Multiplan — The Electronic Worksheet — Now Available

Would your banker customer like to know what his profits will be in five years, if interest rates continue to climb? Do you have a manufacturing client who wonders what his cost per unit will be this year if his suppliers' prices go up? Would you like to see what your own earnings picture for next year would look like if you landed those three big accounts? No, don't reach for your pencil and calculator, reach for your terminal, and Multiplan*.

Multiplan — that's the name of Datapoint's new entry into the world of financial modeling. Modeling is the ability to look into the future, project present trends, see the results on sales, profits, cash flow, or any type of numerical information. Financial modeling allows you to interactively define a financial or statistical, or accounting scenario, by describing the factors that affect that projection, and then immediately see the results of that projection. Factors such as expected growth, inflation, cost of capital, cost of goods, can all be added to the model. Such experimentation with the future has been called playing "What if?" games, or, more formally, "Sensitivity Analysis."

Financial modeling has been around for some time, typically on large mainframes, and it has been quite expensive. Lately, some small microcomputers have had modeling capabilities. With Multiplan, Datapoint allows the users in the wide range in between to get in on the excitement.

Requirements for Multiplan

Multiplan requires a DOS full-screen processor with 96K memory. This includes the 3800, 8600, and 1800 processors. All work is done at the processor screen, not at any workstations; this is not a DATASHARE® application. The RMS™ and 1550 DOS versions are under development. When RMS Multiplan is available, however, it will operate on attached workstations.

The user need not be a programmer, or even technically oriented. He or she simply describes to the "electronic worksheet" the pattern of relationships that exist among the data that is keyed in. For example, a VP of Sales might enter this year's projections for sales by region, then by entering a formula that increases sales by 35% per year, at a glance see the sales figures for the next three, five, or ten years.

Multilink X.25 Released

Datapoint has released a new communications software product, Multilink X.25 Lap B Driver, (MLX25B), which will enable Datapoint® systems to communicate using data transmission services based on the X.25 international standards.

The following represents the execution support and model codes for ordering MLX25B:

Software:	DOS.A/.B 2.4
	DOS.C 2.4.2
	DOS.E/.G 2.6
	DOS.D 2.7
	DS6 1.2

Hardware:	
Processor:	1150/1170/1800/3800/5500/6000/6600
Minimum Size:	48K
Disk:	935X/936X/937X/938X/939X
Other:	9481 Comm Adapter

Release Items:	Model Code	Release
User's Guide:	50653	17 Pages
Program Media:	20830	1 DMF Cassette
Program Media:	20831	1 SS/SD Diskette
Program Media:	40467	1 SS/DD Diskette

In the future, Product Marketing will provide you with additional information about our MLX25B package as well as X.25 in general.

Joe Jackson
Ext. 7151

For Internal Use Only

The Screen

The screen looks much like an accounting spreadsheet, but instead of having 5 or 14 columns of accounting data, our electronic spreadsheet has up to 63 columns and 255 rows of data. Each column can be varied from 3-32 characters in width. The screen shows as many columns and rows as will fit at one time. The view on the worksheet can be changed by moving it up and down, and side to side, also with the arrow keys.

The user is able to split the screen into two or more separate views, or "windows", on the worksheet. Thus, an operator might keep the column totals fixed on the lower part of the screen, and move the rest of the worksheet around above it. Up to eight vertical or horizontal windows may be specified.

Factors such as expected growth, inflation, cost of capital, cost of goods, can all be added to the model.

Each column-row intersection is called a "cell." One cell at a time is highlighted; this is the "active cell." The active cell is moved around the screen using the arrow keys as in IEOS. When the desired cell is reached, the user enters one of three types of information into the cell: 1) a number; 2) an alphanumeric string; or 3) a formula.

Functions Available

Formulas are made up of operators (such as +, -, *, /) and cell references (row and column numbers). However, the cell references are supplied by the system itself. All the operator has to do is highlight the cells to be used in the calculation, key in the function, and the modeling software creates the formula and performs the calculation. From that point on, any time any of the cells referred to in the formula change, the formula recalculates based on the new information.

Numbers can be displayed as dollar amounts, as whole numbers, percentages, bar charts, with or without commas, or in scientific notation.

There are many more functions available other than just the four basic math functions. Also available are string manipulation functions, conditional operators (if...then statements), area functions (such as MAX, MIN, AVERAGE, SUM), and special functions (SIN, COS, TAN, LN, net present value, INDEX).

Commands

All the command level instructions appear on the bottom four lines of the screen. These control data entry and modification, insertion and deletion of columns and rows, sorting of columns of data, as well as some other sophisticated tasks. For example, several of the sheets can be "linked" to pass information from one worksheet to another. Thus, several divisions of a company might create their own detailed sales reports, and then have the totals from those reports consolidated in another worksheet, which would show only the summary information from each division.

Built into the system is a powerful "Help" command to provide detailed information on the commands. Also, if the help function is entered after an error is made by the operator, a description of the source of the error is displayed.

The display format for the data can also be varied. Numbers can be displayed as dollar amounts, as whole numbers, percentages, bar charts, with or without commas, or in scientific notation. Label information can cross column boundaries, easily allowing for wide headers and footnoting, and all data can be right, left, or center justified.

Output from Multiplan is a standard DOS text file. This allows the user to LIST a worksheet, EDIT it, or take it into other programs, such as an IEOS document. It can, or course, also be sent via communications protocols such as EMS™ or Datapoll™.

Documentation

There are two manuals available, the Simplified User's Guide and Reference Guide (MC 50683), as well as the Quick Reference Card (MC 61300). They are very easy to use documents, allowing a user to train him or herself, without any previous Multiplan knowledge, or even much previous Datapoint equipment experience. There is no Datapoint-required training with Multiplan.

Media

Multiplan will be released on the following media: single-sided double density diskettes (MC 20651) and double-sided double density diskettes for 1800s (MC 20793), and 10MB (MC 20653), 25MB (MC 20655) and 60MB (MC 20655) mass storage packs for 3800s and 8600s. Customer supplied packs may also used (MC 20656) for a setup charge of $10.

Only one diskette is required for either single- or double-sided diskettes media.

You probably don't have a customer that wouldn't benefit from Multiplan. It is not application specific, but is so flexible it can be used in any industry. If you have any doubts to the value of this package, show it just once to a financial manager, or senior accountant, and watch his eyes light up. Multiplan modeling software, coupled with all the other benefits of an integrated system from Datapoint, will give your customers the kind of information needed to make the right decisions in the 1980s.

* Multiplan is a trademark of Microsoft Corporation.

Scott Cannon
Ext. 5191

The Seven-Minute Color Chart

Our new Color Business Graphics systems are now being advertised nationally in major publications under the headline "The Seven-Minute Color Chart." Now is the time to open new accounts and sell that system.

Current Features

Current software (version 1.2) enables you to create detailed pictures in full color. Word charts can also be generated from the menu. Vertical bar charts can be made via data file inputs or from direct data inputs.

Most of the Library functions are also included in the version 1.2 release. Specifically, you can create multiple libraries, copy inter-library, delete, rename, and copy. The Output phase includes the ability to direct the image on the monitor to the color printer (9694). The Film Recorders (9695 or 9696) operate manually as before.

Stand-Alone Configuration Available

As a starter package to draw new customers into Datapoint's camp, a stand-alone CBG system is available. Simply by combining the 9680 CBG system and a 4634 disk system, you can create a saleable sizzle product for new accounts. And there's no reason that old accounts can't buy the same package. In all of these sales don't forget to sell the hardcopy peripherals.

Sales Points to Remember

The best selling points for CBG are:

*Ease of use (for the non-programmer)

*Time and cost savings

*Automatic chart generation

*Applicable to many departments, including Finance, Operations, Training, Marketing, Executive

*Presentation Quality Output

Enhancements to Come

Future feature enhancements will be offered to provide full chart capabilities such as pie and line graphs. Refinements to the drawing capabilities to be offered later include image grouping, rotation and scaling. The next major release will include functions of Playback to *enable easier review of created pictures.*

Each region has a CBG system installed and demonstrations are ongoing. Now that the initial customers are installed and operating, everyone should be capable of booking CBG systems in Q3. Delivery time is 12 weeks. Some peripherals take longer.
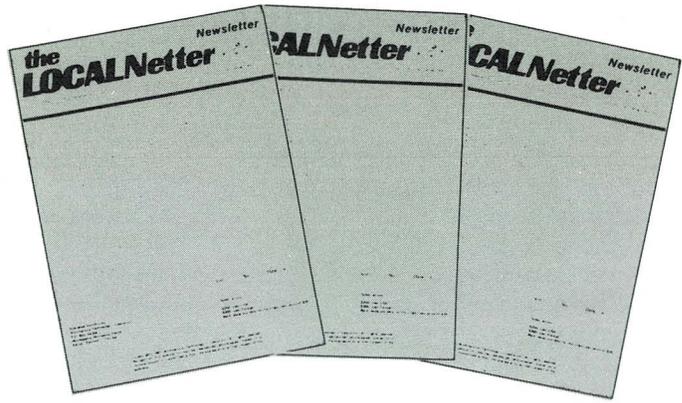
Al Malinger
Ext. 7151
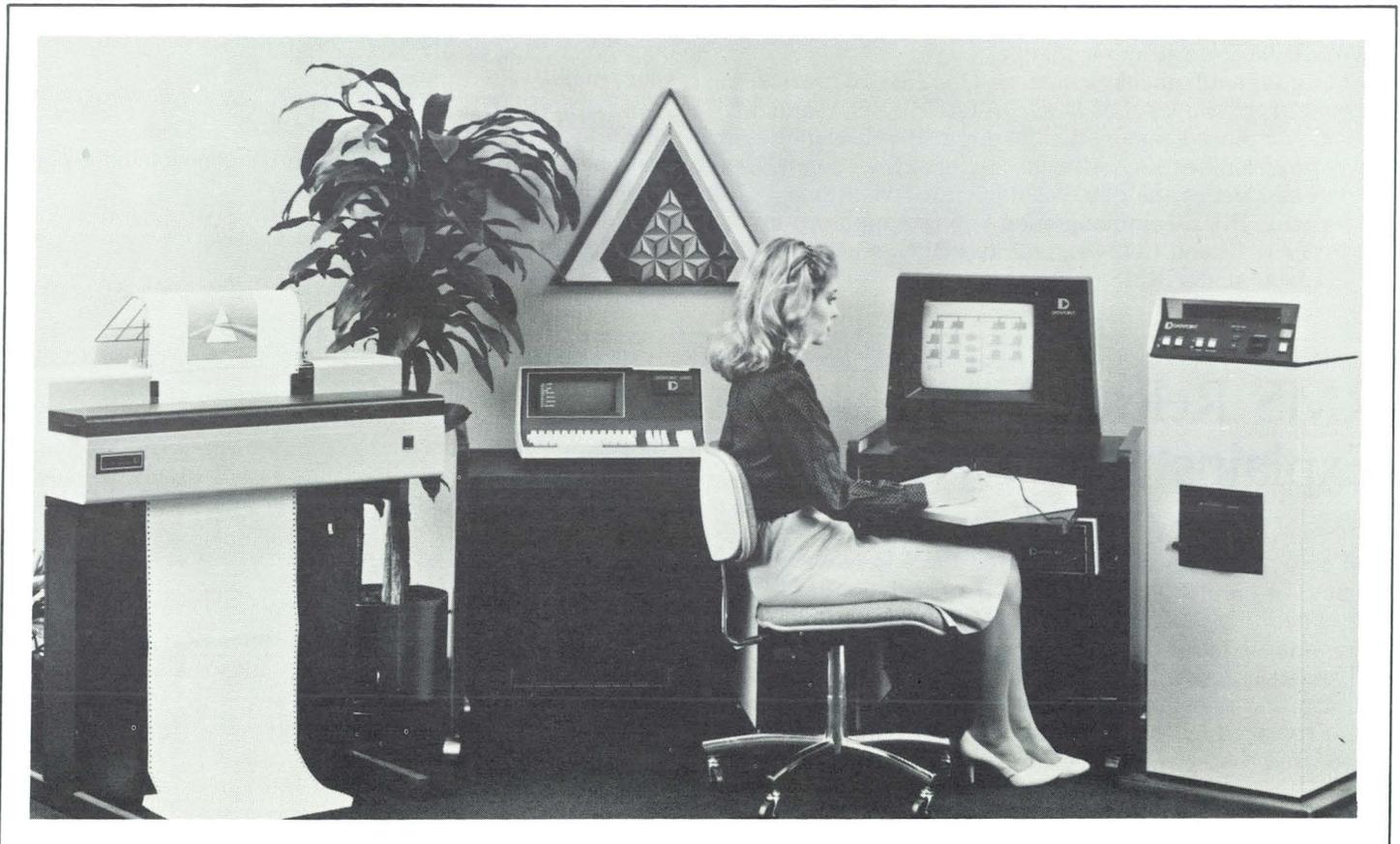
The Color Business Graphics System

LOCALNetter Reprints Available

Reprints of the December 1981 *LOCALNetter Newsletter Special Report: Datapoint ARCNET* are now available through Corporate Communications. For your copies call Claudia McNutt at ext. 7552. Minimum order is 10 copies charged to your cost center.

The Evolution of RMS

It's been more than a year since the first version of RMS was released. And what a year it has been, both here in San Antonio and out in the field. We have learned much about the operating system and have seen it grow in leaps and bounds. Consider the changes:

* **Processor support**—from 6600 series stand-alone processing through 6600 ARC, 3800/5500 ARC, 8800 stand-alone and ARC up to the 8600 series.
* **New disk media offered**—the 135MB MMD, and the 20MB 9301 disk/tape system.
* **Language advances,** including DATABUS™, which has gone from the level of DOS DATASHARE V and VI, with increased capabilities for program efficiency such as programmer file buffering options, file open modes, and support of the 8200/8220/8600 workstation screens. PIPE communication is now supported in DATABUS and COBOL, and and RPG is now available under RMS.

* **System utilities** such as the Batch Job Facility and the File Management System for increased performance in stand-alone and networked systems.
* The **modification of existing utilities** to better fit the needs of the user, such as the enhancement of EDIT, changes to CAT, expanded capabilities of INFO.
* The new **command interpreter** that made sign-on requirements simple.
* The **transfer of IEOS from DOS to RMS,** with additional capabilities such as concurrent print and spooling, and AIM.

Many of the modifications made to RMS during the last year came about as a result of your suggestions. If there are suggestions you can make to improve RMS for future or current users, send them in. Address it to Product Marketing at MS K-15. If you have EMS send a short message with your ideas.

To paraphrase a recent advertisement, "We've come a long way baby!" So let's get out there and show our customers how we can help them solve problems that haven't even been invented yet.

Ted Rohling
Ext. 7151

RMS Release Form Explains New Features

If you're wondering what enhancements have been added to an RMS release, consult the RMS Release Form, located in the 9830 catalog of your release media. It is contained in a file called RMS/RFM. In case you are not sure what is in a release form, let's take a look.

The first section typically indicates the current release version and revision, the product description, the software replaced by the current release and the hardware supported by the release.

The next section contains a list of the RMS User's Guides complete with the model codes and the latest version/update number. An asterisk flags all of those user's guides that were changed by the current release. So if you are confused as to the model codes for User's Guides, look here first.

Following the documentation list you will find the model codes of the software released. Certain customers may not receive all of the software, so don't let that throw you. They will see the entire listing just as you do.

Now comes the Program Files Released section. This section contains the details of the files released for each product, grouped by software model code. In addition, it contains a description of the minimum amount of memory required to support that software product. Each utility, language and communication product is detailed with a description as well as the current version number. An asterisk is again used to flag those products which were changed in this release.

What if you need information on specific changes to a software product, such as,"What did they do to the CAT command?"? Each software product has its own release form. The release form for CAT is CAT/RFM and is found in the 9830 catalog, since that is where the CAT/CMD file is located. You can then list the RFM for CAT for the current information.

The release forms found in the RMS release media offer virtually all the information you will ever need about software status. They are the first place to look, even before you open the user's guide because you may not have the correct edition of the guide; and you may not even know it.

Now that you have the key to the mysteries of the ever-changing face of RMS, spend some time checking out the release forms on your current release. You'll be glad you did.

Ted Rohling
Ext. 7151

RMS SUCCESS

When a customer's response to a question concerning future data processing plans is: "I know when I outgrow the 8800, Datapoint will have something bigger and better for me," as the Data Processing Manager of an electrical company in Minnesota responded, you know that there is a real success story here just waiting to be told.

Our successful RMS customer is an electrical and hardware supply and service company based in Minnetonka, Minn. They operate a chain of seven retail home care hardware stores, two electrical and plumbing contracting services, and a retail lighting and fixtures studio. They are a privately-held company of moderate size and have been in business for more than 50 years. Sales figures range to $30 million per year, and the company employs approximately 600 people in its four divisions.

1134 to 4630

The customer had no data processing equipment until purchasing an 1134. It was used primarily for general business accounting applications such as payroll and accounts payable. Sometime later the 1134 was replaced by a 5500 for more processing power and was used for the same accounting applications. Around 1979 the 5500 was converted to a 4630 DATASHARE system. Included with this system were a couple of 3600s and a 340 LPM belt printer. This was eventually upgraded to 60 MB of disk storage and four workstations. The same business accounting programs were still being utilized on the 4630 that were used on the earlier systems. New applications for inventory control and a work-in-process application for the contracting services were subsequently being added.

The Puzzle Unveils...

This is where problems began to appear. Development was required to take a back seat to daily jobs due to limited amount of time available on the system. As daily work loads increased, the amount of time required to do these jobs also increased. Daily jobs were soon taking all day to complete and so left very little time for development work. Little or no development to make the present programs run more efficiently could be done because of the shortage of processor time.
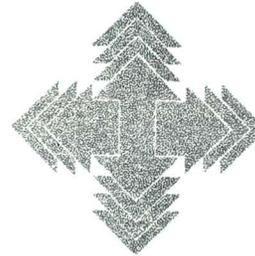
"I know when I outgrow the 8800, Datapoint will have something bigger and better for me."

Note that when a DOS function or utility such as SORT is requested from a program in DATASHARE, all other terminals on that DATASHARE system are suspended; that is, no work may be done while the the function is being performed. This is called "rollout." Once the function has completed, all terminals are released and may then return to complete their respective tasks. The one problem with rollout is simply that it stops all processing at the terminals for the amount of time it takes for the requested function to complete. The time required for rollouts to be performed cuts into the time for the daily jobs. But, as the workload increased, so did the requirement for rollouts.
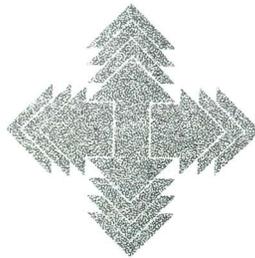
RMS permits both workstation and datastation environments to exist on the same low cost terminals.

Disk space was growing short as most archiving of files and data was being left on-line. Off-loading to tape was too time consuming for the amount of data to be off-loaded. The data being mostly lengthly reports, it was easier and less time-consuming for the customer to leave them on-line. Approximately 70 percent of the files were ISAM files, which caused a large disk space overhead. One solution sought was the use of partition supervisor software PS66. This helped subdue the problem for quite a while. The partition supervisor software permitted two programs to run concurrently; however, by the time the work load had grown to 10 or 12 full hours of production work a day, this could not efficiently solve the problem any longer.

To correct the problem and allow for future growth, our customer had basically four problems he needed to solve. One, he needed a workstation environment that would eliminate the requirement for rollouts. Two, more than the 60 MB of disk space was needed and the long range requirement would be for more than 200 MB. Three, future development plans required 3780 communications capabilities for an on-line cash register system to remote stores. And four, the cost had to be within a predefined budget set by the company.

ARC under RMS will allow graceful, cost effective expansion, and RMS ARC offers the best of both worlds.

Possible Solutions Revealed

The first answer to their problem would have obviously been DOS ARC. There are ample ARC configurations capable of satisfying the situation. ARC could create a workstation environment by attaching low cost 3800 processors to the customer's already-existing 6600. The requirement for 200 MB of disk storage could be handled any number of ways. One way was to use the existing 10 over 10s and upgrade them to 180 MB or to convert the 10 over 10s to 25 MB drives and go directly to the maximum of 200 MB. Future storage growth could be handled by an additional file processor. With ARC, a processor may be dedicated solely to communications. The cost would depend on the configuration used. With all that processing power and growth capabilities, you must agree that ARC is still within most company budgets for these kinds of requirements.

After fully assessing the customer's immediate needs and his requirements for future growth and costs, the S.E. and SMR felt the various ARC configurations best suited for the customer's needs were actually more costly than an 8860 in the long run.

Daily jobs can be run without costly time delays due to rollouts, and development jobs can be in progress concurrently.

RMS permits both workstation and datastation environments to exist on the same low cost terminals. The configuration can be changed at any time to fit the needs of any particular situation. It also allowed workstation growth at the lower cost of terminals rather than at the higher price of processors. Disk and memory could be added in easier and less costly increments than under an ARC system. To start with, a bare 8800 comes with 202 MB of disk. Immediately, this reduced the need of a second file processor. And the 8800 could be upgraded to a maximum of 1 gigabyte of disk storage! 3780 could be dedicated to a terminal instead of a processor, and better yet, when that terminal was not being used for communications, it could participate in DATASHARE or as an independent workstation.

The decision finally came to the bottom line, which was total system cost. Terminals are definitely cheaper than processors. The disk and memory increments could be cost justified more easily than a whole processor. Overall the 8860 was cheaper, and the customer could still take advantage of the waived software license fees. Once a price was decided on, the next step was financing. Third party leasing opened a less costly option than the traditional Datapoint lease and purchase plans and made purchase benefits more inviting.

Five of the terminals are being used for datastations and two for workstations.

The fact is that multiple DOS boxes were not the ultimate solution to this customer's problem. Although ARC would have solved all of their concerns, RMS was the big consideration. ARC under RMS will allow graceful cost effective expansion, and RMS ARC offers the best of both worlds. The customer liked and wanted what RMS and ARC could offer and felt that his dollar would be best utilized if the jump to the 8800 was made now instead of later after several DOS "boxes" had been acquired, and it also eliminated the fear of a "box" not being supported by future products. Since they have always had just one "box" (the 4630) to work with, the customer was pleased to hear his problems could be solved with one "box" and so the transition was made very easy.

Guidance and Dependability Are Keys to Decision

With the expert guidance of their salesperson Tom O'Keefe, and the excellent performance of the 4630, the customer decided to make the investment. Our customer now has an 8860 with 384K of main memory. He kept the belt printer and workstations from the 4630 and added two more 8200s, a foreign ADDS terminal, which is 3600 compatible, and a 9584 magnetic tape drive. Now, daily jobs can be run without costly time delays due to rollouts, and development jobs can be in progress concurrently. The 3780 communications software may be driven via an 8200 concurrently with other jobs on the 8800.

The 8860 came with 202 MB disk storage and already the customer is at 45 percent utilization of the 202 MB. Five of the terminals are being used for datastations and two for workstations. The magnetic tape drive is used to off-load archived data and files that were on-line with the 4630. The RMS speed enhancements to the tape drive made it advantageous for the customer to use it for off-loading the system of archival data. RMS has increased magnetic tape drive speeds so than in some situations it runs faster than it did under DOS.
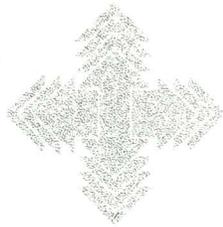
The decision was based primarily on the fine support and system dependability Datapoint has offered.

Our customer expects to be increasing both memory and disk storage in the next 18 months and acquiring a faster printer in the next 12 months. The DP Manager projects that in the next three years the system will grow to approximately one half Megabyte of memory and one half Gigabyte of disk storage and possibly as many as ten remote workstations.

The DP Manager indicated to us that the decision was based primarily on the sales presentation and the fine support and system dependability Datapoint has offered in the past. The 4630 had given several years of dependable service without problem, and the customer was most impressed with this.

Conversion Easier Than Anticipated

The new 8860 was received in August of 1981 and conversion began shortly after installation. Approximately 300 DATASHARE programs and 60 files were converted into RMS. The conversion process took about 11 to 12 calendar weeks, including time spent in RMS education classes learning the software and hardware capabilities.
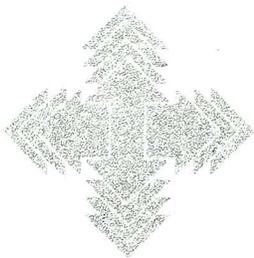
After installation was completed the first application, which was the mid-year inventory control and update subsystem, was converted and running within a day.

Some time loss was also attributed to early software bugs that have now been corrected. After installation was completed the first application, which was the mid-year inventory control and update subsystem, was converted and running within a day. The accounts receivable subsystem was converted and running by the end of the first week. The total conversion was completed by early December of 1981.

Support Praised

In conjunction with our software support group, the Data Processing Manager was instrumental in defining specific problems with the 9214 printer working with the 8860. Minneapolis branch S.E., Bill Gorham, kept close watch and offered reliable support throughout the conversion.

The customer told us he felt that RMS was still in its infancy and he understood there would be bugs and problems he would have to work with until corrected, but with what RMS had to offer it would be worthwhile. He was very satisfied with the support Datapoint offered. Our support teams were given an outstanding rating for their performance in learning and working with the installation. After the first few programs were converted, most of the problems had been identified and corrected or could be worked around to make the remaining conversion go more smoothly.
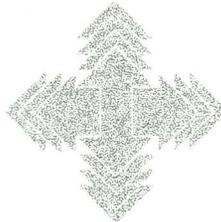
With the capabilities RMS offers, development is under way for several new applications to be added to the system.

Future Applications Abound

With the capabilities RMS offers, development is under way for several new applications to be added to the system. General ledger and a cash register sales transaction accumulator system will be the first applications to be placed on the new system. Budget and sales forecasting and analysis subsystems are a few of the planned applications to be included later on.

The cash register system will connect via 3780 to Intelligent Data Terminal Systems cash registers for batch entry of daily sales transactions from the seven home care hardware stores. There will be one to five cash registers in each store. These registers will have all necessary inventory and item pricing data within their memory. As transactions are created they will be automatically entered into the memory of the cash
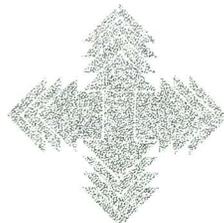
"With Datapoint for $20 a month I can put word processing on my existing data processing system. Can you beat that?"

register. Then at the end of the day a master register will be responsible for collecting the data from the other registers at that store. Then a call will be made to each store for transmission of the accumulated sales transaction data back to the 8860 for processing. Target date

for production was scheduled for February 1, 1982.

The customer is also looking into implementing IEOS and possibly an Infoswitch system. He was recently visited by a competitive word processing company and when asked why he would not consider them, he replied most graciously, "For $20 a month I can put word processing on my existing data processing system. Can you beat that?"

Happy Endings

The overall company attitude toward the new RMS system is one of general acceptance and satisfaction. The operators are most pleased that they no longer have the down time for rollouts. At first, DATASHARE did not perform to their expectations; it was somewhat slower than they had anticipated. One contributing factor was that not all RMS capabilities had been fully implemented. I/O optimization and the File Management System could increase DATASHARE speeds substantially if implemented. Also there is some relief expected in future releases of RMS DATASHARE. The RMS utilities were accepted with enthusiasm. As our customer put it: "They're great!"

The DP Manager has been with the customer firm for almost two years. He had not had any prior experience with Datapoint and sounded very enthusiastic about the product. Coming from an IBM background he had this to say about Datapoint software:"I was impressed—the software is very advanced in comparison to the big hardware."

And there you have it! The enthusiasm for Datapoint hardware and the proper support brought together a winning combination for the customer's data processing department, not to mention a winning customer for Datapoint!

I wish to thank the customer, Datapoint SR Tom O'Keefe, and SE Bill Gorham for sharing this customer's success and enthusiasm for the RMS-8860 system with us. Congratulations to the Minneapolis region on their first RMS installation.

Lee Hollow
Ext. 7151

How to Configure Remote Terminals

The drawing below should help to clear up some confusion regarding the procedure to follow when configuring remote terminals. Whether the function of the terminal is to be a datastation operating under DATASHARE, or a full function workstation operating under RMS, the physical hardware configuration is unaffected.

Crucial is the link between the modem (9478 or 9479) and the telephone line company. This area has been denoted by the symbol "A" on the drawing. If the line terminator jack is supplied by Bell, (RJ45S), no cable option for the 9478 or 9479 modem will be required — the default cable will work. The Standard Cable has an 8-pin modular plug which fits directly to ordinary dial-up installations.

If the installation is under PBX, or a key telephone system, a 6-pin telco jack is required to connect the 9478 or 9479. The modems require a cable with a 6-pin modular plug. The 6-pin jack by Bell is model coded RJ116 or RJ11C, and the appropriate cable option for the 9478 or 9479 is 0561.

If the 9478 or 9479 modem is connected over a two-wire unconditioned, leased line, the 0067 cable option is required. The Bell model code for the line terminator used in a leased line evnironment is typically 42A. This type of terminator is referred to as a block terminator with contact posts. The 0067 is equipped with color coded lug connectors which are connected to the contact posts on the terminator block.

Line Type	Telco Jack*	Terminator Type	Cable Option
Dial-up	RJ45S	8-pin modular plug	None- uses default
Dial-up PBX or Key Systems	RJ11C or RJ116	6-pin modular	0561
2-Wire Leased	42A	Terminal Block with lug connectors	0067**

* All line terminator jack model codes were supplied by Southwestern Bell and may vary with other telephone companies.
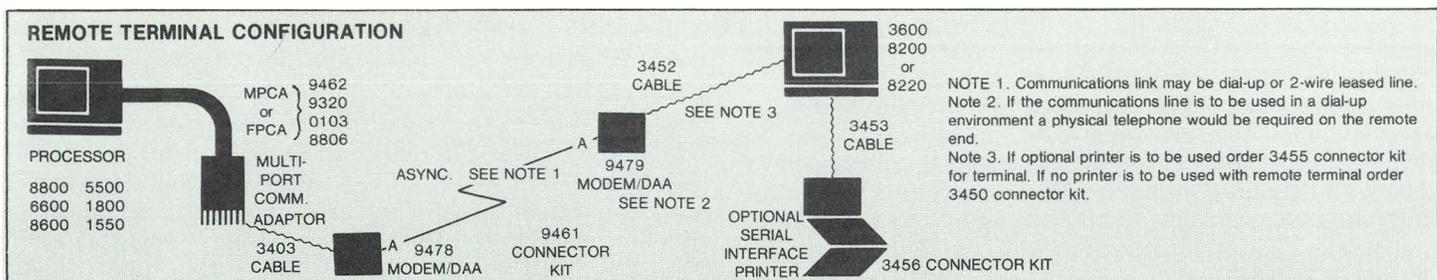
** 0067 cable option cancels old 0562 cable option for two-wire leased lines.

Caution: Four-wire leased lines are not supported.

For more detiled information, see Split Speed Modem Product Specifications, model code 60928. This document was revised Aug. 21, 1981, reflecting the new 0067 cable option for leased line support. Also reference Dataflash #229A.

Good luck and good selling!

Steve Parrish
Ext. 7151

REMOTE TERMINAL CONFIGURATION

PROCESSOR
8800 5500
6600 1800
8600 1550

MPCA or FPCA
9462
9320
0103
8806

MULTI-PORT COMM. ADAPTOR

3403 CABLE

A 9478 MODEM/DAA

9461 CONNECTOR KIT

ASYNC. SEE NOTE 1

A 9479 MODEM/DAA
SEE NOTE 2

3452 CABLE
SEE NOTE 3

3600 8200 or 8220

3453 CABLE

OPTIONAL SERIAL INTERFACE PRINTER

3456 CONNECTOR KIT

NOTE 1. Communications link may be dial-up or 2-wire leased line.
Note 2. If the communications line is to be used in a dial-up environment a physical telephone would be required on the remote end.
Note 3. If optional printer is to be used order 3455 connector kit for terminal. If no printer is to be used with remote terminal order 3450 connector kit.

New Features to RMS Editor

If you haven't seen the new text file editor available in RMS, you have been missing something big.

The folks in software development have made some super changes in EDIT. For example, it is now possible to move or copy complete blocks of text from one place to another in a file. And it is even possible to create a new file from a block within the text file you are editing.

In addition, it is now possible to bring in a block of text from a file external to the file you are editing. A HELP! option has been added to the editor, just in case you forget how to do an operation. And the find, locate, and modify commands have been limited to certain fields or columns of the record. Finally, a global modify allows you to change any string in a file to any other string in the file.

The Global Modify

Suppose you have a program in which you want to change variable WXYZ to VALUE1. Edit will allow you to enter

> :MG WXYZ   VALUE1

and every occurrence of WXYZ will be changed to VALUE1. If you are concerned that you might change a WXYZ that you don't want to change, enter

> :MVG WXYZ   VALUE1

and Edit will require you to verify each change by entering a 'Y' before the change is made.

The Column and Field Limit Functions

If you want to limit find, locate, or modify commands to specific fields or columns, enter

    :Mm:n value1   value2

for column limits, and

    :Mm,n value1   value2

for field limits.

The "m" represents the first column or field value, and the "n" represents the last column or field value. So if you want to change all of the WXYZ's in columns 21 to 25 of your file to ABCD's, enter

> :MG21:25 WXYZ   ABCD

Copying From Location A to Location B

Now suppose you need to copy a block of text from one location to another location in the file in order to change the logic of your program. Prior to this version of Edit you would probably use the Build program. Now, if you

need to move records 200-225 after record 500, you would simply position the cursor at record 500 and enter :GA500 and then enter

> :MOVE 200:225

and the block of text would "take a hike" to the desired location. And if you want to move 26 records starting with record 200 to the position after record 500, enter

> :GA500

to get to the destination, and then enter

> :MOVE 200,26

Copying Information

If you want to copy information the same format holds true. You simply replace the :MOVE with a :COPY command. Remember that the information remains in the "source" location also; you simply copied it to an additional location.

Suppose you have a code in another program that is very useful and you want to get some of it in the program you are now editing. If the other program's source file name is SUPERPROG/TEXT and the code resides in records 1000 to 1105 of SUPERPROG, enter

> :PA SUPERPROG/TEXT 1000:1105

and Edit opens the file, locates the records and copies them into the document you are currently editing.

Saving the "Goodies"

Suppose you just discovered some super fact of programming science in the program you are now editing, and want to save it to use later in another program as an include file. RMS Edit will allow you to save the records as a new file if you enter

> :PO SAVEGOODIES/TEXT 350,8

This puts records 350-357 in a new file called SAVEGOODIES/TEXT.

There are more enhancements to RMS Edit to be found in Volume II, Chapter 4 of the RMS User's Guide.

"Magic" Incentives

Sample programs are being solicited by Mr. Magic. If yours is judged to be the best entry by April 15, 1982, Mr. Magic will send you one of his Original Magic Wands. Send your entries to Mr. Magic, c/o Ted Rohling, MS K-15.

Ted Rohling
Ext. 7151

DDP: The Buying Decision

Datapoint, the Leader in Dispersed Data Processing, was a trailblazer in the movement over the last decade to distribute data processing. Distributed Data Processing ranks with networking as a major change in the world of business information processing. This article explores some of the aspects of that change.

What is Distributed Data Processing?

For our purposes, we'll define DDP as minicomputers or intelligent terminals operating in locations remote from the central, corporate DP department which operate interactively, maintain local databases, and generate reports locally.

DDP and Local Area Networks

The Local Area Network is a specialized form of DDP. It will, for instance, ultimately encompass more functions than data processing— word processing, interactive graphics, video, etc. It will also include long haul, as well as short haul, communications. DDP is literally the distribution of the data processing function and, in many cases, all that is truly distributed is data entry. The Local Area Network can be viewed as a single information processor, of logical construct, allowing physical distribution in an integrated mode of function and data.

The Survey

Less than a year ago, *Fortune* surveyed the Fortune 1300 on the subject of Distributed Data Processing. Of the 1,300, 507 complete responses were received. The following summarizes some of the major areas of that survey. (Incidentally, the vendor rating table in the January issue of *Datapoint Marketing News* was taken from this same survey.)

Motives

As might be expected, there were no big surprises regarding the motivation to distribute data processing. The top four reasons given were:

*Localizing responsibility and support	22%
*Improving response time	13%
*Off-loading host computer	12%
* Reducing cost	10%

Requirements

There were also no big surprises regarding the requirements. These users were distributing to meet a number of requirements and objectives. The top four requirements were:

* Reduced dependence on a single source
* Remote access from central sites
* Retained centralized control
* Modular growth

While the top four vendor selection criteria were:

* Support and service
* Reliability
* Compatibility
* Operating system quality

Networking adaptability ranked 9th, cost—11th, assistance in applications—17th, and advice from in-place mainframe vendors—19th.

Who Decides to Buy?

Here's where the surprise came. The classic pattern for the buying decision—from initial survey and recommendation to final approval—is shifting. There are less people involved (down 20% or more from the past decisions made for DP installations), and more of the people involved are non-technical. It is now almost as likely for the chief financial officer to sponsor a DP installation as the director of MIS. Consider this profile of those involved in various phases of the decision process:

	D.P. Functions	Non D.P. Functions
Direct Involvement	38%	62%
Approval to Distribute	49%	51%
Selection of Site/Function	56%	44%
Vendor Evaluation	70%	30%
Vendor Approval	58%	42%
DOP Champions	52%	48%
Responsible for Vendor Dismissal	58%	42%

While not a majority, it is clear that the non-DP are clearly taking a voice in these decisions as distribution moves data processing out of the closed world of the computer room.

What It Means To Us

The trend in advertising is no accident. Several years ago a picture of a mainframe or a tape library, or a whole computer installation was fine — particularly if you could work in a comet shooting across a stellar backdrop behind the machine. Today you have the executive and his machine, usually in a friendly pose. Distribution, pioneered by Datapoint, has brought the computer to the user, and to a new breed of user. It's no wonder that the selling process is changing.

Epilogue

Reprints of the survey are available from:
Fortune—DDP Decisions
Room 806-B
Time & Life Building
Rockefeller Center
New York, New York 10020
Cost is $10. a copy; $8. a copy for 25 or more.
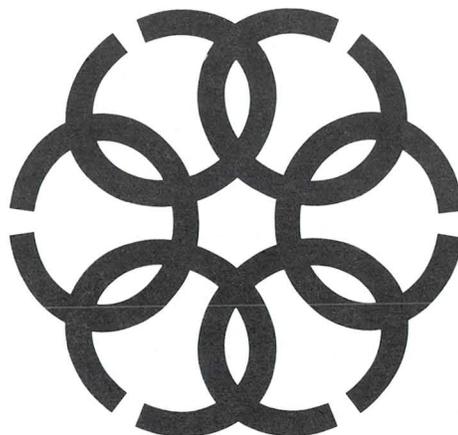
Bob Harris
Ext. 5212

New Release of S1500 Available

S1500 was created to provide a convenient collection of the most commonly used software for the 15XX user. The release of S1500 3.1 continues with this theme. Here's what's in S1500 3.1:

CC278015	2.2	CONCURRENT 2780 Emulator
CC378015	2.2	CONCURRENT 3780 Emulator
CCDP15	4.1	CONCURRENT DATAPOLL Programs
CHARIN15	2.1	International Character Set Generator
DB15	2.4	DATABUS Interpreter
DBCMP15	3.1	DATABUS Compiler
DCDFMT15	1.4	Diskette Converter*
DOS.H	2.6	1500 Disk Operating Systems
DPS15M	4.1	DATAPOLL Synchronous Disk Master Program
DPS15S	4.1	DATAPOLL Synchronous Disk Spooling Program
DS1500	1.1	1500 DATASHARE*
FCOPY15	1.1	1550 Inter-Density Diskette File Copy*
JOB15	3.1	Concurrent Job Loader
LIBSYS15	1.3	System Library Maintenance Utility
PRINT15	3.1	Concurrent Print Program
S1500/RFM		S1500 Release Form
UNITRM15	1.5	Universal Terminal Emulator

Those items noted with an asterisk are new to S1500 3.1. Notice that no user's guides are included as part of S1500.

S1500 is available on three different media. To order it for your customer, list the appropriate model code on an SOS:

Carolyn Lusk
Ext. 7151

Model Code	Media
40291	5 SS SD diskettes
40464	2 SS DD diskettes
40456	2 DS DD diskettes
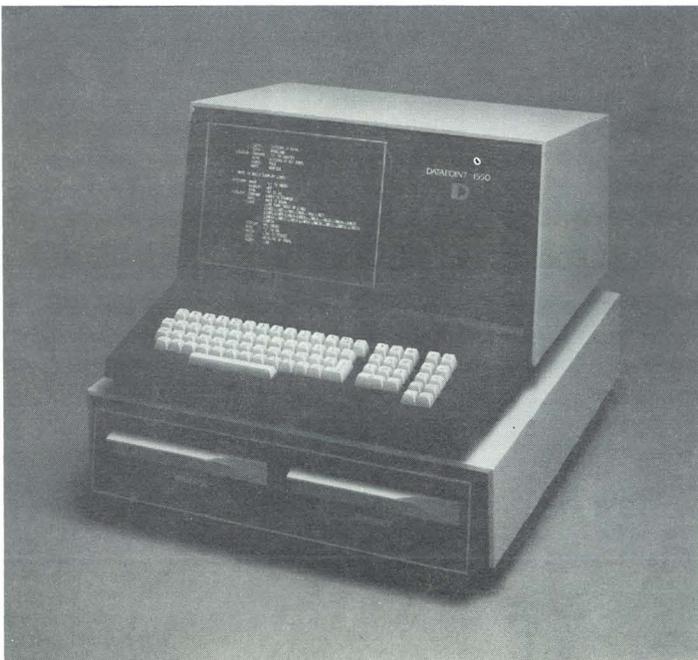
Datapoint 1550

Federal Proposal Team Helps Close Sales to Uncle Sam

Beginning with FY82, Datapoint management placed increased emphasis on attaining more government business. The federal government spends more than $8 billion each year on computer hardware. This necessitates our participating in and winning more competitive federal procurements.

The FY82 Incentive Compensation Plan stimulates cooporation between field sales activities and federal operations in Washington. Major projects coordinated jointly can provide full compensation to the field sales activity, even if procurement takes place at headquarters.

Federal operations is now the focal point for all federal competitive solicitations. A proposal team has been established in federal operations under Bob Huberfeld to coordinate and respond to all federal RFP's and IFB's.

During Q1 and Q2 the Federal Proposal Team accomplished the following:

*Established the policies and procedures for federal government bid responses.

*Set up a timely and thorough Commerce Business Daily review/request procedure.

*Submitted Standard Forms 129 to get Datapoint on appropriate Bidders' Mail Lists around the country.

*Established appropriate files for CBD's, soliciations, responses.

*Met submission deadlines for bids.

*Established Lynn Runnels, Bid Team Manager, as focal point "how to" questions relative to federal bides nationally.

*Established boiler plate files for ready insertion in federal proposals.

*Generated WP files and support for federal proposals.

*Created lost order file with reasons for losses, and to whom.

In addition, this team has competed successfully on three federal solicitations. The pipeline is expanding and is establishing Datapoint as a viable competitor in the federal market.

All field sales people should avail themselves of this additional tool. Notify Federal Operations as far in advance as possible. The earlier the involvement in procurement actions, the better the opportunity to mold the solicitation to our advantage.

Please contact the following people at speed number 527 for assistance in federal procurements:

Lynn Runnels—Proposal Manager
Neel Price—Federal Branch Manager
Bob Huberfeld—Director Federal Operations

Rep Conference a Big Success

Datapoint was pleased to welcome more than 140 Domestic Sales Representatives and their spouses to the 4th Annual Representative Conference, held at the Four Seasons Plaza Nacional Hotel in San Antonio Jan. 20-22. A cocktail party was held at the hotel on Wednesday evening to welcome the representatives.

The meeting began early Thursday morning with an address by Ed Gistaro, Executive Vice President of Finance and Corporate Development, who spoke on Datapoint's corporate direction. Other speakers were Mike Horridge, Steve Wood, Bill Davis, Earl Steman, and Jack Trostle. Vince Balhorn, Vice President and General Manager of Customer Service Group, made a special guest appearance.

In the afternoon, representatives were able to meet with departments on a one-to-one basis. At the same time, Product Marketing gave equipment demonstrations, and later the reps demonstrated their software.

On Thursday night, the entire group went to the Institute of Texan Cultures for a "Western Dinner." Awards were presented to the top representative from each region, and the top rep in each Sales Operation Area. These reps were chosen on the basis of business performance, customer support, marketing expertise, and significant added-value in vertical markets.

The Top Representative of the Year was awarded to MDS of the

Rep of the Year MDS: *Left to right, Mike Lane, RMM, southwest region; Jim Silva, RMM, north central region; Jim Behan, accepting award for MDS president Jon Romnes.*

Top Rep, Western Ops Area: RAM Systems Inc. *Carol Enright, left, and president Richard A. Mosman of RAM Systems Inc.*

North Central Region. The regional winners from the Eastern Operations Area are: Blumenfeld Marketing, Ecco Consulting, Octo Limited, Subject & Wills, and UCS. UCS won the Top Representaive Award for that area.

The Western Operations winners are: Chilson Management, Inc., EDP, Jim Gordon Systems, MDS, and RAM Systems. RAM Systems won the Top Representative Award for the Western Operations area.

Product Marketing provided product updates followed by a question and answer session for the Friday morning wrap up. Sharon Booth presented a class on sales presentation skills.

Top Rep, Eastern Ops Area: UCS. *Left to right, Ed Finegan, RMM, New York metro region; Joseph Yeghen and Aida Yeghen of YCS.*

Carol Muir
Ext. 5181

Consultants Program Started

In February the first 100 copies of the Consultants Program Reference Manual were mailed to consultants in the elecronic office industry. This four-volume set is designed to provide general information on Datapoint and its products to consultants who advise current and potential customers on Datapoint products.

The first two volumes of the reference manual begin with a General Information Section, which includes"A Capsule Look at Datapoint," the 1981 Datapoint Annual Report, and brochures on DATASHARE, ARC, ISX™, and RMS. The following sections are on processors, word processing, EMS, LightLink, peripherals, color business graphics, data communications, voice communications, and ISX. These sections contain flysheets, brochures, and product specifications for the products.

The third volume contains a copy of the software catalog and the field-developed applications catalog. Volume four contains current price books and information about services for products.

The consultants are advised to contact Datapoint Sales Offices for specific product information which is not contained in the reference manual.

In March each Branch Office will receive one copy of the reference manual. These offices will also receive a bi-monthly mailing of updates which will begin in April. In the next issue of *Datapoint Marketing News,* there will be an article which explains how sales offices can implement their own program for local area consultants.

Marilyn Elliott
Ext. 7950

Consultants Program Reference Materials

Guidelines for Selling to the Government

If you want to do business with city, county, or state governments, there are precise guidelines you must follow. Policy & Procedures II-2 (Processing of State, County, and Municipal Government Solicitations) has been updated and revised. Copies were sent to all field sales personnel. The P&P specifies responsibilities of the various participants, and indicates the best method for processing responses.

Please note that the field is responsible for preparing the response. The home office is charged with review and approval, which is signaled by a cover letter and appropriate corporate officer signatures. Without this review and cover letter, you do not have a Datapoint response.
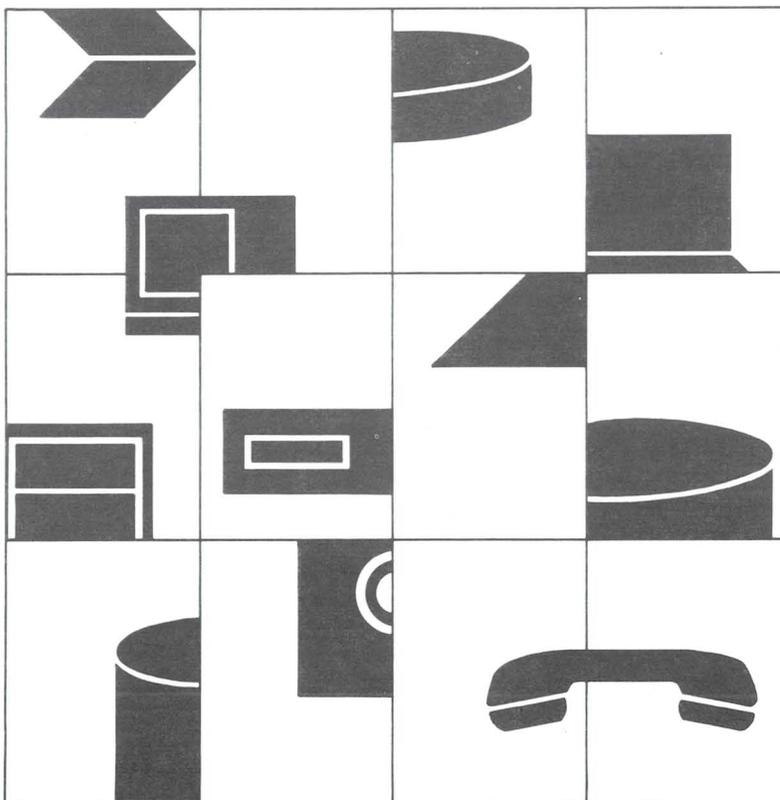
The review process involves Product Marketing, Legal, Controller, and Customer Service personnel. Government Marketing acts as a coordinator of these groups in the bid review process. Timing is usually critical; therefore, it is important that enough time be allowed for review. The P&P requires eight working days in San Antonio.

GSA Pricing is not granted to any of these governments — only to federal agencies. States do not qualify. All requests for non-standard pricing are to be handled through normal channels, as are other requests for pricing relief.

If you have questions, call 512-699-5086. All questions pertaining to federal sales opportunities or GSA pricing should be directed to the Federal Marketing Region, speed number 527.

Bill Wimp
Ext. 5242

The Inflation Fighter Program

By now, most of you have seen or heard of the special Third Quarter Inflation Fighter program. Many of you have probably already seen tangible evidence of the program, including increased sales and larger bonuses. Success stories are already being tabulated and will be broadcast to all sales management in the next few days. In the meantime, a few more words about the program and what it really means:

Why an Inflation Fighter?

A lot of people are busy crying doom over double-digit inflation, recessionary trends, and economic disaster — from the personal to the national level. To those people, we're saying "Bunk!" Sure, money — the liquid kind that we use to buy things with — is in short and costly supply. And yes, sales aren't what they used to be, particularly if you're selling automobiles.

Despite this perception, our era is one of the most productive ones of the past twenty or thirty years. Business isn't coming to a halt. Business costs are up and management is concerned about these spiraling costs. Any tool that can help control cost will be worth its price many times over.

Datapoint systems are cost control tools, designed to offer the user more capability for less cost. Selling increased productivity in a recession is like selling a solution hand-tailored to the problem. Selling a service with cost, quantity, and delivery incentives is the proverbial icing on the cake.

What is the Inflation Fighter?

The Inflation Fighter package is a set of customer incentives in the form of discounts and reduced lead times, and sales incentives, such as bonuses, designed to roll back market resistance and turn the economy into a selling aid. The Inflation Fighter is also the leading edge of an intensive marketing support effort being mounted by Product Marketing and the Product

Line organizations. That effort, already underway, has been chartered to:
•Increase Q3 and Q4 revenues across the board, and
•Address the marketing issues raised by sales and service in the recent field survey.

The people involved have one, and only one, purpose: to support the marketing and sales efforts.

The Strategy

Datapoint established itself as the Leader in Dispersed Data Processing™ with unique products such as DATASHARE and ARC™. Now, we have the Integrated Electronic Office™, with a future wave of graphics devices, communications products, and a host of new operator oriented capabilities. We may have lost focus, in that wave, on our mainstay products.

DATASHARE remains the best data entry tool available in the industry. ARC, a proven method, in the performance and cost sensitive d.p. world, is still the optimum solution for distributing processing power and building a physically modular, logically whole computer. It is the clear leader in the Local Area Network race. And value added Local Area Networks are the integrator in the Integrated Electronic Office. IEO buyers are having a hard time finding a good answer to the value added question from other LAN vendors. With Datapoint, they don't need to ask.

Strategically, Datapoint is changing its course, without altering direction. Let's stress the proven capability and available systems. DATASHARE is still a unique and competitive product. It is also typically the beginning of yet another ARC. Every ARC that is installed brings Datapoint one step closer to the establishment of ARCNET™ as the de facto industry standard for Local Networks (a billion dollar market, according to one source).

What's Happenning

The home office resources involved in this effort will be backing up that strategy with:
•Additional user-oriented documentation and sales aids.
•Instructional and promotional video tapes.
•Success stories.
•Competitive analysis.
•Product packaging and tactical recommendations based on analysis of the installed base and the backlog.
•Direct pre-sales assistance, particularly in account situations involving configuration assistance.

Initially, efforts will be concentrated in four major thrust product areas:
*ARC III (8XXX product based)
*DATASHARE
*1550
*ACD/CDR

Here and Now

Some readers are saying, "I've heard all this before. What does it really mean to me?" Today, you can
•Utilize the Inflation Fighter package to close, or move in sales (and bonuses) immediately.
•Order a full set of 35mm slides on "Datapoint—the Leader in Local Area Networks."
•Request and receive support for configuration analysis, quote evaluation and presentations.
•Order an ARC III Handbook, a comprehensive set of notes and sales tips on the third generation local network.

In the near future, we will have office applications documentation, success stories, video tapes and more slide shows, special training, competitive profiles and more.

We can't redirect the national economy, but Datapoint is going to roll back the recession in Dispersed Data Processing.

Bob Harris
Ext. 5212

Systems Education Announces New RMS Course

Beginning Feb. 22, Systems Education will offer a third RMS course, RMS User-Mode Assembler Language Programming. The course (called RMSII in the class schedule) is a five-day class designed to teach the fundamentals of user-mode assembler programming under the RMS Operating System. The goal of the class is to provide the student with the experience and skills needed to develop special-purpose packages and application packages in RMS assembler.

Included in the course are the following topics:
- Rules for assembler programming in RMS
- RMS library structure
- Structure of a task's PCR
- Coding for local and independent tasks
- Workstation and datastation I/O procedures
- Command line processing
- Sequential and random text file I/O procedures using FAR
- Printer/print file I/O procedures using FAR
- UFR's for manipulating the data in the PCR
- Pipe I/O procedures

Note that since this course emphasizes the user-mode aspect of assembler programming, there will be no discussion of nucleus internals, writing nucleus-level device drivers, or similar topics.

Lab work wil be assigned to emphasize the topics covered in class. A significant amount of after-hours time will be required to complete the lab work.

Prerequisites for this class are:
1. Completion of Systems Education's RMS I class
2. Completion of Systems Education's RMS II class
3. Completion of Systems Education's Assembler II class or equivalent experience. Important: This course assumes that the student is familiar with the 5500/6600 user-mode instruction set.

Billy Taylor
Ext. 7368

Recent graduates of a Systems Education course.

1550 — One Year Old

It's been one year and 3,000 orders since the 1550 was announced last February. It has been a shining success.

Improvements to the veteran 1500, which made it a 1550, have been well received. The speed of the processor was doubled, the memory increased by 32K for a maximum of 96K, and the diskette storage was quadrupled from 1/2MB to 2MB, all for nearly the same price.

Improvements to Software

It was not only hardware that improved over the past year. Existing software has been enhanced and new software has been added.

DATASHARE on the 1550 has been greatly improved. Not only did we significantly increase the speed, but we also added new features, such as 2-port DATASHARE from diskettes, and new verbs to make it more compatible to DS6.

IEOS was enhanced to be compatible with existing IEOS versions and EMS support was added. RUP was added to the already large repertoire of the 1550's communication protocols.

The support of CP/M from Lifeboat Associates was probably the most significant software announcement for the 1550 this year. More than two hundred application programs have been made available to the 1550 through the support of CP/M.

The 1550 has come a long way in one year and it will go even further in years to come. Thanks to everyone who has made the 1550 such a success. Continue the good work.

Rafael Maymi
Ext. 7151

Furniture Update

Recent improvements have been made in the Datapoint Integrated Office Furniture program that will help you sell these products. Among them:

1) The 0554 Printer Stand:
* May be used with the 30cps, 45cps, and 160cps printers.
* May be ordered with a printer on an EOS.
* May be purchased at quantity pricing.
* May be leased.
* Will be shipped with the printer, when ordered.

2) Orders for the other Integrated Office Furniture products need not be held until corresponding hardware, if any, is delivered.

3) The Workstation Table, Riser Shelf, and Peripheral Carrier (and the 0554 Printer Stand ordered without a printer) should be ordered via the Supplies Order Form. When doing so, salesmen should be sure to provide their name, Building Identification Code (BIC), or Mail Station, and the requested delivery date in the available space on the form.

Your support is needed to make this program a success. Your input is highly valued.

Complete U.S. pricing of the furniture is as follows:

		Stat	Maint	Instl	1-3	4-10
0554	Printer Stand	1	N/A	$ 30*	$250	$238
0582	Workstation Table	1	N/A	30*	595	N/A
0583	Peripheral Carrier	1	N/A	30*	275	N/A
0584	Riser Shelf	1	N/A	15*	375	N/A

		11-25	26+	Rent	1Yr	2Yr	3Yr
0554	Printer Stand	$225	$213	$ 13	$ 10	$ 9	$ 8
0582	Workstation Table	N/A	N/A	N/A	N/A	N/A	N/A
0583	Peripheral Carrier	N/A	N/A	N/A	N/A	N/A	N/A
0584	Riser Shelf	N/A	N/A	N/A	N/A	N/A	N/A

*These rates apply when the furniture is installed at the same time as the system used with it. These charges are incurred in addition to system installation charges. When installation of furniture only is required, it will be subject to the minimum charge per call (currently $165.).

Randy Mudarri
Ext. 5380

Top Ten Revenue Producers for Q1

Announcing the Top Ten Revenue Producers for the first quarter of FY 1982:

1. Bob Roth — Southern Region
2. Thorn Walker — Mid-Atlantic Region
3. Mike Bazany — Northeast Region
4. Chuck Humblias — New York Region
5. Ed Lee — New York Region
6. Dennis Doonan — North Central Region
7. George Rangitsch — Northwest Region
8. Tom Lowry — Great Lakes Region
9. Larry Elliot — Southern Region
10. Mike Prevendar — Great Lakes Region

Congratulations!

Mike Horridge
Financial Marketing Director
Ext. 5238

Expanded Font Update

The expanded font option, model code 0061, is available only as a field installable option. There is no installation charge if included with initial printer installation.

There will be an installation charge of $65 if installed at a later date than the printer. (This is subject to a minimum charge of $165. on site visit.)

Debbie Pena
Ext. 5191

Press Kits Available

Announcement materials from the recent product announcements in New York are now available from Corporate Communications. The kits include press releases, flysheets, sample output packages, and brochures on the CBG system, the Laser Printer, and the Facsimile Interface.

Cost is $10 per packet, plus mailing cost, charged to your cost center. Minimum order is 10 packets. Quantities are very limited. Order yours from Bonnie Cushman at ext. 7059.

Laser Printer Update

Datapoint's 9660 Laser Printer has aroused an enourmous amount of interest in the marketplace. To date, 20 Laser Printers have been booked.

Preliminary Marketing guides are available for the 9660 Laser Printer. If you have not received yours, contact Jim Moore at ext. 5191.

Debbie Pena
Ext. 5191
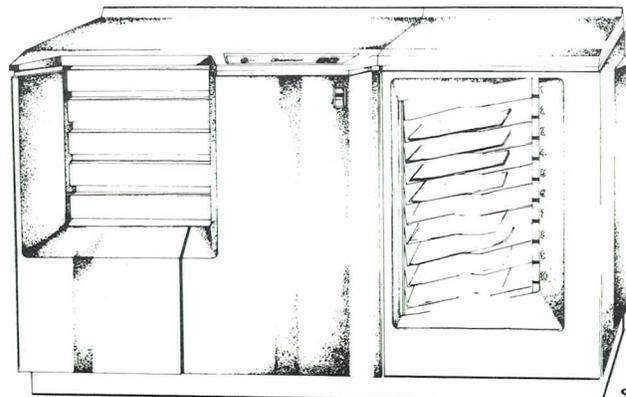
S. King

Cut-Sheet Feeder Offered for 9601/9602 Printers

The Datapoint 9605 Cut-Sheet Feeder attaches to the Datapoint 9601 and 9602 45 CPS Printers. It provides automatic feeding of single standard bond cut-sheet paper. The cut-sheet feeder selects a single sheet from the input hopper and automatically inserts and registers it into the printer. Upon completion of the print cycle, the feeder ejects the sheet into the output hopper. The feeder can be attached and detached by the operator without removing any printer hardware.

Easy Interface

The cut-sheet feeder/printer interface is clean and simple. The cut-sheet feeder is mechanically connected around the platen bearings, so it makes no connections to the paper bail. Electronically, the cut-sheet feeder interfaces via a cable to the printer option board.

The feeder will handle 18-24 pound bond 5.5 to 12.0 inches wide and 5.0 to 14 inches long. Both input and output hoppers will stack approximately 200 sheets of 20 pound bond. The Cut-Sheet Feeder Product Specification, Document No. 61214, contains further information.

Order as an Add-On

The option, now available, can be ordered as an add-on to new 9601/9602 printers or installed as a field upgrade by your Customer Service Representative. The sheet feeder requires an options connector on the top left side of the printer. If the options connector is not on the printer, your representative must upgrade the printer.

Debbie Pena
Ext. 5191

Significant Sales: MCI Installs ACDs

MCI Communications Corporation, the nation's second-largest provider of long distance telephone service, has purchased 16 Datapoint Automatic Call Distributor (ACD) systems. The systems are valued at $1.7 million.

MCI will use the ACDs to handle customer orders and requests for telephone service.

Complete installation is targeted for September 1982. Each installation will consist of a Datapoint 6600 host computer with 90K of memory, 21 agent telephone instruments, four CRT supervisor consoles, a 160 CPS matrix printer to provide hardcopy management reports, and an intelligent switching subsystem to distribute calls automatically.

Headquartered in Washington, D.C., MCI employs nearly 2,000 people and serves more than 450,000 customers in the continental U.S. In fiscal 1980 the company earned $21.1 million on revenues of $234 million.

The Great Flood

A recent copy of *Computerworld* carried a story about a potential suit against Wang Corporation by a user with a two-year old service problem. An incident at a long time Datapoint customer site presents an interesting contrast.

A problem in the air-conditioning system resulted in a leak that ultimately dropped both the ceiling and several hundred gallons of water into the computer room. Individual heroics were common as operators stood in ankle-deep water shutting the still-operating system down.

In the aftermath, the 8200's were uncovered and dumped out (their bases having been full of water), blown, and wiped dry. As a precautionary measure, the disk cables were replaced. Without *any other* service, power was applied and the system came back up running.

While we don't suggest regular bathing for Datapoint gear, it's still nice to know that we can handle almost any humidity level, isn't it?
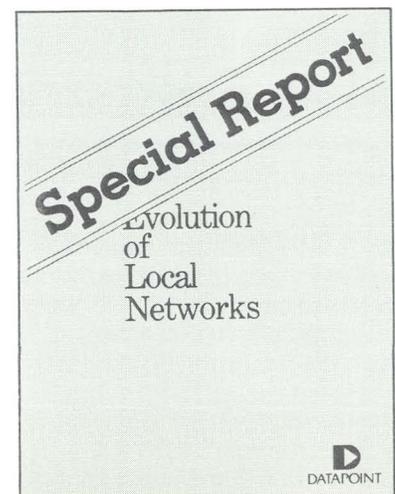
Bob Harris
Ext. 5212

Using the 9605 Cut-Sheet Feeder

Some of you have voiced concern over using 8½x11 inch paper landscape fashion on the 9605 Cut-Sheet Feeder. The default left margin is 2.35 inches from the left end of the platen. This allows existing programs to use the cut-sheet feeder with 8.5 inch wide paper centered in the platen. The specifications for the cut-sheet feeder state that the software is responsible for setting the left margin for other paper widths. Until now, there was no software available to override the default left margin.

There is now a fix available on the FIX system to override the default left margin. It is in the IEOSFORM/LIB.

Local Network Report Reprints Available

Reprints of the Evolution of Local Networks special report published in the Sept. issue of DMN are available from Claudia McNutt at ext. 7542. Minimum order is 10 copies, which will be charged to your cost center. Quantity is limited, so order yours now.

Special Report

Evolution of Local Networks

DATAPOINT

Ad Schedule

Marketing Support Materials

•CDR/Call Detail Recorder — Printout Package — Document No. 61305.

•The 8600 Business Computer Brochure — Document No. 61294

•9696 Film Recorder Product Specification — Document No. 61291.

•Operating the Datapoint 9695 Color Film Recorder — Document No. 61286.

•Operating the Datapoint 9694 Color Business Graphic Printer — Document No. 61277.

•0505 Forms Insertion Guide Product Specification — Document No. 61271.

•Operating the 9605 Cut-Sheet Feeder — Document No. 61239.
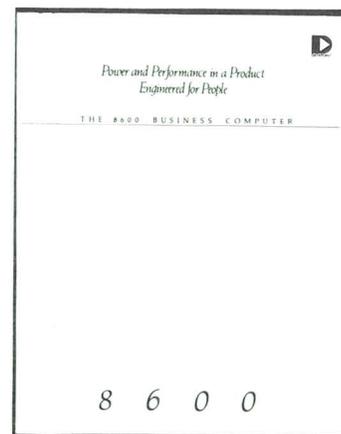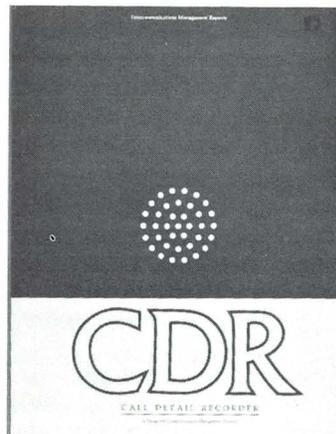
Sales Education

Class Title	Dates	Class Title	Dates
CMP Cross Training (Chicago)	Mar 1-5	Sales Orientation (DP)	May 17-28
ISX/CDR/CASH	Mar 8-11	Sales Orientation (DP)	June 21-July 2
Sales Orientation (DP)	Mar 8-19	Sales Orientation (CMP)	July 12-23
Resource Management Systems Sales	Mar 15-18	Sales Orientation (DP)	July 26-Aug 6
CMP Cross Training (San Mateo)	Mar 15-19	ASR Group III—Phase II	Apr 12-Apr 23
Sales Orientation (CMP)	Mar 22-Apr 2	ASR Group IV—Phase I	Mar 22-Apr 9
Sales Orientation (DP)	Apr 5-16	ASR Group IV—Phase II	June 7-18
Sales Orientation (DP)	Apr 26-May 7	ASR Group V—Phase I	June 14-July 2
Resource Management Systems Sales	May 3-6	ASR Group V—Phase II	Aug 16-27
Advanced Sales School	May 10-14	ASR Group VI—Phase I	July 12-30
Sales Orientation (CMP)	May 17-28	ASR Group VI—Phase II	Sept 27-Oct 8

Software Release Summary

Symbol	Description	DOS	UG	OBJ	Media	Release Date
BASICPLS 2.2	Datapoint Extended BASIC Language	ACDEGH	50335	9804	All C(1) SSSD-C(1) SSSD-H(1) SSDD-H(1) DSDD-H(1) SSDD-G(1) DSDD-G(1)	1/12/82
CBLSYS 1.1	ANS COBOL compiler	DEG	50233	9802	All 2.5MB 10MB 25MB 60MB SSSD(1) SSDD(1) DSDD(1)	1/5/82
DPTSTA 1.1	5500 Printer Diagnostic 9611/9601/9602		50663	20842 20843 40480	C-LGO(1) SSSD(1) DSDD(1)	1/8/82
DBCMPLUS 3.3	DATABUS compiler	CEDG	50321	20458 20459 40331 40481	C(1) SSSD(1) SSDD(1) DSDD(1)	1/14/82
DISK1486 1.1	1400 Diskette Diagnostic for use on 8600 Proc.	D	50670*	20845	C(1)	1/22/82
DOS.H 2.6.1	1500 Disk Operations System	H	50308	40279 40482 40457	SSSD(1) SSDD(1) DSDD(1)	1/22/82
DISK1418 1.2	1400 Diskette Diagnostic for 1800 Processor	G	50509*	40475 40428	SSDD(1) DSDD(1)	12/10/81
DS5 3.4	DATASHARE V	CEDG	50450	9812	All C(3) SSDD(2) SSDD(1) DSDD(1)	1/11/82
DS6 1.3	DATASHARE VI	CDEG	50536	9828	All C(5) SSSD(2) SSDD(1) DSDD(1)	1/14/82
IEOS/MS 1.5 (3800/8600)	Integrated Electronic Office Station	D	50502-SUG 50547-SPV 50523-MSA	9823 25MB	10MB 60MB	12/29/81
IEOS/WP 1.5 (3800/8600)	Integrated Electronic Office Station	D	50502-SUG 50547-SPV	9820	10MB 25 MB 60MB	12/29/81
LIBSYS22 1.1	System Library Maint. Utility for 2200's	AC	50678*	20846 20847	C(1) SSSD(1)	1/25/82
ML3741 1.1	IBM 3741 MULTILINK Driver	CDEG	50659*	20838 20837 40472 40473	C(1) SSSD(1) SSDD(1) DSDD(1)	1/6/82

Symbol	Description	DOS	UG	OBJ	Media	Release Date
MLVIP 2.2	Honeywell VIP MULTIINK (intfc.)	CDE	50278	20397	C(1)	1/8/82
MLX25B 1.1	MULTILINK X.25 LAPB Driver	ACEDG	50653*	20830	C(1) SSSD(1) SSDD(1)	1/4/82
RDLIMIT 1.2	9370 V.C.O. Alignment AID	BD	50407-1*	20563	C-LGO(1)	12/10/81
RPGSYS 1.2	5500 Relocatable RPG	CDEG	50325	9803 20651	All 2.5MB 10MB 25MB 60MB SSDD(1) DSDD(1)	1/7/82
S1500 3.1	1500 Software System	H	N/A	40291 40464 40456	SSSD(5) SSDD(2) DSDD(2)	1/7/82
UNSPOOL 2.1	Print Unspooler	D	50462*	20637	C(1)	1/25/82

* User's Guide has been revised.

Trade Shows

Mar 22-25	Interface '82	Dallas
Apr 5-7	Office Automation Conference	San Francisco
May 4-6	International Communications Association Exposition	New Orleans
June 22-24	IWPA—Syntopican#10	Kansas City
June 14-17	National Color Graphics Association	Anaheim, Cal.

Datapoint Posters Available

This poster is one of seven Datapoint Office Environment Posters now available through Software Services. Posters come seven to a set; the document number is 61289. The posters are full color, 2.5 feet long and 2 feet high.
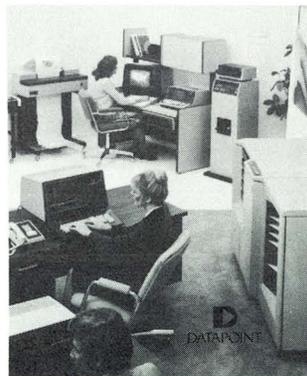
GSA Price Schedules Available

The new GSA Price Schedules are now available through Software Services. Model Code is 60345. If you have any questions, contact Harry McLarnon in the Federal Region at speed number 527.

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	8K 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 Total Memory, Two Diskette Drives (.5MB Total)		5100	68	200
1536	60K Total Memory, Two Diskette Drives (.5MB Total)		5550	78	200
1571	Cluster Controller for 3670 Enhanced Datashare Terminal		5306	68	250
1514	1500, 60K Total Memory, .25MB Single Diskette Drive, 9310 Cartridge Disk Drive		12890	147	250
1515	1500, 60K Total 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	2226 Processor, 5MB (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, 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, D/S Software, Documentation	1-3	16500	236	620
		4-10	15250		
		11§	14250		
4530	5500 Processor, 48K Dual Disk and Controller, 20MB Multiport Comm Adaptor DATASHARE Software and Documentation	1-3	24000	347	775
		4-10	22500		
		11-25	21000		
		26§	19500		
4533	5500 Processor, 48K Dual Disk and Controller, 20MB, DATASHARE Software and Documentation	1-3	22750	329	755
		4-10	21250		
		11-25	19750		
		26§	18250		
4540	5500 Processor, 50MB Storage, Controller, Multiport Interface, D/S Software and Documentation		29450	544	1000
4543	5500 Processor, 50MB Disk Storage, Controller, D/S Software and Documentation		28200	526	970
4620	6600 Processor, 5MB Disk Storage, Controller, Multiport Interface, D/S Software and Documentation	1-3	19950	267	700
		4-10	18700		
		11-25	17700		
		26§	16200		
4623	6600 Processor, 5MB Disk Storage, Controller, D/S Software, Documentation	1-3	18700	249	670
		4-10	17450		
		11-25	16450		
		26§	15000		
4640	6600 Processor, 50MB Disk Storage, Controller, D/S Software, Documentation		36500	628	1000

Model Code	Description	Qty	Price	Maint.	Install
4644	6600 Processor, 50MB Disk Storage, Controller, RIM, D/S Software Documentation		36500	623	1000
4643	6600 Processor, 50MB Disk Storage, Controller, D/S Software and Documentation		35250	610	970
4740	256K Processor, 50MB Disk Storage, 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
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/ 9231	1500/32K Total Memory, 80 cps Freedom Printer*		5800	115	200
1536/ 9231	1500/60K Total 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		165
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	5MB Dual Disk Extension		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
300 LPM Drum Printers					
9280	300 LPM 64 character		8500	140	175
9281	300 LPM 96 character		9000	155	175
600 LPM Drum Printers					
9260	600 LPM 64 character		13000	200	175
9261	600 LPM 96 character		13500	220	175

Model Code	Description	Qty	Price	Maint.	Install
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
Comm Adaptors					
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

Model Code	Description	Qty	Price	Maint.	Install
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					
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		
Multistation Adaptors					
9470	4 Port Multistation Adaptors		863	10	75
9471	8 Port Multistation Adaptors		1238	15	100

Temporarily out of stock

Prices are U.S. Dollars

*SPECIAL ORDERING INFORMATION — Those offerings that are bundled need to be ordered as individual line items on Order Entry Form No. 60719.
Example: Print Pac I should be ordered as follows: Model R5556/9280/9483 on those product description lines with R5556/9483 Qty 1 each, R9280 Qty 3 appearing as individual entries and the bundled price will appear on the second product entry line.

Systems Education

Name of Class	Dates
DATABUS/DATASHARE (5 days)	Apr 26-30, June 7-11
DOS/ARC (5 days)	Apr 26-30, June 7-11
D.P. Orientation (10 days)	Mar 1-12, May 3-14, June 14-25
CMP Orientation (10 days)	Mar 1-12, May 3-14, June 14-25
Systems Orientation (5 days)	Mar 15-19, May 17-21, June 28-July 2
IEOS (5 days)	Mar 1-5, May 3-7
EMS/Message Services (5 days)	Mar 8-12, May 10-14
Advanced DOS Systems (10 days)	Mar 22-Apr 2, May 17-28
Data Comm. 1 (10 days)	Mar 15-26, June 7-18
RMS1—Transition (5 days)	Mar 8-12, Mar 22-26, May 3-7, May 17-21,
RMS2—DB/DS/COBOL/Comm (5 days)	Apr 5-9, Apr 19-23, June 7-11, June 21-25
RMS3—Assembler (5 days)	Mar 29-Apr 2, May 24-28

Name of Class	Dates
RMS4—Data Comm (5 days)	May 10-14
DOS Assembler 1 (5 days)	Mar 1-5, June 21-25
DOS Assembler 2 (5 days)	Apr 26-30, June 28-July 2
DBMS1 (5 days)	June 14-18
CMIS (5 days) Apr 19-23 (Detroit),	June 28-July 2
CASH/CDR (5 days)	Mar 1-5, May 24-28
Traffic Engineering (5 days)	Mar 15-19, Apr 26-30, June 7-11
ISX Systems	Mar 22-26, May 3-7, June 14-18
CBG (5 days)	Apr 5-9, June 7-11, June 28-July 2
Channel Adapter (5 days)	Mar 15-19, June 21-25
ASE Group 2—Phase 3 (10 days)	Mar 29-Apr 9
ASE Group 3—Phase 2 (15 days)	May 3-21
ASE Group 4—Phase 1 (15 days)	May 10-28

If you have any questions, call Systems Education at 512-699-7368.

Customer Education

Atlanta, Georgia
Mar 15   Introduction to Datapoint Programming
Apr 26   Introduction to Datapoint Programming

Boston, Massachusetts
Mar 1   DATASHARE
Apr 5   DATASHARE

Chicago, Illinois
Mar 1   Resource Management System
Mar 8   Disk Concepts and Operations
Mar 15   Attached Resource Computer
Mar 22   DATASHARE
          Word Processing Concepts and Operations
Mar 29   Introduction to Datapoint Programming
Apr 19   Disk Concepts and Operations
          Advanced DATASHARE
Apr 26   DATASHARE

Denver, Colorado
Apr 5   DATASHARE

Detroit, Michigan
Mar 8   DATASHARE

New York, New York
Mar 1   Disk Concepts and Operations
Mar 22   Word Processing Concepts and Operations
Mar 29   DATASHARE
Mar 12   Disk Concepts and Operations
Apr 19   Introduction to Datapoint Programming
          Resource Management System

Philadelphia, Pennsylvania
Mar 15   DATASHARE
Apr 19   DATASHARE

San Antonio, Texas
Mar 1   DATASHARE
          Word Processing Concepts and Operations
Mar 8   Introduction to Datapoint Programming
          Disk Operating System
          Resource Management System
          Attached Resource Computer
          Basic LDCS
Mar 15   Disk Concepts and Operations
          Resource Management System
          Word Processing Concepts and Operations
          Advanced LDCS
Mar 22   DATASHARE
          Electronic Message System

Mar 29   Disk Concepts and Operations
          Resource Management System
          Word Processing Concepts and Operations
          Automatic Call Distributor
Apr 5   Introduction to Datapoint Programming
          Attached Resource Computer
          Basic Word Processing Concepts and Operations
Apr 12   Disk Concepts and Operations
          Disk Operating System
          Resource Management System
          DATASHARE
          Basic LDCS
          Data Processing LDCS
Apr 19   Advanced W.P. Concepts and Operations
Apr 26   Introduction to Datapoint Programming
          Resource Management System
          Basic Word Processing Concepts and Operations
          Electronic Message System
          Advanced LDCS

San Mateo, California
Mar 1   Disk Concepts and Operations
Mar 8   Word Processing Concepts and Operations
Mar 15   Attached Resource Computer
Mar 22   Resource Management System
          Introduction to Datapoint Programming
Mar 29   Disk Operating System
          DATASHARE
Apr 19   DATASHARE
          Basic Word Processing Concepts and
          Operations
Apr 26   Disk Concepts and Opertions

Seattle, Washington
Mar 15   DATASHARE
Apr 5   Introduction to Datapoint Programming

Washington, D.C.
Mar 1   DATASHARE
Mar 8   Disk Concepts and Operations
Mar 15   Word Processing Concepts and Operations
Mar 22   Advanced DATASHARE
Mar 29   Word Processing Concepts and Operations
Apr 5   Resource Managmenet System
Apr.19   Advanced DATASHARE
Apr 26   Basic Word Processing Concepts and Operations

Note: Effective immediately, registrations for all Customer Education classes will be taken by Customer Education is San Antonio at 512-699-7039. Please call San Antonio for information regarding classes or to register.

Index to Articles

The Datapoint business computer you install today…

…is the start of the integrated electronic office you'll need tomorrow

Get DATASHARE®, the total business data processing system. It's easy to install with multi-user applications available in weeks, not months. And you get transaction processing, interactive inquiry and data entry at headquarters or field locations.

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Start with a small system like our 1550. You can expand without reprogramming. As your needs increase, simply add more workstations, more storage and printers.

If you've already got a central computer, a communications link lets your DATASHARE system talk to it in the same building or across the country. DATASHARE allows you to build as large a system as you need because all Datapoint® software is upwardly compatible.

And because of Datapoint's ARC™ local network architecture, you can add workstations, increase processing power and extend your database virtually without limit. The DATASHARE system you start with can even grow into our comprehensive information system,

the Datapoint Integrated Electronic Office™, which handles word processing, electronic messages and telecommunications as well as data.

Enter a word and find your information fast

Datapoint's Associative Index Method™ is the most significant advance in file access since ISAM.

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Proven performance and simplicity

Businesses have been using DATASHARE for almost a decade. Now there are close to 30,000 installations worldwide.

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Datapoint produces information systems that work together now and in the future. We're committed to continually improving existing products and developing new compatible products to meet the needs of business and industry.

If you'd like to know more about the DATASHARE system or about Datapoint, call (512) 699-7059 for the name and number of the Datapoint representative nearest you. Or write to: Datapoint Corporation, Corporate Communications T-41CW, 9725 Datapoint Drive, San Antonio, Texas 78284.

D DATAPOINT

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