

SPERRY UNIVAC

P. O. BOX 500
BLUE BELL, PENNSYLVANIA 19424
TELEPHONE (215) 542-2009

JAN LINDELOW
Vice President
Worldwide Industry Marketing
and Applications Development

November 12, 1982

TO: FIELD MARKETING PERSONNEL

In keeping with Worldwide Industry Marketing's commitment to provide field organizations with the latest application product information and sales aids available, it is my pleasure to announce the availability of a new Sperry Univac 1100 Series, MAPPER application, the Worldwide Application Product Catalog.

The Worldwide Application Product Catalog is a concise, systematic repository of needed information about Sperry Univac application products and their prerequisite system software. It is a significant sales aid to both sales representatives and system analysts. It is produced for you by Worldwide Industry Marketing in response to numerous requests by field personnel.

Worldwide Industry Marketing has approached the very old problem of compiling information about application products into a centralized source utilizing new concepts and the latest technology in data management. The Worldwide Application Product Catalog is designed with ease-of-use, flexibility and maintenance in mind. It has been implemented on the DAPS 1100 System in Eagan, MN utilizing MAPPER. The actual storage of the catalog information has been kept simplistic in nature.

Application products continue to become more and more important in successful sales situations. With this new facility, your contribution to any sales effort will be greatly enhanced because you now have a centralized source from which to obtain up-to-date information regarding Sperry Univac recognized application products. In addition to application product information, the catalog also contains data on prerequisite system software products such as language processors, utilities, data management, etc.

Plan to make use of the facilities described in the attached announcement to make your efforts more effective in sales situations. A little investigation on your part now could prove to be of significant value to you later.



J. Lindelow

Worldwide Application Product Catalog



SPERRY  UNIVAC





WORLDWIDE APPLICATION PRODUCT CATALOG

I. INTRODUCTION

The Worldwide Industry Marketing (WWIM)¹ organization in Blue Bell announces the availability of the Worldwide Application Product Catalog.

The Worldwide Application Product Catalog is a concise systematic repository of needed information about Sperry Univac application products and their prerequisite system software. It is a significant sales aid to both sales representatives and system analysts. It is produced for you by Worldwide Industry Marketing in response to numerous requests by field personnel.

Application products continue to become more and more important in successful sales situations. With this new facility, your contribution to any sales effort will be greatly enhanced because you will have a centralized source from which to obtain up-to-date information regarding Sperry Univac recognized application products. The following information is included in the data base for each application product.

- Type and Feature Number
- Product Name and Description
- Support Category
- Hardware System Affiliation
- Support or Development Center
- Application Product Purpose
- Market Place
- Product Type (IAP/UAP)²
- Industry Center Sponsorship
(Required for IAP Status)
- Contact for Further Information
- Geographic Availability Restrictions
- Documentation Available
- Sales Aids Available
- Software Ordering Address
- Documentation Ordering Address
- Detailed Functional Write-Up
- Hardware/Software Prerequisites

In addition to application product information, the catalog also contains data on prerequisite system software products such as language processors, utilities, data management systems, etc.

¹ Worldwide Industry Marketing is an organization within Worldwide Customer & Marketing Support Services responsible for providing support of Sperry Univac strategies directed at key industry markets and for providing applications software products which will successfully support a "solution sell" strategy in those industries.

² An IAP (Industry Application Product) is an application product that is sponsored by an Industry Center within Worldwide Industry Marketing and is generally supported by a Worldwide Application Development Center.

A UAP (User Application Product) is a registered application product usually from a third-party source for which qualified support exists.

II. CATALOG DESIGN

Worldwide Industry Marketing has approached the very old problem of compiling information about application products into a centralized source, utilizing new concepts and the latest technology in data management.

The Worldwide Application Product Catalog is designed with ease-of-use, flexibility and maintenance in mind. It has been implemented on the DAPS 1100 System in Eagan, MN utilizing MAPPER. The actual storage of the catalog information has been kept simplistic in nature (Figure 1).

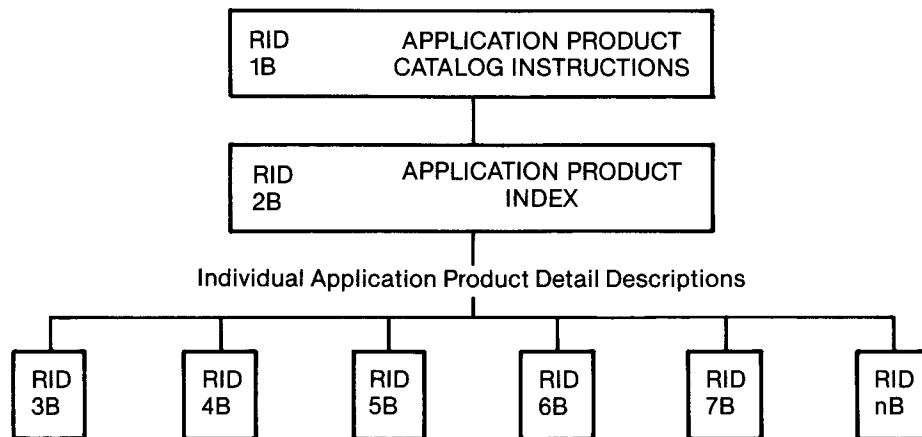


FIGURE 1. APPLICATION PRODUCT CATALOG FORMAT

The development of the catalog has been addressed in phases. The following is a synopsis of the contents within each phase.

- Phase I contains all application products regardless of their origin, e.g., WW/ID/AD, that are currently available throughout the various price books. This phase, consisting of approximately 170 application products was completed in April, 1982.
- Phase II was completed in July, 1982. This phase, consisting of approximately 305 software products, adds application software, programming aids and utilities that may be prerequisites for application products.
- Phase III is a continuing effort consisting of all third-party offered application products which qualify as recognized Sperry Univac User Application Products (UAP).

The Worldwide Application Product Catalog, or the type B reports, contain three (3) distinct subsegments:

- The first one (1B) describes the following:

Information regarding who to contact in the event questions arise or explanations are needed relating to the functionality or contents of the catalog.

Definitions of the most frequently utilized MAPPER transactions in viewing the contents of the catalog.

Definitions of terms and abbreviations utilized throughout the individual application product descriptions.

To examine the first report, utilize the option on the System Selection Menu (Figure 2) that requests Application Catalog General Information or clear the screen, key in 1B at the top

of the screen and hit XMIT. The first screen-length portion of this report will then be presented. To view the succeeding portions, hit XMIT for each additional screen when the cursor is positioned after RL on the top line.

To see an illustration of the report 1B just described, refer to Figure 6—Instructions and Definitions.

- The second subsegment (2B) is the product index file. Its basic function is to act as a pointer to the Report Number, RID, containing the detailed application product description desired.

To see an illustration of the contents within the Product Index report, refer to Figure 7—Product Index.

- The third subsegment consists of RID numbers 3 through n containing individual application product descriptions. By utilizing the type and feature number of a product as search criteria, you will be presented with detail information pertaining to the requested application product.

To see an illustration of the result of such a search on report 3B using 6587-00 as the search criteria, refer to Figure 8—Detailed Application Product Description.

Plan to make use of the facilities described in the following pages to make your efforts more effective in sales situations. A little investigation on your part now could prove to be of significant value to you later.

III. HOW TO USE THE WORLDWIDE APPLICATION PRODUCT CATALOG

If you already know how to sign on to DAPS 1100 and call up MAPPER, you're way ahead of the game—skip to the next paragraph! If not, do the following:

1. Dial the DAPS 1100 data line (use SperryNet)

523-4701 for UTS400 Terminals
523-4721 for U200 Terminals

Other lines are available, check with the 1100 System Administrator on SperryNet 523-2455 for details. Wait for a high-pitched tone, then depress the DATA button on the dataphone (or pull up white button on the handset cradle, if you have that kind). Watch for the POLL light to flash repeatedly—this will indicate that you are connected to DAPS 1100. If you get a busy signal, hang up and try again later.

2. Once you are connected, enter T followed by your branch name (e.g., TDALLAS) and hit the button marked XMIT (U400) or TRANSMIT (U200).
3. When DAPS 1100 presents the line, "SELECT DEMO, PRESENTATION OR TRANSMIT FOR MENU," key in DEMO MAPPER and hit XMIT. A sign-on logo will appear.

Once signed on to MAPPER on the DAPS 1100 system, key in DEMO CATALOG and hit XMIT. You will be placed in the Worldwide Application Product Catalog Information data base. At this point, a menu will be presented to you containing clearly defined instructions regarding system selection. For a detailed example of this menu refer to the System Selection menu (Figure 2). To utilize this menu, simply tab to the system of interest and transmit.

After selecting a system of interest, a second menu regarding application category will be presented to you. For a detailed example, refer to the Application Purpose Menu (Figure 3). To utilize the options outlined in this menu, simply tab to the desired application category and transmit.

Upon completing your selections, a search will be executed utilizing the Application Product Index and the result will be displayed to you.

By entering RSM on the top line and transmitting or by hitting the F1 function key, the Detailed Application Information Search menu, (Figure 4) will be displayed. By entering the report number, found in the index, and the type and feature number for a selected product, specific details regarding your selection will be displayed.

By once again entering RSM on the top line and transmitting or by hitting the F1 function key, the Application Print Option menu (Figure 5) will be presented. Utilizing this option requires that you simply answer yes or no as to whether or not you wish to print the application detail information after you exit from MAPPER. After transmitting your option, you will be returned to the System Selection menu, (Figure 2).

IV. CHANGES TO WORLDWIDE APPLICATION PRODUCT CATALOG

Figure 9 shows a copy of the Worldwide Application Product Catalog change form UD1-2228. This form has been designed to satisfy two major objectives:

- To establish a formal, practical, easy-to-use mechanism by which requests for modifications to the catalog can be submitted to WWIM.
- To record the modifications being made to the catalog and to record the authority by which the request was made.

NOTE: The Worldwide Application Product Catalog change form (UD1-2228) is available in pads of 50 each. To obtain one or more of these pads, fill out a Forms Requisition and send it to Forms Management, C1-NW12, Blue Bell.

All requests for modifications should be submitted to WWIM utilizing this form. Upon receipt of a modification request, the Catalog Administrator will incorporate the modification into the catalog.

In all cases, the name of the individual requesting the modification is required before the modification will be implemented.

A request for a deletion requires only the type and feature number of the product to be deleted and reasonable justification for the action.

A request for a modification to an existing entry requires only the type and feature number of the product and the desired information to replace the existing data.

A request for an addition of a product to the catalog requires that all data fields contained on the form be appropriately filled in. All requests for modifications to the catalog are subject to approval by WWIM.

Worldwide Industry Marketing will make every attempt to keep the information contained in the catalog current through the examination of SSR's and Documentation Communique; however, without the cooperation of each of you and those of your staff, the task of maintaining the catalog will be difficult at best.

V. SUMMARY

The Worldwide Application Product Catalog is an organized, systematic repository of needed information that will serve as a sales aid for both sales representatives and systems analysts. This aid was produced for you by Worldwide Industry Marketing in response to specific requests by numerous field personnel.

It should be noted that this catalog has been designed as an on-line, remote inquiry database system and is not intended for distribution to the field organization in printed form.

Pricing information and availability dates for Category 1 products referenced in the catalog can be found in the Price Book and the Software Status Report (SSR) respectively.

Please do not hesitate to comment on the applicability of this catalog for your needs. Your suggestions are most welcome. We intend to refine and expand this sales aid so that it meets the needs of all field personnel involved in marketing efforts. Your comments and suggestions may be sent to:

Sperry Univac
P.O. Box 500 (M.S. B214M)
Blue Bell, PA 19424
Attn: Manager WWIM Business Planning

The information found in the Worldwide Application Product Catalog is proprietary, confidential information of the Sperry Corporation.

The information listed in the Worldwide Application Product Catalog should not in any way be construed to be or utilized to represent a legal document.

APPLICATION PRODUCT CATALOG

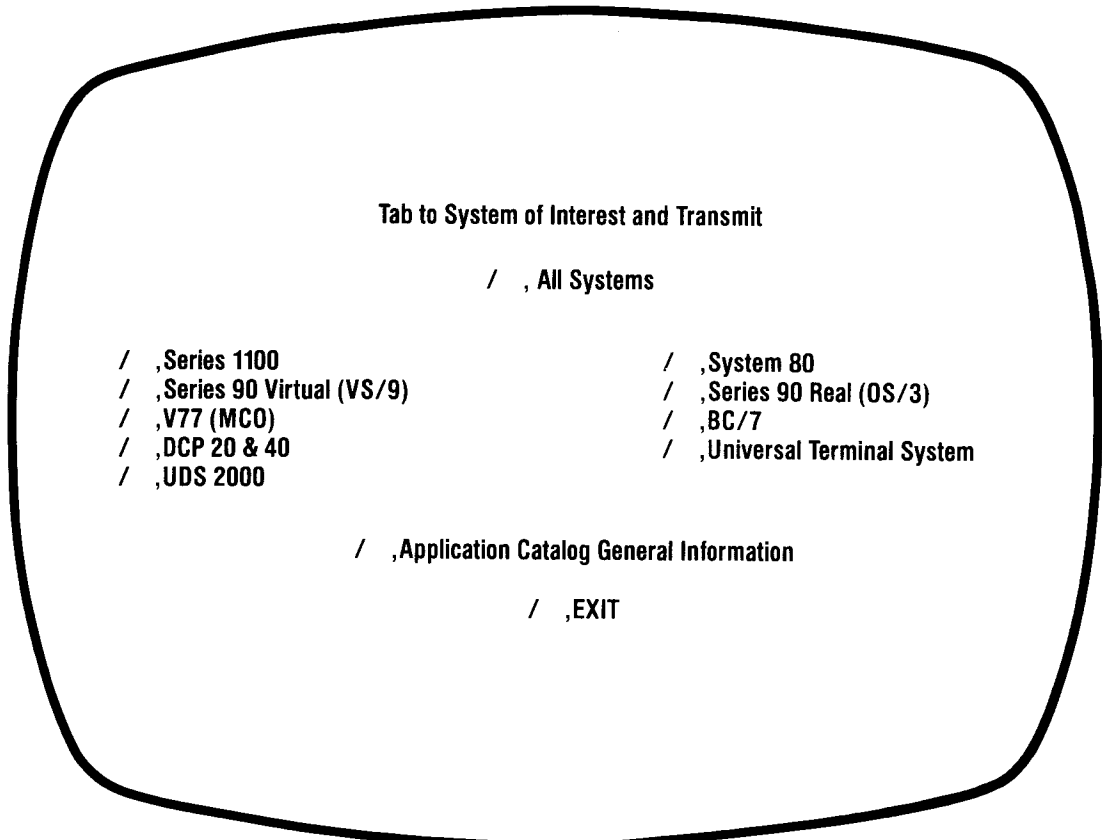


FIGURE 2 . . . SYSTEM SELECTION MENU

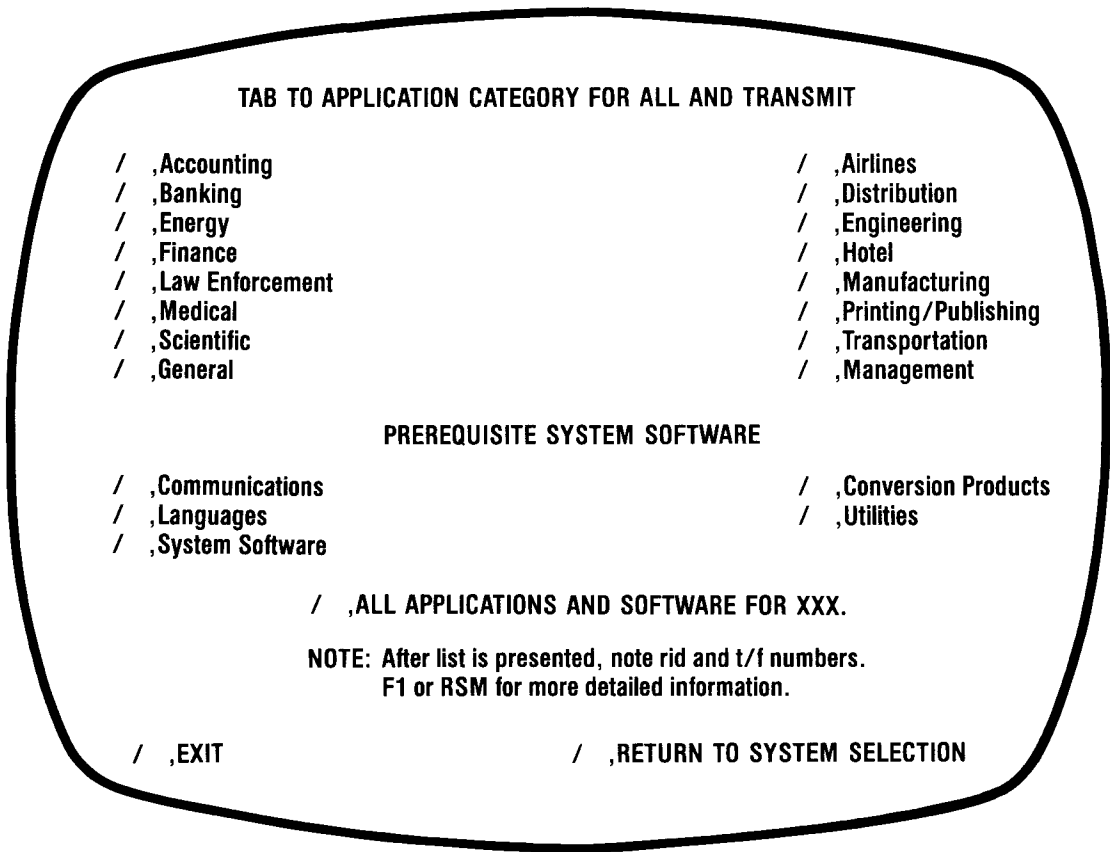


FIGURE 3 . . . APPLICATION CATEGORY MENU

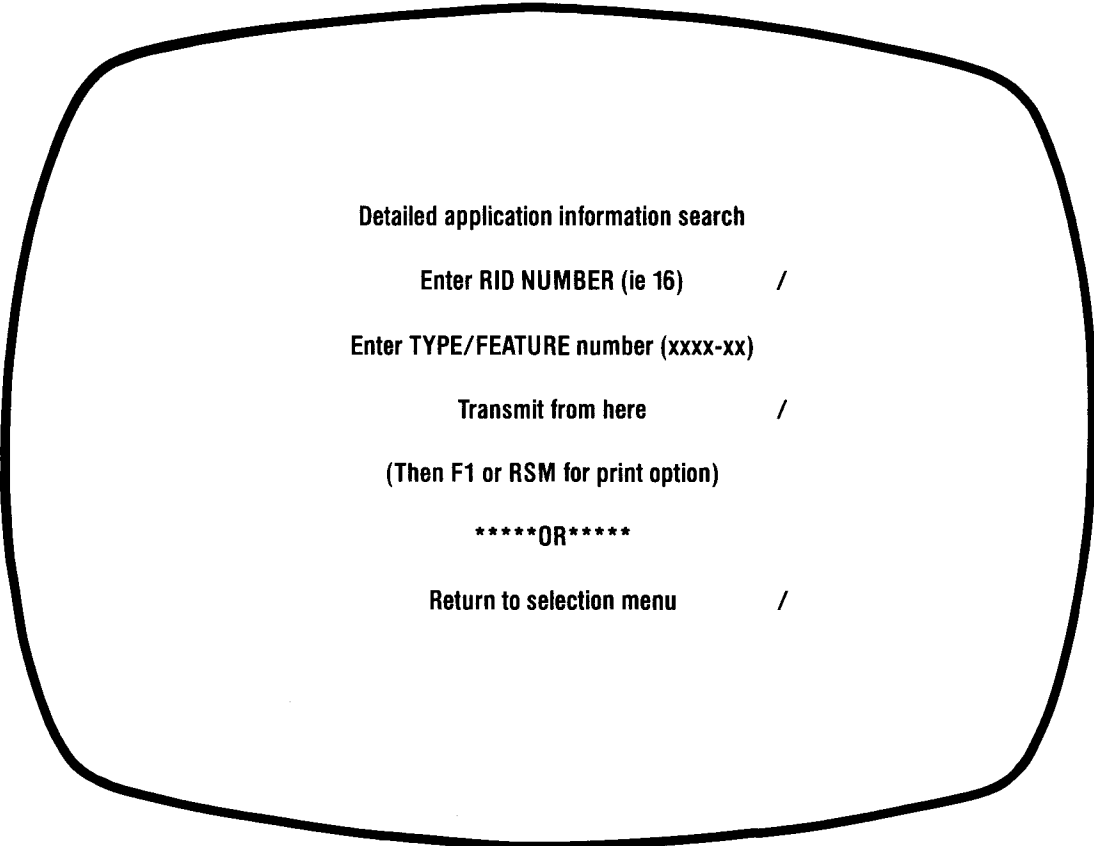


FIGURE 4 . . . DETAIL APPLICATION INFORMATION SEARCH

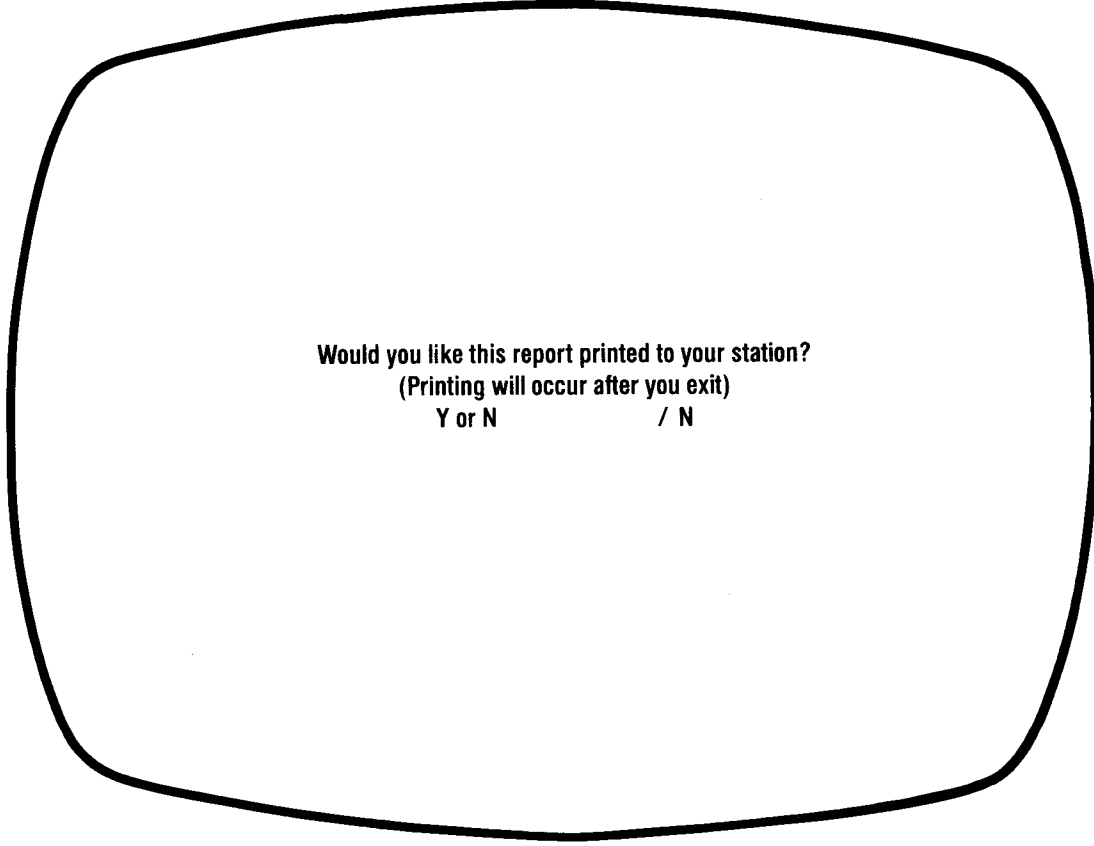


FIGURE 5 . . . APPLICATION PRINT OPTION

.DATE 11 OCT 82 08:40:43 RID
 .WORLDWIDE APPLICATION PRODUCT CATALOG:
 *PROD .PRODUCT NAME
 *NUMBER .AND DESCRIPTION

2

WWIM

BY:

.SUP .SUPPT. PROD .MKT.PROD .INDST
 .CAT.SYS .CNTR .PURPOSE.PLC .TYPE .CNTR

PROD	PRODUCT NAME	NUMBER	AND	DESCRIPTION	SUP	SUPPT.	PROD	MKT.PROD	INDST
*NUMBER	.AND	DESCRIPTION	.CAT.SYS	.CNTR	.PURPOSE	PLC	TYPE	.CNTR	
6557-00	ACS 80 A/R	5B	1	S80	ADC-E	A/R	WW	IAP	WWCIC
6557-01	ACS 80 A/P	5B	1	S80	ADC-E	A/P	WW	IAP	WWCIC
6557-02	ACS 80 G/L	8B	1	S80	ADC-E	G/L	WW	IAP	WWCIC
6557-03	ACS 80 P/R	5B	1	S80	ADC-E	P/R	WW	IAP	WWCIC
6514-00	ACS OS3 A/P	5B	1	S90	ADC-E	A/P	WW	IAP	WWCIC
6514-01	ACS OS3 A/R	5B	1	S90	ADC-E	A/R	WW	IAP	WWCIC
6514-02	ACS OS3 G/L	5B	1	S90	ADC-E	G/L	WW	IAP	WWCIC
6514-03	ACS OS3 P/R	5B	1	S90	ADC-E	P/R	WW	IAP	WWCIC
6596-00	AMS 80 A/P	4B	1	S80	ADC-E	A/P	WW	IAP	WWCIC
6596-01	AMS 80 G/L	4B	1	S80	ADC-E	G/L	WW	IAP	WWCIC
6596-02	AMS 80 A/R	4B	1	S80	ADC-E	A/R	WW	IAP	WWCIC
6596-03	AMS 80 P/R	4B	1	S80	ADC-E	P/R	WW	IAP	WWCIC
6272-00	APL 1100	4B	1	1100	RDC	SCIENCE	WW	UAP	-----
6530-00	APL VS 9	4B	3	S90V	ADC-E	SCIENCE	WW	UAP	-----
6572-00	Apparel Info System	4B	1	S80	ADMIC	APPRL	AD	UAP	-----
6134-00	APT 1100 Auto Prog Tools	4B	1	1100	RDC	MANF	WW	IAP	WWMIC
6134-01	APT 1100 Prog Tools Lathe	4B	1	1100	RDC	MANF	WW	IAP	WWMIC
6503-00	ASET 1100 Education/Train	3B	1	1100	ADC-W	TRAIN	WW	IAP	WWAIC
6100-00	BC/7 (WAMS/AMS) G/L	6B	1	BC7	ADC-E	G/L	WW	IAP	WWCIC
6100-01	BC/7 (WAMS/AMS) A/R	6B	1	BC7	ADC-E	A/R	WW	IAP	WWCIC
6100-02	BC/7 (WAMS/AMS) A/P	6B	1	BC7	ADC-E	A/P	WW	IAP	WWCIC
6100-03	BC/7 (WAMS/AMS) P/R	6B	1	BC7	ADC-E	P/R	WW	IAP	WWCIC
6137-02	BC/7 DIST-A/R Candy/Tobacco	8B	1	BC7	ADC-E	A/R	WW	IAP	WWCIC
6138-02	BC/7 DIST-A/R Tire	9B	1	BC7	ADC-E	A/R	WW	IAP	WWCIC
6139-02	BC/7 DIST-A/R Lumber	9B	1	BC7	ADC-E	A/R	WW	IAP	WWDIC
6141-02	BC/7 DIST-A/R Electrical	9B	1	BC7	ADC-E	INV-A/R	WW	IAP	WWDIC
6126-01	BC/7 Inventory System	8B	1	BC7	ADC-E	INV	WW	IAP	WWDIC
6137-01	BC/7 INV-S/A Candy/Tobacco	8B	1	BC7	ADC-E	INV-S/A	WW	IAP	WWDIC
6138-01	BC/7 INV-S/A Tire	9B	1	BC7	ADC-E	INV-S/A	WW	IAP	WWDIC
6139-01	BC/7 INV-S/A Lumber	9B	1	BC7	ADC-E	INV-S/A	WW	IAP	WWDIC
6141-01	BC/7 INV-S/A Electrical	9B	1	BC7	ADC-E	INV-S/A	WW	IAP	WWDIC
6145-06	BC/7 Multi-State P/R	8B	1	BC7	ADC-E	P/R	WW	IAP	WWDIC
6126-00	BC/7 O/E-Billing	8B	1	BC7	ADC-E	O/E	WW	IAP	WWDIC
6137-00	BC/7 O/E-Bill Candy/Tobacco	8B	1	BC7	ADC-E	O/E	WW	IAP	WWDIC
6138-00	BC/7 O/E-Billing Tire	9B	1	BC7	ADC-E	O/E	WW	IAP	WWDIC
6139-00	BC/7 O/E-Billing Lumber	9B	1	BC7	ADC-E	O/E	WW	IAP	WWDIC
6141-00	BC/7 O/E-Billing Electrical	9B	1	BC7	ADC-E	O/E	WW	IAP	WWDIC
6145-00	BC/7 STC P/R Certified	8B	1	BC7	ADC-E	P/R	WW	IAP	WWCIC
6145-01	BC/7 STC A/P	8B	1	BC7	ADC-E	A/P	WW	IAP	WWCIC
6145-02	BC/7 STC A/R	8B	1	BC7	ADC-E	A/R	WW	IAP	WWCIC
6145-03	BC/7 STC Job Costing	8B	1	BC7	ADC-E	COSTING	WW	IAP	WWCIC
6145-04	BC/7 STC Estimating	8B	NRL	BC7	ADC-E	COSTING	WW	IAP	WWCIC
6145-05	BC/7 STC Equipment Costing	8B	NRL	BC7	ADC-E	COSTING	WW	IAP	WWCIC
6100-04	BC/7 WAMS O/E-Bill	6B	1	BC7	ADC-E	O/E	WW	IAP	WWDIC
6101-00	BC/7 WAMS INV-S/A	6B	1	BC7	ADC-E	INV-S/A	WW	IAP	WWDIC
6125-00	BC/7 WAMS Expanded S/A	6B	1	BC7	ADC-E	S/A	WW	IAP	WWDIC
6586-00	DCS 80 Dist Control Sys	16B	3	S80	3-PTY	DIST	AD	UAP	-----

.(NOTE . . . This RID is continued in the DAPS System . . .)

. END REPORT

FIGURE 7 . . . PRODUCT INDEX

.DATE 11 OCT 82 08:44:43 RID 3 WWIM
 .WORLDWIDE APPLICATION PRODUCT CATALOG: BY:
 *PROD .PRODUCT NAME .SUP .SUPPT. PROD .MKT.PROD .INDST
 *NUMBER .AND DESCRIPTION .CAT.SYS .CNTR .PURPOSE.PLC .TYPE .CNTR

 *-----
 6587-00 USAS*SYS Central Cont Sys 1 1100 ADC-W AIRLINE WW IAP WWAIC

.Contact : Director of WWAIC S/N 527-1115 Price: Refer to current price
 : 3001 Metro Drive OR connect with BR real
 : Bloomington, MN 55420 time using L90 procedures.

.Documentation Available: CIDC Sales Aids Using Form UD1-578:
 .Procedures Manual WW News U6322, U6323
 .Vol I Central Site Ops WW News U6852, U6886
 .Vol II Test and Debug USAS Systems WWA0 3381
 .Vol III Static File Maintenance Product Specification UP-9330.0
 .Vol IV Data Base Generation
 .Vol V Data Base Maintenance

.Functional Specifications
 .Data Base Manual
 .Quick Reference Guide Special Agents
 .Program Technical Reference
 .Development Guide
 .Installation & Maintenance
 .Program Reference Guide

.Software Ordering Address: Documentation Ordering Address:
 .Airline Development Center Airline Development Center
 .3001 Metro Dr., Bloomington, MN 55420 3001 Metro Dr., Bloomington, MN 55420

.Detailed Functional Write-up:
 .USAS Central Control System provides a set of central controls and support
 .modules required by all USAS applications. This includes agent control, environ-
 .ment control input/output editing and routing, screen information, queuing, time
 .initiated functions, recovery, utilities, and other services that are required by
 .more than one application. USAS*SYS is configured to run on SPERRY UNIVAC 1100
 .Series systems using the standard operating system.

.Hardware/Software Prerequisites:

.Software Requirements:

. USAS*SYS requires the following Series 1100 software products for operation:

- . SCS - Series 1100 System Control Software
- . CMS - Communications Management System
- . IRU - Integrated Recovery Utility

. Appropriate compilers and utilities for system generation.

. USAS*SYS also requires the following SPERRY UNIVAC Standard Airline System
 . software products for operation:

- . USAS*AEI - Application Environment Integration

.Hardware Requirements:

.USAS*SYS will operate an SPERRY UNIVAC Series 1100/60 and 1100/80 systems that
 .meet the minimum hardware system configuration.

-----END REPORT-----

FIGURE 8 . . . DETAILED APPLICATION PRODUCT DESCRIPTION

ADDITION DELETION MODIFICATION

REQUESTER	DATE OF REQUEST	DATE IMPLEMENTED
-----------	-----------------	------------------

Following is a breakdown of the information currently found in the headings:

- PROD NUMBER = Product Type and Feature Number
- PRODUCT NAME & DESCRIPTION = Name and abbreviated Product Description
- SUP CAT = Recognized Sperry Univac support level
- SYS = Hardware System the software is operational on
- SUPPT CNTR = Development or Support Center
- PROD PURPOSE = Main purpose the application product addresses
- MKT PLC = Whether the product is available in WW, ID, or AD
- PROD TYPE = Whether the product is an Industry Application Product or User Application Product
- INDST CNTR = Industry Center sponsorship required for an IAP

TYPE & FEATURE NUMBER []

PRODUCT NAME []

SUPPORT CATEGORY [] (1, 2, 3, NRL, (NOT YET RELEASED))

SYSTEM [] (S90, S80, 1100, etc.)

SUPPORT CENTER [] (ADC-E, ADC-W, RDC, PSDC, 3-PTY, etc.)

PRODUCT PURPOSE [] (MANF, INVENT, G/L, A/P, A/R, etc.)

MARKET PLACE [] (ID, WW, AD (**RESTRICTED DISTRIBUTION))

PRODUCT TYPE [] (IAP, UAP, REF, etc.)

INDUSTRY CENTER [] (WWDIC, WWEIC, WWAIC, WWCIC, WWMIC)

CONTACT TITLE: []

CONT ADDR 1 : []

CONT ADDR 2 : []

CONT ADDR 3 : []

DOC. AVAILABLE: []

TITLE AND ORDER NUMBER []

[]

[]

[]

SPECIAL NOTE : _____

SALES AIDS

TITLE AND

ORDER NUMBER:

SPECIAL NOTE:

SOFTWARE

ORDERING

ADDRESS:

DOCUMENTATION

ORDERING

ADDRESS:

GEOGRAPHIC AVAILABILITY RESTRICTIONS: _____

FUNCTIONAL WRITE-UP:

PREREQUISITES :

SOFTWARE REQUIREMENTS :

HARDWARE REQUIREMENTS :

USE ADDITIONAL SHEETS IF NECESSARY.

Sperry Univac
P. O. Box 500 (M. S. B214M)
Blue Bell, PA 19424
ATTN:
Manager, Business Planning - WWIM



SPERRY  UNIVAC