ALTOS APPLICATION SOFTWARE NEWS AND UPDATES

SEPTEMBER , 1989

INTRODUCING
THE SEPTEMBER PRODUCT OF THE MONTH
ALTOS OPEN OFFICE

The flexibility and functionality of industry leading DOS software, a UNIX windows environment, and the productivity tools of electronic mail and calendar are now conveniently bundled into one powerful product, the Altos Open Office (AOO). For the month of September this outstanding software product is available for the non-discountable price of $1,350. AOO list price is $2,995--a savings of more than $1,600 over the same group of products purchased individually. The AOO product of the month pricing provides even more of sales incentive and an opportunity to increase your profitability.

The key components in this "total solution" office automation package are DOS compatible WordPerfect and SCO Professional, Altos Calendar Manager and Altos Mail plus the extraordinary UNIX windows environment, Altos MultiView. In addition to the superior features and benefits directly available from each application, AOO provides three important features which compliment and enhance functionality: 1) a windows environment which operates on character terminals (no graphics hardware required); 2) an easy to use menu-driven user interface; and 3) cut and paste integration between applications. Take advantage of this powerful office automation solution today!

*********************SEPTEMBER NEWS HIGHLIGHTS********************

*New Products for Q1
*Hotline Questions & Answers
*AIO and AOO Comparison Matrix
*Software Training Information

*Pricing Promotions Summary
*AIO Demo Script
*Software Availability Matrix
*Article: Automating the Office

******************************READ ON******************************

ALTOS OPEN OFFICE, SEPTEMBER PRICING

LIST PRICE	YOUR PRICE	YOUR PROFIT
$2,995	$1,350	$1,645

To benefit from the September "Product of the Month" promotion call the ASAP order entry desk at 1-800-343-ASAP or your Reseller Account Manager (see attached names, addresses, telephone and fax numbers).

AUTOMATING THE OFFICE

Altos resellers are continually confronted with decisions regarding the most efficient path to office automation. When it comes to boosting productivity, office automation of any kind is an obvious tool. Unfortunately, there is no one perfect solution that meets the needs of every business in America. Altos has two basic answers for office automation: fully integrated office automation software, and stand-alone software that can be mixed and matched for the desired end result.

The fully integrated software packages offered by Altos are comprised of two families of products, namely Altos Integrated Office (AIO) and Altos Open Office (AOO). The Altos Integrated Office includes two modules; the Basic Office System (BOS) and the Advanced Office System (AOS) which include word processor, spreadsheet, database, mail, calendar, and several other productivity tools. Altos Open Office, a suite of name brand applications, includes: WordPerfect, SCO Professional, Altos MultiView, Altos Mail and Altos Calendar. Attached please find a detailed product feature/functionality comparison between Altos Integrated Office and Altos Open Office.

Integrated office automation software is an excellent tool for enhancing office productivity. However, it is not the only solution. Some users have very strong preferences for a particular software product. Often, industry specific software is required. By hand selecting standalone software, it is possible to mix and match a variety of favorites.

Office automation clearly enhances the overall productivity of each computer environment. Unfortunately there is no magic wand or crystal ball to assist with the big decision, what is best for my business? Whether the most effective route for your clients is fully integrated total software solutions or stand-alone products, office automation is key in boosting productivity in the business world.

NEW PRODUCTS Q1 TO DATE

Products		List Price
FoxBASE+ version 2.0		$995
SOLOMON	General Ledger	$795
	Accounts Receivable	$795
	Accounts Payable	$795
	System Manager	$795
	Report & Graph Design	$695
	Payroll	$795
	Fixed Assets	$795
	Inventory	$795
	Purchasing	$695
	Order Entry	$695
	Sales Analysis	$295
	Job Costing	$995
	Address & Mailing	$195
	ESI	$695
VP/ix for Series 1000/2000		$495 1-2 usr
		$995 3+ usr
ORACLE SQL/NET		$990
TCP/IP for Series 1000/2000		$495 S-1000
		$795 S-2000

	Promotional price
APEX version 1.1	$195 1-2 usr
	$450 1-8 usr
	$995 1-20 usr

SOFTWARE DEALER PRICING--WHAT A DEAL!

Take full advantage of your reseller discount on all of your software purchases by placing your orders directly with Altos. Imagine a 40% discount off of the list price of any software purchase. To benefit from your special reseller pricing you must place your software orders either with your Reseller Account Manager or the ASAP Order Entry Desk at 1-800-343-ASAP. The bottom line is that Altos Resellers benefit from a 40% profit margin on all software ordered directly through Altos.

THE ORACLE RDBMS PRODUCT FAMILY
60% OFF OF LIST PRICE

Oracle, the industry leading relational database management system, provides application development tools for the experienced programmer, the data processing expert and the novice end user. This unparalled flexibility is accomplished through using different interfaces to the same powerful database.

Through October 31, 1989, Oracle is available to Altos resellers at the previously unheard of discount of 60% off list price. This incredible discount is available on the entire product line.

Product	Description	List Price	Your Price	Your Profit
RDBMS	Database Manager	$3,990	$1,600	$2,390
SQL*Forms	Design and build forms easily	$ 990	$ 400	$ 590
SQL*CALC	Full-function Lotus-like spreadsheet	$ 990	$ 400	$ 590
SQL*Menu	Designs functional easy-to-understand user interface	$ 990	$ 400	$ 590
SQL*Net	Allows distributed processing into mainframes or mini computers	$ 990	$ 400	$ 590
Easy*SQL	Allows casual users to build and access databases	$ 990	$ 400	$ 590
Runtime	Execute Oracle applications	$1,995	$ 800	$1,195

To take advantage of this opportunity to increase your profit on database sales, call the ASAP Order Entry Desk at 1-800-343-ASAP.

AIO DEMO SCRIPT, GIVE IT A WHIRL!

Are you curious about the new functionality of the Altos Integrated Office? Would you invest $25.00 to give it a whirl? With the new demonstration program recently introduced, Altos resellers can obtain limited version software for only $25.00. Both the Altos Integrated Office and the Altos Open Office are available immediately. What better way to try the latest fully integrated total office automation solutions than a limited version demonstration tape. In addition to the name brand products that comprise AOO, we have added SCO FoxBASE+ to the AOO demonstration tape. Start with the attached AIO demonstration script, and next month you can try AOO for a new flavor!

FYI..FYI..FYI

Be sure to seek out the Altos Software Matrix at the back of the newsletter! We have spelled out for our resellers exactly what software is available on what machines with what operating system. Are you unsure if Informix SQL exists on an 8086 based platform? First of all, it certainly is available. Secondly, you now have a reference guide to assist you in choosing the best software solutions for your customers.

APPLICATIONS SOFTWARE
CURRENT PRODUCT PROMOTIONS

Product	List Price	Promo Price	Expiration Date
Altos Open Office	$2,995	$1,350	9/30/89
WordPerfect	$1,250	$ 600	12/31/89
Multiview	$ 995	$ 295	12/31/89
APEX	$ 695	$ 195 1-2 usr	12/31/89
	$1,295	$ 495 1-8 usr	12/31/89
	$1,995	$ 995 1-32 usr	12/31/89
Informix SQL-Dev	$1.600	combination	
Informix RDS-Dev	$3.990	price	
	$5,590	$2,515	8/31/89
Oracle			10/31/89
RDBMS	$3,990	$1,600	
SQL*Forms	$ 990	$ 400	
SQL*CALC	$ 990	$ 400	
SQL*Menu	$ 990	$ 400	
SQL*Net	$ 990	$ 400	
Easy*SQL	$ 990	$ 400	
Runtime	$1,995	$ 800	

ALTOS SOFTWARE CLASSES--IT'S TRAINING TIME

The September/October software class schedule is out! Courses will be taking place across the country on the following topics:

> *UNIX/Xenix fundamentals
> *Altos System V Administration
> *Altos Office Manager II+
> *Altos Integrated Office

Classes start as early as September 12, so call now and register. Enrollment deadlines are 10 days prior to the start date of the class. Registration fees may be charged to Visa or MasterCard. For more information on class content, prices, and dates call Altos Customer Support at (408) 434-6688 extension 3001.

ASAP HOTLINE QUESTIONS & ANSWERS

Question:

What printers does the Altos Integrated Office (AIO) support?

Answer:

The Altos Integrated Office supports the following printers:
> -Hewlett Packard Laser Jet
> -Hewlett Packard Laser Jet+
> -Hewlett Packard Laser Jet Series II
> -Hewlett Packard Laser Jet Series IID
> (AIO also supports the H and B font cartridge on the HP Laser Printers)
> -Epson FX 80
> -Okidata 84

The following printer configurations have been provided with the Altos Integrated Office, but have not been tested nor are they supported by Altos.
> -Postscript
> -Kyocera F1000
> -Cannon 1000
> -Genicom 1000

Printers that are not listed above, for the most part, will still work with AIO using the "dumb" printer entry. However, not all of the printer's capabilities may be supported.

Question:

After a system crash, my users cannot access their AIO/Uniplex word processing files. The error message they receive is "File is locked". What can be done to regain access to the word processing files?

Answer:

The Altos Integrated Office employs UNIX file locking while a file is in use. This is done to insure that no more than one user can write to a file at a time.

It is necessary to save all open files and log all of the AIO users off the system. This will ensure that none of the users lose data. Once all users are logged off, the systems administrator should then log in as root or admin and follow the following steps:
    -enter into the AIO or Uniplex Main Menu
    -select option "A" for System Administrator
    -select option "4" for Unlock All Documents
    -press "ESC e" to confirm or "ESC q" to quit
    (there will be a prompt for this command)
    -once "ESC e" has been pressed all locked documents will be available for
    editing

The Altos Integrated Office and Uniplex word processor use the directory /usr/UAP/lock as the default directory to store file locking information. If Uniplex or AIO have been installed in a directory other than the default directory, then the locked files will be in the directory you selected.

For the Altos Office Manager II Plus (AOM II+) and Uniplex versions 5.0 to version 6.0, the location of the locked files is /usr/UII/lock. With these versions of Uniplex, it is necessary to remove the contents of this directory. No user may be using AOM II+ or Uniplex while the contents of this directory are being removed. Do not remove the locked directory itself, only the contents therein. If the locked directory is removed it must be recreated with 666 file permissions.

For versions 3.1 or earlier, the directory which contains the lock directory is /usr/uniplex/lock. To allow users to access this directory, the contents must be removed. The lock directory must also have file permissions of 666. If the lock directory is removed, it will need to be recreated.

Should users still have problems accessing files in AIO, AOM II+ or Uniplex , the problem could lie in the /tmp directory. Check the permissions to the /tmp directory, they should be 666 or -rw-rw-rw. This will ensure that users have read/write access to the /tmp directory which is necessary in order for word processing to function properly.

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PRODUCT FEATURE/FUNCTIONALITY COMPARISON

	ALTOS INTEGRATED OFFICE (AIO)*	ALTOS OPEN OFFICE (AOO)

Product Components	Uniplex Word Processor v. 6.01
	1-2-3 "like" Spreadsheet
	Database with Informix Back-end
	Screen Builder
	Electronic Mail
	Calendar
	Personal Organizer
	  Phone & Address List
	  Note Pad
	  Calculator
	Card Index
	Report Writer
	Formfill
	* all product components are*
	* manufactured by Uniplex*
		WordPerfect
		SCO Professional
		
		Altos Mail
		Altos Calendar
		Altos MultiView (UNIX windows)
		  Phone & Address List
		  Scratchpad
		
		Card Index

User Interface	A user-friendly menu system provides a consistent interface throughout all product components -- additionally included are pop-up menus and access to commands via function keys -- expert users can bypass menu options by utilizing ESC/CTRL key sequences	User-friendly menu system is displayed in a "ring" configuration and a series of pull-down menus display "sub-level" options -- special function keys duplicate some menu options for more direct access to commands
User-Level License	Available in four levels: 1-8, 1-16, 1-32, 1-64	Not applicable - number of users is determined by hardware configuration

Modularity	Available in two modules:
	
	1) Basic Office System
	  Word Processor
	  Spreadsheet
	  Database
	  Screen Builder
		Not applicable

Modularity (continued)	**2) Advanced Office System**
	   Electronic Mail
	   Calendar
	   Personal Organizer
	   Report Writer
	   Formfill
	
	(Basic Office is a prerequisite for the Advanced Office)	

Integration Capabilities	Provides built-in integration -- all products are designed to be compatible with one another through cut and paste -- a "pipes" functionality can be used to connect the database and spreadsheet	Altos MultiView provides an integration tool which facilitates cut and paste between diverse applications; e.g., data can be copied from SCO Professional to WordPerfect
Windows (concurrent processing)	Multiple processes can run concurrently, e.g., a spreadsheet, a word processing file and a database screen can be "open" simultaneously -- "hot-keys" provide instant access to any open process	Up to six applications can be opened simultaneously and are displayed in a "windows" configuration (character mode, no graphics hardware required) -- hot-keys provide instant access to any open window
Access to UNIX commands	Provides some access to UNIX commands via menu options -- e.g. cd, find, wc, ls -l, chmod	Provides access to a full range of UNIX commands via menu options
Access to Operating System	ESC sequence provides direct access to operating system command line from within a file, or from the AIO menu	Menu options provide direct access to either the Bourne shell or C shell which are displayed in a window configuration

Hardware Requirements	Altos 80386 systems: Series 500, 1000, 2000 Altos 80286 systems: 1086, 2086, 3086	Altos 80386 systems: Series 500, 1000, 2000
Operating System	80386 systems: XENIX 5.2c or greater, Altos System V 80286 systems: XENIX 3.3a or greater	Series 500: Altos System V 5.3a or greater Series 1000/2000: Altos System V 5.3b or greater
Supported Terminals	Altos II, III, IV, V, VII	Altos V, VII
Disk Storage	8MB (Basic Office) 2.5MB (Advanced Office)	8MB
Memory	2MB (8 users) 4MB (16 users) 8MB (32 users)	4MB minimum, but 8MB highly recommended to optimize performance
Media	Cartridge tape	Cartridge tape

Altos Integrated Office Demo Guidelines

Demo Set-up

AIO software includes a demo directory complete with demonstration files. At the c shell or bourne shell prompt, type cd /usr/UAP/*demo* to access the demo directory (note UAP could be located at usr2, usr3, etc).

The following files should be in the demo directory:

   report, report87, sales.fcst, us_sales.dbs, us_sales.frm

type *uniplex* to call AIO
select *4,* Database Query (USQL)
type *use US.BLD* to create the database us_sales

   note: this only needs to be performed once

Introduction

This demonstration is designed to showcase the AIO Basic Office System especially with regard to the full integration capabilities available between the word processor, spreadsheet and database.

Word Processing

type *1* to select the wp menu
type *1* to select the Create Document option
press *shift F9* to display the softkey menu
press *F5* to select Merge
press *F3* to List files
type *r* to move to the first file beginning with r
press *return* twice
press *F5*, then *F3* to again merge and list files
move cursor to report.87, press *return* twice (two files
   are now merged)
press *esc t* to move to top of document
   (explain that you can use softkeys or command keys)
press *esc $* to run spell checker
type *1* to accept the first spelling correction, then continue
   correcting the remaining mistakes

Spreadsheet

press *F9* to select Desk options popup
press *7* to select Spreadsheet (wp document remains in
   background and is overlayed with spreadsheet window)
type *;* to go to direct commands mode
type *use sales.fcst*, then *return,* to retrieve spreadsheet file
move cursor through B2 to B4 to display sql calls

   note: sql calls to the database are embedded in these cells --
   data from the database can be called into the spreadsheet
   using pipes -- spreadsheet information can be used to update
   the database)

Copying a Formula

move cursor to C2
type */* (slash) to access the ring menu
type *c* for copy
move cursor to C6 then press *return*
move cursor to D2, then press *period to* get next point reference
move cursor to H2, press *return to* copy formula and calculate the
   results

Creating a Graph

type */ g* to access Graph options
type *r* to access Range for data of graph
move cursor to A1, then press *period* to get next reference point
move cursor to D4 and press *return*
type *rc,* then *return* to select labels for both row and column
type *p* to place graph, move cursor to D8, press *return*
type *d* to draw graph
type *l*, move cursor back to D8, press *return* to link data to graph
type *q* to quit

Integrating the Database

type */ i d* to select Integrate and then Database
type *f* to select Forms
type *2* to select Amend/Create database records
move cursor to highlight us_sales, then press *return*
type *y,* then *return* to select year_end table
press *return* to select the Find option
type *=Hill* in surname section of form
press *F1* to enter selection

type *e*, then press *return* to select edit option
move cursor to 1987 and change value to 100
   note: if already 100, change to 200 -- new figure should be
   significantly different to result in a clear adjustment in the graphs

press *F1*
press *F4* four times to move "back" to the spreadsheet window
   note: this is a good time to point out that the word processing file
   is still active, as is the spreasheet file

press *F8* to recalculate spreadsheet (note the graph changes too)

Cut and Paste

make sure the cursor is at the top left corner of graph
type */ i c c* to select the cut and paste menu
move the cursor to *l20* and press return
press *esc q* * to leave the spreadsheet
press *esc *o* to merge graph

Datebase Query

move cursor to the end of file
press *F9* to call Desk
type *9* to call Desk 2
type *3* to access SQL
type *invoke us_sales* at the SQL prompt (to invoke the
   us_sales database)
   note: SQL prompt is a number followed by ->, e.g. 1->

type *select * from branch* at the next SQL prompt (2->)
   to select from the branch table
type *cut $2* to cut the results of prompt 2 to a clipboard
   note: this assumes the select statement occurred at prompt
   2->

type *quit* to leave SQL
type *esc * i* to insert select statement to wp file
   note: to manipulate the select data once integrated into
   the wp file, insert a wide ruler immediately above the data
   by typing *esc r r 9*

This concludes the AIO demonstration, press *esc q* * to exit without saving
the word processing file.

Altos Software Matrix

Platform:	80286	80386	80386	68020
Operating System:	XENIX	XENIX	Altos System V	UNIX

Office Productivity Products:

Altos Open Office - AOO	NO	NO	YES	NO

Altos Open Office contains the following software:

Altos Multiview, WordPerfect, SCO Professional, Altos Mail and Altos Calendar Manager.

Altos Integrated Office

Basic Office System	YES	YES	YES	NO
Advanced Office System	YES	YES	YES	NO

AOM Suite	YES	YES	YES	NO

AOM Suite contains the following software:

Uniplex, Multiplan, Fileit, Altos Mail, Altos Calendar Manager, HighTech Business Graphics, and Async.

AOM Tool Kit	YES	YES	YES	NO

Accounting Products:

Solomon III	NO	NO	YES	NO
General Ledger	NO	NO	YES	NO
Accounts Receivable	NO	NO	YES	NO
Accounts Payable	NO	NO	YES	NO
Systems Manager	NO	NO	YES	NO
Report&Graphics Design	NO	NO	YES	NO
Payroll	NO	NO	YES	NO
Fixed Assets	NO	NO	YES	NO
Inventory	NO	NO	YES	NO
Purchasing	NO	NO	YES	NO
Order Entry	NO	NO	YES	NO
Sales Analysis	NO	NO	YES	NO
Job Costing	NO	NO	YES	NO
Address and Mailing	NO	NO	YES	NO
ESI (External Systems Interface)	NO	NO	YES	NO

Altos Software Matrix

Platform:	80286	80386	80386	68020
Operating System:	XENIX	XENIX	Altos System V	UNIX
Integrated Applications:				
Altos APEX	NO	NO	YES	NO
Altos MultiView	NO	NO	YES	NO
VP/ix	NO	NO	YES	NO
Personal Productivity Software:				
WordPerfect	NO	NO	YES	NO
SCO Professional Spreadsheet	YES	NO	YES	NO
SCO FoxBASE+	YES	YES	YES	NO
Uniplex Word Processor	YES (6.01)	YES (6.01)	YES (6.01)	YES (5.03)
	version 3.10s is recommended for 686/886			
AIO/Uniplex Medical/Legal Spell Corrector	YES	YES	YES	NO
Altos Mail	YES	YES	YES	YES
Altos Calendar	YES	YES	YES	NO
Multiplan Spreadsheet	YES	YES	YES	NO
Altos ASYNC	YES	YES	YES	YES

Altos Software Matrix

Platform:	80286	80386	80386	68020
Operating System:	XENIX	XENIX	Altos System V	UNIX

Database Products:

	80286 XENIX	80386 XENIX	80386 Altos System V	68020 UNIX
Informix	YES	YES	YES	NO
Informix (Runtime only)	YES	YES	YES	NO
Informix-SQL	YES	YES	YES	YES
Informix-SQL (RTF)	YES	YES	YES	YES
Informix-4GL	YES	YES	YES	YES
Informix-4GL (RTF)	YES	YES	YES	YES
Informix-4GL (Rapid Dev. system with interactive debugger.)	NO	YES	YES	NO
Informix-4GL (Rapid Dev. System.)	NO	YES	YES	NO
Informix-Turbo	NO	YES	YES	YES
Informix-ESQL/C	YES	YES	YES	YES
Informix-ESQL/C (RTF)	YES	YES	YES	YES
Informix-ESQL/COBOL- (RM COMP)	YES	YES	YES	YES
Oracle RDBMS	NO	YES	YES	YES
Oracle SQL*Forms	NO	YES	YES	YES
Oracle Pro*SQL	NO	YES	YES	YES
Oracle (Runtime only)	NO	YES	YES	NO
Oracle Easy*SQL	NO	YES	YES	NO
Oracle SQL*Calc	NO	YES	YES	NO
Oracle SQL*Menu	NO	YES	YES	NO
Oracle SQL*Net (ASYNC)	NO	YES	YES	NO
Oracle SQL*Net (TCP/IP)	NO	YES	YES	NO
SCO FoxBase+	YES	YES	YES	NO
SCO FoxBase+ (Dev)	NO	YES	YES	NO
SCO FoxBase+ (Runtime)	YES	YES	YES	NO

Altos Software Matrix

Platform:	80286	80386	80386	68020
Operating System:	XENIX	XENIX	Altos System V	UNIX
Local Area Networking:				
Altos DOS Server	NO	NO	YES	NO
PC-Connecton Kit	NO	NO	NO	NO

Note: PC-Connection Kit requires Altos DOS Server on the host.

	80286 XENIX	80386 XENIX	80386 Altos System V	68020 UNIX
Worknet II	YES	YES	YES	YES
Wide Area Networking:				
X-25	YES	YES	YES	YES
3780 Plus	YES	YES	YES	YES
3270 BSC CLEO	YES	YES	YES	YES
3270 SNA/SDLC	NO	YES	YES verticals only	NO

Altos Software Matrix

Platform:	80286	80386	80386	68020
Operating System:			Altos	
	XENIX	XENIX	System V	UNIX
Languages:				
RM/COBOL (Compiler/RT)	YES	YES	YES	YES
RM/COBOL 85 (Compiler/RT)	YES	YES	YES	YES
Cobol/2 (Dev.Sys)	NO	YES	YES	NO
Cobol/2 (Runtime)	NO	YES	YES	NO
LPI-COBOL	NO	YES	YES	YES
LPI-BASIC	NO	YES	YES	YES
LPI-RPG II	NO	YES	YES	YES
LPI-FORTRAN	NO	YES	YES	NO
LPI-PASCAL	NO	YES	YES	NO
LPI-RUNTIME	NO	YES	YES	NO
MBASIC (BASCOM)	NO	YES	YES	NO
MBASIC (Interpreter)	YES	YES	YES	NO
BBx-Progression/2	YES	YES	YES	YES
BBx-Progression/2 (conversion)	YES	NO	NO	YES