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HP CHANNELS

Information For Hewlett-Packard's Value-Added Businesses

September 1990



HP 7550 Plus — new top-of-the-line desktop plotter

HEWLETT PACKARD

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Editor
Tracy Wester

HP Channels is published monthly for Hewlett-Packard's value-added businesses to provide you with information about HP's products and services to help you be more successful.

For further information on any of the products and services discussed in *HP Channels,* please contact your HP sales rep.

See back cover for subscription information.

Note: Not all HP computer products are sold and supported in all countries. Please check with your local HP sales office.

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On the cover



The HP 7550 Plus, HP's fast, new high-volume plotter with automatic sheet feed, builds on the strengths of the popular, award-winning HP 7550A. HP 7550 Plus enhancements include faster throughput and increased reliability, two I/O versions (Centronics/serial or HP-IB/serial), 1- or 2-Mbyte memory board option, and full HP-GLR and HP 7550A (HP-GL) capability. See article on page 22 for more details.

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HP Computer Museum
www.hpmuseum.net

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Upcoming seminars for HP VABs

The Executive Training Series features regular seminars for HP value-added businesses. A 1990 program guide and updated schedule were sent to VAB contacts in mid-May. If you wish to receive a program guide or have questions, call Chip Pettibone at Hewlett-Packard, 408-447-4175.

Discount

There's still time to enroll in seminars scheduled for the second half of 1990. Space is limited, so sign up now. If you register early and your check arrives at least two weeks before the class begins, you will get a $50 discount. ***Note: This discount is not available for the Strategic Selling course.***

Registration

Call the appropriate registration contact listed here for the seminars you wish to attend to tentatively reserve your space. Registration is complete and space guaranteed when your check is received by the local registration contact. Make checks payable to "Hewlett-Packard Co."

A schedule of upcoming Executive Training Series classes is a regular feature of this page in ***HP Channels.*** Listed below are the seminars to be held in September and October.

Hewlett-Packard reserves the right to cancel seminars or change prices, dates, and locations.

Date	Location	Fee*	Contact	Phone
Strategic Marketing Planning				
Sept. 18-19	Novi, Mich.	$495	Annice Benedix	313-349-9200
Oct. 2-3	Houston, Tex.	495	Sandra LaCorte	713-776-4423
Marketing Communications				
Oct. 9-10	Fullerton, Calif.	275	Geri Squires	714-472-3050
Sales Training				
Strategic Selling				
Sept. 5-6	Montreal, Canada	250	Eileen MacLean	416-678-9430

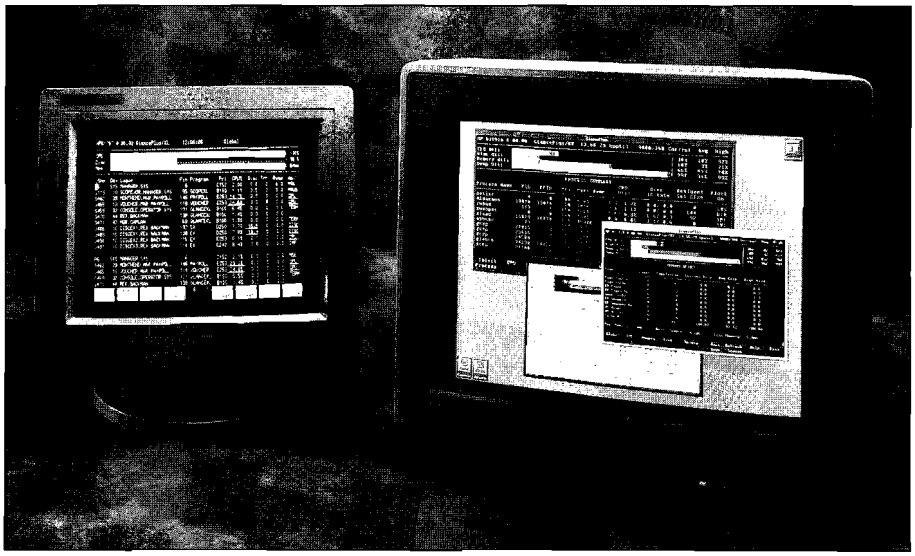
**U.S. list prices*



Multiuser Systems

General

Introducing HP GlancePlus/UX and HP GlancePlus/XL



HP GlancePlus software allows HP-UX and MPE XL system managers to monitor and manage the performance of their multiuser systems and networked workstation environments. These new tools are designed to shorten the time system managers spend in responding to occasional performance problems. HP GlancePlus software helps users achieve high productivity by maintaining and enhancing system response times for their users.

With this introduction, Hewlett-Packard now offers a range of tools and services that answer the performance management needs of virtually every HP-UX and MPE XL user.

HP **GlancePlus/UX** for HP **9000** systems

HP GlancePlus/UX software (P/Ns B1790A and B1791A) provides on-line monitoring of system activity for HP-UX multiuser systems and networked workstation environments.

HP GlancePlus/UX is easier to learn and use than standard UNIX system utilities and provides previously unavailable performance information to help manage multiuser and client/server environments, tune system parameters, and optimize system configurations. HP GlancePlus/UX will be available in January 1991.

Configuration information

HP GlancePlus/UX software licenses permit use of the tool on a specific system or networked workstation. Licenses for HP 9000 Series 300 and 400 networked workstation environments are available in single site bundles in quantities of 1, 10, 25, and 50 nodes. Please refer to the HP GlancePlus/UX data sheet for more details (PIN 5952-3264).

HP **GlancePlus/XL** for **900** Series HP **3000** systems

HP GlancePlus/XL (PIN B1787A) is an on-line monitoring and diagnostic tool for examining MPE XL system activity.

HP GlancePlus/XL retains the original functionality, design, and ease of use of its predecessor, HP Glance/XL, while providing additional performance information and diagnostic capabilities.

Impact on HP **Glance/XL**

HP GlancePlusIXL is intended to replace HP Glance/XL (PIN 50734), but HP Glance/XL will remain on the HP Price List for a limited time to provide a smooth transition. HP Glance/XL users who maintain software support for the product will be entitled to receive an upgrade to HP GlancePlus/XL at no additional cost when they update their operating systems to MPE XL 2.2.

Promotions

Users who order HP GlancePlusIXL from August 1 through October 31, 1990, will receive a discount that effectively reduces the HP GlancePlus/XL prices to the current HP Glance/XL prices. (The promotion will be extended through January 31, 1991, outside of the U.S.) This promotion is designed to allow users a limited window of time to purchase HP GlancePlus/XL at HP Glance/XL prices. *Note: Even though this is a worldwide promotion, it* ***may*** *not be available in all countries.*

Features and benefits of HP **GlancePlus/UX** and GlancePlusIXL

- HP GlancePlus/UX and GlancePlus/XL provide ready access to current system performance information. System managers or operators can now more easily and more effectively manage their systems for sustained peak performance.
- HP GlancePlus/UX and GlancePlus/XL display summarized overviews of important performance information so users can quickly examine how their systems are operating. The tools also provide detailed information necessary for isolating and resolving performance problems when they occur.

- Features such as on-line help, general data interpretation guidelines, and softkey operation make HP GlancePlusIUX and GlancePlus/XL easy to learn and use.
- User-definable filters and update intervals allow HP GlancePlus/UX and HP GlancePlusIXL users to customize the data as needed to determine what information is important and relevant to display.
- For networked workstations, HP GlancePlus/UX provides information about diskless HP-UX and NFS system activity, allowing system and network administrators to monitor and control their client/server environments.

HP GlancePlusIUX and GlancePlusIXL product-line positioning

HP GlancePlus/UX and HP GlancePlus/XL complement other HP-UX and MPE XL performance tools and services from HP:

- HP LaserRX/UX and HP LaserRX/MPE provide continuous collection of performance data that can be used for a variety of purposes, including diagnosing system bottlenecks, system tuning, load balancing, and trend analysis.
- HP RXForecast uses HP LaserRX/UX or HP LaserRX/MPE performance data to provide forecasts of future system capacity requirements.
- HP Software Performance Tuner/XL monitors and reports system resources consumed by MPE XL native mode applications to help tune application programs for increased efficiency and performance. HP Software Performance Tuner/XL can be invoked from HP GlancePlusIXL. This integrating feature allows a software developer to collect application performance information when monitoring activity using HP GlancePlus/XL.

HP Performance Consulting services provide HP systems engineer-delivered support when users require additional help.

Ordering information

Product No.	Description
B1790A	HP GlancePlus/UX for HP 9000 Series 6001800
Opt. AH0	For HP 9000 Model 808
Opt. AEL	For HP 9000 Model 815
Opt. AE5	For HP 9000 Models 825, 832. 635
Opt. AE6	For HP 9000 Models 835, 835SE, 645
Opt. AEN	For HP 9000 Models 840, 845
Opt. AEP	For HP 9000 Models 850,855
Opt. AH1	For HP 9000 Models 8701100, 8701200
Opt. AHE	For HP 9000 Models 8XX/CHX/SRX
Opt. AAO	Software on ¼-inch cartridge
Opt. AA1	Software on ½-inch magnetic tape
Opt. OBE	Documentation only
B1791A	HP GlancePlusIUX for HP 9000 Series 3001400
Opt. OAN	Single-node license
Opt. 0A9	Up to 10-node license
Opt. 0AG	Up to 25-node license
Opt. 0AA	Up to 50-node license
Opt. AAO	Software on ¼-inch cartridge
Opt. OBE	Documentation only
B1787A	HP GlancePlusIXL HP 3000 systems
Opt. 310	For HP 3000 Series 920, 922LX
Opt. 315	For HP 3000 Series 922RX
Opt. 320	For HP 3000 Series 922, 925LX, 925,932
Opt. 330	For HP 3000 Series 935
Opt. 335	For HP 3000 Series 949
Opt. 340	For HP 3000 Series 950. 955, 960
Opt. 350	For HP 3000 Series 9801100. 9801200
Opt. AAI	Software on ½-inch magnetic tape (for MPE XL 2.1 only)
Opt. AAO	Software on ¼-inch cartridge (for MPE XL 2.1 only)

Note: Upgrade credits for HP GlancePlus/XL and HP Glance/V are also available to protect the user's investment.

Contact your HP representative for more information and for a copy of the HP GlancePlusIUX data sheet (PIN 5952-3264) and for a copy of the HP GlancePlusIXL data sheet (PIN 5952-2822).

UNIX is a registered trademark of AT&T in the U.S.A. and other countries.

General

HP ALLBASE/4GL available on HP 9000 and HP 3000 MPE XL systems

HP ALLBASE/4GL is now available on HP 9000 Model 822 (Developer Pack, PIN 30601A/R; Run-Time Environment, PIN 30602A/R) and HP 3000 Series 920 (PIN Developer Pack, PIN 92646A/R; Run-Time Environment, PIN 92633A) computers. HP ALLBASE/4GL is an advanced fourth-generation language designed to reduce the development time for transaction-processing applications. HP ALLBASE/4GL is designed for developers of business applications in on-line transaction processing and decision support.

HP ALLBASE/4GL's availability on HP 9000 Model 822 and HP 3000 Model 920 computers means that HP ALLBASE/4GL applications are portable across all HP 9000 computers and HP 3000 MPE XL systems. For example, if you have an application on the HP 9000 Model 815, the application can be run without change on all models in the HP 9000 range and can be ported to all models in the HP 3000 MPE XL range without change.

HP ALLBASE/4GL offers a complete, tightly integrated development environment, including a screen painter, report writer, module builder, and development dictionary, as well as logic commands and test and maintenance facilities. This gives users the power to quickly meet the demand for new applications, while significantly reducing the costs of maintenance. Contact your HP representative for more information.

continued on next page

Ordering information

Product No.	Description
92646A	HP ALLBASE/4GL Developer Pack for HP 9000 Model 822 systems
92633A	HP ALLBASE/4GL Run-Time Environment for HP 9000 Model 822 systems
30601A	HP ALLBASE/4GL Developer Pack for HP 3000 Series 920 systems
30602A	HP ALLBASE/4GL Run-Time Environment for HP 3000 Series 920 systems

General

HP CASEdge/Open Systems licensing program announcement

Hewlett-Packard announced its Open Systems policy at the Design Automation Conference held in Orlando, Florida, on June 24–27, 1990. The HP CASEdge/Open Systems program is a source licensing program to make HP SoftBench and HP Encapsulator products available to interested parties. The response to the announcement from industry analysts, press, CASE consultants, and potential licensees was overwhelmingly positive.

The program demonstrates HP's commitment to open systems and the desire to meet users' needs for a common software development environment running across multiple hardware platforms in their organizations. It also provides a common integration facility to pull together the CASE ISVs that are used in the software development process. Licensing will also encourage CASE resellers to build focused software engineering environments for users based on HP SoftBench, thus promoting SoftBench as the de facto standard for integration frameworks.

HP is currently pursuing system vendors, systems integrators, and CASE resellers with the licensing program. Interested parties should contact Bill Szmyd, 303-229-6340, or Paula Dallabetta, 303-229-3850, at Hewlett-Packard.

General

Uniplex Business Software now orderable from HP

Uniplex Business Software is HP's preferred host-based, UNIX system integrated office system solution. It complements the clientlserver-based HP NewWave Office by providing comparable terminallhost-based functionality and capabilities.

HP OpenMail will provide a common communications service between these terminal/host and clientlserver environments and offers you a migration path from terminal/host to clientlserver configurations.

Benefits

- *Exploit investments* — allows users to exploit their existing investments in terminal/host configurations with the market-leading UNIX system integrated office system.

  Migration path to client/server — provides users with a migration path from their existing terminal/host configurations to clientlserver configurations.

- *Functionality* — provides users with feature-rich word processing, spreadsheet, database management and graphics capabilities, and superior electronic mail with OpenMail.

  Ease of use — the common user interface and customer configuration capabilities provide for ease of use, learning, and support.

HP's differentiators

- *One-vendor responsibility* — HP's ability to offer one-vendor responsibility for all aspects of the user's integrated office solutions.
- *One-stop shopping* — HP's ability to offer one-stop shopping for the user's integrated office service and support.

The agreement with Uniplex that enables HP to distribute the Uniplex Business Software was signed on March 30, 1990. The product is now available on the HP Price List. Contact your HP representative for more information.

General

HP OpenMail updated in new release

Release 1.1 of HP OpenMail/UX will be shipping before the end of the year. Several new features have been incorporated for this release, each of which add value to the OpenMail solution.

Enhancements

- *Integration with NewWave Mail* — increasing the choice to users of PC mailing products and enabling OpenMail to be used in the HP NewWave environment.

  A gateway to HP OfficeFAX — enabling every user to quickly, easily, and cost-effectively communicate with over 50 million people in the facsimile network, without leaving their desks.

- *Integration with KEYpak, the Document Conversion Product from Keyword* — enabling users to convert and browse over 23 applications, thereby increasing corporatewide communications and protecting the users' existing investments in software by allowing every user in the network to exchange information, regardless of the applications used.

- *Support for AdvanceMail over LanManager/X and Berkeley Sockets* — increasing the choice of standards-based, client-server networking available to the user.
- *Conformance to a majority of the elements as specified in U K. and US. GOSIP'84* — reinforcing HP's commitment to standards-based, open systems as a way of delivering lasting solutions.

Contact your HP representative for more information.

General

Disk drives replaced in selected HP 9000 and 3000 systems

As of August 1, 1990, all HP 9000 Models 822S, 832S and HP 3000 Series 922LX, 922RX, 922, and 932 began shipping with the 335-Mbyte and/or 670-Mbyte embedded disk drives. The 304-Mbyte disk drive will no longer be available but will continue to be supported in these systems. Systems shipping with the 335-Mbyte and/or 670-Mbyte disk drives can be identified by the new prefix date code of 3031.

Listed below are the disk storage upgrade product numbers for the HP 9000 Models 822, 832 and HP 3000 Series 920, 922LX, 922RX, 922, 932. Contact your HP representative for more information.

Product No.	Description
C2281A	335-Mbyte embedded HP-IB diak mechanism (includes mechanism and bracket)
C2282A	670-Mbytc embedded HP-IB disk mechanism (includes mechanism and bracket)

General

Multiuser software R copy discontinuance

Effective October 1, all R copy software products will be discontinued and removed from the HP Price List for the following products: HP 3000, multiuser UNIX systems, office software, and networks.

Users who previously would have ordered R copies will now order multiple copies of the "A" suffix product. VARs and other resellers would also order the A copy. The license for the A copy will be changed to allow VARs to sublicense the products, just as the R copy currently does. Volume end users would continue to order the A copy, as they have in the past.

The new license for A copy software products will allow for Right-to-Use *and* Right-to-Sublicense. With this change, users' needs will be met with just *one* product, which provides what two products did before — at the same price. As with all discontinued products, orders placed before removal from the HP Price List will be shipped as ordered.

HP 3000/MPE

Introducing HP Browse/XL

HP Browse/XL for HP 3000 systems (P/N 36384A) is a screen-oriented file browser that allows MPE programmers to quickly examine and print files.

Features and benefits

- allows quick read-only access to any ASCII or binary file
- allows user to search forward/backward for words with pattern-matching characters, find matching occurrences in the file, and go to any selected matching line directly from the screen
- HP Browse allows a quick view of any part of a file with the abilities to: scroll forward/backward, left/right, top/bottom; quickly jump to any position/line in the file; and place markers at particular text lines to jump there directly later on
- all or part of a file can be printed or copied to another disk file; several print options are available to manipulate how the file is to be printed
- no limit on file size (number of records). Each record length is unlimited, but only the first 1,024 characters of the record will be displayed

  allows user to open a second window and browse two different files or different portions of a file
- no file change or corruption, even with system crash or abnormal abort
- able to run programs and access MPE commands from within HP Browse

  quick, extensive on-line help facility

Configuration information

No installation or run-time dependencies to other products. HP Browse is an autoinstallable product on the subsystem tape. In order to run the HP Browse/XL program, the group where HP Browse resides must have Process Handling (PH) and Data Segment (DS) capabilities. HP Browse runs on HP 262X, HP 239X, or HP 700/9X (80-column mode only) terminals. The product is also supported on the HP Vectra and HP 150 PCs with any HP-supported network configuration and terminal emulators that accurately emulate the supported terminals.

continued on next page

Ordering information

Product No.	Description
36384A	HP Browse/XL for HP *3000*
Opt. *310*	For Series 922LX
Opt. *315*	For Series 922RX
Opt. *320*	For Series 922, 925LX, *925, 932*
Opt. *330*	For Series *935*
Opt. *335*	For Series *949*
Opt. *340*	For Series *950, 955, 960*
Opt. *350*	For Series *9801100*
Opt. *OCD*	Upgrade credit for Opt. *310*
Opt. *OGJ*	Upgrade credit for Opt. *315*
Opt. *OCE*	Upgrade credit for Opt. *320*
Opt. OCF	Upgrade credit for Opt. *330*
Opt. *OGK*	Upgrade credit for Opt. *335*
Opt. *OGL*	Upgrade credit for Opt. *340*

Contact your HP representative for more information.

HP 3000/MPE

Introducing HP Search/XL

HP Search/XL for HP 3000 (PIN 36383A) is a general-purpose search utility for quickly finding words and patterns in individual files or sets of files. It is targeted towards MPE programmers.

Features and benefits

- searches of file sets easily specified with wildcards or through indirect files (files that contain the names of the files to be searched)
- searches of file sets containing over 65,000 files at a single time
- searches for multiple patterns in a single run
- extensive pattern matching characters to easily specify simple or complex search strings
- customizable command or prompt driven interface
- fast, read-only searches of all ASCII files, MPE XL Native Mode Spooler files, standard-numbered files, COBOL-numbered files, unnumbered files, KSAM files, and KSAMXL files
- redirection of output to a printer or file
- special background block indexing feature that speeds up searches even more for frequently searched file sets
- optional case sensitive searches

Configuration information

No installation or run-time dependencies to other products. HP Search/XL is an autoinstallable product on the subsystem tape.

Ordering information

Product No.	Description
36383A	HP Search/XL for HP 3000
Opt. *310*	For Series 922LX
Opt. *315*	For Series 922RX
Opt. *320*	For Series 922, 925LX, *925, 932*
Opt. *330*	For Series *935*
Opt. *335*	For Series *949*
Opt. *340*	For Series *950*, 955, *960*
Opt. *350*	For Series *980*
Opt. *OCD*	Upgrade credit for Opt. *310*
Opt. *OGJ*	Upgrade credit for Opt. *315*
Opt. *OCE*	Upgrade credit for Opt. *320*
Opt. *OCF*	Upgrade credit for Opt. *330*
Opt. *OGK*	Upgrade credit for Opt. *335*
Opt. *OGL*	Upgrade credit for Opt. *340*

For more information, contact your HP representative.

HP 3000/MPE

HP 3000 and HP's OpenCIM strategy — a focus on plant management

The HP 3000 platform has been specifically designed to perform the plant management, business-critical applications in manufacturing user sites. The HP 3000 computer's specialization in delivering distributed on-line transaction processing (OLTP) performance and superior commercial functionality accounts for our success and focus in automating business-critical application areas such as order entry, inventory management, distribution management, manufacturing requirements planning, and maintenance in a manufacturing environment. Those "best-in-class" application solutions are complemented by the HP 3000 computer's high availability, on-line backup, and systems management products that allow a manufacturer to truly run a 24-hour a day, 7 days a week operation and cost-effectively manage multiple plant sites.

Tools for developing manufacturing solutions

The HP 3000 has an important role in HP's OpenCIM strategy. As users integrate enterprisewide functions, integration tools such as HP Software Integrations Sockets supported on both the HP 3000 and factory floor systems running HP-UX will facilitate the integration of applications without requiring expensive rewrites or customer integration code.

HP 3000 users are turning their existing VPLUS applications into client/server applications with VPLUS/Windows. The resulting VPLUS/Windows applications have an MS-Windows graphical user interface that can run under HP's NewWave product. Manufacturing users can also develop new ALLBASE/SQL-based application functionality using popular third-party 4GLs and development tools such as Cognos' PowerHouse, Ingres, Information Builders' FOCUS, and InfoCentre's Speedware. Using ALLBASE/TurboCONNECT, these tools provide access to TurboIMAGE databases, as well as ALLBASE/SQL. In this way, the HP 3000 strategy allows users to protect and evolve existing investment in applications — a key focus of the OpenCIM strategy.

Another important aspect of the OpenCIM strategy is providing manufacturers faster and easier access to information as they increase their time-based competitiveness. Because the HP 3000 is focused on automating the plant management and business-critical functions of manufacturing, much of the data that users wish to

access is stored in databases on HP 3000 computers. The HP 3000 manufacturing applications and the MPE XL operating system optimize the data input, gathering and reporting functions, while NewWave Office on the HP 3000 delivers industry-leading decision support tools that allow flexible access, analysis, and communication of information from a variety of systems and databases.

Open standards and the HP 3000

The OpenCIM strategy is based on open standards such as POSIX, SQL, and industry-standard networking. Unfortunately, people sometimes incorrectly equate "Open Systems" or standards-based systems solely with the UNIX operating system.

In reality, the HP 3000 is already a strong "Open System" platform on the market today. In January, Gartner Group ranked the HP 3000 higher in support of open standards than many UNIX systems including NCR, Stratus, and Prime. The reason the HP 3000 scored high is because of our support for PC integration, commitment to OSI and ARPA TCP/IP networking, and SQL database management — all important standards in HP's OpenCIM strategy.

The HP 3000 is extending its support of open standards by incorporating and shipping additional standard interfaces over the next year that will increase its position as an open system. Support for X-Windows, OSF/Motif, the POSIX operating system interface, and ARPA and OSI file transfer services are just a few examples of the important standards for manufacturing users and are targeted for availability on the HP 3000 soon.

The combination of open standards sup port with the MPE XL operating system's specialization in delivering distributed on-line transaction processing (OLTP) performance and superior commercial functionality is already making clear the benefits of standards-based specialization in early TPC-A benchmark performance comparisons. Clearly, the HP 3000 computer's focus on transaction processing specialization in a commercial environment such as manufacturing plant management continues to pay big dividends.

HP's OpenCIM strategy is the framework in which the HP 3000 will continue to deliver superior solutions that are an essential portion of a manufacturer's overall integrated business.

See the August issue of HP *Channels* for more information about HP's OpenCIM strategy.

HP 3000/MPE

New memory boards included in HP 3000 Series 920, 922, 932

In July, Hewlett-Packard introduced new 16-Mbyte (PIN A1436A) and 32-Mbyte (PIN A1437A) memory boards for HP 3000 Series 920, 922, and 932 systems. Beginning in September 1990, these new boards have been included in the standard configuration for all new Series 920, 922, and 932 systems. The new boards will also be included as part of add-on memory sold as an option to the system. Listed below is the new structure for standard memory.

SPU	Standard memory	Memory boards Previous	Current
Series 920	4-Mbyte	Three 8-Mbyte	One 8-Mbyte, one 16-Mbyte
Series 922LX	24-Mbyte	Three 8-Mbyte	One 8-Mbyte, one 16-Mbyte
Series 922RX/922	32-Mbyte	Four 8-Mbyte	One 32-Mbyte
Series 932	32-Mbyte	Four 8-Mbyte	One 32-Mbyte

HP 3000/MPE

Memory boards removed from price list

Effective November 1, the following memory boards will be removed from the HP Price List. The last day to order these boards new is October 31. 1990. They will be replaced by remarketed versions. Contact your HP representative for more information.

Product No.	Description	Replacement
30142A	1-Mbyte RAM board for HP 3000 Series 6X	30142AR remarketed board
30165A	4-Mbyte RAM board for HP 3000 Series 6X	30165AR remarketed board

HP 1000

HP 1000 A-Series LAN/memory package now available at substantial savings

On August 1, Hewlett-Packard announced the 12176A LAN/memory package. When users purchase the 12176A, they will receive the 12076A HP 1000 LAN interface and a 12103K 2-Mbyte memory array for only $5,500 (U.S. list). This represents a U.S. list savings of over $2,200 compared to the previous list prices when sold separately.

For an even greater savings, 12176A Opt. 004 replaces the 12103K 2-Mbyte memory array with the 12103L 4-Mbyte memory array. Purchasing Opt. 004 will save over $3,300 (U.S. list) compared to the previous list prices when sold separately. This represents more than a 31% savings.

With the recent release of RTE-A revision 5.2, the HP 1000 is now capable of memory-based operation, with download and boot capabilities from another HP 1000 A-Series computer.

Ordering information

Product No.	Description
12176A	LAN/memory package
Opt. 001	Ethernet cable instead of AUI/MAU
Opt. 004	Replaces 2-Mbyte array with 4-Mbyte array
Opt. 241	Deletes AUI and MAU from LAN interface

HP 1000

HP 1000 A-Series memory prices reduced

Effective August 1, 1990, Hewlett-Packard reduced the prices on all high-density parity and ECC memory cards. The price reductions range from 20% (U.S. list) on the parity cards and the 8-Mbyte ECC card, to nearly 30% (U.S. list) on the 3-Mbyte ECC card.

Product No.	Description
12103K	2-Mbyte parity card
12103L	4-Mbyte parity card
12103M	8-Mbyte parity card
12221A	3-Mbyte ECC card
12221B	8-Mbyte ECC card

This price reduction is yet another way HP is responding positively to customer inputs, and is consistent with our plan to demonstrate that the HP 1000 is a product line that users can purchase with confidence.

With the SCSI introduction, A990 announcement, and new LAN/memory bundle, the first steps in the continuing enhancement of the HP 1000 are well under way. Some of the many user benefits of this price reduction include:

- *Reduced overall system costs* — when memory is purchased with the system
- *Lower add-on memory costs* — for users wishing to more fully utilize the advantages now available via 5.2, such as the ability to operate "memory-based" (enhanced networking) or use the new RAM disk
- *Increased I/O slot availability* — by being able to replace low-density memory cards with the more cost-effective high-density cards.

For more information, contact your HP representative.

HP 9000/HP-UX

Introducing HP DTC Device Access/ARPA software for HP 9000 systems

HP DTC Device Access/ARPA (PIN D2355A Opt. AAO or AA1) is a software product that runs on HP 9000 systems. It provides two major improvements to the usage of network resources: a transparent interface to HP-UX spooler that allows multiple networked HP 9000 systems to share a printer attached to a DTC48/9000 on the same LAN segment and the capability of writing customized applications to access DTC48/9000 devices, through the availability of a library of function calls.

Benefits

- *Resource sharing* — End users can share network devices connected to DTC48/9000 that are distributed throughout buildings. Resources can now be shared among multiple CPUs, which improves device efficiency and flexibility.

  Information is delivered right where it is needed and investment is reduced for expensive devices by sharing them among multiple end users or systems.
- *Security* — improved by delivering the information where it is required, and with high reliability. Information can be printed near the end-user's office. Printer management is made more secure by alarms/events reporting. Access from each terminal/device can be initiated by the host application.
- *Supportability* — Support of special devices via the programmatic access. Asynchronous devices can become network devices (instead of system devices). Applications running on multiple systems can control asynchronous devices dispersed throughout different buildings. This leads to increased productivity. Costs are saved by sharing expensive devices.

- ***Reliability*** — Improved error management, the support of latest HP features of printer devices and debugging tools improve the standard spooler reliability.
- ***Positioning with HP OpenSpoollUX*** — HP OpenSpoollUX (PIN B1900A) is a new spooling solution for both standalone multiuser systems and networked environments with HP 9000 Series 30016001800. It provides tools to manage and control printers/plotters directly connected to HP 9000 systems. HP DTC Device Access/ARPA relies on HP-UX spooler features adding outstanding benefits. it simply offers the capability for multiple systems to share networked devices. Together, the two products offer a powerful solution for spooling DTC48/9000-connected printers from HP 9000 Series 3001800 systems. Please refer to June 1990 issue of ***HP Channels*** (page 15) for a description of HP OpenSpoollUX.

Positioning with competitive terminal server offering — HP offers a solution to access network printers via software interfaced to the UNIX system printer spooler. Transparency of network printer use, integration in HP-UX OS environment and ease of management for system administrator are differentiators that very few third-party companies are able to offer with their TCP/IP terminal server. Also provided with the software is a library of routines that will enable user applications to access DTC48/9000-connected devices.

Compatibility with HP TS8 (PIN 2342A) — This software is fully compatible with the HP TS8 terminal server. Therefore. any HP 9000 Series 300/800 will access devices connected on DTC48/9000 ***and*** TS8. Both platforms will offer the same functionality for printer/device access from HP 9000 systems.

- *Software* ***structure*** — The software includes six different parts: a core program, a standard interface to the HP-UX spooler LP, tools for configuration/debugging, a library of routines for programmatic access, documentation to be included in the HP-UX MANpages, and interface to HP OpenSpoollUX product.

  This software must be installed on every HP 9000 Series 300 or 800 system that wants to benefit from HP DTC Device Access/ARPA capabilities.

Ordering information

This product is sold as an option of the HP OpenView DTC Manager software (PIN D2355A) as it is particularly useful in multisystem environments where the OpenView DTC workstation is required. Note that subscription references are identical for both OpenView DTC Manager and HP DTC Device Access/ARPA software (future support of multivendor systems is planned for later releases) — Software Materials Service (PIN H2027A+S00 Opt. OJT).

Product No.	Description
D2355A	HP DTC Device Access/ARPA software
Opt. AAO	On ¼-inch cartridge
Opt. AAI	On ½-inch tape. 1600 bpi

Note that a digital audio tape (DAT) media option will be available at a later date. Contact your HP representative to get a copy of the DTC48/9000 Terminal Access (HP 2345A) data sheet for a complete list of printers supported on the DTC48/9000. ARPA services are required on the HP 9000 system.

HP 9000/HP-UX

Support for memory, ports, and X.25 cards increased for HP 9000 Models 822S and 832S

As of August 1, 1990, the maximum configuration for the HP 9000 Models 822S and 832S were increased with respect to memory, X.25 cards, and ports. The following table summarizes these changes. Contact your HP representative for more information.

	Model 822S		Model 832S	
	Old limit	New limit	Old limit	New limit
Maximum memory (Mbytes)	64	128	64	128
X.25 cards	2	4	2	4
8-channel multiplexer	6	6	8	10
Maximum ports (via MUX)	48	48	64	80

Also in this issue

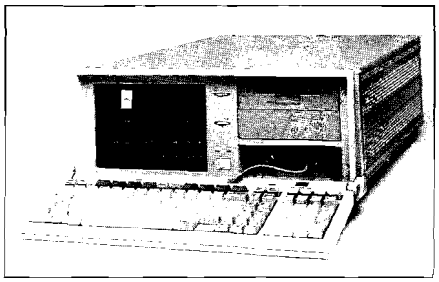
HP LaserJet IIID printer supported on HP 3000 systems *23*

HP LaserJet 2000 printer connects to HP 3000 and 9000 systems *28*

Workstations

General

New low prices for HP 9000 R/332 controllers



On August 1, Hewlett-Packard significantly lowered the prices of the HP 9000 Model R/332 controllers. The Model R/332 controllers are essentially HP 9000 Model 332 workstations, repackaged and enhanced to fit in a standard 19-inch rack, taking up only seven inches in height. In those seven inches, the Model R/332 controllers integrate a floppy drive, nine-inch monochrome display, hinged keyboard, and optional hard disks. They come standard with HP BASIC and 1 Mbyte RAM. The A1303A integrates the floppy drive with no hard disks, the A1305A integrates the floppy drive and a 20-Mbyte hard disk, while the A1307A integrates the floppy drive and a 40-Mbyte hard disk.

Contact your HP representative for more information.

General

HP 9000 Model R/332 touchscreen restructured

In order to be more consistent with other computer products, the touchscreen device has been removed from the standard HP 9000 Model R/332 configuration.

The previous structure had the touchscreen as a standard part of the product, and offered a delete option with a credit (Opt. 001). The new structure will offer an add option for the touchscreen device (Opt. 1BS), which has been priced to be consistent with other touchscreen devices offered by HP.

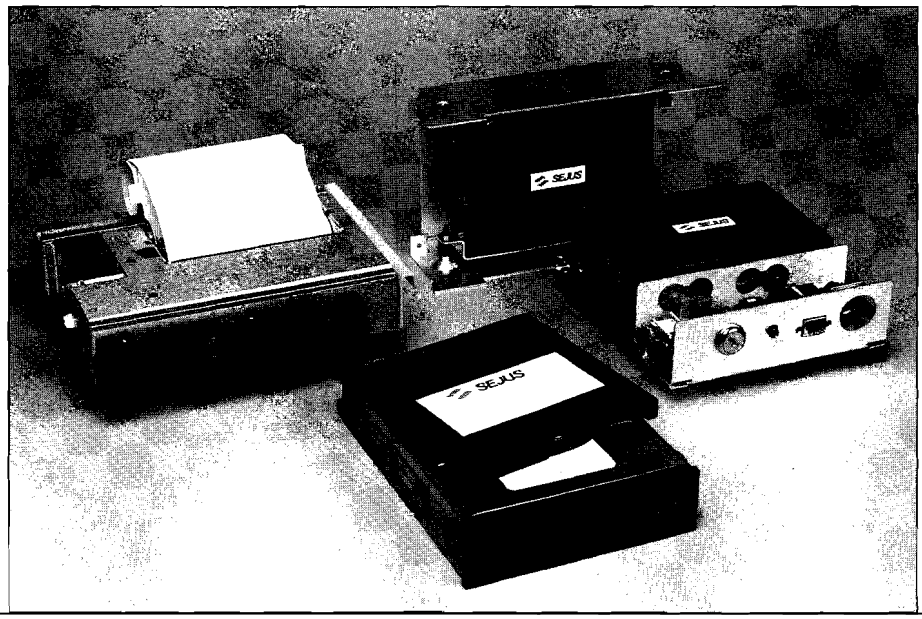
This change affects all Model R/332 models: the A1303A, A1305A, and A1307A. Contact your HP representative for more information.

New structure

Product No.	Description
Choose one ordering number:	
A1303A	R/332 with 3½-inch floppy, BASIC
A1305A	R/332 with 3½-inch floppy. 20-Mbyte disk, BASIC
A1307A	R/332 with 3%-inch floppy, 40-Mbyte disk, BASIC
Must choose one localization option:	
Opt. ABA	English manuals, U.S. keyboard, 110 V
Opt. ABD	German manuals, German keyboard
Opt. ABF	French manuals, French keyboard
Opt. ABJ	Japanese manuals, Katakana keyboard
Opt. ABK	English manuals, U.S. keyboard 230 V
Opt. ABU	English manuals. U.K. keyboard
Mag choose one memory option (I Mbgte standard):	
Opt. 102	Total 2 Mbytes RAM
Opt. I04	Total 4 Mbytes RAM
Opt. 105	Total 5 Mbytes RAM
Opt. 108	Total 8 Mhytes RAM
May choose:	
Opt. 1BS	Add touchscreen
Opt. 882	Add MC68882 floating-point coprocessor
Opt. 908	Include HP A1309A rack-mount kit
Opt. W03	Convert warranty to 90-day on-site
Mag choose either:	
Opt. 100	Delete BASIC reference manuals
Opt. 613	Delete BASIC entirely

General

Built-in peripherals for HP 9000 Model R/332



Many users have requested built-in peripherals for the HP 9000 Model R/332 controllers (P/Ns A1303A, A1305A, and A1307A) to help downsize test systems even further. Some of these requested peripherals have included a built-in printer, removable media, and also higher-capacity disks to run HP-UX without external hard disks. Now all these peripherals are available from SEJUS Corporation, a third party company.

A summary of the available peripherals from SEJUS is given below. For more detailed information. please contact SEJUS directly:

SEJUS Corporation
2618 Palisades Crest Drive
Lake Oswego, OR 97034-7550

Phone: 503-638-9000
Fax: 503-638-9009

- *Thermal printer* (PIN 99301A) — slides in and out of the Model R/332 chassis and is positioned underneath the floppy drive. In the print position, the printer extends approximately seven inches from the system chassis. When the Model R/332 is being transported or when the printer is not being used, it can be fully recessed into the R/332 controller.
  The printer speed is 37 characters per second (cps) standard, 50 cps condensed. It can print 80 characters of condensed text, 40 characters standard text, or 20 characters expanded text per line. These character sizes can be mixed on the same line. It uses the internal RS-232-C interface (in the CPU board).
- *Removable SCSI cartridge disk* (PIN 99303A) — This 44-Mbyte removable disk cartridge is well suited for applications that require data security and transportability. It works similarly to a floppy disk, except that it provides higher capacities in a sturdy cartridge. The mechanism mounts inside the Model R/332, below the floppy drive mechanism. It requires a SEJUS-supplied, modified SCSI interface.
- *Removable hard disk* (PIN 99304A) — For maximum data security, users may take advantage of a fully removable hard disk, available in capacities of 42 to 210 Mbytes. The removable disk may be used as the sole system disk or as part of a multiple drive configuration. It requires a SEJUS-supplied, modified SCSI interface.
- *High-capacity SCSI disks* (PIN 99302A) — These SCSI hard disk drives are high-capacity drives designed to be embedded into the Model R/332. They allow the Model R/332 to easily support HP-UX, without the need for external drives. These disk drives are available in capacities from 42 through 400 Mbytes. Two devices can be mounted internally. An additional device may be mounted in the bay underneath the floppy drive, provided it is not being used for other peripherals. They require a SEJUS-supplied, modified SCSI interface.

  SEJUS SCSI card (DIO SCSI Host Adapter, PIN 99309A) — Essentially an HP DIO-I SCSI card, SEJUS modifies it in order to access the SCSI devices internally.

Ordering information

Product Nu.	Description
99301A	Thermal printer
99302A	SCSI hard disk
Opt. 0002	42-Mbyte capacity
	84-Mbyte capacity
Opt. 0003	120-Mbyte capacity
Opt. 0004	168-Mbyte capacity
Opt. 0005	210-Mbyte capacity
Opt. 0006	320-Mbyte capacity
Opt. 0007	400-Mbyte capacity
99303A	Removable SCSI disk
Opt. 0001	42-Mbyte capacity
Opt. 0002	84-Mbyte capacity
Opt. 0003	120-Mbyte capacity
Opt. 0004	168-Mbyte capacity
Opt. 0005	210-Mbyte capacity
99304A	Removable cartridge disk
Opt. 002	Removable cartridge
99309A	DIO SCSI Host Adapter
Opt. 002	Credit for HP 98658A

Note: Hewlett-Packard does not warrant SWUS Corporation's products. For installation options and for more information about any of these products, please contact SWUS at the address listed above.

Computer Museum

General

HPL special for HP 9000 Model R/332

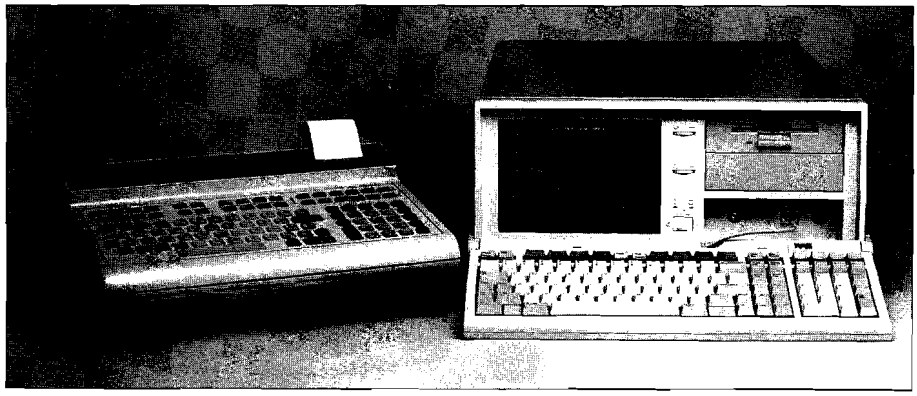
HPL, an operating system originally developed by HP that used to run on the HP 9825 controllers and HP 9000 Series 200 systems, was sold to a third-party company before the introduction of the Series 300. Structured Software Systems (SSS) currently develops and markets HPL. It has released an EPROM board that can be used in an accessory slot in a Series 200 or 300.

The installed base of HPL users is still quite large, and there has been continuing interest from these users to run HPL on the Series 200 and 300. The HP 9000 Model R/332, with its integrated form factor, is especially appealing to HP 9825 and HPL users. For the convenience of ordering from only one vendor, HP has paired up with SSS to bring you the EPROM board for the Model R/332 controllers through a factory special option (Option 805); this option will not appear on the HP Price List.

HPL+II, SSS's version of HPL, is quite compatible with the HP 9825. However, some minor differences do exist. To ensure users' expectations are met correctly, SSS has produced a one-page document (PIN 5952-3470) listing all differences between the two versions of HPL and what the common work-arounds are. Contact your HP representative for a copy of the document and for more information.

Generul

Upgrade HP 9825 users to HP 9000 Model R/332 with incentives



Those of you who are fairly new to Hewlett-Packard may not remember the HP 9825. It is a desktop controller of the HP 9800 family that was introduced in January, 1976. Several models and bundles later, the HP 9825 became one of HP's best selling computers.

The HP 9825, also dubbed "premier HP-IB controller," was positioned as a high-speed data acquisition and control unit, boasting better performance than the existing HP 1000 systems. Because of its high performance, it was also widely used for engineering and computational tasks. It provided HPL in ROM and integrated a cartridge tape drive, printer, and display.

As an integrated controller, the HP 9000 Model R/332 provides a very good solution for users wishing to upgrade their HP 9825 controllers. It integrates disk, floppy, and display, and a built-in printer can be purchased from SEJUS (see article entitled "Built-in peripherals for HP 9000 Model R/332" in this issue). In order to make an upgrade from the HP 9825 to the Model R/332 more attractive to the user, we have added the following programs:

HP 9825 trade-in — HP will buy back the user's HP 9825 controllers (any model) giving a $750 (U.S. list) credit towards the purchase of any Model R/332.

HPL EPROM board — The HP 9825 controllers ran the HPL operating system. Users who wish to continue using HPL should read about the solution (provided by SSS or HP) described in the article entitled, "HPL special for HP 9000 Model R/332." Support for the HPL software and hardware is provided exclusively by SSS.

Contact your HP representative for more information about upgrading your HP 9825 to the Model R/332 controller.

General

HP BASIC workstation now supported on V/360

Effective August 1, HP BASIC workstation now supports VXIbus access on the V/360. This support comes in the form of a binary that has been included as an option to the VXIbus drivers (PIN E1481A).

The VXIbus drivers currently provide support for HP BASIC/UX and HP-UX. The product has now been structured to provide options for the HP-UX platform and the HP BASIC workstation platform.

Ordering information

Product No.	Description
E1481A	VXIbus drivers
Opt. AG1	HP-UX and HP BASIC/UX media and documentation
Opt. AGC	HP BASIC workstation media and documentation
Opt. ABJ	Japanese documentation (must order Opt. AG1 or AGC, as well)
E1481L	License-to-use for VXIbus drivers

A copy of the E1481L license-to-use product must be ordered for every platform ordered on the E1481A.

General

HP OpenMail extended to SCO UNIX

On September 1, 1990, HP introduced its industry-leading electronic mail software — HP OpenMail for SCO UNIX System V/386. A version of HP OpenMail for HP-UX, running on HP 9000 systems, has been shipping in volume for a little under a year and is the leader in its market.

This new version of the software provides electronic mail services for users of PCs and terminals attached to an SCO UNIX server such as an HP Vectra QS, RS, 486, IBM, or Compaq PC.

Features and benefits

- *Industry-standard platform* — Runs on the standard entry-level, multiuser, multitasking system: Intel 80386- and 486-based PCs with SCO UNIX. Implement OpenMail on existing servers, and continue using current applications and networking unchanged.

  Built on standards, built to last — Built on standards — X.400 and UNIX — to protect current investments and offer flexibility, connectivity, and cost savings of open systems into the future. HP is committed to incorporating other standards as they emerge.

- *Ease of use through working the way you do* — Easy to learn, use, and maintain through simple menu and function key interface, familiar terminology, and extensive help facilities. Integrates current applications seamlessly and is fully integrated into the HP NewWave Computing Environment.

- *Grorvs with your business* — OpenMail is scalable and available on multiple platforms, from 386 and 486 PC servers to more powerful UNIX system hardware. This matches the expansion of the user's business. and is ideal for an enterprisewide mail network.

- *Choice of rvorkstations* — Links users on terminals, MS-DOS[B] PCs, MS-Windows PCs, UNIX system workstations, and Apple Macintoshes. OpenMail supports them all, on the same network, so users continue using their favorite workstation.

HP OpenMail servers work with PC clients running HP AdvanceMail or HP AdvanceLink, and will also support HP NewWave Mail (next release). For more information, contact your HP representative.

Ordering information

Product No.	Description
B1603A	HP OpenMail for SCO UNIX System V/386
Opt. AAD	3%-inch HD server disks
Opt. AA9	5¼-inch HD server disks
B1610A	HP OpenMail/386 16-terminal user license
B1613A	HP AdvanceMail 16-user site license

MS-DOS is a U.S.** registered **trademark of Microsoji Corporation.

Ordering information

There is no difference in ordering HP OpenSpool/UX on the HP Apollo 9000 Series 400 range of workstations compared with the Series 300. Available product options are:

Product No.	Description
B1900A	HP OpenSpoollUX
Opt. OAL	8-user SPU license
Opt. OAM	M-user SPU license
Opt. OA2	64-user SPU license
Opt. OA5	Site license

Contact your HP representative for more information or for a copy of the HP OpenSpool/UX data sheet (PIN 5952-2175).

HP Apollo 9000

HP Open DesignCenter for electrical engineering supports HP Apollo 9000 Series 400 workstations

With the introduction of the HP Apollo 9000 Series 400, users now have workstations with outstanding price/performance ideal for the electronic design automation (EDA) market, which was estimated in 1989 at $2.7 billion with a compound annual growth rate of 15% (Dataquest). The current electrical engineering products of HP Open DesignCenter run on the HP 9000 Model 400s and 400t computers with the VRX color display without modification. enabling users to purchase them immediately.

Products currently available on Models 400s and 400t

- *HP Design Capture System* (PIN 74210A) — provides schematic capture and design database management for either printed circuit boards (PCBs) or application-specific integrated circuits (ASICs).
- *HP Design Verification System* (PIN 74230S) — offers proven verification tools for digital designs based on System HILO simulation products.
- *HP Printed Circuit Design System* (PIN 74400A) — with interactive and automatic features that support digital and mixed digital/analog board design with both surface-mount and through-hole devices.
- *HP Programmable Logic Device (PLD) Design System* (PIN 74150A) — for the complete design, device selection, and debugging of PLDs.

All of the electrical engineering products of HP Open DesignCenter run on HP-UX version 7.0. As the new Models 425 and 433 platforms become available, HP will support these new platforms to offer EDA users even greater price/performance benefits. Contact your HP representative for more information.

Apollo

Product Support Kit 5 for Domain/OS

Product Support Kit 5 (PSK5) for Domain/OS SR10.2 (PIN LFZ40) contains enhancements to SR10.2. PSK5 is a prerequisite for HP VUE 1.0, SoftBench 1.0, and OmniBack on the HP/Apollo Series 10000. In addition, it contains significant improvements to the X Window System. There is a new X server and rectangle manager that improves window operations (creating, mapping, resizing, destroying, etc.) 5 to 10 times over the version released in SR10.2. formerly the best X performance released bv Apollo.

At SR10.2, we introduced X11 driver support specifically tuned for monochrome controller types. We have now implemented tuned X driver support for five controller types. The tuned drivers available in PSK5 are: 4-plane color 1024x800 (E-Series), 8-plane color, 1024x800 (E-Series), Series 2500, large monochrome (high resolution), small monochrome (low resolution). These drivers speed up graphical operations across the board. Users will notice improved feel of X Window managers such as mwm.

Once a user has upgraded to SR10.3, PSK5 is no longer needed, as these changes have been incorporated into the base operating system.

Configuration information

PSK5 is available for both M68K and PRISM architectures. SR10.2 is a prerequisite. Contact your HP representative for more information.

X Window Systems is a trademark of Massachusetts Institute of Technology.

Apollo

Domain/OS Series 10000 restructure and price change

The following Domain/OS changes became effective August 1. Contact your HP representative for more information.

Option	Description
Obsoleted	
E6A	DN10000 SPU cell with 348-Mbyte disk
E8A	DN10000 SPU cell with 700-Mbyte disk
C01	One processor
C02	Two processors
C03	Three processors
C04	Four processors
New	
E6B	DN10000 SPU cell with 348-Mbyte disk and one CPU
EBB	DN10000 SPU cell with 700-Mbyte disk and one CPU
CPI	Optional 18-MHz processors (up to three)

HP-UX

Monitor change for HP 9000 Models 340M, 332MMAX, and 360MMAX workstations

The current 17-inch monochrome monitor (P/N 98786A) for the HP 9000 Models 340M, 332MMAX, and 360MMAX workstations has been replaced by the 19-inch high performance, high-resolution (1024 x 768) monochrome monitor (PIN 98778A). The monitor is targeted towards measurement automation users who require high-performance/high-resolution displays with BASIC/UX support.

Although the 19-inch monitor does not provide a direct form factor replacement for the previous 17-inch monitor (19-inch monitor not rackmountable), these monitors are software compatible. For additional information, please contact your HP representative.

Personal Computers

General

HP Portable Plus discontinuance by Cooperative Services

The scheduled product release of Cooperative Services (version B.01.00) will not support HP Portable Plus computers due to their discontinuance. Users who require the support of the HP Portable Plus should purchase Cooperative Services (version B.00.00; PIN 32570B for MPE V and 32571A for MPE XL systems) prior to October 1990.

Cooperative Services is a development tool that enables software designers to create cooperative processing applications between PCs and an HP 3000 minicomputer. The development tool consists of both an MS-DOS procedure library and an HP 3000 intrinsic server. With Cooperative Services, developers can access and update information for TurboIMAGE databases and MPE files on the HP 3000, as well as invoking procedures to jointly process information on the HP 3000 before transmitting the results back to the PC. Cooperative Services supports popular 3GL development languages, a variety of networking environments, and a broad range of PC workstations. Successful internal applications developed using Cooperative Services include HP LaserRX. Contact your HP representative for more information.

Desktop

Localized Gallery Collection upgrade kits

For Europe only

Due to high European demand, the Localized Gallery Collection Upgrade program was extended for an additional six months in April 1990. The localized Gallery Collection Upgrade Kits will be discontinued on November 30, 1990. as most users have upgraded their Gallery Collection software from version 2.0 to 3.0.

Product No.	Description
D1711-60009	Gallery Collection – Finnish Upgrade Kit version 2.0 to 3.0
D1711-60008	Gallery Collection – French Upgrade Kit version 2.0 to 3.0
D1711-60007	Gallery Collection – German Upgrade Kit version 2.0 to 3.0

Desktop

Prices of HP Vectra QS/16S and 286/12 PCs reduced

Prices of all models of the HP Vectra QS/16S and 286112 PCs have been reduced. Listed below are the product numbers affected.

Product No.	Description
D2467A	HP Vectra 286112 Model 1 PC – 3%-inch floppy, Super VGA
D2460A	HP Vectra 286112 Model 1 PC – 5¼-inch floppy, Super VGA
D2462A	HP Vectra 286112 Model 20 PC – 3%-inch floppy, Super VGA, 20-Mbyte disk
D2461A	HP Vectra 286112 Model 20 PC – 5¼-inch floppy, Super VGA. 20-Mbyte disk
D2464A	HP Vectra 286112 Model 40 PC – 3½-inch floppy, Super VGA, 42-Mbyte disk
D2463A	HP Vectra 286112 Model 40 PC – 5%-inch floppy. Super VGA. 42-Mbyte disk
D1461B	HP Vectra QS/16S Model 1 PC – 3%-inch floppy
D1481B	HP Vectra QS/16S Model 1 PC – 5%-inch floppy
D1464B	HP Vectra QS/16S Model 47 PC – 3%-inch floppy, VGA card, 42-Mbyte disk
D1462B	HP Vectra QS/16S Model 46 PC – 5%-inch floppy, VGA card, 42-Mbyte disk
D1489B	HP Vectra QS/16S Model 87 PC – 3%-inch floppy, VGA card, 84-Mbyte disk
D1488B	HP Vectra QS/16S Model 86 PC – 5%-inch floppy, VGA card, 84-Mbyte disk

The HP Vectra 286112 PC is Hewlett-Packard's new entry-level personal computer. The HP Vectra QS/16S PC is Hewlett-Packard's PC based on Intel's 80386SX 16-MHz processor.

Coupled with HP's aggressive PC discounts, the new prices make the HP Vectra 286112 and QS/16S PCs very competitive. Contact your HP representative for more information.

Desktop

Significant price cuts on HP Vectra PC memory upgrade kits

Effective August 1, all memory upgrade accessories for the HP Vectra PC family were further reduced by 20 to 40% (U.S. list) per megabyte of memory.

HP memory upgrade kits offer users quality and assurance. HP's comprehensive testing and component qualification process ensures optimal system performance, reduction of soft errors, and minimization of premature memory component failures.

Ordering information

Product No.	Description
D2150A	1-Mbyte memory upgrade kit for HP Vectra 486125 PC
D2151A	4-Mbytc memory upgrade kit for HP Vectra 486125 PC
D2152A	8-Mbyte memory upgrade kit for HP Vectra 386125. 486125 PC
D1640A	1-Mbyte memory upgrade kit for HP Vectra 286112. QS, RS PCs
D1642A	4-Mbyte memory upgrade kit for HP Vectra QS, RS PCs
D1354A	2-Mbyte memory upgrade kit for HP Vectra 286112, QS/16S PCs
D2381A	2-Mbyte memory upgrade kit for HP Vectra 386125 PC

General

New CIO asynchronous 16-channel MUX

Hewlett-Packard introduces the new channel I/O asynchronous 16-channel multiplexer (CIO-16 MUX, PIN 98190A). It has 16 asynchronous RS-232-C ports with full duplex modem control capability. The multiplexer permits direct and remote connection of various CRT terminals, printers, plotters, and other asynchronous devices. An option is available for RS-422 ports, which do not support modems.

The multiplexer is intended for use with HP 9000 Series 800 computers, with the CIO backplane. It requires the HP-UX operating system, Version 7.X or later and supports the HP 9000 Series Models 825, 835, 845, 850, 855, 870, 635, and 645.

Features and benefits

- *16 ports with full modem control* — Lowers cost per port, more ports per system I/O slot.
- *Throughput of 19.2 Kbaud per port, simultaneously* — handles more users with high performance throughput.

  Programmable hardware Xon/Xoff flow control — Pace binary data when transmitting in one direction at a time.
- *On-board buffering with Direct Memory Access (DMA)* — Less interrupts to CPU means better system performance.

HP product-line positioning

The CIO-16 MUX is designed for the HP 9000 Series 800, with a channel I/O backplane, and users who need to connect terminals and printers. The target user need not have a high demand for a large number of users or printers connected to the HP 9000 Series 800 (CIO), since the MUX offers a higher port count with a lower price per port than the CIO 6-channel MUX.

The CIO-6 MUX can still be a viable product. It will be shipped with systems to provide the system console and access port functionality. and is ideally suited for low port count requirements such as in systems used as servers or gateways.

The DTC/9000 should be considered when the user is looking at very high port counts and wants multisystem access.

The following literature is available for reference. Contact your HP representative to get copies and for more information.

- Network Sales Portfolio, July 1990 — PIN 5951-7066
- HP AdvanceNet Specification Guide, August 1990 — PIN 5956-4144

Product structure

Product No.	Description
98190A	CIO asynchronous 16-port MUX, base product includes: 16-channel MUX printed circuit assembly (PCA); installation manual; two RS-232-C active distribution panel (ADP); 3-meter Y-cable, PCA to ADP
Media options (must order one):	
	Software contains a driver support for HP-UX 7.X. User *must* order *one* Opt. AAO or AA1 per system that is running HP-UX 7.X. Opt. 1AW may be ordered for additional MUXes on the same SPU. Order Opt. 1AW if the MUX will be used with HP-UX 8.0 or later.
Opt. AAO	¼-inch cartridge tape
Opt. AA1	½-inch magnetic tape (1600 bpi)
Opt. 1AW	Delete software
Cable option (may order one):	
Opt. 001	Replace cable with 10-meter extension cable
Interface option (may order one):	
	Replaces the two RS-232-C ADPs with two RS-422 ADPs and adds one loopback test hood.
Opt. 1C8	RS-422 interface

Mass Storage

HP 7937 disk drive discontinuance

The removal from the HP Price List of all HP 7937 products, cabinets, and bundles has been delayed from June of 1990. The discontinuance of these products will occur between October of 1990 and January of 1991, except for the HP 7937XP/FL upgrade kits (P/Ns 97520XP and 97520FL) scheduled for discontinuance on February 1, 1991. All of the HP 7937 products can be replaced with the new HP Series 6000 Models 335H, 670H/FL/XP and 1.34FL (the C220XA product line).

If you must have HP 793XX disk drives, please order now. If you are migrating to FL or XP (cache). orders for the upgrade kits will not be taken after February 1, 1991. If you want to migrate later than that date, your needs can be met by replacing the HP 7937 disks with the new HP C220XA product line. Support life for both the HP 7937X disk drives and the upgrade kits will begin no later than August 1, 1991. Listed below are the product numbers affected. Contact your HP representative for more information.

Product No.	Description	Discontinuance
7937H/XP/FL	Disk drives	Oct. 90–Jan. 91
19511A	2-pack cabinet	Oct. 90–Jan. 91
19512A	19-inch racks slide kit	Oct. 90–Jan. 91
19514A	8-pack cabinet	Oct. 90–Jan. 91
19521H/XP/FL	I-Gbyte bundles	Oct. 90–Jan. 91
19522H/XP/FL	2-Gbyte bundles	Oct. 90–Jan. 91
19524H/XP/FL	4-Gbyte bundles	Oct. 90–Jan. 91
97520XP	HP 7937XP upgrade kit	Feb. 91
97520FL	HP 7937FL upgrade kit	Feb. 91

Networks

DS-NS Migration Solution a new program

A new DS-NS program begins October 1. With this program, the consulting and implementation services needed for a successful migration have been packaged with the NS 3000/V products to provide the DS-NS Migration Solution.

A successful migration from the DS family of products to the NS family of products requires up-front planning and training. HP has created a migration solution that provides the help needed to migrate to the NS 3000/V products. This solution can be customized to meet users' specific needs and schedules.

Features

- ***DS-NS Migration Consulting Service*** — includes various levels of detailed migration planning and user training.
- ***HP Network Startup and Installation*** — included with NS X.25 3000/V and NS Point-to-Point 3000/V.

The DS-NS Migration Consulting Service provides assistance from HP networking specialists. This service includes developing a specific plan, training the users, and fine tuning the network.

The HP Network Startup service helps users get their network up and running quickly. With this service, HP will install, configure, and test the network.

Customized to meet needs

There are a variety of service levels available with the DS-NS Migration Solution. For a full-service solution, HP can put together a solution to plan the migration, convert DS/3000 nodes to the appropriate NS/V products, and train operators, administrators, and users. For users who need help migrating their applications, HP can include this as part of the migration solution. For users who don't need a full service solution and who plan to do some of the migration work themselves, HP can create a solution to match their needs.

Any component of the DS-NS Migration Solution can be purchased separately. Users who want the NS 3000/V products without the migration solution will still get a DS upgrade credit.

Reasons for migrating

There are many reasons to migrate to NS. Listed below are some of the benefits of NS over DS:

- *Communications with MPE XL systems* — MPE V systems running NS 3000/V will be able to communicate directly with MPE XL systems. Systems still utilizing DS3000 links and services must be routed through a system running both DS and NS.

  New networking applications — OpenView, HP's network management product family is compatible with NS.

- *Enhanced user capabilities* — Many enhanced user capabilities are now available with NS. These enhancements increase user productivity.
  - Users can set up multiple remote sessions to the same system.
  - Users and programmers can transfer entire groups of files without prior establishment of a remote session.
  - A guided configuration feature is available that reduces the number of configuration screens and allows easier movement between screens.
  - An online HELP facility is available for configuration.
  - A configuration backup facility is available for greater reliability.
- *Transparent access over multiple nodes and between networks* — NS 3000/V routes data to the appropriate system, whether the destination system is on the local network, or on a remote network, accessible through a gateway. No longer is it necessary to log on to intermediate systems. Eliminating unnecessary log-ons is desirable for security reasons and systems resource usage.
- *Programmatic interface for customized applications* — Using Network InterProcess Communication (NetIPC), programmers can develop customized network applications.
- *Industry-based protocols* — The NS 3000/V family of products is based on the OSI seven-layer model and supports de facto and industry standards, including DARPA TCP/IP, CCITT X.25, and IEEE 802.3.

Contact your HP representative to find out more about your DS-NS Migration Solution.

Networks

DTC Manager software support

The OpenView DTC Manager software (PIN D2355A) is used to configure, monitor, and diagnose DTCs on a local-area network. Via the DTCs, the software manages connections between asynchronous devices and host systems over the LAN and X.25 PAD, and system connections to external X.25 networks (MPE XL only). Previously, the DTC Manager capability was located on the HP 3000 (MPE V).

As the OpenView DTC Manager software resides on an OpenView Windows workstation, users must purchase software support via the HP Vectra PC software support program. This will provide them with comprehensive software support not only for the OpenView DTC Manager, but for the OpenView Windows workstation as well.

With the following software support product and option numbers, a user is entitled to receive telephone support and update materials for their OpenView DTC Manager Software:

Product No.	Description
H2024A+T00	HP TeamLine Vectra PC
H2025A+H00	HP ResponseLine Vectra PC
Opt. OJT	Processor option for PC DOS
Opt. OL7	Application option for OpenView Support
H2027A+S00	HP Software Update Materials for HP Vectra PC

A remote support modem (see listing below) and AdvanceLink software must be provided by the user as a prerequisite for purchasing HP ResponseLine support for the DTC Manager software. These are technical requirements to deliver HP ResponseLine telephone support. To help offset the cost incurred by the user for the modem and AdvanceLink software, the price of the OpenView application option was lowered on the July 1990 HP Price List. Contact your HP representative for more information.

Modem listing

The following remote support modems have been tested and approved for remote support of the DTC Manager software:

- Hayes Smartmodem 1200, PIN 92205A
- Hayes Smartmodem 2400, PIN 92205B
- Multitech 224, 1200 baud

Plotters

HP revamps small-format plotter family with HP 7550 Plus and free software



With the introduction of the HP 7550 Plus, HP's top-of-the-line desktop plotter, and the addition of free PrintCache PC-buffering software for the HP 7475A and HP ColorPro plotters, HP's small-format plotter family offers an even greater range of cost-effective hardcopy color solutions for business and technical environments.

HP's pen plotters helped define the color market in the mid-1980s with smooth lines, solid fills, and brilliant overhead transparency colors; today, desktop plotters are still setting the quality standard for color in the professional marketplace.

With the HP **7550** Plus plotter's throughput improvements and memory board options and with the time savings PrintCache software can deliver for HP 7475A and HP ColorPro plotter users, HP's desktop plotters have cut plotting time significantly. Furthermore, the HP **7550** Plus plotter's improved automatic sheet feed, especially with the use of an optional 1- or 2-Mbyte memory board, is a boon to the high-volume individual user or to multiple users in a shared environment.

With the introduction of the HP **7550** Plus, Hewlett-Packard has brought several other improvements to the desktop, leveraging from HP's successful large-format plotters. These built-in intelligence features include automatic pen-sorting and pen-grouping algorithms and a curved-line generator for smoother circles, arcs, and freehand curves. HP-GL/2, HP's new graphics standard that includes compressed files. an extended instruction set, and compatibility with the large-format family, is fully implemented in the HP **7550** Plus; the HP **7550** Plus also maintains full software compatibility with the HP 7550A (HP-GL) through emulation.

The HP **7550** Plus is available in either a Centronics version, ideal for PC users, or an HP-IB version. Both versions include serial capability, but only the HP-IB configuration, identical to the HP 7550A, includes an "eavesdrop" function for workstation users.

Creating quality color output for business and technical applications has never been as fast or as convenient. You owe it to yourself to get reacquainted with HP's advanced plotter technology. The HP **7550** Plus plotter is the proud new flagship for an entire fleet of HP color solutions.

Contact your HP representative for more information.

Printers

New HP LaserJet IIID printer



The new HP LaserJet IIID printer (PIN 33459A) replaces the HP LaserJet IID printer by combining the paper-handling benefits of the HP LaserJet IID with the increased functionality of the HP LaserJet III printer — Resolution Enhancement, PCL 5 (Intellifont type-scaling technology), and HP-GL/2 vector graphics.

Features and benefits

- *Replaces the industry-standard HP LaserJet IID printer* — offers significant improvements without sacrificing software and hardware compatibility and field-proven reliability. Comes standard with one year, on-site (next-day) warranty.
- *Two paper trays for added paper handling flexibility and increased input capacity (P/Ns 92297B/C/D/E)* — two 200-sheet input trays simplify paper handling for end users, providing an easy way to get multiple paper size/types and reduce user intervention through higher paper capacity. These advantages are most important in shared environments where the printer is often located some distance from a user's desk.
- *Two-sided printing for efficient paper usage and more professional looking documents* — duplex printing (two-sided) allows users to reduce the thickness of their documents, save filing space and postage fees, and print up to 800 pages without reloading paper.
- *An optional envelope feeder for convenient and easy envelope printing (P/N 33458A)* — users can print envelopes more reliably, without interfering with one of the other input trays or requiring them to manually feed envelopes one at a time. The envelope feeder will hold 50 envelopes; users can choose from one of three different envelope sizes.
- *Resolution Enhancement technology* — this HP patented technology provides highly readable professional-looking text and graphics. Every memo, letter, and proposal gives maximum impact by removing jagged edges, typically found in 300-dpi printing.
- *Scalable typefaces* — features internal CG Times and Univers scalable typeface families:
  - Internal treatments include medium, bold, italic, and bold italic.
  - Typefaces are scalable from .25 point to 999.75 point in .25 increments.
  - Scalable typefaces are built-in, do not consume as much PC memory or PC disk space, are easier to use, cost less, and require less printer memory.
  - Many accessory scalable typefaces are available from the HP MasterType Library in both disk and cartridge form.
- *Font compatibility* — HP LaserJet IIID scalable typefaces are compatible with those in the HP LaserJet III printer. Included is a complete set of HP LaserJet IID/IIP printer Courier and line printer bitmap fonts. Existing font cartridges, soft fonts, and scalable typefaces work with the HP LaserJet IIID printer.

continued on next page

- *PCL 5 printer language* — added power while maintaining HP LaserJet compatibility is the cornerstone of the PCL 5 printer language. Users can use existing software or update (drivers or applications) to take advantage of PCL 5 printer language power. Advantages are multiple print directions per page, white-on-black printing, HP-GL/2 vector graphics, arbitrary rotation of text and graphics, patterned fonts, and mirrored text.
- *Built in features that make the HP LaserJet IIID printer ideal for sharing* — high paper capacity, low cost per page, high duty cycle (20,000 pages/month), fast graphics, more fonts, more RAM, one year on-site warranty, dual trays, and a variety of sharing options.
- *Accessory memory* — uses 1- and 2-Mbyte (HP LaserJet IIP/III compatible) accessory memory boards (P/Ns 33474B, 33475B). With the printer's two memory slots, 1, 2, 3, or 4 Mbytes of memory can be added to the 1 Mbyte of built-in memory. A second board can be added without discarding the first.
- *Localized front panel* — features a front panel localized in five languages: English, German, French, Spanish, and Italian. User documentation is also translated and available in the same languages plus Danish, Swedish, and Norwegian.
- *Apple connectivity* (PIN 33416A) — true Adobe Postscript and AppleTalk accessories provide the connection between Apple CPUs and the HP LaserJet IIID. At least one additional megabyte of memory is required.

HP product-line positioning

The HP LaserJet IIID printer will have broad appeal in the office environment as a high-capability workstation printer or a shared printer. By replacing the HP LaserJet IID printer, the HP LaserJet IIID printer becomes the optimal product for paper handling and sharing within the HP LaserJet printer family. The HP LaserJet IIID printer extends the advanced features of PCL 5 printer language and the advantages of Resolution Enhancement technology to users requiring greater paper-handling flexibility and/or shareability.

The HP LaserJet IIID printer is well differentiated both by features and benefits and by position within the HP LaserJet printer family. The advanced features of PCL 5 and the advantages of Resolution Enhancement technology come together with advanced paper-handling capabilities to uniquely position the HP LaserJet IIID. Contact your HP representative for more information.

Benchmarks

- same performance characteristics as the HP LaserJet III printer
- more than 40% better Centronics parallel I/O throughput than the HP LaserJet III printer

Technical specifications

- 10-MHz Motorola 68000 with proprietary HP hardware assist logic

  AGFA Compugraphic Intellifont 2.1 scaling technology
- HP PCL 5 printer language with integrated HP-GL/2 kernel and palette extensions, and dual context extensions
- autorotation of fonts and graphics

Ordering information

Product No.	Description
33459A	HP LaserJet IIID printer
33458A	Automatic envelope feeder
33474B	I-Mbyte memory board
33475B	2-Mbyte memory board
33439P	HP PostScript printer cartridge
33416A	AppleTalk interface kit
92295A	Toner cartridge (4.000 pages)
92297B	Letter-size paper tray (8½ × 11 in.), 200 sheets
92297C	Legal-size paper tray (8½ × 14 in.), 200 sheets
92297D	A4 paper tray (210 × 297 mm), 200 sheets
92297E	Executive-size paper tray (7¼ × 10½ in.), 200 sheets

Printers

HP LaserJet IIID printer supported on HP 3000 systems

Hewlett-Packard announces enhanced support for the HP LaserJet IIID printer on HP 3000 MPE XL and MPE VIE systems. The addition of an HP 26013A status readback card to the HP LaserJet IIID printer allows the printer to support status checking. The HP LaserJet III and IID printers are also supported on MPE XL and MPE VIE systems with the addition of the HP 26013A card.

The HP 26013A card plugs into the optional I/O slot in the back of the HP LaserJet IIID printer and can be easily installed. Instructions on how to install the card into the HP LaserJet IIID printer and how to configure the HP 3000 are provided with the HP 26013A card.

The HP LaserJet IIID, III, and IID printers configured with the HP 26013A card are supported on HP 3000 MPE XL and MPE VIE systems in the same configurations as other members of the HP LaserJet printer family. Without the HP 26013A card, the HP LaserJet IIID, III, and IID printers do not support status checking. Support for these configurations without the HP 26013A card is limited to TermType 18.

MPE VIE system support limitations

- ATP only, pass three and greater PCCs, no ADCC support
- no remote modem connection, direct connect only
- HP 233412335 Stat MUX configurations, direct connect only at remote end
- TT26 and TTPCL26 support (V-Delta4 and later releases)

MPE XL system support limitations

- DTC direct connect only, no remote modem connections
- HP 233412335 Stat MUX configurations, direct connect only at remote end
- no PAD support

TT26 and TTPCL26 support (MPE XL 1.2 and later releases)

Supported SPUs and support maximums

HP 3000 system	IIP LaserJet III printer maximum
MICRO 3000/3000LX	1
MICRO 3000GX/RX/XE	2
Series 37/37XE	1
Series 39–58	2
Series 6X–70, 922/LX/RX	5
Series 925LX, 925	4
Series 932, 935	8
Series 949, 955	15
Series 950	10
Series 960	20
Series 9801100, 9801200	>20

For more information on the HP 26013A card, contact your HP representative.

Printers

New HP LaserJet IIID printer software support

The HP LaserJet IIID printer offers the advanced functionality of the PCL 5 printer language and the advanced paper handling of the HP LaserJet IID printer. A number of software, hardware, and font suppliers will take advantage of this combined functionality.

The HP LaserJet IIID printer is compatible with the HP LaserJet IID/III printers. If an HP LaserJet IIID driver is not available, you can still take advantage of the printer's features. To access the PCL 5 functionality, select the HP LaserJet III printer driver. Duplex, paper tray selections, and binding edge can be set on the front panel of the printer.

To access the advanced paper handling, select the HP LaserJet IID printer driver. The software used with your HP LaserJet IID printer will also work with the HP LaserJet IIID printer. Simply use your HP LaserJet IID printer driver.

On March 1, 1990, in conjunction with the HP LaserJet III printer introduction, a fax system went on-line to provide timely information to users. The fax system contains a list of available HP LaserJet IIID printer drivers. The fax system is a fast, up-to-date way for HP to provide users with current information regarding new printer product software, hardware, and font and scalable typeface support. Follow these instructions:

1. From your fax machine, dial the HP LaserJet IIID fax number: 208-344-4809
2. A voice response system will answer, describe the documents available, and prompt you for the ones you want.
3. After selecting your documents, the fax system will beep. Press the send button on your fax machine and the selected documents will be sent to your machine.

Printers

Apple Macintosh compatibility with new HP LaserJet IIID printer

The same components that bring Macintosh compatibility to the HP LaserJet III and IID printers also provide advanced paper handling and superior print quality features of the new HP LaserJet IIID printer to Apple Macintosh users.

To offer Macintosh users complete HP LaserJet IIID printer compatibility, the following three components have been added:

- ***AppleTalk interface kit from HP*** (PIN 33416A) — includes HP printer resources and screen font disks; does not include LocalTalk cable. Complete printer resource installation information is also included with the AppleTalk interface kit. The part number for the AppleTalk interface kit for the HP LaserJet IIP printer is 33417A.

  Note: The AppleTalk interface kit alone will not enable an HP LaserJet printer to work with a Macintosh. Users must also add the PostScript cartridge from HP and accessory memory.

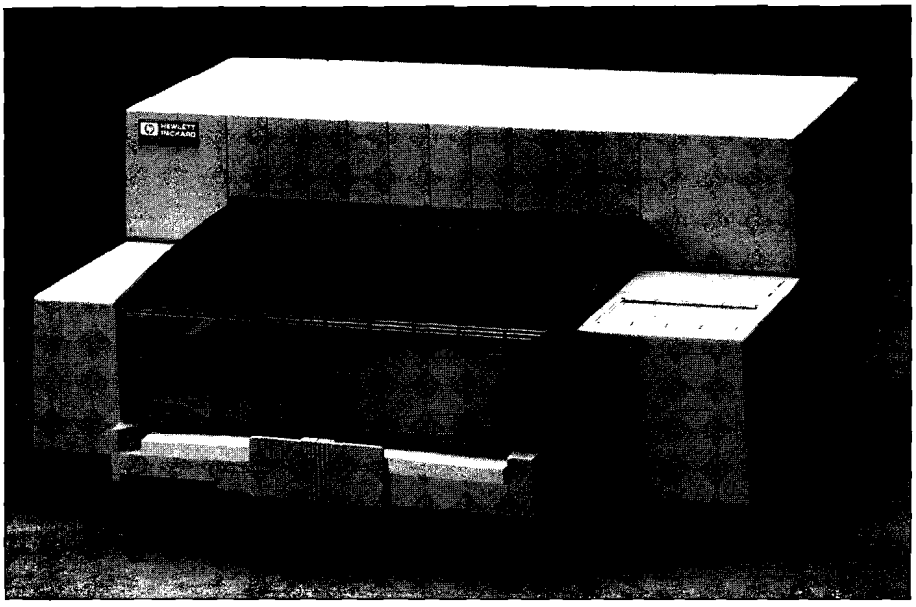
  HP PostScript cartridge (PIN 33439P) — provides the authentic Adobe page description language plus 35 scalable typefaces, and the ATM-type rendering technology. The same cartridge also supports the HP LaserJet III/IIP/IID printers.

  HP printer memory — 2 Mbytes of accessory memory are recommended for using an HP LaserJet IIID printer with a Macintosh. Duplex printing requires 4 Mbytes. Part numbers: PIN 33474B for 1-Mbyte and PIN 33475B for 2-Mbyte boards for the HP LaserJet III, IIID, and IIP printers.

For more information, contact your HP representative.

Printers

Introducing the HP DeskJet 500 printer



Hewlett-Packard introduced the new HP DeskJet 500 printer (PIN C2106A) on September 4. The new printer replaces the popular HP DeskJet PLUS printer (PIN 2777A) and HP DeskJet printer (PIN 2276A). The HP DeskJet 500 printer is priced to compete directly against serial impact dot matrix printers while providing users with even greater value.

Positioned as "HP's most affordable 300-dpi printer," the HP DeskJet 500 printer is targeted toward professionals, owners, and managers who work in an office or home environment and who value print quality and affordability.

With the HP DeskJet 500 printer, HP improved the print quality, added internal fonts, developed new font cartridges, and implemented scalable fonts. A three-year limited warranty — the longest warranty in the industry — covers the HP DeskJet 500 printer.

The HP DeskJet 500 printer also offers kerning capability, a feature previously available only with more expensive laser printers. Kerning improves font spacing; documents printed with these fonts look much more professional. In fact, users of both HP LaserJet printers and the HP DeskJet 500 printer can now produce identical output.

New built-in fonts

The following new built-in fonts allow users to easily create professional-looking documents.

- Kerned CG Times — 6 and 12 point
- Letter Gothic — 6, 12, and 24 pitch
- Original portrait and landscape Courier fonts

New optional fonts

Users can have even more versatility with the following four new optional portrait font cartridges with kerned type:

Product No.	Description
C2109B	Global Text — CG Century Schoolbook 8 and 10 point, CG Triumvirate 10 and 14 point for producing reports and memos
C2109C	Garamond Collection — 8, 10, 12, and 14 point for creating elegant-looking text
C2109D	Dom Casual — 12, 14, 18, and 24 point for communicating informally
C2109E	Brush — 12, 18, and 24 point for personalizing communication

Scalable fonts/Windows

For scalable font capability, Microsoft® Windows 3.0 users benefit from HP's leading-edge technology with a new printer driver developed especially for the HP DeskJet 500 printer. The driver is easy to use — just set up and go.

Benefits

- scalable Courier, CG Times, Univers, and Symbol typefaces in portrait and landscape

  fonts sized from footnotes to banner headlines and everything in between, even when printing Excel spreadsheets
- WYSIWIG (what you see is what you get) so there is no more guesswork when printing documents

  easy access to the HP MasterType Library featuring nearly 100 fonts — to produce the look users want

The driver for Microsoft Windows 3.0 will be shipped with the HP DeskJet 500 printer beginning in November 1990. Users who purchase a printer without a driver can order it directly from HP at no charge using the form included in the printer box.

HP DeskJet PLUS printer owners can also use this driver, which helps ensure user satisfaction.

Compatibility

The HP DeskJet 500 printer is 100% compatible with both the HP DeskJet and DeskJet PLUS printers, so it already works with all popular software. In fact, more than 600 software applications include drivers for the HP DeskJet printer family. Users will need new drivers only when using new font cartridges. Many best-selling software packages, including Wordperfect, Microsoft Word, and Lotus 1-2-3, support these cartridges.

Similarly, the users' font investments are protected. All the HP DeskJet family font cartridges and soft fonts are compatible, including the HP 22707F Epson FX-80 and HP 22707P IBM Proprinter III emulation cartridges.

New ink

New, water-resistant ink is also featured with the HP DeskJet 500 printer. This improved formulation maintains superior print quality and resists smearing from highlighting, wet hands and water droplets. See article in this issue for more information about the new ink.

Literature

Lit. No.	Description
5952-2780	Sales guide
5952-2782	Product brief (includes data sheet information)
5952-2781	Corporate customer (DP/MIS) brochure
5952-2783	Print sample book
5952-2784	Software reference guide
5952-3047	How to Sell Against kit (includes sales guide. How to Sell Against brochure, and How to Sell Against checkbook-style holder), each piece also orderable separately
5954-6995	How to Sell Against brochure
5952-3046	How to Sell Against checkbook-style holder

Note: Not all pieces available internationally.

***Microsoft is a U.S.** registered trademark of Microsoft Corp.*

Printers

New water-resistant ink for HP DeskJet/ DeskWriter printer family

With the introduction of the new HP DeskJet 500 printer, users will also be introduced to a significantly improved, water-resistant ink (PIN 51608A). The new ink formula maintains superior print quality and resists smearing due to highlighting. handling, and water drops.

Early production quantities of print cartridges with the new ink will be limited to shipments of the new HP DeskJet 500 printer and HP DeskWriter printer (September in the U.S. and October internationally). Replacement cartridges will be readily available by December in the U.S., and by January internationally.

Print cartridges with the new ink will work in any model of HP DeskJet/DeskWriter printers. The product number (PIN 51608A) and price of the cartridges remain the same. This eliminates ordering confusion. However, to help identify the new product, the cartridge display carton will have the words "NEW INK" in a pink starburst on the front. Contact your HP representative for more information.

Printers

Repricing for HP DeskJet printer fonts *and accessories*

On August 1, 1990, Hewlett-Packard simplified the pricing for most of the HP DeskJet printer family fonts and accessories. The following products were repriced to a U.S. list of $79.

Product No.	Description
22706A	Courier Italics cartridge font
22706B	Prestige Elite cartridge font
22706C	Letter Gothic cartridge font
22706D	Times Roman 8- and 10-point cartridge font
22706E	Tirnes Roman 12-point cartridge font
22706G	Helvetica 8- and 10-point cartridge font
22706M	Presentations (ASCII) cartridge font
22706R	Times Roman 8- through 14-point cartridge font
22706U	Times Roman 30-point cartridge font
22706T	Helvetica 8- through 14-point cartridge font
22706V	Helvetica 30-point cartridge font
22707E	Epson FX-80 emulation cartridge
22707F	Epson FX-80 emulation cartridge
22707K	Landscape Upgrade cartridge
22707L	Landscape Fonts cartridge
22707P	IBM Proprinter III emulation cartridge
22708C	Tirnes Roman and Helvetica soft font
22708D	Univcrs Condensed soft font

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Software Packages Available and Wanted

If you are an HP VAB with a current HP contract and have a software package available for cross-licensing, or are looking for a package to cross license, this section will help you. Your entry will appear for two months; the most recent additions are shaded. To list your company in the Cross-Licensing Classifieds (at no charge), see the address at the end of this section.

Software Packages Available

Industry: *Process control, instrumentation, scientific. CAD/CAM—requiring connectivity*

Abstract: Fusion for HP BASIC and Pascal workstations is a standards-based DARPA TCPIIP network protocol software package that runs on HP 9000 Series 200 and 300 workstations. It provides BASIC and Pascal users file transfer, remote logon. and terminal emulation utilities. This allows access to all computer systems running TCP/IP, such as HP-UX, Apollo. Sun, Silicon Graphics, VAX, IBM PC. and HP Vectra PC. It includes an interface for applications software developers, such as CAD/CAM, database management, and specialized vertical market applications, to add TCP/IP networking protocols to their software.

Features

- executes applications on remote computers from the desktop
- transfers files to and from networked computers
- designs custom networking applications for use in environments such as instrumentation and process control

Applications include scientific, instrumentation, process control, CAD/CAM, and remote sensing and data collection.

HP Platform: HP 9000 Series 200 and 300 workstations

Operating System: Rocky Mountain BASIC, HP Pascal

Company Name: Network Research

Address: 2380 *N*. Rose Avenue
Oxnard, CA 93030
U.S.A.

Phone: 805-485-2700

Fax: 805-485-8204

Contact: Sales Department

Type of Distributor Wanted: Company developing and marketing applications software for HP BASIC or Pascal, HP 9000 workstation VAR

Geographical Coverage: Worldwide

Industry: Cross industry — HP 9000 HP-UX users

Abstract: This software package is composed of:

MULTIFACE 2000 — a software development tool that deals with db-schema, data dictionary, programming language, menu generator, C programs generator, documentation generator, context-sensitive help, and full screen editors (for programming and application screens). MULTIFACE 2000 runs on PCs using MS-DOS. Programs and schema are generated in the PC and transferred to the HP 9000. C programs are compiled and linked to the MULTIFACE library. The schema (data dictionary) sup-

- designed for multiuser environments
- applications are converted to standalone C programs that run directly under UNIX systems and don't overload the machine

two-level network with a maximum of 12 links per file

- types of files supported: indexed with or without data. indexed with key chains, normal UNIX system files with constant size registers
- no practical limits on number of logical files per physical file
- record accessed by hashed key, chain, direct
- object locking
- query and report generator (screen, printer, file)
- fourth-generation language (with full screen editor and recompiler for error detection)
- interactive and batch structured programs generator
- screen generator (with full screen editor and data-dictionary consultation)
- programs and data-dictionary generator only generates what has been affected by modifications

MULTIFACE 2100 — asoftware application developed with MULTIFACE 2000 for inventory control.

- programs developed with MULTIFACE 2000
- source code supplied (to be customized if needed)
- main modules: inventory. material receipt and issue. inventory balance and availability, purchase orders, customer orders, requirements planning

MULTIFACE 2200 — a software application developed with MULTIFACE 2000 for MRP.

- programs developed with MULTIFACE 2000
- source code supplied
- main modules: bill of materials, materials receipt and availability, work and production orders, purchase orders. customer orders, material requirement planning

MULTIFACE 2300 — a software application developed with MULTIFACE 2000 for PCP.

- programs developed with MULTIFACE 2000
- source code supplied
- main modules: capacities and resources data input, routing data input, production calendar, production report, production resources report

Requirements: HP 9000 (HP-UX), PC (MS-DOS)

Company Name: Infortec Informatica e Tecnologia Ltda.

Address: Avenida Dr. Alberto Sarmento. No 939
13.070 - Campinas - SP
Brasil

Phone: 0192 42-9399

Contact: Sinesio Franco Fernandes

Type of Distributor Wanted: Firms that could sell, give customer support, installation, training, develop new modules, update1 modify, and help in translating if needed (if not in an English/ Purtuguese-speaking country).

Industry: *Legal and professional services*

Abstract: FSLI Legal Accounting & Productivity System 4.14 is a set of integrated software modules designed for small, medium, and large law firm practices, corporate legal, and other professional service industries, including CPA, consulting, advertising, and public relations. The system is sold by a number of timekeepers, and in modules as desired. Modules include: Time & Billing; Copier/Postage/Telephone Recovery Interfaces; Accounts Receivable; Accounts Payable; Conflict of Interest; Calendar; Docket; General Ledger; Trust Accounting; and related utilities.

FSLI's software was written in C, and is supported by our own database product. This software can be compiled onto any CPU that has a C compiler, including all HP-UX systems, micros utilizing MS-DOS or OS/2, and on networks including Novell, Banyan, and 3-Corn (shared and open). Data files are directly transportable across all platforms.

Features

- small program sites (under 15 Mbytes DOS, and under 30 Mbytes UNIX system)
- on-line softkey displays and programmable function keys
- Lookups and Search capability on most fields
- extremely fast processing speeds
- totally engineered integration
- database reporting capability
- on-line "Help"

Requirements: Any CPU with a C compiler.

Company Name: Foundation Software Laboratories, Inc.

Address: 7343 D, Hanover Parkway
Greenbelt, MD 20770
U.S.A.

Phone: 800-282-8308

Contact: Mike Mileski, President

Type of Distributor Wanted: Open, margins 10–60% based on volume

Geographical Coverage: U.S., Canada, U.K.

Industry: Cross industry — graphics and charting software

Abstract: CHART*PRO is a new and powerful charting and graphics package that can be transparently integrated into your system. All standard graph formats are supported, along with text charting. drawings. and chart annotations. CHART*PRO runs on PCs (MS-DOS), HP 9000 systems (HP-UX), and 900 Series HP 3000 systems (MPE XL) in native mode.

CHART*PRO was designed primarily for data and statistical charting, but works just as well for general business graphics. CHART*PRO provides capabilities previously found only on the largest mainframe computer systems. It utilizes a straightforward command language or prompt/response menu that outputs to the screen and to just about any plotter, printer, or laser printer.

Extremely easy to integrate and use, CHART*PRO communicates with your system in real time or through ASCII files. Defaults and automatic settings exist for all graph parameters. Phone support and implementation assistance are included at no additional cost.

Enhance your software by giving your users high-quality graphic output "directly" from your system. Initial license set-up fee is $1,000. Royalties are negotiable and demos are available.

Requirements

- HP 3000 system (MPE XL)
- HP Vectra PC or IBM-compatible PC with MS-DOS 3.3 or later. 640K memory, and hard disk; EGA/VGA and math coprocessor desirable
- HP 9000 system (HP-UX)

Company Name: Interactive Solutions Corporation

Address: Route 1 Box 500
Eastsound, WA 98245
U.S.A.

Phone: 206-376-5085
800-545-4723

Fax: 206-376-2151

Contact: Stephen T. Hance

Type of Distributor Wanted: Software developer/integrator

Geographical Coverage: Worldwide

If you are an HP VAB with a current contract, you can list your company in the Cross-Licensing Classifieds (either Software Packages Available or Software Packages Wanted) by sending the information in the format used here to:

Hewlett-Packard Company
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Attn: Marcia Nowicky
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Building 46UV
Cupertino, CA 95014
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Please address editorial correspondence to Tracy Wester at address listed below.

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