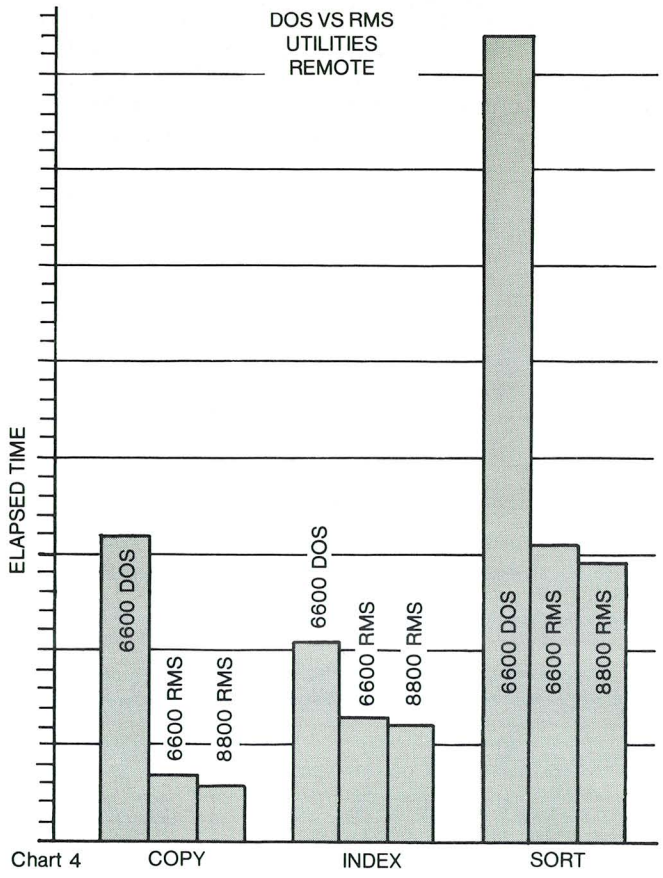


Chart 4

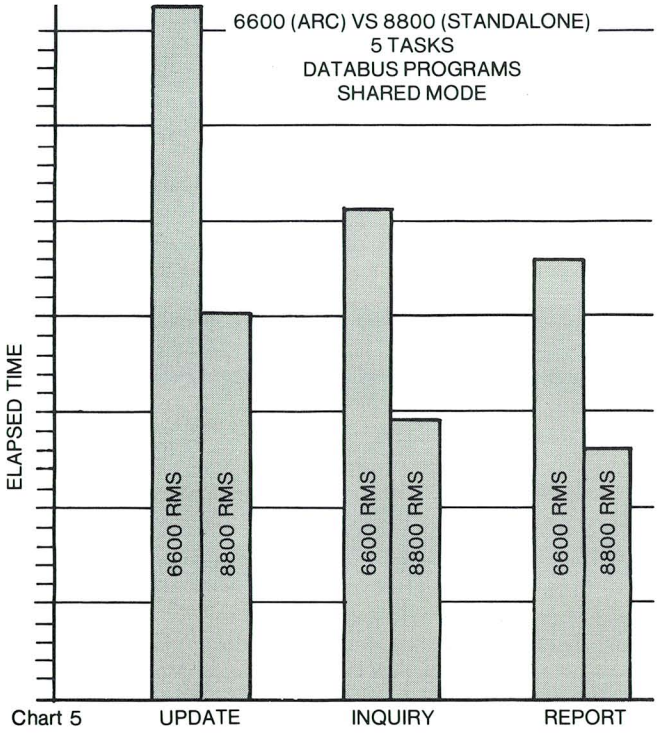


Chart 5

RMS yielded significant performance improvements over DOS in "high-ADD" conditions and maintained excellent performance as the ADDs continued rather than suffering the degradation familiar to DOS users in such applications. However when the ISAM file was mostly unchanging (i.e., "high-UPDATE"), the tables were turned. An RMS DATABUS/DATASHARE 4750 user can expect to run as much as 1.4 times slower than his DOS counterpart under these conditions.

An 8860 user's performance compares more favorably, but is still slower than the DOS 4750. Thus depending on the volatility of the ISAM file, use of RMS DATABUS/DATASHARE may improve (i.e., volatile conditions) or degrade (i.e., static conditions) system performance. As RMS software matures, we can expect this to change. (Remember the performance gained as DOS DATASHARE went from DS4, to DS5, to DS6?)

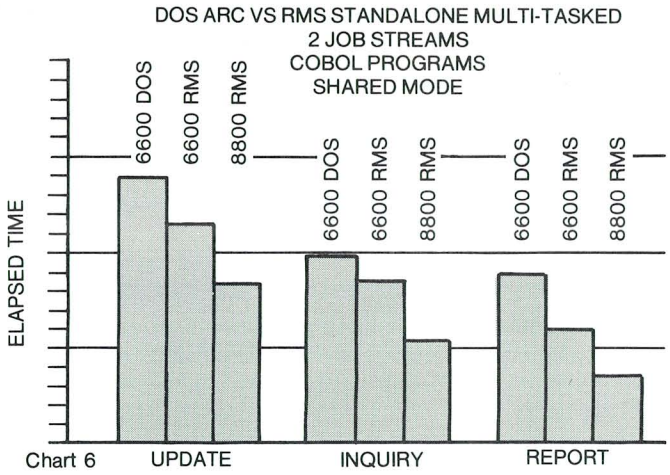


Chart 6

RMS COBOL faired much better, outperforming equivalent jobs on identical hardware under DOS COBOL by 1.2 times. Further improvement can be had by moving to an 8800.

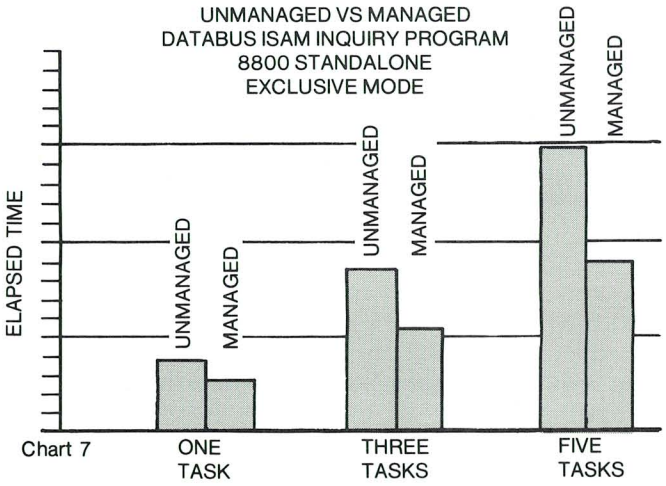


Chart 7

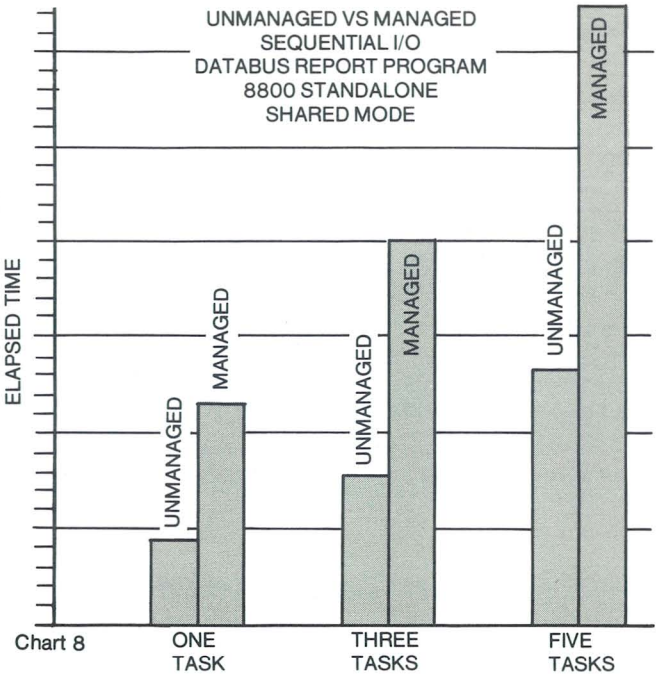
Regardless of the language used, ISAM performance may be improved significantly by "managing" the data files with File Management Task (FMT). FMT's buffering of retrieved data reduces the amount of physical disk I/O performed when multiple jobs are going after the same files, and may double system throughput in some cases.

Standalone Shines, ARC Provides Growth

How does the use of ARC local networking affect performance? As expected, there's no free lunch. Just as with DOS, a standalone RMS user can expect degradation when he moves to RMS ARC. The time spent transferring requests, data, and programs over the interprocessor bus is emphasized by batch applications such as those tested here, and the results show operations slowing by as much as a factor of two or more when ARC is introduced. That's the bad news.

Now for the good. RMS FMT can be used to reduce the ARC traffic needed to accomplish the task at hand for non-sequential tasks such as inquiry, thus making RMS ARC performance better relative to DOS ARC.

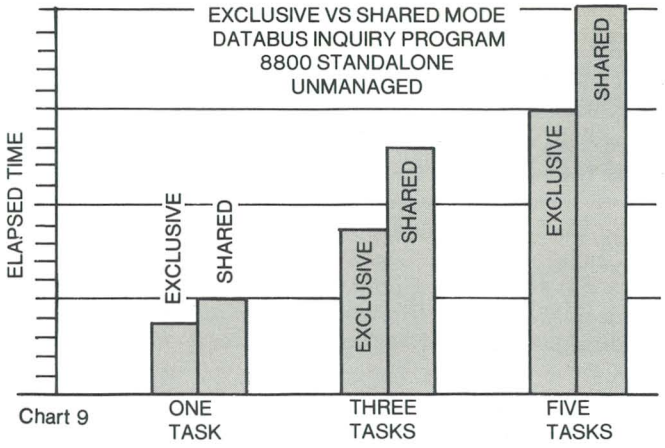
The moral is to take advantage of both the shared logic capabilities of RMS, and the availability of a larger ARC building block - the 8800 - to defer the movement to ARC. ARC should be used to provide system growth when our largest standalone system is fully utilized, and to build highly redundant systems. Without ARC, our range of capabilities and the smoothness of the customer's growth path would be greatly restricted. ARC is a key element of our software strategy for the future, but is not a panacea for performance problems.

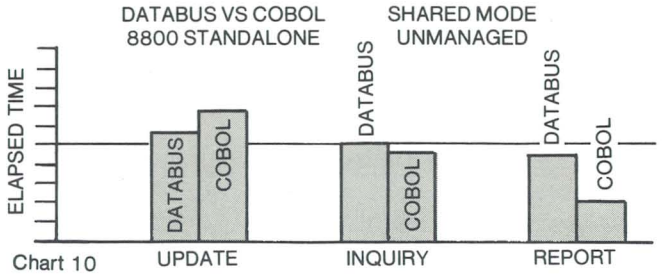


Exclusive Mode Enhances Performance

When the data files accessed by a program are not in use by others or all programs are using the files for reading only, they may be opened for "exclusive" use. This technique eliminates the traffic cop overhead involved when the system protects multiple users from each other as they "share" the files. Performance increases of 2 to 3 times were encountered when "exclusive" mode was used instead of "shared" mode.

In short, use "exclusive" mode unless "shared" mode is really needed. It may even prove more efficient for multiple programs to funnel their desired file actions to a common task using "exclusive" mode rather than to do the action themselves in "shared" mode. Further testing is planned to examine this possibility.





Interpretive Vs Compiled = Draw

Interpretive languages such as DATABUS always execute more slowly than compiled languages like COBOL, right?

Wrong. While this statement is true for DOS, the current batch performance of DATABUS and COBOL is nearly identical under "exclusive" mode operation. Even under "shared" mode operation is about the same except for heavy sequential access jobs such as REPORT.

This difference is eliminated in RMS 1.6 (already released). Thus the RMS user can select the best language for a job by language features, time-to-implement, and his staff's expertise rather than interpretive-vs-compiled considerations!

8800 Shines on BATCH Applications

Throughout the above discussion and charts a common theme emerges. If your customer has substantial batch processing requirements, get him into an 8800. The 8800 shows significant performance improvement over 6600-class machines for these types of applications, especially when a stand-alone 8800 can handle the workload that would otherwise require a small ARC. Plenty of memory is available to allow use of FMT to bump up ISAM performance, and permit numerous concurrent batch jobs. Further tests are currently being run to determine the practical maximum number of concurrent jobs (the current tests went up to five).

Stay Tuned For More Information

Additional benchmarks will be completed in the next few months to examine 8600 disk system performance, and interactive application performance for all systems. Summarization of the benchmarks will be reported in upcoming issues of *Datapoint Marketing News*. GOOD SELLING!

Terry McDaneld
Ext. 7151

Mini-ACD: Potential Markets Examined

The Mini-ACD was developed with two thoughts in mind: to satisfy the market demand for a limited-size ACD, without compromising on our present-day call processing features.

Like the ACD, the Mini-ACD uniformly distributes incoming calls to agents and agent groups, and monitors traffic activity on a system console (8200). The reporting capability provided describes line utilization and agent position activity.

How the Mini-ACD Differs from its Big Brother

But the Mini-ACD differs from the full featured ACD in that the agents' activity is reported by position number, not by agent name. Also, the Mini-ACD requires no sign-on code for agents.

The Mini-ACD will support 8 splits, 8 line types, 8 groups, 8 routes, 4 delay announcements, 1 location announcement (8 on one card), 1 emergency recorder, and 1 music-on-hold. It will support any reasonable combination of interfaces (lines/agents) up to a 32 x 32 maximum. The optional printer to be used on the Mini-ACD utilizes a serial interface, as opposed to the parallel interface with the full sized ACD. The model code for the printer for the Mini-ACD is 9621, 160 cps serial matrix printer.

Sales of the Mini-ACD will enhance the sales of the full-featured ACD. Additionally a percentage of installed Mini-ACD's will be upgraded to the full-featured ACD as companies having a Mini-ACD see more applications for an ACD and need more in-depth reporting capabilities.

Potential Markets

Small companies and branch offices, especially service centers or reservations agencies that routinely handle a high volume of incoming calls, need some way of effectively managing this activity. The features and capabilities of the Mini-ACD have been well accepted as an alternative to Uniform Call Distributors (UCD) and Call Sequencers that do not provide the sophisticated switching and record keeping features of the Mini-ACD.

We have sold three systems, one to Goodyear Tire and Rubber Co.,one to Readers Digest, and one to Baron Data. The Goodyear system was put into operation on September 9.

The Mini-ACD is expected to increase our marketing activity in the following business areas:

1. Banks - Customer Service
2. Banks - Credit Card Authorizing
3. Banks - Funds Transfer
4. Hotels - Reservations Offices, Branches
5. Retail Organizations - Telephone Ordering
6. Manufacturing - Branch/Rep Ordering
7. Wholesalers - Retail/Rep Outlet Ordering
8. Auto Rental - smaller, local reservations
9. Classified Advertising - smaller, local newspapers
10. Insurance Claims - regional type companies
11. Travel Industry - Services and Reservations

Typical Applications

Typical applications might include local non-franchise auto rental agencies with only a few agents at each counter which could more efficiently handle their calls with the Mini-ACD.

Or you might try newspapers in small cities where classified advertising is the main source of revenue. A Mini-ACD could more effectively handle calls and increase agent productivity, resulting in augmented revenue.

Also, smaller travel agencies that have five or six agents per office can handle reservations and inquiries more effectively through the processing, routing, and recording of information provided by the Mini-ACD. ◘

LaNell Risinger
Ext. 5191

NEW MANAGEMENT

Dan Carmen has been transferred from Small Systems to our London International Operations Division. Small Systems will definitely miss him—he put a lot of time and effort into making Small Systems a very successful product line. Everyone in Product Marketing wishes him well.

I am Dan's replacement, Jim Whitehouse. It is my intention to provide the same level of support to the field that Dan did. No requests for Product Marketing support will be viewed as inconsequential.

We will continue to do customer visits and visits to our own sales offices to help with training or in closing business.

Currently, Small Systems consists of two people, myself and Rafael Maymi. However, an additional person will be added to our staff soon.

With two major products being announced this year from the Small Systems line,(the 1550 and the 8600), Small Systems is really in the forefront of all Datapoint products. It's an exciting product line, and one in which our price performance allows us to shine above all others.

The 1800 processors are also an important part of our line, and they are competitively priced for entry level ARC systems.

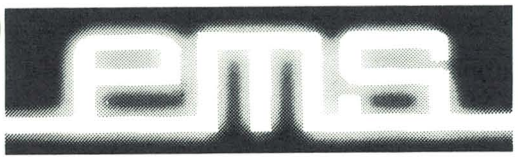
Through product announcements, *Datapoint Marketing News,* and other media, Rafael and I will make every effort to keep the sales force informed of any changes in Small Systems products.

I am very happy to be the Product Manager for Small Systems. With our exciting products and dynamic marketing organization, we can only be successful.

If you have any suggestions for improving the marketing of our products, please feel free to call me at extension 7151 in San Antonio. In closing, we have a dynamite product, dynamite company, and operate in a dynamite environment. Let's keep those explosive sales popping! ◘

Jim Whitehouse

New Features on TELEX, TTY, and TWX



1.3.1

With the July 10 release of Electronic Message System version 1.3.1, several major feature enhancements have been added. Among them:

1) Telex support (U.S.only);
2) TWX support;
3) Teletype support;
4) retrieval of old messages for retransmission;
5) more comprehensive accounting facilities, which will allow the user to better monitor and analyze the use of the EMS system.

This software will also be compatible with IEOS 1.4, soon to be released on 1800, 3800, and 1500 processors.

Communication with Telex, TWX, and TTY terminals opens up several new areas for us. Almost all financial institutions use Telex in their operations — funds transfer is a typical example. Any terminal that functions like a Teletype could be used with the EMS Network Controller (NC). For example, portable terminals might be used to set up a mail network for salespeople who are on the move. They could call in to send and receive messages from anywhere.

The NC or the remote can originate the call. The remote can either auto-dial or dial manually. The Network Controller will always auto-dial. If the Network Controller's parameters have been set to NO POLL, it will wait for the remote to call in for messages.

The NC is able to send and receive any "answerback" information required by a remote terminal. Answerback is a terminal identification code that is hardwired in some terminals. This code is sent at the beginning and end of messages to insure that you are talking to the machine you want.

Teletype Support

The supported set of teletype devices consists of:

1) Automatic Send/Receive (ASR);
2) Keyboard Send/Receive (KSR);
3) Send Only (SO), or Receive Only (RO) configurations of the Teletype 33;
4) Teletype 35, and
5) Teletype 43.

These devices prepare documents for transmission by keyboarding the route and text information required for the message. A tape is then placed in the teletype's transmitter to await transmission to the Network Controller. Messages are delivered by being "printed" on the teletype's hard-copy device. Either leased or switched phone lines may be used. The Network Controller communicates through a 9462 Communication Adaptor.

Since Teletype is supported, any other product that looks like a Teletype can by accessed within the EMS network. EMS will allow any Datapoint processor that runs UNITERM software to send and receive messages from the Network Controller. Any other asynchronous TTY-compatible terminal may also join an Electronic Message System network.

TWX Support

The physical connection for TWX is the same as for Teletype, using a 9462 Communications Adaptor for NC communication, over switched or leased phone lines. Either the TWX or the NC can initiate the transmission, the TWX being able to manually dial or auto dial.

Telex Support

The Telex machine is directly connected to the Telex network, and dials through that network either manually or automatically. The Network Controller connects through a 9400 Communication Adaptor and a Telex Line Adaptor (TLA) to access the Telex network. The NC has the capability to dial or be dialed by any domestic Telex throughout the network.

Message Retrieval

The new message retrieval function at the Network Controller enables the system operator to retransmit messages that may have been lost or received in error. This is helpful at Telex sites that occasionally experience paper-out conditions while receiving transmissions. Under the control of the system operator, messages may be retransmitted on the basis of time and date, message number, or mail station.

Accounting Facilities

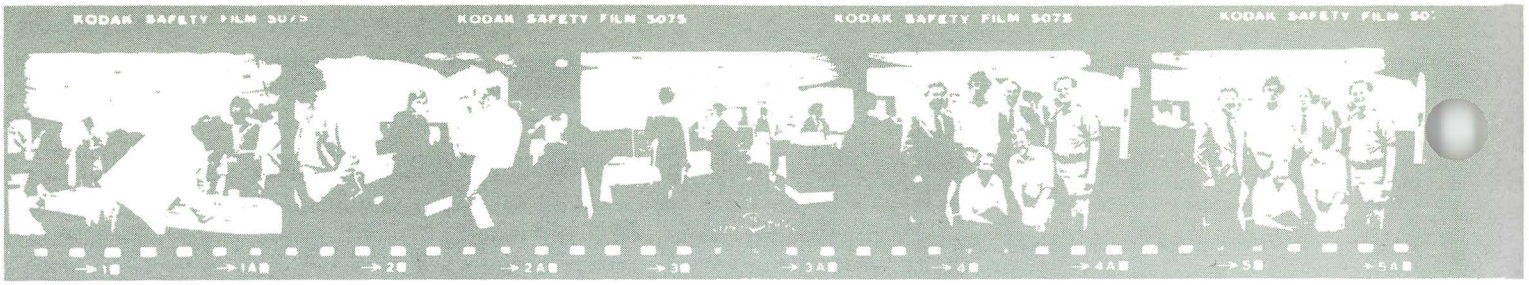
EMS has comprehensive accounting facilities to give an accurate picture of the system's usage. Cost information by message, workstation, communications line, group of lines (pool), or the whole system is available. Usage information, by mailstation and priority of messages sent, is also available. This data is stored into daily activity files. Previous day's files can be accessed during normal operations. Current day information is accessed when the system closes down for daily accounting.

There are several User's Guides and Product Manuals available on EMS and its components:

EMS Network Controller UG, MC 50520;
EMS Product Specification, MC 60944;
Message Services User's Guide, MC 50519;
EMS Manual, MC 60882;
EMS Product Manual, MC 50474;
Network Controller Installation Guide, MC 61046.

If you have specific questions about EMS or IEOS, call Lee Hollow, Shannon Neal, or Scott Cannon in Product Marketing at (512)699-5191. ◘

Scott Cannon
Ext. 5191



At San Antonio

MANAGING DIRECTORS CONFERENCE

More than 60 key management representatives from Datapoint subsidiaries and distributorships throughout the world traveled to San Antonio in late September for the company's annual Managing Directors Conference. In addition to Managing Directors, the conference was attended by top marketing and financial personnel from several of the subsidiaries and distributorships.

The conference, held from September 21 through September 24, focused primarily on Datapoint business practices and strategies in the world marketplace. Several presentations on major Datapoint product developments and introductions were also given during the week.

Goals and Commitments

The first day of the conference was split between a morning session on operations and sales strategies, and an afternoon session on future product introductions and marketing techniques for communications management products and multinational customers. Ed Gistaro, Executive Vice President, Corporate Development, began the morning session with a talk on"International Operations and Goals." His presentation, which stressed the importance of commiting to and meeting realistic but aggressive marketing and sales goals, was very well received by the audience and helped establish the overall tone of the conference.

Following Mr. Gistaro's talk was a presentation on "U.S. Operations and Goals" by Dick Palermo, Executive Vice President, Operations. Mr. Palermo also emphasized the importance of sales goals and commitments, and outlined the types of programs that have boosted the overall productivity of the U.S. marketing and sales force.

Rounding out the morning session were talks by Michael Wagge, Vice President and General Manager, European Operations, and Vincent Balhorn, Vice President and General Manager, Customer Service. Mr. Wagge addressed European marketing strategies and organization; Mr. Balhorn provided an overview of Datapoint's worldwide customer service support organization and the part it has played in the overall success of the corporation.

Among the topics discussed during Monday's afternoon session were WP/EMS development, color graphics and laser printer product introductions, multinational sales and procedures, and selling communications management products in the world market. Special emphasis was placed on the marketing techniques needed to more effectively promote telecommunications and multinational sales in the international marketplace.

The day ended with dinner at the new San Antonio Museum of Art. Guest dinner speaker was Kevin Consey, Director of the museum, who also provided a brief tour of the rooms after dinner.

Growth and Profitability

Tuesday was also dedicated to a series of business oriented presentations, given by both headquarters personnel and international speakers. Distributor and subsidiary representatives met separately during the day, to more specifically address their varying business and financial needs.

Topics discussed during the day included financial planning and reporting, leasing techniques and policies, delegation of authority, forecasting, and profitable management of assets.

Several speakers gave presentations for both the subsidiaries and the distributors. Included were talks on guest services, pricing strategies, and application software strategies. Sjur Svaboe, Managing Director of A/S SCANVEST EDP (Norway), also offered a humorous, though insightful, talk on applications software selling techniques.

Representatives from several Datapoint international subsidiaries and distributorships pose for the camera during Wednesday's Product Fair. Among the equipment exhibited were Datapoint's new Color Business Graphics and Laser Printer products.

Product Fair a Hit

Wednesday's sessions, which included exhibits of newly introduced Datapoint products, proved to be one of the most popular sessions of the conference.

The day opened with a talk by Chuck McCoy, Vice President, Western Development Center, on future software product developments and introductions. The international subsidiaries and distributors rated the presentation as one of the most interesting and informative talks of the conference. Mr. McCoy's presentation was followed by a question and answer session, which was then followed by the Product Fair.

Among the products exhibited were the 8600 processor with 20MB disk system, 8800/RMS, 8220 multifunction workstation, and the Color Business Graphics system. Product demonstrations of the new Laser Printer were also available during the day.

Other exhibit areas included Customer Service, Communications Management Products, Training, Guest Services, International Administration, and Multinational Accounts Program.

The session closed with several talks on training requirements for small to large-scale organizations. Ralph Hall, Director, International Training, offered a presentation on Datapoint's overall training program for international subsidiaries, distributors, and customers.

The day concluded with a cocktail buffet at the home of Mr. and Mrs. Harold O'Kelley.

One-on-One Meetings

After an intensive three days of business and product presentations, Thursday was given to more relaxed, private meetings between the Managing Directors and Datapoint corporate management. Subjects for discussion included product development and availability, pricing, customer service, leasing/capital structure, and specific customer product requirements.

A farewell toast was provided by Ed Gistaro during an evening of cocktails and hors d'doeuvres at the Los Patios restaurant.

Reflections

At the conclusion of the conference, Datapoint's international representatives were asked to critique the four-day affair, citing strong points and weak areas. Among the most popular topic groups were Pricing Strategy, Financial Reporting, Future Products, and Communications Management Products.

Areas for improvement included the development and communication of more customer success stories, additional information on structure and management of the U.S. sales and OEM organizations, and more specific information on how to use the financial forecasting system. All the areas will be addressed in the very near future.

Hal Morrow
Ext. 7059

AD REPRINTS

Advertising reprints are now available through Software Services with document numbers for ordering direct. The reprint of "Way past the drawing stage" (model code 61048) has a *Business Week* cover and sales office listing on the back. The new business ad "Systems that work together now" is also available in color with a specially designed cover and sales listings on the back cover. This reprint (model code 61245) was included with the October issue of *Datapoint Marketing News.*

The KSX ad ("A top-of-the-line key system") and the ISX ad ("Why the PBX system you need today") reprints do not have model codes; however, if requested with other materials from Software Services, these ad reprints may be provided with your order when shipped. To order quantities of KSX or ISX™ ad reprints only, you may contact Corporate Communications at ext. 7059. All future ad reprints will be model coded to facilitate ordering from Software Services and will be announced in future *Datapoint Marketing News* issues.

SNA/SDLC Product Update

Datapoint's stand-alone interactive SNA/SDLC software (EM3276S) was released July 28th. Since it has a 98xx model code, two entries are required on the SOS to place the order.

Example:

Qty	Model Code	Description
1	9851	EM3276S 1.1
1	20698	DMF Cassette
1	9851	EM3276S 1.1
1	20651	Double Density Diskette

Product Activity

In recent weeks, members of Product Marketing Advanced Communications and Software Support had the opportunity to visit and assist several branch offices in demonstrating Datapoint's interactive SNA/SDLC software.

To date, our demonstrations have been very successful. For example, during a demonstration of our interactive stand-alone software one of our representatives was told, "Gentlemen, you have no idea how significant this screen is." A man said this after seeing a display flash across our processor welcoming him to his SNA network.

But even though our product demonstrations have been very successful, they do not give us the necessary information that beta testing provides.

So Product Marketing would appreciate your assistance in identifying beta prospects for both ARC interactive and ARC batch SNA/SDLC software. If you have customers or potential customers who have requirements to communicate via SNA/SDLC, please let us hear about them.

Contact Joe Jackson at extension 7151.

Product Schedule

The following is a revised schedule of projected release dates:

	ARC 1800/3800	ARC 6600/8200 DATASHARE	Single User 1800	Single User 6600
Batch	Q3 1981	Q3 1981	Q4 1981	Q4 1981
Interactive	Q3 1981	Q3 1981**	Released	N/A*

Note: All quarters are for CALENDAR year.

*Not applicable due to the screen size of the 6600 processor.

**Subset of full 3270 functionality, provided by DS3270 software. ◘

Joe Jackson
Ext. 7151

KSX FEATURES
Save Time and Money

Large international manufacturing firm located in South Texas with more than 100 nationwide sales and service offices — does this sound like a good prospect for multiple KSX's?

Well, as a matter of fact, it was. Datapoint has installed 24 KSX's internally in the past six months, replacing only systems that were moving or obsolete.

Features

Some of the attractive features on our KSX™ are speed dialing, privacy, and conferencing. These features work very well in our Datapoint branch offices (and maybe in your prospects' branch offices). In our branch offices, the Sales and Service organizations share the KSX, but each department has a direct telephone number and each individual has a private line. Also, if a customer calls and needs to talk to people in both departments, his call can be transferred and/or conferenced, eliminating the need for a second call.

Speed dialing is also a plus because the access into our LDCS™ and caller i.d. number can be programmed by the KSX.

Toll Restrictions

A number of those offices have shown significent savings in long distance charges due to one of the KSX's more attractive features — toll restrictions. This feature used in conjuction with Datapoint's Call Detail Recorder provides a customer with a manageable and cost effective advanced telephone system.

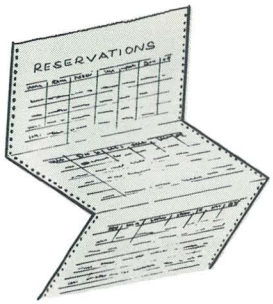
Selling the KSX

This successful configuration was demonstrated in September at the TeleCommunications Association conference in San Diego. Leads produced by the large numbers of interested prospects will be forwarded to appropriate sales offices by Corporate Communications.

With the release of the KSX Sales Reference Guide to the field in August and through our Marketing Education courses, the number of sales and field resources has increased.

With the short sell cycle and the continuing incentive in the compensation plan, the KSX is one of the most attractive products to sell. ◘

Joyce Blank
Ext. 5191



PONTIN's

Books a Datapoint Computer

Pontin's, one of the largest organizers of holiday centers in the United Kingdom, is computerizing its booking operation with systems designed by United Computing and run on computer equipment from Datapoint (U.K.) Ltd.

Pontin's currently operates 24 recreational camps throughout the U.K. The six largest sites have dual Datapoint 150 systems and the others have single 1500 systems.

Pontin's expects a quarter of a million bookings for 1981, involving some 850,000 guests and says that its manual system is no longer able to cope.

The company ran a pilot operation successfully for one year and now has the full system operating for the 1981 booking season. Bookings taken at each center during the day will be communicated directly to the central processing site at United Computing, so that up-to-date booking information will be available.

"The manual system we were using was just creaking at the seams," says Pontin's Computer Project Manager, Mr. Tony Mitchell."We didn't even have accounting machines, and we've gone straight from that situation to the sophisticated computer system.

"Our main problems were the scale and repetitive nature of the work, the difficulty of coping with the sudden VAT (Value Added Tax) changes and the tendency for each camp to develop its own variations on the standard accounting procedures. It made great difficulties for the preparation of management information."

United Computing says the Datapoint equipment was chosen because of its advanced communications ability, and is now developing additional software to run on Datapoint hardware.

Glyn Jones
Datapoint (U.K.) Ltd.

Dover Harbor Board

Ties up with Datapoint

The Dover Harbor Board has tied up alongside a Datapoint ARC local network computer system supplied by Datapoint (U.K.) Ltd.

The six processor system will help the Board with a wide range of internal administrative work including payroll, sales ledger, purchase ledger, order booking, wharfage fees and job costing.

The Dover Harbor Board has been a Datapoint user since the early '70s. It has switched to ARC because of the ease of upgrading the existing equipment.

Mr. Roger White, data processing manager of the Dover Harbor Board, says,"I prefer the ARC approach of using a series of minicomputers to the mainframe way of doing things."

The new Dover Harbor Board installation consists of a Datapoint 6600 file processor plus three 3810 and two 3812 application processors.

Glyn Jones
Datapoint (U.K.) Ltd.

ASR PROGRAM

Passes Success Milestone

At the recent Achievement Club in San Diego, 18 previous ASR's were honored as Achievement Club members. Outlined below is the list of these highly productive field sales personnel and their branch locations:

Name	Location
Ronald Griffin	Charlotte,NC
Kevin O'Keefe	Burlington, MA
Nina Wyatt	San Francisco, CA
Joshua Fry	Tampa, FL
Melody Murphy	Irvine, CA
Mark Bubar	Stamford,CT
Kevin Gaffney	Arlington, VA
Claudia Goland	Houston, TX
Bill Hinkens	Des Moines, IA
Susan Jones	Metairie, LA
Joe Megna	Tampa, FL
Chuck Reid	Dallas, TX
Dan Satrom	Bellevue, WA
Roberta Tisdale	San Antonio, TX
Frederick Gregg	Houston, TX
Bill O'Connell	Burlington, MA
Christopher Feeney	New York, NY
Joe Beverly	Atlanta, GA

The two-year old ASR program is our company's effort to bring employees into Datapoint without previous sales experience. After six to twelve months of San Antonio and Branch training, these individuals are promoted to Quota sales positions. It is a testimony to these fine individuals, their Management, and the Company's wisdom to invest in such a program that 28 former ASR's earned their way to the Achievement Club during the first year on Quota.

If this performance is an indication of the success of the ASR program, Datapoint can look forward to sending 30 to 40 former ASR's to the FY 1982 Achievement Club.

Stephen O. James
Vice President, Sales
Marketing Division
Ext. 5056

ARCNET: The only Proven Viable Network Available

The past two issues of the *Datapoint Marketing News* have contained articles on ARC — the four generations and the enormous opportunity implicit in ARCNET. In the months ahead, we will see more and more of this kind of information. The integrating factor in the Integrated Electronic Office is indisputably the local area network (LAN) and ARCNET is, with equal certitude, the only proven viable network on the market.

The Competition

With the exception of Network Systems' Hyperchannel product, no vendor has more than a few systems installed. Wang, with an aggressive projected approach that includes a video channel (they'll use broadband), won't have anything working

. . . "Standards aren't established by subcommittees; they're established by the market."

until the middle of next year. The IEEE subcommittee on networks is still attempting to resolve the standardization issue as it pertains to control technique.

The Ethernet approach (CSMA/CD) is a favorite in these negotiations, but as one source quoted Vic Poor after the ARCNET announcement, "Standards aren't established by subcommittees; they're established by the market."

IBM and HP are no small factors in this controversy. IBM has openly opposed CSMA/CD in favor of token passing, which Datapoint uses. *Information Systems News,* in mid-September, reported that IBM has already contacted Datapoint regarding ARCNET. Like so many "leaks," this one has no basis in

. . . IBM and HP together have almost 50 percent of the small computer market . . .

fact. But it is not as far-fetched as many projections, particularly with announcements of the "Tandy Connection" and IBM's new personal computer.

HP, the other giant (IBM and HP together have almost 50 percent of the small computer market), was an Ethernet supporter. They have changed their position from "buy" to "hold" and are waiting to see who wins.

Many buyers are also waiting. One of the things that makes the Tandy Connection so important is that the personal computer –emerging as a viable part of the IEO with projected volumes by 1985 of three million devices — can be a leader in networking the office. If the IEO marketplace wants an accepted standard, ARCNET has a clear lead in the race. Xerox has just awarded subcontracts for two LSI devices required for the operational implementation of Ethernet. In the same timeframe, Datapoint is receiving quantities of the RIM chip.

ARC and ISX

We won't discuss this at length in this article, saving the detail for a later issue. It is of note that local networks include those built around digital PABXs — either data only or voice/data. Companies like Xerox and Wang will talk about higher throughput with LANs and suggest you buy or hold onto your PABX to handle voice and low demand data.

On the other hand, Rolm and Northern Telecom will point out the low installation cost and high adaptability of the data PABX (no one really has a viable voice/data system yet). They tend to ignore LANs. Datapoint not only will have both capabilities, but will have them as an integrated system.

ARC and RMS

A great deal has been said about RMS in the last year. We've talked about expanding file size, multitasking/programming, logical addressing, and how much better it is than DOS.

RMS is not, in general, an equivalent advance in the art as far as the rest of the industry goes.

Digging a little deeper . . . we find some interesting capability.

RMS is a feature/capability, mature operating system. On the surface, that's it.

Digging a litle deeper, however, we find some interesting capability. Within the RMS "product," there are features and functions directly related to ARC and networking. We refer to the Batch Job Facility, the File Management System, and, in the near future, DBMS and remote ARC.

BJF allows and manages unattended resource sharing — the heart of networking. With quick release connectors, a lot of coax and a world class sprinter, anyone can share resources. With RMS and BJF, you can retire the runner and put the system where and how you want it.

FMS started out as a replacement for the file buffer in DOS ARC. It ended up as one of the major performance improvements — for structured files and their access — in RMS ARC.

ARC and the 8XXX Series

Just as RMS is a companion product to the ARC, so are the new 8XXX processing systems. Both the 8800 and 8600 make extensive use of IMODs, cost effective answers to the general purpose I/O necessary in the multi-function environment. The 8600 uses the RIM chip and the 8800 will, bringing the cost of interconnection down to about $100/drop (Ethernet is estimating over $2,000 initially). The 8800, with the faster CPU and expanded memory and online storage, is an ideal device for the network providing file management - in its classical sense - at a 300 percent improvement over anything we've had in the past.

continued

The 8600, while a smaller machine, has sufficient power for file management in the smaller network and shines even brighter as a terminal controller/applications processor where it drops workstation cost into the much-sought $5K range.

Where you have a start-up application, the 8800 can do the work of a two to three processor (6600 or 8600) ARC at an excellent price/performance ratio. As the application matures, expansion is a cost comfortable process with either machine type. It was no accident that we got this fit to our IEO.

Epilogue and Elephants

The IEO and ARC, backed by the individual product offerings, are putting Datapoint on the map. Mr. Harold O'Kelley summarized it in a recent issue of *Forbes* magazine: "We have a clear-cut strategy and a good toehold in the major areas (of the IEO) that are going to be automated over the next ten years.

. . .a good toehold in the major areas (of the IEO) that are going to be automated over the next ten years.

"But I don't believe any of them put all the ingredients together to the point that we have."

I believe our position in the area of using computer power in the office is, in total, probably the best of any company.

"Now that sounds like braggadocio when you consider that IBM, Xerox, and Wang are in the marketplace and AT&T is probably going to be in it. But I don't believe any of them put all the ingredients together to the point that we have.

"Well, now they are feeling safe with us."

"I used to say that many of our customers would like to buy our products at our price from IBM, because they felt safer with IBM. Well, now they are feeling safe with us."

Bob Harris
Ext. 5212

IEOS/DOS
File Placement Tips

We did some brainstorming and came up with some tips that may help your customer in increasing the efficiency of their IEOS/DOS systems.

1. Place IEOS related commands on the File Processor with the least amount of activity. This allows the FP to keep more of the modules' memory resident, thus letting your APs get to those modules faster.
2. Make the volume that has the IEOS related commands"READ ONLY" and"ENABLE PREREADS." This lets the FP"read ahead" to get the next sectors of information even before you ask for them. READ ONLY tells the FP that it doesn't need to worry about anybody changing the IEOS commands, and making him have to write the sector back to disk.
3. For best results the File Processor that has the IEOS related files should have 256K. The bigger the FP, the more buffer area it has to hold disk sectors. This shows up in speed improvements when you go back to a module that need not be reread from the disk, but can be fetched from the FP's memory.
4. SINGLE user libraries are faster, because there is no OUTFILE to copy back to the library. The end of the library is now used as the scratch area.
5. Keep your customer updated on our products so that he can take advantage of the lastest enhancements and features.
6. Use Multiple File Processors if an overload is detected to help share the burden of disk access. Programs such as ARCSTAT and MONITOR can be used by the SE to determine this.
7. Make sure AIM™ files are being used. If not, delete them. They can always be recreated, and if they are not being used the time spent in updating the AIM file after modifications can be saved.
8. Use the IEOS Configuration Program (available on the FIX system as IEOSCFG3/ENC for IEOS 1.3, and IEOSCFG4/ENC for IEOS 1.4) to strip the menu of those commands that are not necessary. It could be used for AUTOTYPE applications, in making a separate IEOS/CMD that only has those commands on it necessary to AUTOTYPE.
9. In a further attempt to speed up AUTOTYPE,"ENABLE PREREADS" on the volume that contains the DATAFILE. This will save the AP from having to wait for the FP to read the data record from disk. Instead, he will have it in memory already when it is requested. However, use PREREADs carefully. It can actually be slower than no PREREADs if you're dealing with a file that is not sequential.
10. Keep libraries packed up, to efficiently utilize disk space and keep AIM files optimized.
11. If working with large documents, break them up into separate smaller documents to decrease direct page access time.

Hints For The Future

1. Buy 8600's.
2. Upgrade existing 8600's to 256K.
3. Upgrade 3800's to 128K.

If you have any ideas for increasing the efficiency of your IEOS/DOS system, please pass them along to us in Product Marketing.

Shannon Neal
Ext. 5191

Editor's Note: Because of the large number of calls received by Product Marketing regarding RMS upgrade kits and forms, we are reprinting the following article, which originally appeared in our May 1981 issue. We hope it will help to clear up some of the confusion.

Hardware Changes Required for RMS

Some existing Datapoint hardware requires modification before it can support RMS. If you are getting ready to install RMS it is of vital importance to do two things:

1. Identify any units needing rework; and,
2. Use the correct procedures to get the units upgraded.

Site Survey

The first step is to conduct the site survey. The purpose of the site survey is to identify all units requiring rework and to order upgrade kits if necessary (detailed description follows).

The site survey is the responsibility of Marketing Division personnel (SE/Salesperson), not Customer Service. Correct system assurance depends upon proper completion of this survey.

A special document, "RMS Equipment Requirements" (Model Code 61018), has been prepared to make the job easy and to standardize the process; a sample is illustrated.

The sample shows what the document looks like, but cannot be used for ordering, since multi-part forms are required, as explained in the section entitled "GETTING THE UPGRADES DONE".

This document is ordered just like any other model-coded product. One document must be completed for each site to be upgraded. Note that multiple documents are required for multiple sites, even if the sites are all for one account and even if they are all in the same building.

Equipment Requiring Modification for RMS

DEVICE TYPE	MODEL	KIT
Processors:	3800 series	0573
Comm Adaptors:	9481	0572

Equipment Requiring Reconfiguration/Modification for RMS

Disk Controllers:	9370/9373 (25 MB)	None
	9374 (20 MB)	None
Terminals:	3600/8200	None

As you can see, there are two categories of equipment: the category which requires ordering a hardware upgrade kit and the category which requires no kit.

Equipment which Requires an Upgrade Kit: 3800 Processor

The 3800 processor must have the correct firmware version in order to work properly for RMS data communications. It's easy to determine the firmware level of a 3800: activate the hardware DEBUG program by pressing, and holding down the RESTART and DISPLAY keys. While you've got these two keys down, press and then release the INTERRUPT key. The display in the lower right-hand corner of the screen shows that the processor is now running DEBUG. Now type in a question-mark (?). The result will be a display like this:

M:011 P:002:014

The last three digits (in this example, "014") designate the level of the processor's firmware.

If the last three digits are "012", order Kit 0573.

If the last three digits are "013", and RMS Data Communications Software will use the ICA of this 3800, order Kit 0573. Do not order the kit if RMS communications software will not use the ICA, since all the other RMS software runs correctly with Level 013 firmware.

If the last three digits are "014" (or above), no modication is required.

9481 Communications Adaptors

All 9481's delivered prior to February, 1981, are Model Code 9481-001 and will require upgrade; all units delivered subsequently will be 9481-003, which do not require upgrade.

If upgrade is needed, order Kit 0572. (This kit contains a new Model Code label which identifies the upgraded 9481 as a "9481-003"; the new label will be affixed to the box by the CSR.)

Equipment which Requires No Upgrade Kit: Disk Controllers

All 9370/9373 (25MB) and 9374 (20MB) disk controllers to be used in an RMS system may require a change to one of the boards in the disk controller. The Datapoint CSR modifies the existing board on the customer's site. No upgrade kit is required.

3600 Terminals

3600's to be used under RMS require configuration for screen roll-down. This modification can be done easily at the customer's site by the Datapoint CSR. No upgrade kit is necessary.

8200 Terminals

8200's to be used in an RMS system require configuration for screen roll-down. This is a modification that can be done easily at the customer's site by the Datapoint CSR or SE, or the customer himself (some customers know how to configure the 8200 options). Here's how:

1. Turn off the 8200 and turn it back on. This causes the POWER-ON RESTART sequence.
2. Initiate the user-option mode by holding the CONTROL key down, tapping the INTERRUPT key two times, and then releasing the CONTROL key.
3. When the 8200 screen shows "OFF LINE", key in "(OPT)", followed by the ENTER key.
4. When the option display is

shown, keep pressing the ENTER key until the cursor is beside the ROLL DOWN option.
5. Type in "Y" and continue pressing the ENTER key until the question "DONE?" is asked in the lower left-hand corner of the screen.
6. Again, type in "Y". This completes the procedure.

Getting the Upgrades Done

The instructions for using the site survey document are printed on it and must be followed exactly. When the document is filled out, attach the original to the EOS, forward the yellow copy to the local CSR manager and retain the pink copy in the local marketing office in the file pertaining to the account.

The purpose of giving the yellow copy of the site survey document to the local customer service manager is that he will be alerted to watch for the upgrade kits to come in; when they arrive, he will automatically arrange for a visit by the CSR. On this visit the CSR will perform all the upgrades (both those involving kits and those not involving kits). This approach will minimize the number of CSR visits and optimize the efficiency of each visit. Do not place service calls to get the work done. Let the CSR manager schedule the visit.

Policies Governing Upgrades

A very important consideration is that the upgrades will be done at Datapoint's expense. In order to minimize Datapoint's costs, modify only equipment to be used for RMS. List the upgrade kits as no-charge items.

These upgrades are not required for equipment running DOS and will in no way benefit DOS operation; on the other hand, they do not impact DOS operation and must be done for equipment which will run both DOS and RMS.

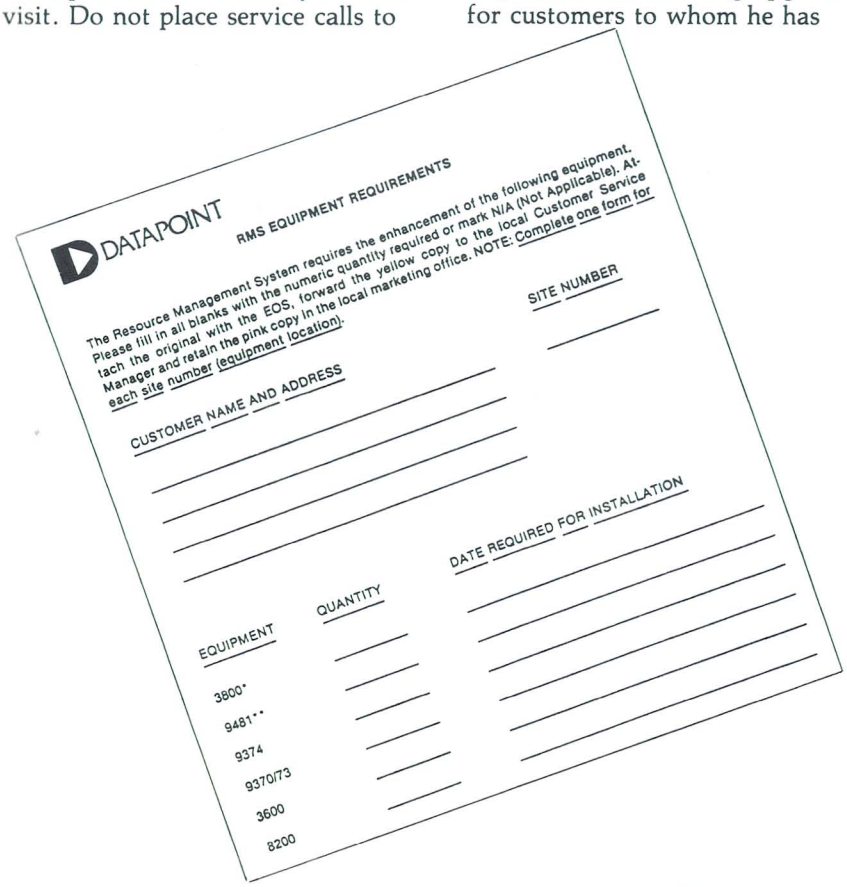
The availability of equipment upgrades is limited to accounts which are installing RMS. Kits can appear only on an EOS/SOS which orders RMS, or which specifies an account whose order for RMS is already on file (by giving the PR Number or Field Document Number of that order). Unless these conditions are met, the order will be rejected by Order Entry.

Customers who receive their RMS software from an OEM will also obtain their upgrade kits from that OEM. Specifically, the OEM is responsible for ordering upgrade kits for customers to whom he has distributed RMS software. Reps are not currently authorized to distribute RMS software. The Rep customers running RMS must place their own order for upgrade kits. RMS customers who are not under a hardware maintenance contract should follow the same procedure for the site survey and ordering of the upgrade kits as customers under a hardware maintenance contract. However, they will be billed for the service call to install the upgrades at the prevailing rate.

It must be clearly understood by both customers and Datapoint personnel that RMS is not "free". The policy of the company is that there are only two ways to get RMS:

1. Pay the one-time $1500 (U.S.) license fee for each RMS 98XX software package; or,
2. Include the software order on an SOS accompanying an EOS which orders a processor, in which case the license fee is bundled into the price of the processor. (As usual the price of the processor is not increased by this.)

Jim Whitehouse
Ext. 7151


DATAPOINT

RMS EQUIPMENT REQUIREMENTS

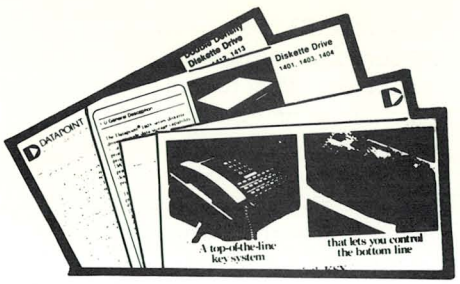
The Resource Management System requires the enhancement of the following equipment. Please fill in all blanks with the numeric quantity required or mark N/A (Not Applicable). Attach the original with the EOS, forward the yellow copy to the local Customer Service Manager and retain the pink copy in the local marketing office. NOTE: Complete one form for each site number (equipment location).

SITE NUMBER

CUSTOMER NAME AND ADDRESS

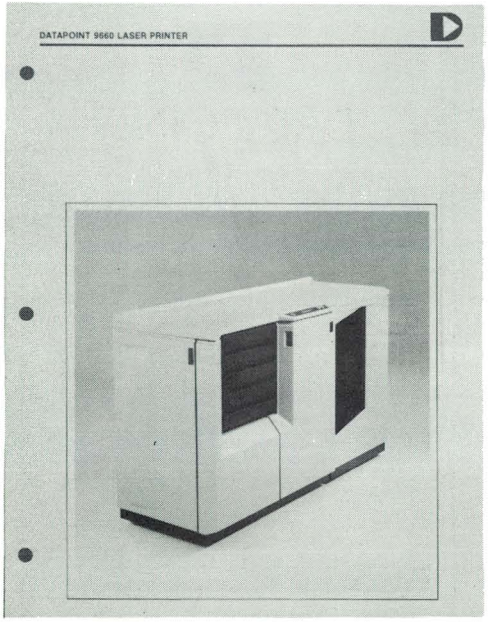
DATE REQUIRED FOR INSTALLATION

EQUIPMENT	QUANTITY
3800*	
9481**	
9374	
9370/73	
3600	
8200	

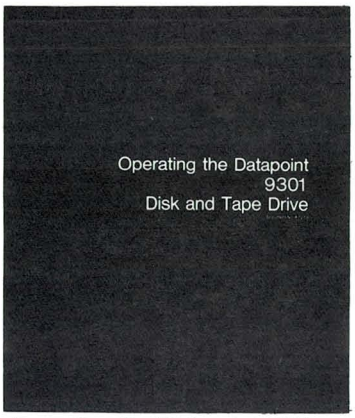


NEW MARKETING MATERIALS

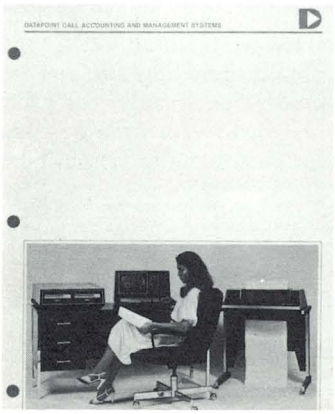
Datapoint Color Business Graphics Flysheet — Document Number 61230



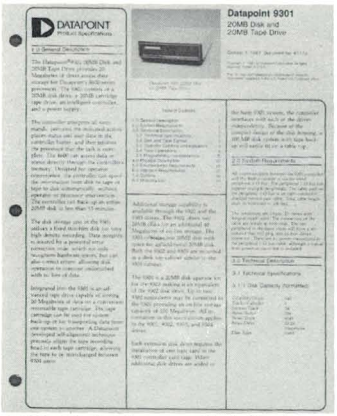
Datapoint 9660 Laser Printer Flysheet — Document Number 61244



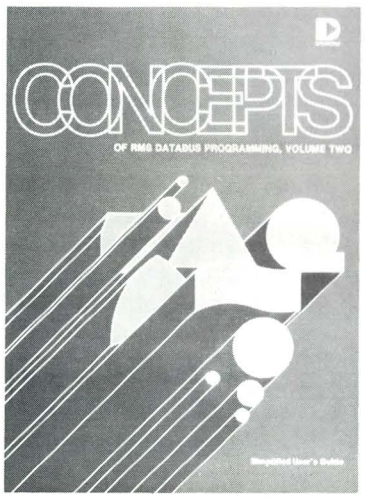
Operating the Datapoint 9301 Disk and Tape Drive — Document Number 61219 (GODE)



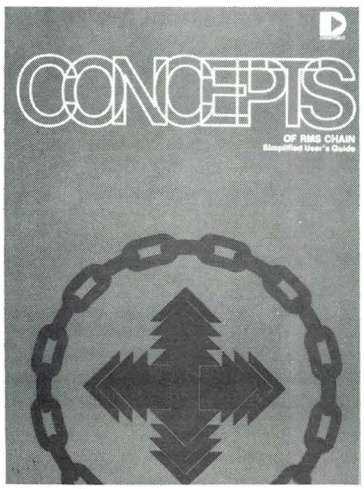
Datapoint Call Accounting and Management Systems Flysheet — Document Number 61112



9301 Disk Storage Sub-System Product Specification — Document Number 61173



Concepts of RMS DATABUS Programming Simplified User's Guide Vol. Two — Document Number 50644



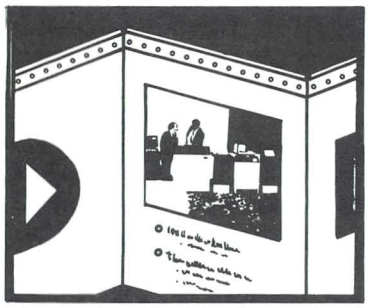
Concepts of RMS Chain: Simplified User's Guide — Document Number 50641

Model Code Numbers

The model code number for the DOS D27 User's Guide is 50646. The old document number (50432) now pertains only to DOS 26.

Patty Lynch

TRADE SHOWS



Nov. 3-5	**Federal Office Automation Conference (FOAC)**	**Washington, DC**
Nov. 4-6	National Oil Jobbers Council (General Info Systems, Inc. - GISI)	Philadelphia, PA
Nov. 9-11	**SE Telecommunications Association**	**Atlanta, GA**
Nov. 19-22	**COMDEX**	**Las Vegas, NV**
Dec. 5-10	American Society for Hospital Pharmacists (Medical Scientific International)	New Orleans, LA
Dec. 14-16	International Foundation for Employee Benefits Plans EDP Conference (ADSERV)	Hollywood, FL.
Mar. 22-25	**INTERFACE 82**	**Dallas, TX**

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

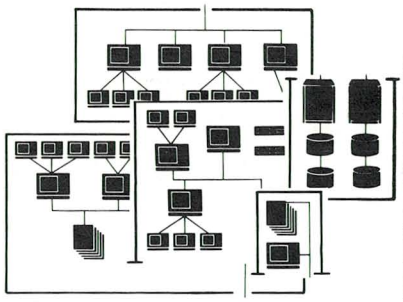
sponsored by Datapoint

'81 AD SCHEDULE November

The following list of publications and ads represent the November media scheduled:

PUBLICATION	DATE	AD
Wall Street Journal*	11/2	Systems That Work Together
Wall Street Journal*	11/9	Systems That Work Together
Wall Street Journal*	11/23	Systems That Work Together
Business Week	11/2	Systems That Work Together
Business Week	11/16	Systems That Work Together
Fortune	11/2	Systems That Work Together
Fortune	11/16	Systems That Work Together
Computerworld	11/9	DATASHARE
Computerworld	11/23	Systems That Work Together
Communications News	Nov.	ISX
Telecommunications	Nov.	KSX
The Office	Nov.	1550
Computer Business News	Nov.	2150 (OEM)
Computer Systems News	Nov.	2150 (OEM)
Computer Decisions	Nov.	Systems That Work Together
Information System News	11/16	Systems That Work Together
MIS Week	11/18	Systems That Work Together
Government Executive	Nov.	Systems That Work Together

* 2 insertions per weeks indicated



DATAPOINT SYSTEMS EDUCATION

Class Schedule
November through December 1981

Course	Date
DP Orientation (10 days)	Nov. 30
CMP Orientation (10 days)	Nov. 30
Systems Orientation (5 days)	Nov. 16, Dec. 14
Data Comm 1 (10 Days)	Nov. 30
RMS1 - Transition (5 days)	Nov. 30
RMS2 - DB/DS/COBOL/Comm (5 days)	Nov. 16, Dec. 7
ISX/KSX/CASH/CDR (5 days)	Nov. 16, Dec. 14
Channel Adapter (5 days)	Nov. 16

REFURBS NOW COUNT TOWARD COMMITMENT FOR OEM'S

OEM/Rep Sales announced in September that effective immediately OEM's can count refurb processors toward their functional unit commitment. Specifically, each refurb processor counts as one functional unit, up to a maximum of 15 percent of the total functional unit commitment. For example, an OEM with a commitment of 101 functional units can count 15 refurb processors toward that commitment.

This applies only to refurb processors ordered after September 15. Contact your Branch Marketing Manager if you have any questions.

Bill Doughty

Marketing Personnel in New Location

Marketing Personnel has moved to the ground floor of the 8400 building. New staff extension numbers are as follows:

John Ross, Director, Ext.7887
Daryl Ingebretson, Personnel Manager, Ext. 7889
Lorrie Kunz, Department Secretary, Ext. 7888
Kathyrn Hicks, Employment Manager, Ext. 7882
Sharon Redington, Personnel Specialist, Ext. 7881
Carol Awbrey, Personnel Specialist, Ext. 5588
Dawn Stoltz, Sr. Personnel Assistant, Ext. 7894
Kathy McCauley, Sr. Personnel Assistant, Ext. 5587

Our new mail station is M13.

Errata

This is a correction to the article published in the September issue of *Datapoint Marketing News* (No. 37).

The article in error is "How Not to Edit a Library." The item in error is the reference to the use of Moddump. Moddump should not be used, since it is an unreleased and unsupported piece of software. Dumpmod, on the other hand, may be obtained through software support.

Lee Hollow

NEW CAPABILITIES AVAILABLE IN RMS

With the dust barely settled from the previous release, RMS version 1.7 adds even more capabilities to the RMS software arsenal. Once again major functional areas have been addressed, to whit:

Word Processing Available

The integrated office comes to RMS 8200 workstations and 8600 consoles with the introduction of RMS IEOS. This release provides basic word processing capabilities which are similar to the DOS IEOS version 1.2. The major exception is that document retrieval via AIM will not be introduced until the next release of RMS IEOS. AIM is currently being added to RMS itself as a disk access method for use by not only word processing, but also DATABUS/DATASHARE. RMS IEOS may be ordered as model code 9853. The associated documentation is model code 50652. Note that your customer needs to attend an IEOS training class in addition to the general RMS training requirement.

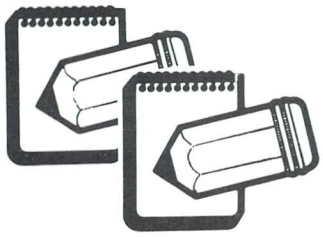
RMS Now Tri-Lingual

The ever-popular language for batch report production jobs — Report Program Generator (RPG) — is now added to the two previous high-level languages DATABUS and inter active COBOL. When RMS was announced this past November, many of you indicated strong customer desires for this language and now we've got it! Conversion effort required of DOS RPGPLUS users is minimal. RMS RPG may be ordered as model code 9837.

And More To Come . . .

Old St. Nick is now busy preparing even more goodies for your RMS customers in our special Christmas release — RMS version 1.8 — so stay tuned for further developments!

Terry McDaneld
Ext. 7151



CUSTOMER EDUCATION

Arlington, Virginia
Nov. 16 DATASHARE
Nov. 30 Resource Management Systems
Dec. 7 Disk Concepts and Operations
Dec. 14 Advanced DATASHARE
Jan. 4 Word Processing
Jan. 11 Introduction to Datapoint Programming
Jan. 18 Word Processing
Jan. 25 DATASHARE

Arlington Heights, Illinois
Nov. 16 Attached Resource Computer
Nov. 30. Introduction to Datapoint Programming
Word Processing
Dec. 14 Disk Concepts and Operations
Jan. 4 Resource Management Systems
Advanced DATASHARE
Jan. 18. DATASHARE
Disk Concepts and Operations
Jan. 25 Attached Resource Computer
Word Processing

Atlanta, Georgia
Nov. 30 Introduction to Datapoint Programming
Jan. 25 DATASHARE

Boston, Massachusetts
Jan. 4 DATASHARE

Denver, Colorado
Dec. 7 DATASHARE

Detroit, Michigan
Nov. 16 DATASHARE
Jan. 11 DATASHARE

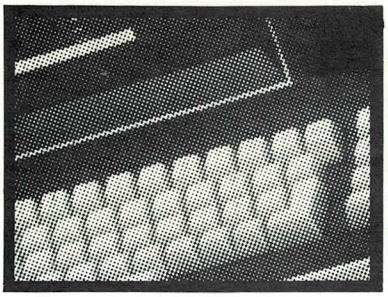
New York, New York
Nov. 16 DATASHARE
Word Processing
Nov. 30 Word Processing
Introduction to Datapoint Programming
Dec. 7 Disk Concepts and Operations
Jan. 4 Word Processing
DATASHARE
Jan. 11 Disk Concepts and Operations
Jan. 18 Disk Operating Systems
Jan. 25 Introduction to Datapoint Programming
Word Processing

Philadelphia, Pennsylvania
Dec. 7 DATASHARE

San Antonio, Texas
Nov. 16 DATASHARE
Introduction to Datapoint Programming
Disk Operating Systems
Resource Management Systems
Advanced Long Distance Call Systems
Word Processing
Nov. 30 DATASHARE
Disk Concepts and Operations
Electronic Message Systems
Word Processing
Dec. 7 Attached Resource Computer
Introduction to Datapoint Programming
Resource Management Systems
Advanced DATASHARE
Long Distance Call Systems
Dec. 14 DATASHARE
Disk Concepts and Operations
Disk Operating Systems
Automatic Call Distributor System
Word Processing
Jan. 4 Resource Management Systems
Disk Concepts and Operations
Jan. 11 Attached Resource Computer
Advanced DATASHARE
Introduction to Datapoint Programming
Electronic Message Systems
Advanced Long Distance Call Systems
Jan. 18 DATASHARE
Resource Management Systems
Disk Concepts and Operations
Word Processing
Jan. 25 DATASHARE
Disk Concepts and Operations
Disk Operating Systems
Resource Management Systems
Long Distance Call Systems
Word Processing

San Mateo, California
Nov. 16 Word Processing
Nov. 30 Disk Concepts and Operations
Dec. 7 Word Processing
Introduction to Datapoint Programming
Dec. 14 Resource Management Systems
Attached Resource Computer
Jan. 4 Introduction to Datapoint Programming
Word Processing
Jan. 11 DATASHARE
Jan. 18 Disk Concepts and Operations
Jan. 25 Word Processing
Introduction to Datapoint Programming

Seattle, Washington
Jan. 25 Introduction to Datapoint Programming



REFURB EQUIPMENT

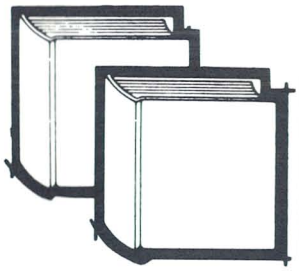
Model Code	Description	Qty	Price	Maint.	Install
Processors					
1108	Cassette 1100 Processor, 8K Memory		2200	86	150
2226	2200 Processor, 16K Memory		2400	113	150
5548	5500 Processor, 48K Memory		10000	178	200
Options					
5508	BK Memory Upgrade Kit for 5500		900		165
9020	Regulator, I KVA Constant Voltage, 120 VAC		500		25
Diskette Systems					
1131	Diskette 1130 Processor, 1 drive		2875	74	165
1132	Diskette 1130 Processor, 2 drives		3162	96	165
1133	Diskette 1130 Processor, 3 drives		3450	117	165
1134	Diskette 1130 Processor, 4 drives		3737	141	165
1174	Diskette 1170 Processor, 4 drives		5500	149	185
1500 Systems					
1532	32K User Memory, Two Diskette Drives (.5MB Total)		5100	68	200
1536	60K User Memory, Two Diskette Drives (.5MB Total)		5550	78	200
1571	Cluster Controller for 3670 Enhanced Datashare Terminal		5306	68	250
1514	1500, 60K User Memory, .25MB Single Diskette Drive, 9310 Cartridge Disk Drive		12890	147	250
1515	60K User Memory, .25MB Single Diskette Drive, 9320 Cartridge Disk Drive		13223	155	250
1592	1532,9621,9443 Cable		7050	110	200
1596	1536, 9621, 9443 Cable		7538	120	200
1543	Diskette Expansion Module		2850	33	165
1800 Systems					
1802	60K 1MB		8230	125	200
1842	Diskette Drive Expansion Model		3112	39	165
Disk Systems					
4220	226 Processor, 5MB (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller multiport Interlace, D/S Software, Documentation		9000	217	500
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed 1 removable cartridge) Controller, Multiport Interface, D/S Software, Documentation		17750	254	650
4523	5500 Processor, 5MB Storage (two 2.5MB Diablo Disks) Controller, DOS Software Documentation	1-3 4-10 11+	16500 15250 14250	236	620
4530	5500 Processor, 48K Dual Disk and Controller, 20MB Multiport Comm Adaptor DATASHARE Software and Documentation	1-3 4-10 11-25 26+	24000 22500 21000 19500	347	775
4533	5500 Processor, 48K Dual Disk and Controller, 20MB DATASHARE Software and Documentation	1-3 4-10 11-25 26+	22750 21250 19750 18250	329	755
4540	5500 Processor, 50MB Storage, Controller, Multiport Interface, D/S Software and Documentation		29450	544	1000
4543	5500 Processor, 50MB Disk Storage, Controller, DOS Software and Documentation		28200	526	970
4620	6600 Processor, 5MB Disk Storage, Controller, Multiport Interface, D/S Software and Documentation	1-3 4-10 11-25 26+	19950 18700 17700 16200	267	700
4623	6600 Processor, 5MB Disk Storage Controller	1-3 4-10 11-25 26+	18700 17450 16450 15000	249	670

Model Code	Description	Qty	Price	Maint.	Install
4640	Both: 6600 Processor 50MB Disk		36500	628	1000
4644	Storage, Controller 4640: Multiport Interface, D/S Software, Documentation 4644: RIM, ARC, Software, Documentation		36500	623	1000
4643	6600 Processor, 50MB Disk Storage Controller, LOS Software and Documentation		35250	610	970
4740	256K Processor, 50MB Disk Storage Controller 50MB Multiport S/S Software and Documentation		39100	644	1000
4745	ARC File Processor 256K Dual Disk and Controller, 40MB, RIM Adaptor, ARC Software and Documentation		39100	639	1000
Bundled Share/Print					
4640/ 9280	4640 and 300 LPM Printer*		41500	768	1000
4644/ 9280	4644 and 300 LPM Printer*		41500	763	1000
4643/ 9280	4643 and 300 LPM Printer*		40250	750	970
4540/ 9280	4540 and 300 LPM Printer*		34450	684	1000
4543/ 9280	4543 and 300 LPM Printer*		33200	666	970
Print Pac I	5556 RIM and (3) 300 LPM Printers*		23000	613	675
Print Pac II	5556 RIM and (3) 600 LPM Printers*		38450	793	675
4520/ 9232	4520 and 80 CPS printer*		18500	301	650
1532/ 9232	1500/32K User Memory, 80 cps Freedom Printer		5800	115	200
1536/ 9231	1500/60K User Memory 80 cps Freedom Printer		6450	125	200
1802/ 9602	1800 and 45 CPS Printer*		12506	170	200
Media Storage					
9381	Console Diskette Controller 1 drive		2150	37	165
9382	Console Diskette Controller 2 drives		2450	57	165
9383	Console Diskette Controller 3 drives		2750	76	165
9384	Console Diskette Controller 4 drives		3050	96	165
9385	Freestanding Diskette Controller, 1 drive		2150	37	165
9386	Freestanding Diskette Controller, 2 drive		2450	57	165
9387	Freestanding Diskette Controller, 3 drives		2750	76	165
9388	Freestanding Diskette Controller, 4 drives		3050	96	165
9389	Diskette Extension		300		
Cartridge Disks					
9350	Console Front-load 2.5MB Controller/Drive		2975	93	165
9351	Freestanding Front-load 2.5MB Controller/Drive		2975	93	165
9354	2.5MB Extension, Removable Cartridge (no controller)		2400	57	125
9356	2.5MB Extension, Fixed Cartridge		2400	57	125
9357	Console Front-load 2.5 MB Controller/Drive 4K Buffer Memory		3075	86	175
9358	Freestanding Front-load 2.5MB Controller/Drive, 4K Buffer Memory		3075	86	175
9369	Disk; Dual Extension, 5MB, 115 VAC no controller, freestanding		4000	79	165
Mass Storage Disk Controller and Drives					
9370	Freestanding 25MB Mass Storage Drive/Controller		9950	205	250
9371	25MB Mass Storage Drive Extension		7750	155	165
9373	Console 25MB Mass Storage Drive/Controller		9950	205	250

Model Code	Description	Qty	Price	Maint.	Install
300 LPM Drum Printers					
9280	300 LPM 64 character		8500	140	175
9281	300 LPM 96 character		9000	155	175
9260	600 LPM 64 character		13000	200	175
9261	600 LPM 96 character		13500	220	175
Servo Printers					
9250	Console Servo Printer		1595	75	165
9251	Freestand Servo Printer		1595	75	165
Belt Printers					
9291	60 LPM printer, Parallel Interface		1995	64	165
9292	60 LPM printer, Serial Interface		1995	64	165
9294	120 LPM printer, Parallel Interface		1995	90	165
9212	115-240 LPM Printer, 132 Column		6500	98	165
Freedom Printers					
9231/ 9232	80 CPS Freedom Printer Serial or Parallel		1750	47	165
9235/ 9236	160 CPS Freedom Printer Serial or Parallel		1995	65	165
1090	Option, Serial Interface upgrade		200		165
1091	Option, Parallel Interface upgrade		600		165
Datastation Terminals					
3601	Datastation Terminal		995	23	35
3670	Enhanced DATASHARE Terminal for 3270		2756	30	50
3400	Acoustic Coupler		225	16	25
9401	Comm Adaptor		450	18	25
9402	Comm Adaptor		450	18	25
9404	Comm Adaptor		450	14	25
9408	DATASHARE Modem, 1200 baud transmit 150 baud receive full duplex		450	18	25
9409	DATASHARE Modem, 1200 baud receive 150 baud transmit full duplex		450	18	25
9420	Comm Adaptor		450	14	25
9453	Comm Adaptor		450	14	25
9455	(001) Comm Adaptor		450	24	50
9460	Comm Adaptor		450	18	50
9450	Comm Adaptor		450	14	50
Tapes					
9551	9 Track 800 BPI 8.5 in Reel		4500	77	165
9556	9 Track 800 BPI 10.5 in. Reel		8231	95	175
9558	7 Track 556/800 BPI 10.5 in. Reel		8231	95	175
9581	9 Track 1600 BPI 8.5 in. Reel		7500	97	175
9583	9 Track 1600 BPI 10.5 in. Reel		9000	91	175
Card Readers					
9504	Card Reader, 80 Col, 300 CPM, 115 VAC		5000	55	75
9505	Power Option for 9504, 230 VAC		N/C		
EIA Hubs					
9470	4 Port EIA HUB		863	10	75
9471	8 Port EIA HUB		1238	15	100

Prices are U.S. Dollars

*Those orders that are bundled need to be ordered as individual lines items on Order Entry Form #60719.



SALES EDUCATION November 1981 - August 1982

CLASS TITLE	DATES OF CLASSES
Sales Orientation (DP)	Nov. 9-20
Resource Management System Sales	Nov. 16-19
ISX	Nov. 16-20
CMP Crosstraining	Nov. 30-Dec. 4
Sales Orientation (CMP)	Dec. 7-18
ISX	Dec. 14-18
Advanced Sales School	Dec. 14-18
Resource Management System	Jan. 11-14
Sales Orientation (DP)	Jan. 11-22
ISX	Jan. 25-29
Sales Orientation (CMP)	Feb. 1-12
CMP Crosstraining	Feb. 8-12
Advanced Sales School	Feb. 22-26

CLASS TITLE	DATES OF CLASSES
Sales Orientation (DP)	Feb. 22-Mar. 5
Sales Orientation (DP)	Mar. 8-Mar. 19
Resource Management Systems	Mar. 15-19
Sales Orientation (CMP)	Mar. 22-Apr. 2
Sales Orientation (DP)	Apr. 5-16
Sales Orientation (DP)	Apr. 26-May 7
Resource Management Systems	May 3-7
Advanced Sales School	May 10-14
Sales Orientation (CMP)	May 17-28
Sales Orientation (DP)	May 17-28
Sales Orientation (DP)	June 21-July 2
Sales Orientation (CMP)	July 12-23
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THE NEW 8220:
Facts You Need To Know

The 8220 processors, introduced in New York on September 9, are making their way down the production line. Shipments are slated to start in February, with full production underway in Q3.

The 8220 is an enhanced version of the 8200 non-intelligent video workstation. It works well in conjunction with the 8600, the current 8220, as well as all other Datapoint processors.

Ergonomic Features

The 8220 is a new member of a family of Datapoint products with ergonomic features. With the use of the optional tilt-swivel base and detached keyboard, the unit can easily be configured for maximum user comfort. (Watch for Model Code and price announcement on the pedestal option.) Additional comfort is offered through the maximum use of only 68 Watts, allowing the unit to operate silently, without the need of a fan, enhancing its suitability for the office environment.

The Screen

The screen is a pleasant amber that measures 12 inches diagonally, and displays 1,920 7x9 dot matrix characters in 24 lines. Brightness may be adjusted to 16 different levels through the keyboard. The screen can be divided into "windows," so that,for instance, a "menu" can remain on one part of the screen while the rest is being used dynamically.

The Display

The display is capable of inverse video as well as a two-level video highlight, and horizontal scrolling. What a natural for a Word Processing or a DATASHARE environment! The unit's standard character font includes all standard ASCII characters and may down-line load other character fonts from the host processor.

The Keyboard

The detached keyboard means just that! The keyboard is connected to the terminal's body by a one-meter coiled cord and may be unplugged and locked in a safe, private office or desk to secure the workstation while not in use. The keyboard includes the standard typewriter keys, plus a numeric keypad and ten special function keys. The keyboard firmware recognizes the "F 1-5" keys, therefore, eliminating the down-line load initialization of these keys.

Possible Applications

The 8220 is a full-function terminal in both a DOS and RMS environment. With an RMS processor, the 8220 is able to serve as an IEOS workstation, allowing for an extremely cost-effective Integrated Electronic Office configuration.

In a DATASHARE application, a serial printer can be directly connected to the 8220.

Special Function Keys

Nothing has been left out! The 8220 has the same software features as the reliable 8200. Through use of special function keys the operator can put the terminal in "off-line mode," allowing the terminal to run a set of diagnostic and self-test programs. This routine aids in quickly and accurately determining Customer Service requirements, if appropriate. In "configuration mode" the operator has the ability to change 24 various firmware parameters, such as baud rates for receiving and transmitting, automatic carriage returns with line feed, and transmission of control characters from the keyboard. Options may also be changed by commands from the host processor.

Pricing

To confirm announcement and "pink sheet" status, U.S. pricing of the 8220 is as follows:

PURCHASE	Qty. 1 - 3 -	$1,895
	4 - 10 -	1,800
	11 - 25 -	1,705
	26 -	1,615
MONTHLY LEASE RATE	Rent -	$ 90
	1 Yr.	70
	2 Yr.	65
	3 Yr.	60
INSTALLATION	-	$ 20
MAINTENANCE	-	20

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