Out-think ™

The Datapoint Marketing Newsletter

No. 31   March 1981

Datapoint Processors Expedite Hostage Release

A Datapoint® ARC™ system located at TRW's European Support Office in London played an important role in finalizing the negotiations for the release of the U.S. diplomatic personnel held hostage in Iran.

The New York accounting firm of Peat, Marwick and Mitchell, working with lawyers representing European branches of Citibank, Chase Manhattan, and other U.S. banks, worked out the financial details of the agreement concerning the Iranian loans "frozen" in those banks.

More than $4 billion had to be pro-rated, and interest had to be allocated and divided in a fashion that satisfied all concerned parties.

LONG WEEKEND

After preliminary arrangements for the use of the equipment that began Wednesday, Jan. 14, the process got underway in earnest about 5:30 p.m. Saturday, Jan. 17, with the arrival at the London TRW office of two people from Peat, Marwick and Mitchell.

Work continued through the night without a break on the TRW ARC system, with the accountants entering data, variables and parameters into the ARC system. Reports generated by the unit's 600LPM printer were taken by taxi to the lawyer's offices in London and at 1 p.m. Sunday, Jan. 18, the reports were telecommunicated to New York, where they were printed and taken by courier service to Washington, D.C.

During the afternoon, revisions and updates were processed in the same fashion, and the results ended up in Washington as an actual attachment to the agreement signed by U.S. and Iranian authorities. In London, the operation was finished by 5 p.m.
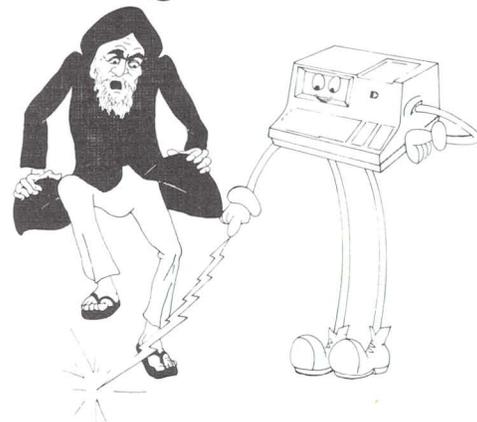
ROLL CALL

Behind the scenes, coordination and operations were conducted by:
Jim Pullen, TRW, London
Bob Behrend, Datapoint
Chris Hay, TRW
Jim Farmer, TRW
Joe Shine, Ventek
Peter Romeril, Ventek
Pat Phillips, Ventek

Ordering Procedure Differs For Two Distinct 98XX Software Groups

Confused about how to order 98XX software? Product Marketing has revised the procedure released on November 17, 1980, to clarify it.

The phrase "all 98XX" has been modified. The rules and procedures you've learned still apply to Computer Systems Group 98XX software, but not to Office Systems Group 98XX software. The accompanying information will define these groups.

COMPUTER SYSTEMS SOFTWARE

Review our earlier articles in Out-Think No. 29 and No. 30 and Source Data No. 11. The procedures defined in these publications remain the same. The software license fee for all 98XX software is $1,500 unless the software is purchased with a processor, in which case the license fee is waived. Monthly software maintenance is $10 for DOS 98XX software and $20 for RMS™ 98XX software. The media upon which the software is to be shipped must be explicitly ordered.

RMS software will not be shipped until the customer has attended the RMS class given by Customer Education. If the customer wishes to receive the

BEN HAYES

For the few of you who didn't know him, Ben was the soul and spirit of our trade show program.

Ben's electric energy and craftiness got us into the minds of thousands of customers, who probably remember him better than the product.

He was our friend and a part of us.

Ben passed away from a heart attack on Monday, February 9, 1981.

Miss you, Benny.

Modems From Refurb, New Build

The 9408 and 9409 split modems are now available from Refurb only.

DAA model 9445, complimenting the 9409 modem, is also Refurb only at a price of $175.

DAA model 9446, which compliments the 9408, is compatible with various other modems in our product line (i.e. 9401 and 9402). Therefore, this DAA will remain a current product available from new build inventory at the current price of $250.

Good Prices

The price of each of these modems from Refurb is $450. Please take note that this is a better price and a correction of the current published Pink Sheet price.

If a DAA is ordered with the modem, it's still a good price! The 9408 / 9446 costs $700, and the 9409 / 9445 costs $625.

It should be noted that the 9408 and 9409 have successors in the current product line, 9478 and 9479 respectively. These new models have DAAs built in and do not require a 9445 or 9446 DAA. They list for $940 each.

Split Modems

Datapoint's modems link remotely located terminals to the central processor of a DATASHARE® system. The modems are attached to the communications ports of the processors and the terminal.

A standard DAA (Data Access Arrangement) connects the modems to the dial-up lines. The terminals can enter or receive data, execute programs, and accomplish a wide range of other tasks, all with access to the common database or the central systems.

The modems operate in the full duplex mode. This method speeds communications by allowing the separate, simultaneous use of two different channels, eliminating time consuming line turnaround procedures.

The 9408 / 9478 modem attaches to the DATASHARE processor, sending data at 1200 bits per second and receiving at 150 bits per second. The 9409 / 9479 modem sends data at 150 bits per second and receives at 1200 bits per second, and connects to the remote DATASHARE terminal. Both modems accommodate asynchronous data.

Line Information

It should be noted that the type of telephone line to be specified when using these units will always be two-wire for both dial-up and leased lines.

If Datapoint is proposing or if a customer is considering the 9478 and 9479 in the leased line configuration, one should be cautioned that if the data link is non-Bell and appears for all practical purposes to be a solid cable pair, it will not work. However, there is a modification to address this problem on a case-by-case basis.
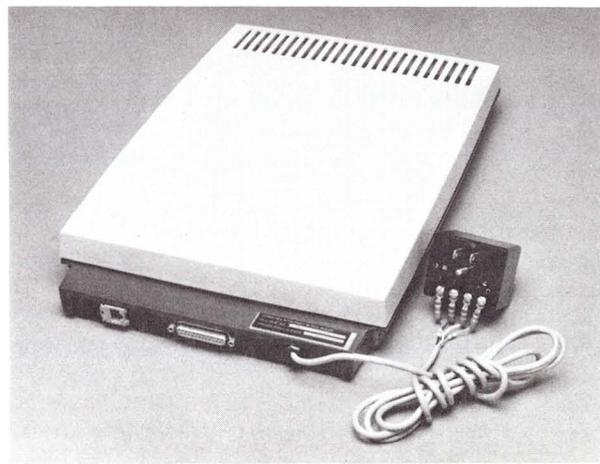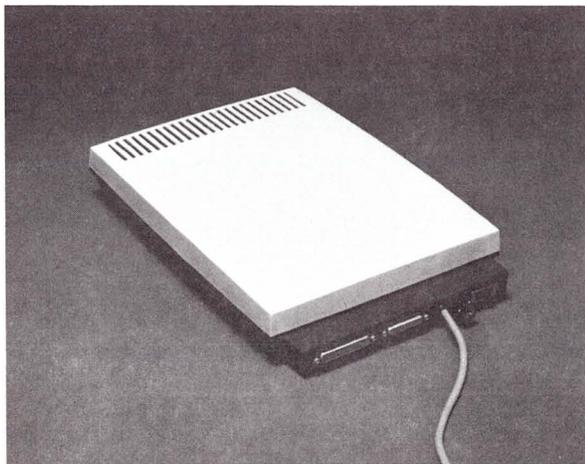
If you have questions pertaining to problems with the leased line configuration, please contact *Gene Vestor* or *Joe Jackson*.

Other contacts are:

9478/79 Modifications — *Joe Jackson, Product Marketing*, or *Gene Vestor, Customer Service Technical Operation*.

Current Product Line Modems — *Joyce Paes, Product Marketing*.

Refurb Modems — *John Tysall, Refurb Marketing*.

Ordering Procedure Differs For Two Distinct 98XX Software Groups

software soon after class attendence, he must have ordered it through his Datapoint office prior to attending class. If you have questions, call Carolyn Lusk in Product Marketing at extension 7151.

The following lists all software currently available in this category:

Resource Management System™ (RMS)

Software	Model Code
RMS COBOL	9836
RMS Communications Software	9829
RMS DATABUS®	9831
RMS DATASHARE®	9832
RMS Nucleus & Utilities	9830
RMS Nucleus, Utilities, & DATASHARE software and documentation	9835

Disk Operating System (DOS)

Software	Model Code
AC3721B (ARC binary synchronous 3271 emulation)	9817
ARC AP & FP	9801
ARCSYS (ARC AP & FP software and documentation)	9833
BASICPLS	9804
COBOL	9802
DASP (Datapoint attached support processor)	9809
DATASHARE 5	9812
DATASHARE 6	9828
DCIOV1 (ARC direct channel interface option)	9806
DSSYS (DATASHARE system software and documentation)	9834
EM3270 (IBM 3270 display unit emulator)	9815
FORTRAN 1500	9816
MLCI (channel adaptor MULTILINK™ line driver)	9810
RPGSYS	9803

OFFICE SYSTEMS SOFTWARE

Ordering procedure for Office Systems 98XX software differs slightly from Computer Systems software.

As you already know, IEOS/EMS™ orders require two events before they are shipped: (1) the actual order for the software on a separate Software Order Schedule received by Software Services, and (2) attendance by the customer at the appropriate Customer Education class. Again, the customer's order must be received by Software Services prior to his attendance at class if he is planning to receive the software shortly after completion of the class.

There are no license fees or monthly software maintenance charges associated with this software. The customer is responsible for paying media and set up charges and the charges for classroom instruction. The week-long IEOS class costs $750; the EMS™ class, also one week long, costs $1200. Direct further questions to Product Marketing at extension 5191 (ask for Shannon Neal to discuss IEOS and for Bob Holmes to discuss EMS).

The 98XX model codes involved all are DOS only:

Software	Model Code
EMS Network Controller	9826
IEOS/WP (1500)	9822
IEOS/WP (1800)	9821
IEOS/WP/MS (1800)	9824
IEOS/WP/MS (3800)	9823

COMMUNICATIONS MANAGEMENT PRODUCTS

The next version of CMIS (Version 2.1), which consists of TDP or EBP products, will have a unique ordering procedure. These products have mandatory license fees; however, there is no monthly software maintenance fee. The license fee for CMIS II System Control, TDP, and EBP (9841) is $15,000, for CMP/TDP (9842) is $5,000, and for CMP/EBP (9843) is $10,000. System Control, which is not charged for, is integral to the operation of TDP or EBP. The customer is responsible for media and set up charges.

The 98XX model codes involved all are DOS only:

Software	Model Code
CMIS II (System Control, TDP, & EBP)	9841
CMP/TDP (System Control & TDP)	9842
CMP/EBP (System Control & EBP)	9843

The next version of INFOSWITCH® /SHARE (5.X) also will reflect a 98XX model code-9846. Direct questions about CMIS (TDP or EBP) or SHARE to Andrea Ross, Product Marketing, extension 5191.

CAROLYN LUSK

TURN IN THOSE FOREIGNERS !

Heard of a foreign device being used with a new Datapoint installation?

A list of non-Datapoint devices that are adding value to existing installations has been distributed to all branch managers and branch SE managers. If a client in your area adds a foreign device, whether or not it is on the current list, please give a call to Marketing Education (Extension 7012). We also would like to know any errors on the list.

Take some time periodically to review the list. It's a good selling tool. Several of the devices are on clients' "wish" lists. They may never implement them, but it's comforting for them to know that if they buy Datapoint gear they can someday utilize the device.

The Salesman as Consultant

Salespeople are assuming more responsibility as representatives of their respective organizations.

It is becoming common to deal with higher level decision makers who understand the long-term benefits of buying a product or service. Clients are increasingly emphasizing long-term relationships with vendors, placing a premium on professional service and support. A significant factor in providing this professional form of service is that the salesperson must now act in a consultative role in many instances.

Successful salespeople are finding they must continually work with clients to diagnose and identify their needs, to develop and implement solutions, and to monitor results.

SET PROCEDURES FIRST

A good consultant will work with a client to develop a set of procedures that will result in the best information throughput consistent with the client's business objectives. Only after procedures have been agreed on will any DP equipment be evaluated or purchased.

Often an unsophisticated user will skip this procedure analysis phase, or perhaps not place proper emphasis on it, before deciding on a DP vendor. Whatever emphasis the client places on the analysis phase, it is the salesperson who can act as a consultant that stands the best chance of getting the DP vendor contract.

THINK "APPLICATIONS"

Salespeople who know their company and products will find that not being able to discuss a customer's applications comfortably hinders the sales effort significantly. It is already obvious that an appreciable number of business applications in the 1980s will depend on voice communications control and accountability integrated with distributed and centralized DP. This integration means salespeople must be able to play a consultant's role to exhibit the benefits and features of using Datapoint hardware and software. The client must be shown that Datapoint Corporation can fit current, as well as future, information processing needs.

DO RESEARCH

In discussing new or proposed applications with a customer, it is important to collect all pertinent data. Collecting pertinent data, however, requires that the salesperson see the application through the eyes of the end user. A data collection worksheet that is familiar and convenient provides an edge in application discussions.

Completing a form similar to the one illustrated above can provide information for making systems configurations. Three time periods indicate concurrence of applications and multiple use of workstations. A time period can be likened to a shift. An analysis of the number of workstations required in a given time period in conjunction with all concurrent activities will indicate what equipment and software is needed to satisfy a user's information processing requirement. The form gives the salesperson a worksheet that the systems engineer, as well as the customer, can relate to.

FIND AUTOMATION LEVEL

It is important to establish the extent to which the customer wants things automated. For example, a customer may or may not want to print an order subsequent to its entry. That decision would effect whether concurrent printing is necessary while other activity dictates continuous availability of a printer.

Accounts payable is a procedure made up of several tasks, and the salesperson could consider automating things like vendor maintenance, a 5-days-until-due report display and an overdue account display.

GIVE REASSURANCE

Customers will want to know if Datapoint's equipment will handle given tasks. A knowledgeable salesperson will respond to such questions by using terms relative to the application, with references to how an existing customer uses Datapoint equipment to successfully process the same task.

Information processing requires a vendor's support in four areas: administrative, systems, technical and consultative. Efficient DP installations have one thing in common, however — they all have proper procedures developed which take advantage of a specific DP equipment need. Professional service comes as a result of skillful execution of these four areas of support.

STAY IN TOUCH

If you have any comments on how application knowledge can help provide professional service (and thereby close more deals), give Marketing Education a call at Extension 7012.

SAM H. WALKER

Systems Education Offers New RMS Course

A second RMS course has been added to the curriculum of Systems Education.

The first RMS course, RMS Transition (RMS I), is an introduction to the RMS operating system. Topics include an overview of the operating system, a study of basic RMS utilities, basic system configurations, and an overview of changes to the COBOL, DATABUS and DATASHARE products.

The new course, RMS II, is centered around an in-depth study of the RMS COBOL, DATABUS and DATASHARE products. The object of the RMS II course is to provide the SE with the information and skills necessary to install, configure and support those products.

WHAT RMS COURSE #2 OFFERS

Included in the course are these topics:

1. An in-depth study of the capabilities of RMS COBOL.
2. A comprehensive study of the capabilities of the RMS DATABUS and DATASHARE interpreters.
3. Efficient configuration of DATABUS and DATASHARE interpreters.
4. Efficient configurations for execution of COBOL programs and the COBOL compiler.
5. RMS Enqueue/Dequeue facility.
6. RMS DATAPOLL product.
7. RMS pipe communications facility.
8. RMS File Management System.
9. RMS file structure and database design configurations.

SOME PREREQUISITES

Prerequisites for the RMS II course are: DOS/DATABUS class, RMS Transition class and preferably the Advanced DOS Systems class. A minimum of two years of DATABUS programming and at least one year of COBOL programming experience is recommended.

For more details, call Systems Education at Extension 7368.

Datapoint Systems Education Class Schedule
March - June 1981

DOS/Disk	Mar. 11-Mar. 13, Apr. 22-Apr. 24
DATABUS/DATASHARE	Mar. 16-Mar. 20, Apr. 27-Apr. 31
Product Orientation	Mar. 23-Apr. 3, May 4-May 15
SE Orientation	Apr. 6-Apr. 10, May 18-May 22
Advanced DOS Systems	Mar. 2-Mar. 13, Jun. 1-Jun. 12
Data Communications 1	Apr. 13-Apr. 24, June 15-June 26
Data Communications 2	Mar. 16-Mar. 20, May 18-May 22
RMS1 — Transition	Apr. 27-May 1, June 8-June 12
RMS2 — DB/DS/Cobol	Mar. 2-Mar. 6, May 4-May 8, June 15-June 19
Assembler 1	Apr. 20-Apr. 24
Assembler 2	Apr. 27-May 1
Word Processing/EMS	Mar. 30-Apr. 3, June 1-June 5
EMS/Message Services	Mar. 16-Mar. 20, Apr. 6-Apr. 10
Basic LDCS™	Mar. 30-Apr. 3, May 11-May 15
Basic ACD	May 18-May 22
Basic LDCS/ACD	June 15-June 19 (Designed for and recommended to Data Processing SE's)
Advanced LDCS	Mar. 2-Mar. 6, Apr. 6-Apr. 10
Advanced ACD	Apr. 27-May 1
CMS	Mar. 9-Mar. 13, Apr. 13-Apr. 17, June 22-June 26

The following classes will be scheduled pending minimum number (5) of student names requesting such:

DOS/Disk	ISL Conversion Seminar	BASIC
DOS/ARC™	COBOL	FORTRAN
Assembler 3	RPG	Channel Adapter

All classes can and will be offered more often if sufficient students make firm commitments to attend and proper resources are available. Call Mike Burns at X7368 for more info & Debbie Schilling to enroll.

MESSAGE SERVICES AVAILABLE FOR 1800/3800

Datapoint is now offering IEOS / MS on the 1800 and 3800 processors.

This new software version incorporates IEOS 1.2 Word Processing with Message Services, giving you enhanced word processing capabilities along with the convenience of message services.

It also enables stand-alone 1800 processors, and 3800 processors on remote ARC systems, to communicate with a pre-defined network controller or another ARC system.

There are three types of software / object codes to order from: 9826 — EMS Network Controller, 9823 — IEOS / MS (3800), 9824 — IEOS / MS (stand-alone 1800).

The following model codes will aid in ordering software and associated documentation ⟶

	MODEL CODE	DESCRIPTION
OBJECT CODE:	**9826**	**EMS Network Controller**
OBJECT MEDIA:	20653	10 Megabyte Disk
OBJECT MEDIA:	20654	25 Megabyte Disk
OBJECT MEDIA:	20655	60 Megabyte Disk
USER'S GUIDE:	50520	System Guide for Users
OBJECT CODE:	**9823**	**IEOS/MS (3800)**
OBJECT MEDIA:	20653	10 Megabyte Disk
OBJECT MEDIA:	20654	25 Megabyte Disk
OBJECT MEDIA:	20655	60 Megabyte Disk
INSTALLATION GUIDE:	60997	Procedures to Install System
USER'S GUIDE:	50502	System Guide for Users
ADDENDUM:	50523	MS Addendum to IEOS Simplified User's Guide
OBJECT CODE:	**9824**	**IEOS/MS (1800)**
OBJECT MEDIA:	20651	(3) Double Density Diskettes
INSTALLATION GUIDE:	60997	Procedures to Install System
USER'S GUIDE:	50502	System Guide for Users
ADDENDUM:	50523	MS Addendum to IEOS Simplified user's Guide

Should you have any questions please contact Product Marketing at ext. 5191.

Marketing Education

San Antonio Class Schedule

March 1981 - April 1981

CLASS TITLE	DATES OF CLASS
Sales Orientation (DP)	March 9 - 20
Presentation Skills	March 24 - 25
Sales Orientation (DP)	March 30 - April 10
Resource Management System™ Sales	April 13 - 17
Sales Orientation (DP / CMP)	April 20 - May 1
ASR Group I Phase II	April 20 - MAY 8
ASR Group II Phase I	May 4 - 22

Marketing Education - Mailstation C-04 - Extension 7012

RMS Literature Priced

As promised in the last issue of Out-Think, prices are now available for user's guides for Resource Management System software:

50553	Vol. I, Utilities User's Guide	$ 4.00
50554	Vol. II, Utilities User's Guide	$24.50
50555	Vol. III, Utilities User's Guide	$22.50
50597	Vol. IV, Utilities User's Guide	$10.00
50545	Vol. I-IV, Utilities User's Guides	$61.00
50589	RMS DATABUS User's Guide	$25.00
50590	RMS DATASHARE User's Guide	$ 4.00
50592	RMS Simplified User's Guide	$ 4.00

These documents may be ordered through Software Services.

Software Roundup

The following software has been released since the last Out-Think:

RPGSYS 1.1	RPG System release
TST1800 1.4	Diagnostic
TEST1800 1.4	Diagnostic
LIBRARY 2.1	DOS utility

* Mar 12-13	ACA Data Processing Seminar (American Collection Assoc.)	Los Angeles, CA
* Mar 17-18	Data Processing Management Assoc - DPMA (Datapoint Indianapolis Branch)	Indianapolis, IN
* Mar 22-25	Illinois Petro Marketers Assoc. (General Info Services Inc - GISI)	Chicago, IL
c Mar 23-25	Office Automation Conference	Houston, TX
* Apr 12-15	Texas Oil Marketers Assoc (TOMA) (General Info Svcs Inc - GISI)	Houston, TX
* Mar 12-13	ACA Data Processing Seminar (American Collection Assoc.)	Los Angeles, CA
* Mar 17-18	Data Processing Management Assoc - DPMA (Datapoint Indianapolis Branch)	Indianapolis, IN
* Mar 22-25	Illinois Petro Marketers Assoc. (General Info Services Inc - GISI)	Chicago, IL
c Mar 23-25	Office Automation Conference	Houston, TX
* Apr 12-15	Texas Oil Marketers Assoc (TOMA) (General Info Svcs Inc - GISI)	Houston, TX
* Apr 15-16	Data Processing Management Assoc - DPMA (Datapoint Denver Branch)	Denver, CO
* Apr 29-May 1	Independent Agents of Wisconsin (Electronic Tabulating Corp)	Minneapolis, MN
*May 3-5	Professional Insurance Agents of Indiana (Electronic Tabulating Corp)	Indianapolis, IN
* May 6-7	1981 RI Bus Equip & Svcs Expo (Diversified Data Services)	Providence, RI
*May 12-14	National Assoc of Durable Medical Equipment Companies (FPM Computer Services)	Las Vegas, NV
* May 19-23	SE Indp Oil Marketers (General Information Services Inc - GISI)	Nashville, TN
* May 21-22	ACA Data Processing Seminar (American Collectors Assoc.)	Houston, TX
* May 31-Jun 3	AISI	Atlanta, GA
c Jun 2-4	International Communication Association	Washington, D.C.
* Jun 6-10	Whalen Computer	Atlantic City, NJ
* Jun 10-14	Florida Independent Insurance Agents (MATRIX Insurance Svcs)	Disney World, FL
c Jun 23-25	Comdex/Spring '81 (OEM)	New York, NY
* Jul 8-10	ACA International Convention (American Collection Assoc)	Chicago, IL
* Jul 9-11	Texas Indp Insurance Agents Conv (MATRIX Insurance Services)	San Antonio, TX
* Jul 16-19	Professional Insurance Agent of Texas (MATRIX Insurance Services)	Dallas, TX
*Jul 21-24	Louisiana Oil Marketers (General Information Services Inc - GISI)	New Orleans, LA
c Jul 22-25	National Office Machine Dealers Association (NOMDA)	Las Vegas, NV
* Aug 5-8	Baron Data Systems	San Francisco, CA
c Sep 23-26	Telecommunications Association	San Diego, CA
* Oct 1-8	Gamma Systems Services	Washington, D.C.
* Oct 15-17	Professional Insurance Agents National Convention (MATRIX Insurance Services)	Washington, D.C.
* Oct 18-21	California Independent Insurance Agents Convention (MATRIX Insurance Services)	Palm Springs, CA
c Oct 20-22	Communication Management Assoc.	Port Chester, NY
* Oct 25-28	Mortgage Bankers Assoc. (RADIX Corporation)	New Orleans, LA
* Oct 30-Nov 5	Holly Cove Inc.	Chicago, IL
* Nov 1-4	DPMA San Francisco '81	San Francisco, CA
* Nov 4-6	National Oil Jobbers Council (General Info Systems Inc - GISI)	Philadelphia, PA
* Nov 9-12	U.S. League of Savings & Loan Assoc National Convention (RADIX Corporation)	New York, NY
c Nov 17-19	S.E. Telecommunications Assoc.	San Diego, CA
c Nov 19-22	COMDEX	Las Vegas, NV
* Dec 14-16	ADSERV	Hollywood, FL

c - sponsored by Datapoint
* - sponsored by other than Datapoint

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

New Marketing Support Materials Available

These marketing support items have been released by Corporate Communications and are available through Software Services.
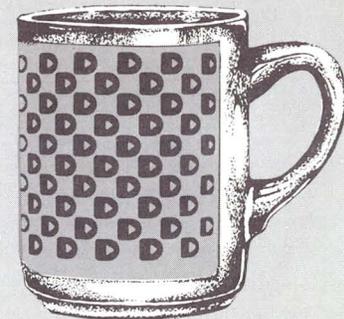
RMS Quick Reference Guide, Document Number 61017.

Double Density Diskette Drive 1403, product specifications, Document No. 61031.

Datapoint Signature Sheet and Color Match Sheet, Document No. 60980.

Datapoint Equipment Symbols Sheet, Document No. 61015.

Datapoint logo cup, Model No. 80465.

Salesmen of the Month

Congratulations to these "Salesmen of the Month" named by Sales Services.

DENNIS DOONAN, SMR Minneapolis Branch, in July and again in October. Branch Manager Joe Tranchilla; North Central Region Manager John Huddock.

JIM ROWSE, SMR Dallas Branch, in August. Branch Manager Alex Padilla; Southern Region Manager Len Julius.

JOHN PILKINGTON, JR., SSR Indianapolis Branch, in September. Branch Manager Charley Ford; Great Lakes Region Manager Martin Alvarez.

BILL BUNCE, SMR Chicago Branch, in November. Branch Manager Joe Morrison; Great Lakes Region Manager Martin Alvarez.

Refurb Equipment

Model	Description	Qty.	Price	Maint.	Install.
4220	226 Processor, 5MB storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport, Interface, D/S software, Documentation		9000	205	500
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge) Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	17750 16500 15550	234	650
4523	5500 Processor, 5MB Storage (two 2.5MB Diablo Disks, Controller, DOS Software, Documentation	1-3 4-10 11+	16500 15250 14250	216	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	331	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	313	755
4540	5500 Processor, 50MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation		29450	497	1000
4543	5500 Processor, 50MB Disk Storage Controller, DOS Software and Documentation		28200	479	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	255	700
4623	6600 Processor, 5MB Disk Storage Controller	1-3 4-10 11-25 26+	18700 17450 16450 15000	221	670
4640/ 4644	Both: 6600 Processor, 50MB Disk Storage, Controller 4640: Multiport Interface, D/S Software, Documentation 4644: RIM, ARC Software, Documentation		36500	628 623	1000 1000
4643	6600 Processor, 50MB Disk Storage Controller, DOS Software Documentation		35250	610	970
4740	256K Processor, Dual Disks and Controller, 50MB, Multiport D/S Software and Documentation		39100	644	1000
4745	ARC File Processor 256K, Dual Disk and Controller, 50MB, RIM Adaptor, ARC Software and Documentation		39100	639	1000
1131	Diskette 1130 Processor, 1 drive		2875	64	165
1132	Diskette 1130 Processor, 2 drives		3162	83	165
1133	Diskette 1130 Processor, 3 drives		3450	101	165
1134	Diskette 1130 Processor, 4 drives		3737	122	165
1152	Diskette 1150 Processor, 2 drives		10950	87	175
1153	Diskette 1150 Processor, 3 drives		11250	104	175
1154	Diskette 1150 Processor, 4 drives		11550	124	175
1172	Diskette 1170 Processor, 2 drives		11950	89	185
1173	Diskette 1170 Processor, 3 drives		12250	108	185
1174	Diskette 1170 Processor, 4 drives		12550	130	185
9381	Console Diskette Controller, 1 drive		2150	37	165
9382	Console Diskette Controller, 2 drives		2450	57	165
9393	Console Diskette Controller, 3 drives		2750	76	165
9384	Console Diskette Controller, 4 drives		3050	96	165

Model	Description	Qty.	Price	Maint.	Install
9385	Freestanding Diskette Controller, 1 drive		2150	37	165
9386	Freestanding Diskette Controller, 2 drives		2450	57	165
9387	Freestanding Diskette Controller, 3 drives		2750	76	165
9388	Freestanding Diskette Controller, 4 drives		3050	96	165
1108	Cassette 1100 Processor, 8K Memory		2200	75	80
2226	2200 Processor, 16K Memory		2400	113	100
5548	5500 Processor, 48K Memory		10000	178	200
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 2.5MB Controller/Drive, 4K Buffer Memory		3075	86	175
9358	Freestanding Front-load 2.5MB Controller/Drive, 4K Buffer Memory		3075	86	175
9370	Freestanding 25MB Mass Storage Drive/Controller		9950	178	250
9371	25MB Mass Storage Drive Extension		7750	135	165
9373	Console 25MB Mass Storage Drive/Controller		9950	178	250
9291	60 LPM Printer, Parallel Interface		1995	56	165
9292	60 LPM Printer, Serial Interface		1995	56	165
9294	120 LPM Printer, Parallel Interface		1995	79	165
*9250	Console Servo Printer		1595	72	165
*9251	Freestanding Servo Printer		1595	72	165
9231/ 9232	80 CPS Freedom Printer (Serial) 80 CPS Freedom Printer (Parallel)	1-3 4-10 11-25 26+	1750 1600 1500 1395	41 41	165 165
9235/ 9236	160 CPS Freedom Printer (Serial) 160 CPS Freedom Printer (Parallel)	1-3 4-10 11-25	1995 1850 1725	57 57 57	165 165 165
4640/9280**	4640 and 300 LPM Printer		41500	764	1000
4644/9280**	4644 and 300 LPM Printer		41500	759	1000
4643/9280**	4643 and 300 LPM Printer		40250	746	970
4540/9280**	4540 and 300 LPM Printer		34450	633	1000
4543/9280**	4543 and 300 LPM Printer		33200	615	970
*Print Pac I**	3800 RIM and (3) 300 LPM Printers		23000	452	675
*Print Pac II**	3800 RIM and (3) 600 LPM Printers		38450	644	675
4520/9232**	4520 and 80 CPS Printer		18500	275	650
3601	Datastation Terminal		995	21	35
3400	Acoustic Coupler		225	16	25
9401	Comm Adapter		450	18	25
9402	Comm Adapter		450	18	25
9404	Comm Adapter		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
9460	Comm Adaptor		450	18	50
9551	9 Track 800 BPI 8.5 in. Reel		4500	77	165
9581	9 Track 1600 BPI 8.5 in. Reel		7500	97	175
9583	9 Track 1600 BPI 10.5 in. Reel		9000	91	175

*   Temporarily out of stock.
** Special Ordering Information.
Those offers that are bundled need to be ordered as individual lines items on Order Entry Form #60719.

Customer Education Course Schedule
March - April

CLASS	TIME	PLACE
DATASHARE	March 2	San Antonio
		San Mateo
		Atlanta
		New York
	March 9	Arlington
		Denver
	March 16	San Antonio
		Boston
		Seattle
		Des Plaines
	March 23	San Antonio
		New York
		San Mateo
	March 30	San Antonio
		Atlanta
	April 6	New York
		Los Angeles
		Honolulu
	April 13	San Antonio
		Seattle
		Des Plaines
	April 20	San Antonio
		Arlington
		Boston
		San Mateo
		Farmington Hills
	April 27	San Antonio
		New York
Advanced DATASHARE	March 2	San Antonio
	March 16	Arlington
	April 6	San Antonio
	April 27	San Mateo
Introduction to Datapoint Programming	March 2	San Antonio
		Farmington Hills
	March 9	Des Plaines
		Los Angeles
	March 30	New York
	April 6	Arlington
		San Antonio
	April 13	San Mateo
	April 20	Atlanta
	April 27	Arlington
		Des Plaines

Word Processing	March 2	Des Plaines
		New York
		Arlington
	March 9	San Mateo
	March 23	San Antonio
	March 30	Arlington
		New York
	April 6	San Antonio
		San Mateo
	April 13	New York
	April 20	Des Plaines
	April 27	San Antonio
Disk Operating System	April 6	San Antonio
	April 20	New York
Disk Concepts and Operations	March 9	San Antonio
	March 16	New York
	March 23	San Antonio
		Des Plaines
		Arlington
	March 30	San Antonio
		San Mateo
	April 6	San Antonio
		New York
Attached Resource Computer	March 2	San Antonio
	March 16	San Antonio
	March 23	New York
	March 30	Des Plaines
	April 13	Arlington
Resource Management System	March 9	New York
	March 16	San Antonio
	April 13	San Antonio
		New York
	April 27	San Antonio
	April 20	San Antonio
	April 27	New York
Basic LDCS	March 23	San Antonio
	April 6	Des Plaines
Electronic Message System	March 9	San Antonio
	March 30	San Antonio
	April 13	San Antonio
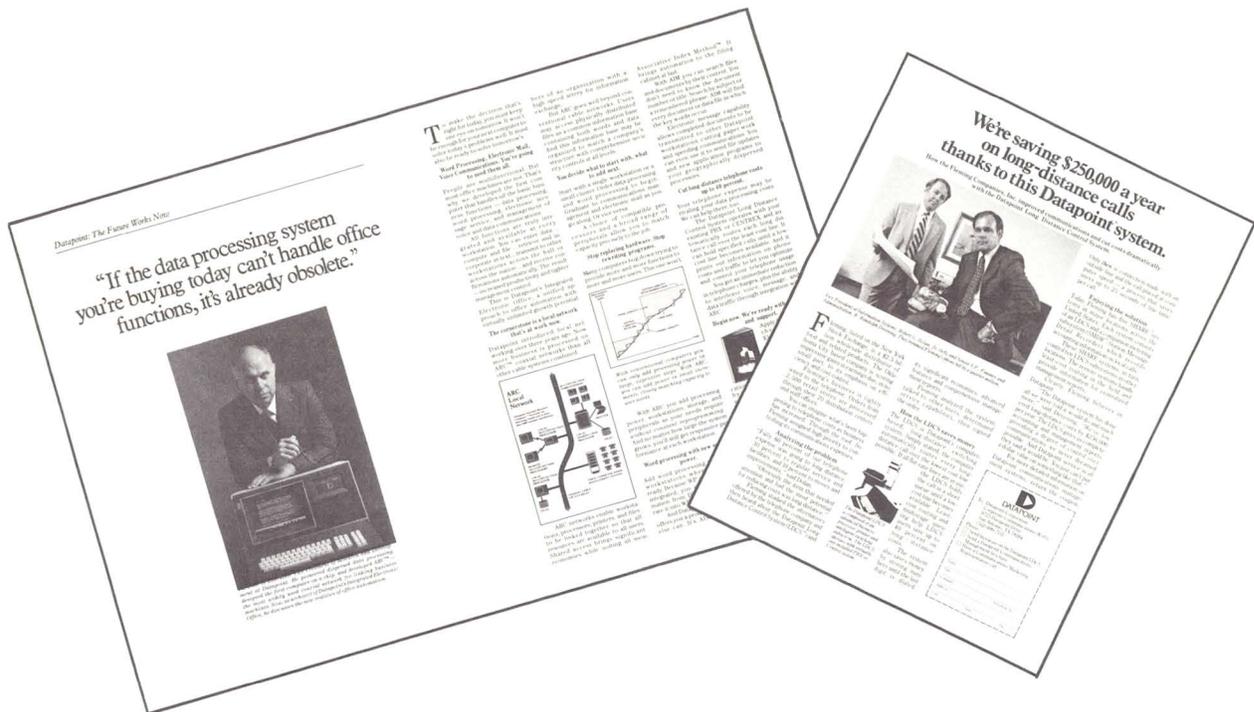
AD SCHEDULE / March - April

Publication	March	April
Wall Street Journal	9, 12, 16, 24 IEO: Change	6, 8, 16, 21 IEO: Office Functions 29 Small Systems
Business Week	23, 30 IEO: Office Functions	20 IEO: Office Functions
Computerworld	9 Datashare 6 2, 23 IEO: Change	6 IEO: Change
Communications News	Fleming LDCS	IEO: Office Functions
Datamation	IEO: Office Functions	IEO: Office Functions
Modern Office Proced	Small Systems	IEO: Office Functions
The Office	Fleming LDCS	IEO: Office Functions
MIS Week	25 IEO: Office Functions	IEO: Change
Information Systems News	9 IEO: Office Functions	IEO: Change
Nations Business	Small Systems	
Output		IEO: Office Functions
Computer Decisions		IEO: Office Functions
DataCommunications		IEO: Office Functions
Infosystems		IEO: Office Functions

DATAPOINT