

NEWS

No. 44

"Out-thinking our competition to help your customers out-think theirs"

April 1982

Edward P. Gistaro Elected New Datapoint President

Harold E. O'Kelley, Chairman of the Board and Chief Executive Officer of Datapoint Corporation, announced March 23 the promotion and election of Edward P. Gistaro as President and Chief Operating Officer. Chief Operating Officer is a newly created position at Datapoint. Mr. O'Kelley also becomes Acting Chief Financial Officer in addition to his continuing responsibilities as Chairman and CEO.

Mr. Gistaro joined Datapoint as Vice President, Marketing, in 1973 and was elected to the Board of Directors in 1976. Most recently he was Executive Vice President, Finance and Corporate Development. His experience includes more than 20 years in the computer industry.

Mr. O'Kelley joined Datapoint as President in 1973 and was elected Chairman in 1974. He has held high technology senior management positions for nearly 25 years.

In announcing Mr. Gistaro's promotion Mr. O'Kelley said, "This move is a significant one for the Corporation in that it permits us to take increasing advantage of internal growth opportunities of outstanding people, and structure ourselves to meet the market growth opportunities of the 1980s."



Harold E. O'Kelley

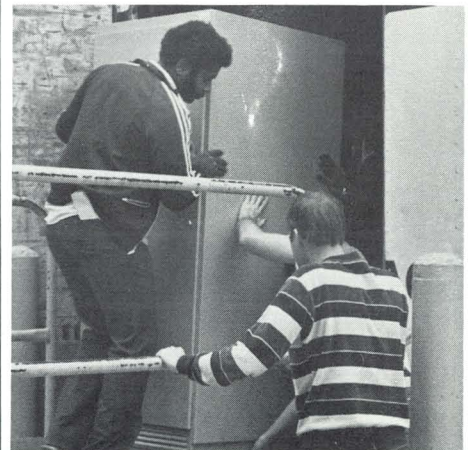


Edward P. Gistaro

First ISX Shipped to Financial Institution

The first Information Switching Exchange™ (ISX™) was shipped Friday, February 26 to a financial institution in Dallas, Texas. It left the Advanced Switching Development Center in Dallas on schedule for installation at the site of an existing Datapoint® Infoswitch® /ARC™ system user.

"This is a major milestone for Datapoint," commented James C. Carreker, Vice President and General Manager, Office Communications Systems Division. "Our customer already has an ARC network on site, and therefore will be able to utilize the ISX's full voice, data, text and message switching capabilities."

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The ISX is loaded on to a truck, bound for its first installation.

Datapoint Shares \$65 Million Government Contract...see page 2

Datapoint Partner to \$65 Million DOD Contract

The Department of Defense has awarded a \$65 million contract to a joint venture owned 50% by Datapoint Corporation.

Federal Data Systems Corporation (FDSC), formed by Datapoint in conjunction with Electronic Data Systems Federal Corporation and

its parent, Electronic Data Systems Corporation, of Dallas, was awarded the contract March 12. FDSC will provide systems to collect patient care workload data from U.S. military medical treatment facilities throughout the world.

ISX continued from page 1

"Their use of the ISX will demonstrate the integration of our ARC local network with our third generation PBX. The industry will be watching their progress closely."

Carreker noted that the customer will have 450 ports on the ISX, 400 stations and 50 trunks. The company will use version 1 basic voice and telecommunications switching, least cost routing, en route tables, and Data Management Subsystem. User instruments will be Datapoint manufactured Infoset™ I telephones.

Carreker said his staff will carefully monitor this all-important first installation, which will be ac-

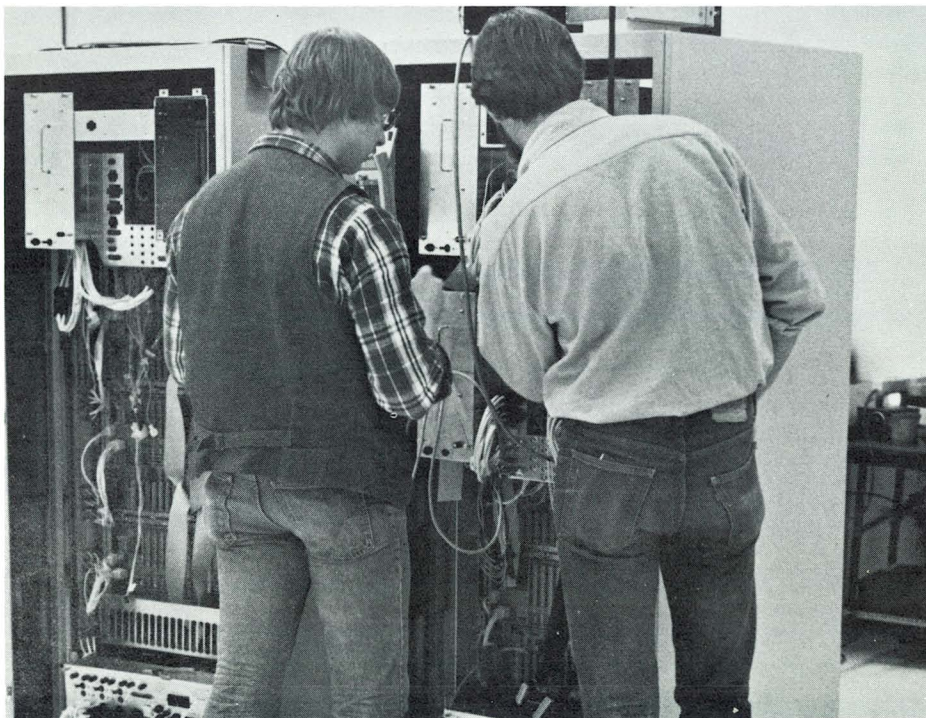
complished gradually over a four month period. Full operation is expected in late June.

"The success of this first shipment is due to a number of factors — the development group, the sales and marketing effort, and Datapoint's reputation for quality and service," said Carreker.

Carreker reported that the ISX passed FCC electronic emission compliance testing — part 15, prior to shipment.

Datapoint introduced the ISX at a New York City press conference April 2, 1981.

*Kent Nutt
Ext. 5365*



Workers at the Development Center in Dallas inspect the internal wiring of the ISX before it is shipped.

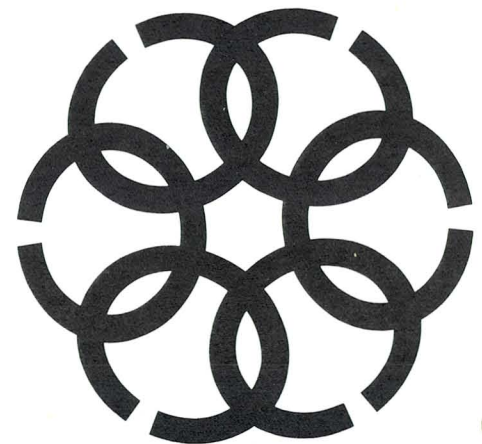
The contract begins with a \$4.9 million contract for the first year, with nine one-year extensions to reach the potential total value of \$65 million.

Making the joint announcement were Datapoint Executive Vice President Dick Palermo and EDS Group Vice President Gary Fernandes. Under the contract, FDSC will develop, install and maintain, at up to 220 locations worldwide, Attached Resource Computer® (ARC) data processing and information systems to assist U.S. military services in the analysis of staffing and assignments in military hospitals throughout the world.

Datapoint will provide all hardware and hardware maintenance. Electronic Data Systems will provide applications software and software support.

Up to 220 ARC systems, with well over 1,000 processors, are to be shipped over a two-and-one-half year period beginning in about six months. The systems will utilize our Resource Management System™ (RMS™) operating system, supporting data processing, word processing and data communications.

Federal Data Systems Corporation was formed in 1981 to seek this major Department of Defense medical services contract. The complementary nature of Electronic Data Systems and Datapoint products can bring substantial incremental revenues to both companies.



The Inflation Fighter: An Update

Excellent revenue figures are already being tallied as a result of the Inflation Fighter program, which was discussed in last month's issue of *Datapoint Marketing News*. As we near the end of the quarter, let's take a look at some components of the program.

Multiplan

Multiplan* D has been released. This software adds another valuable tool to your office applications. Multiplan is textfile compatible with WP and other Datapoint software — a feature unique in the industry. As one of the most featured and effective of the financial modeling packages, Multiplan can become a valuable asset in Datapoint's complement of sales tools.

Decision Maker Systems

To complement the Multiplan offering, the Decision Maker is now available. The Decision Maker is a configuration of 1800 and 3800 based systems bundled with the Multiplan software. The Decision Maker systems are highly competitive in both price and performance. Product documentation is written from a user's point of view.

(As a footnote, the name "Decision Maker" was chosen because the system is just that: an aid for management planning and decision making. Bob Neidhardt [Mid-Atlantic] suggests it is a pretty good tool — with the competitive pricing — to help the customer make a buying decision.)

Sales Aids

New sales reference guides for Multiplan, IEOS, ARC and CMP products are being released. Several new slide shows are available and success stories are being compiled. Competitive profiles are also being generated, and will be available soon.

Coming Attractions

As we approach Q4 and the end of FY82, the message will be more and more focused around ARC and our leadership position in DDP. We plan to continue efforts to provide you with more sales information including competitive profiles, success stories and product brochures.

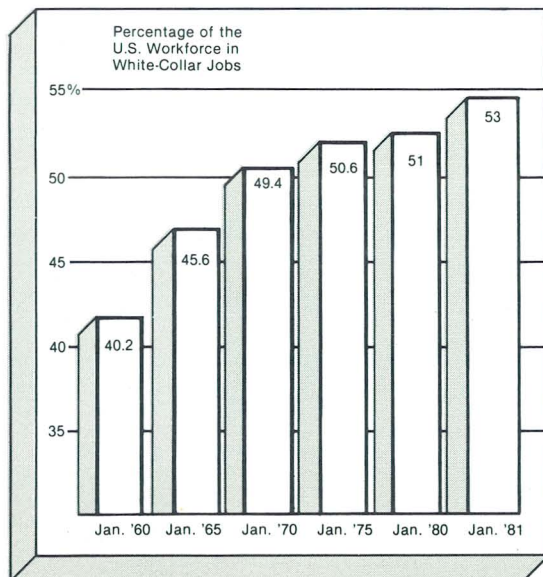
Q4 will be the wind-up of a year of increased costs due to inflation. Work extra hard to fight inflation with these programs provided you in Q3.

**Multiplan is a trademark of Microsoft, Inc.*

*Product Marketing
Ext. 7151*

Selling In A Recession

An old friend dropped in the other day. We talked about—among other things—the economy and his job, selling computers. He's optimistic about both. As he put it, "I'd hate to be selling cars, or airplanes to Braniff, but give me a product that will solve the economic problems and I'll not only get all the dollars normally available, but I'll get some of those unspent car and airplane bucks, too."

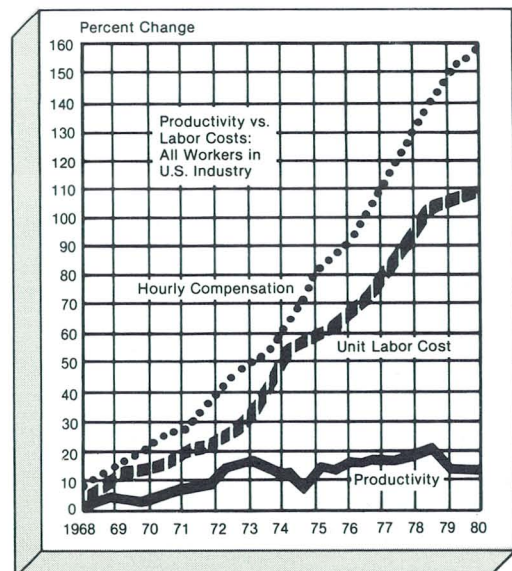


Source Bureau of Labor Statistics

The Problem?

Everybody has an answer to why the market is soft and the economy is weak. Budget deficits, balance of payments, foreign intervention and manipulation, government regulations — pick your favorite. Or, look at some statistics. According to the U. S. Bureau of Labor Statistics, productivity in U. S. industry has been actually declining since 1978. At the same time, we have an expansion of the office to the point that more than 53% of the workforce is in white-collar jobs.

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The bill for office work is over \$800 billion annually. Booz, Allen and Hamilton predicts it will be \$1.5 trillion by 1990. Consider these interesting facts:

- 80% of office expense is for salaries and benefits—people cost.
- Within the office, 60% of the payroll goes to managers and professionals.
- According to one source, secretaries and clerks can increase their productivity 15-25% with automation support; for managers, the potential is 10-25%.
- The U. S. spends roughly 10% of its GNP on capital investment “modernizing” industry. Most of that, historically, has been in the factory. In return, the U. S. is getting roughly a 2% annual increase in productivity (on a long-term average basis), according to the Bureau of Labor Statistics. Germany and Japan invest 15-20% of their GNP. They are seeing 5-6% annual increases in productivity.

In summary, the problem can be stated as one of capital investment and worker productivity. The solution must be focused on the office.

The Solution

Datapoint's Integrated Electronic Office™ (IEO) is more than a catchy phrase or a subject for a Yankee Group seminar. Within the concept of the IEO is the solution to the problem. Even taking the low end of one estimate of potential productivity gains in the office, we could achieve a 12% productivity increase. That increase would directly affect overall industrial productivity. It would also help make the “recession” history.

Even with the beginning of a shift of capital spending patterns from the factory to the office, only about 2% of the annual office budget is being spent on automation. That is a disproportionately small amount of money relative to the people cost. Because that small investment offers such huge and undeniable potential for return, it will be the last spending faucet turned off in an economy drive. You can count on it.

Presenting the Solution

Understand the basic nature of the customer's problem before you present a solution. When you gain an understanding of your customer's problem, present him

with a solution specifically tailored to his needs. We have an extremely broad product line. There are few problems for which we can't devise a systems solution. If you are not sure of the right approach, get help! Get help from whatever source is required: systems engineers, senior systems analysts, home office, etc.

Finally, with the help of your customer, present a cost-benefit, financial, or economic rationale for your defined solution. Cost savings exist when the Datapoint solution replaces another, more expensive way of handling the same problem. But don't stop there. Think of a few examples of “lost opportunity” savings. Help your customer input a value to more timely information. Timely information can mean quicker reactions to competitors, or reduced inventory levels or cash requirements. What creative and new business opportunities might the customer's staff explore if they were not tied down to routine daily activities? What is the value of a workforce that *feels* more productive? That *is* more productive?

Measuring productivity in the office is, admittedly, difficult. But you must take the initiative to help your customer define the potential of both cost reductions and enhanced quality of output.

Tax Incentives

One more note, an IMPORTANT note. The Reagan administration has provided at least three major new tax incentives directed at boosting productivity.

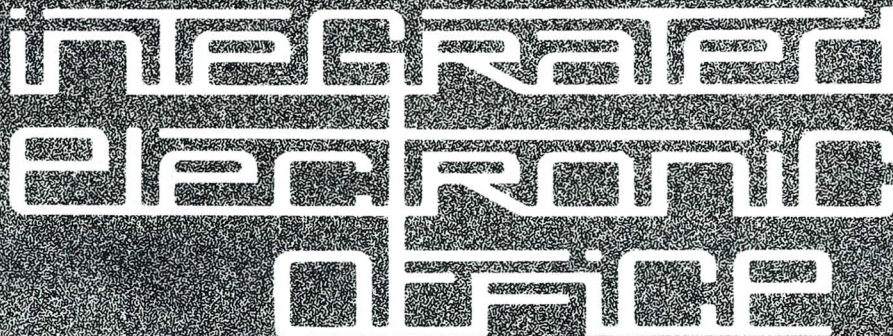
1. Investment tax credits have been doubled. These credits allow a direct tax (not income) reduction by the customer in an amount proportionate to new capital equipment purchases and installation charges.

2. There are new tax advantages which are proportionate to year-to-year increases in Research and Development expenditures. These may apply if the Datapoint system will be used in an R & D application.

3. Allowable depreciation schedules have been shortened. For example, this affects some communications equipment where schedules have been changed from 10 years to 5 years.

Take the initiative and make sure your customer takes these tax advantages into account where they apply to him.

*Bob Harris
Ext. 5212*



**INTEGRATED
ELECTRONIC
OFFICE**

Versatile 1800 Valuable in Quantity Volumes

There is not another processor in our product line which offers better system software capabilities and growth for the price than an 1800.

All DOS software, utilities, and communications are mature offerings. Languages from DATABUS®/DATASHARE® to industry standards such as COBOL, RPG, FORTRAN, and BASIC are available, with bundled software.

Multiplan, a financial modeling package, is now available on the 1800 and 3800. Multiplan software is offered in a special introductory package called "Decision Maker" which includes a processor and a 30, 45 or 160 CPS printer, all at special pricing. And do not forget IEOS and EMS™. What other product offers all of this — and is upgradable to ARC?

The 1800 is an attractive product, especially when sold in quantity. Think of selling 25 or 100 units. Call on Fortune 1000 accounts and sell distributed data processing which has the advanced access method, AIM™. 1800 systems are software rich and can communicate to almost any device, including 3270 SDLC/SNA.

The 1800 is the entry machine for growth, so 1800 sales mean upgrades and more commissions.

*Jim Whitehouse
Ext. 7151*



Datapoint 1800

Datapoint Marketing News

Irish Election Results Tallied on Datapoint System

Cara Data Processing Limited, a subsidiary of Aer Lingus — Irish International Airlines and distributor of Datapoint equipment in Ireland, accomplished a unique first for computers in broadcasting in Ireland.

In May 1981 they were commissioned by RTE, the Irish television and radio network, to write an election results reporting, analysis and forecasting system for the Irish General Election in June 1981. Here the voting system is the complex proportional representation system — with multiple candidates and multiple counts per constituency (electoral area). The system was designed and written in five weeks and ran successfully on a stand-alone 6600 (128K) with fourteen devices at three locations in June 1981.

The system was substantially modified and testing had just completed when the Coalition Government fell on January 26, 1982, with the resultant election called for February 18. This time Cara used a four processor ARC system with more peripherals at the same locations; the television and radio presenters having enquiry VDU's on their desks. Cara and Datapoint UK jointly supplied the equipment for the system which received wide television, radio and press coverage during the marathon twelve hour "Today Tonight" current affairs program on the election results coverage.

The graphics were provided on DEC PDP 11/34 and VT30. Cara and RTE now plan to use Datapoint graphics next time out—and that could be very soon as no political party received an overall majority in this election.

*Pat Keelan
Software Manager
Cara Computer Systems*



Brian Farrell, seated, anchorman of "Today Tonight" and Ray Guinan, General Manager, Cara Computer Systems, study election results as they are tallied.

A Color Business Graphics Sales Primer

Color business graphics is catching on, and Datapoint is ready. Our system is well received by the business community and is the best answer to their graphics requirements. To help supply you the answers for new prospects, the following question and answer primer is provided.

Q: What does Datapoint's Color Business Graphics system provide?

A: This is a presentation quality, user interactive, turn-key system to generate pictures and business graphics in full color.

Q: Why do businesses want or need CBG?

A: a) Offices house a collection of activities that require the flow of information. This flow is accomplished with four communication channels: speech, numbers, text and pictures. Business pictures and charts convey information in a vivid and effective way.

b) People relate to charts and easily see trends for rapid situation analysis.

c) Color pictures provide rapid, intensive information flow.

d) The presentations using color graphics result in the highest retention level of all forms of information flow.

b) Analysis — The charts clearly pinpoint discrepancies to plan or undesired trends.

c) Sales Presentations — The CBG provides the capability to generate quickly and economically sales presentations for prospects and emphasize specific details. Presentations can be personalized to include the prospect's logo, or to tailor funds management proposed for each specific client.

d) Training — Both internal and customer instructional presentations.

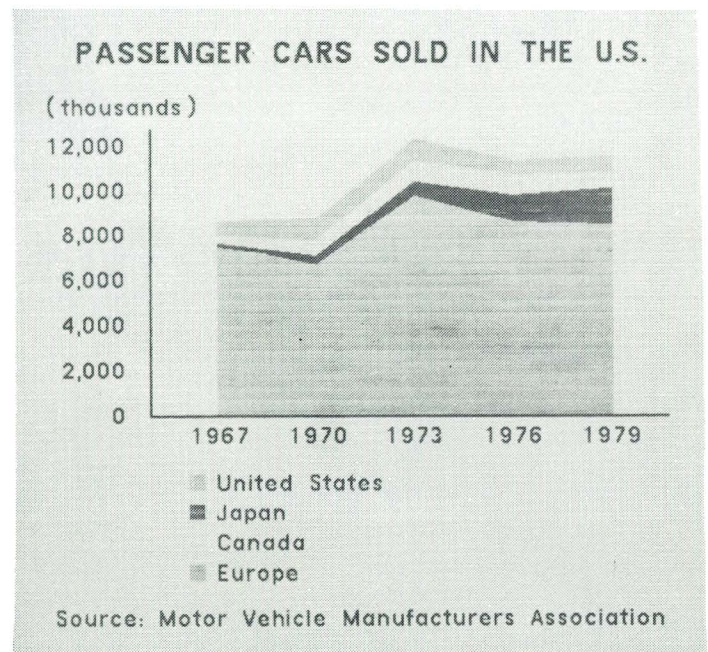
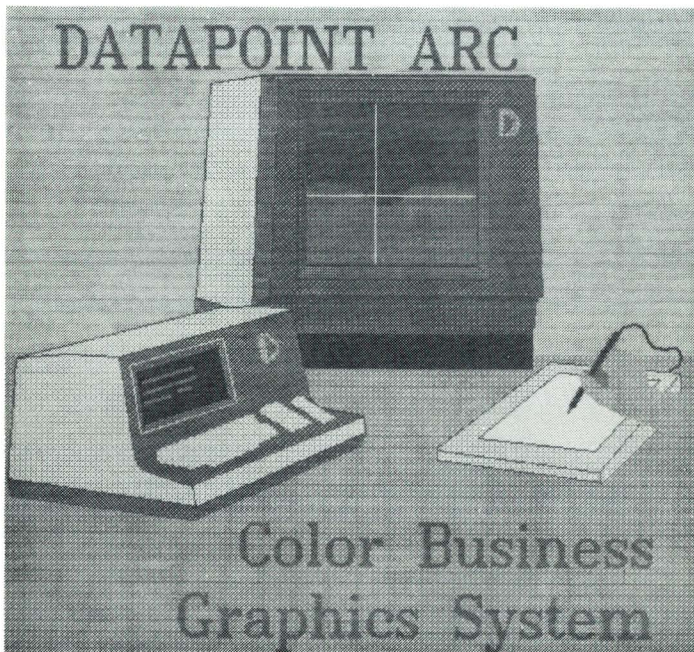
e) Demographic Studies — CBG provides the ability to draw maps, using color to show market penetration, income distribution, etc. Data can be changed quickly on the map to keep the display current.

Q: What advantages does Datapoint's Color Business Graphics system offer over the competitors' models?

A: a) Color — Our system alone enables the user to select each specific color by interactive "mixing" of the primary colors to get over 16,000,000 possible combinations.

b) Automatic Charts — CBG generates charts and graphs automatically using data accessible within the ARC network. The user simply "fills in" a stored form, and the chart is drawn.

c) Picture Storage — All pictures and charts are efficiently returned to disk memory as soon as they are created. As pictures are modified, the previous image is retained until the user wants to eliminate it.



Q: What are specific applications?

A: a) Overall corporate reporting — This is provided by presenting the numbers in chart form, clearly showing trends and comparisons to prior performance and plans.

d) Turnkey — Complete system. The user interface is specifically for the non-computer operator. System design enables interactive, English language responses, with available options always shown on the screen. We have shown that the

novice can be trained on CBG with as little as two hours of training. This provides the student with a sufficient capability. After two days of further self-study the student exhibits about 90% proficiency in the use of CBG. Also, once a user learns and uses CBG, the procedures are not forgotten. The presence of screen prompts for each activity quickly guide the user.

e) Resolution — The resolution for presentation graphics of 512 x 482 is superior to other systems of 512 x 240 to 120 x 120. We do not offer publication quality (1024 x 1024 and above) but most businesses require only presentation quality. (The cost differential to go above our resolution starts at a factor of 10:1, i.e., 1024 x 1024 systems are typically priced at \$300,000 and up.)

f) Cost Effective — The average cost for five day service bureau graphics is \$70/picture. Slides from CBG; outside service bureaus charge for a full new time. Changes to pictures are quick and free with CBG outside service bureaus charge for a full new picture. This proves that anyone producing 25 charts/week will find that CBG pays for itself in less than one year.

25 charts/week x 52 weeks x \$70/chart = \$91K
CBG \$30K + \$12K film recorder + \$37.5K Disk = \$79.5K

Prospects who currently use less than 25 charts a week can set up their own service bureau and sell

services to smaller companies. The CBG will quickly become a revenue generator for them.

Q: What techniques are used to sell CBG?

A: 1) Prepare a presentation before entering the prospect's office.

2) Find out how the company is structured and decide which group (or person) would use the output office graphics system.

3) Avoid going to the internal graphics (AV) group first. This group will assume CBG is either a threat to their expertise or does not provide sufficient quality to meet their standards (don't forget this is for presentation quality and is usually acceptable in more than 90 percent of the current applications).

4) After an initial presentation (use the prepared slide show) get the decision maker to see the system (each region has one).

5) Get the customer onto the system, put the pen in his hand and let him draw. Let your SE generate a chart, and have an EOS handy.

This system is generating tremendous activity. Additionally, we are showing CBG at trade shows and leads are coming in daily. Its now up to you, the field sales and systems people, to close these sales. CBG business opportunities are prime now.

Product Marketing is ready and willing to help you book this business. Direct your questions to Product Marketing at extension 5191. We will respond.

Here are answers to questions your customers may have.

Q: Can I have several basic systems (9680) without output equipment and cause the pictures generated to be directed to one station with common hard copy output (9694, 9695, 9696)?

A: Yes. Each station is identified uniquely by a sign-on command that is installed at time of initial configuration. The individual "workstations" can be used to develop the pictures or charts, and either the "master station" or "local station" can be directed to OUTPUT each image. This can be directed from the local workstation (associated applications processor) by simply addressing the "master output" station, or at the "master output" station by properly "signing in" and "opening" the desired LIBRARIES.

Q: Can the pictures be displayed on an available applications processor?

A: No. The pictures are stored in ARC data files that are uniquely structured to be processed by the CBG controller. The interface is specifically established to generate standard red, green, and blue video signals. The video signals describe a matrix of colors to fill the screen, whereas application processors interface via ASCII characters.

Q: How does the CBG system integrate into the ARC network scheme?

A: The CBG is to be viewed as an addition to the ARC network and also as a self-contained resource. As a self-contained resource, CBG can be used to create images, using DRAW, or to create charts, using CHART. The data used in the CHART phase does not have to be ARC resident, since it can be entered at the keyboard.

As an addition to an ARC network, CBG uses the existing storage facilities while allowing you to access current data files to make charts. You can also transmit any image by EMS, DATAPOLL®, or other communication protocols between existing ARC networks. You can also display or output any image at any location. By adding the 9498 Facsimile Communication Interface (FCI), you can transmit any image within the CBG system in black and white to any standard facsimile machine in the world. Any image received via the FCI can be displayed on the CBG display. With the addition of the new 9660 Laser Printer into the ARC network, any image from the CBG system can be output to this graphics printer. (The software does an automatic conversion from color to black and white

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similar to US standard color-compatible TV.) This feature allows you to merge word processing documents and graphics generated on the CBG.

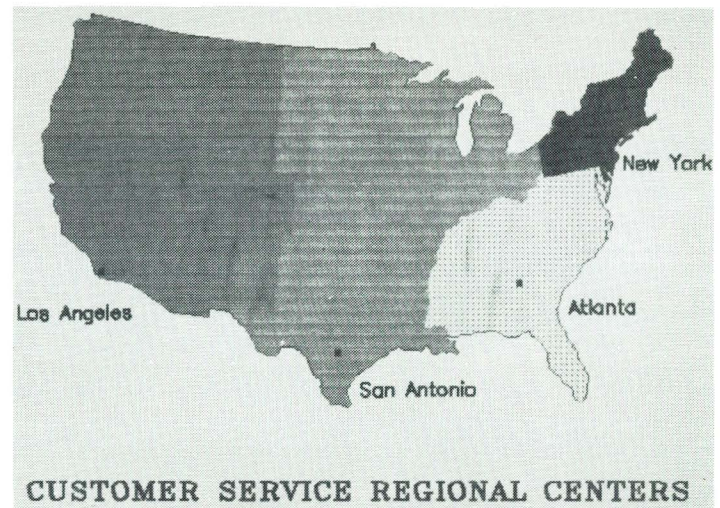
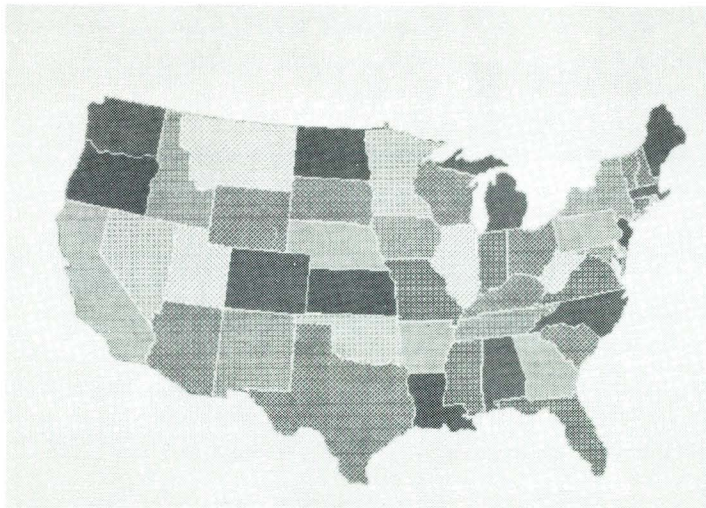
Q: Can a plotter be interfaced to the CBG?

A: Currently, the CBG doesn't provide for plotter interface. For business graphics applications requiring paper output, use the 9694 Color Printer. Its speed (2-3 minutes per page) and its ability to fully cover large areas with quality color output can satisfy most of your plotter-type requirements.

Q: Can we interface to a large screen projector?

A: Yes. The video interface is industry standard RGB RS170. This convention is plug-compatible with several commercially available video projectors. The configuration of the CBG is a parallel cable which originates at the controller, feeds to the monitor, then is available to feed other devices. Just be sure that the overall cable run doesn't exceed 200 feet, the last device must terminate the cable properly (75 OHMS), and the 9696 Large Film Recorder, if used, must be the last device in the chain.

Alan Malinger
Ext. 5191



Datapoint, the IEO, Local Area Networks, and the Double-Humped Product Life Cycle

(Information for this article courtesy of the Yankee Group.)

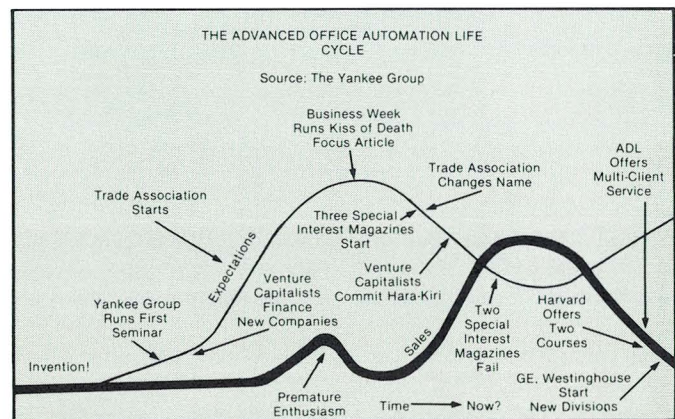
In the last several issues, we've been talking about local area networks. And everybody else is talking about them, too. Since Datapoint has more to say than all of the other vendors, consultants, associations and special interest groups, we must speak out.

In this article, we'll talk about the Integrated Electronic Office and local area networks. But first we'll look at reality. That reality is the "Double Humped Product Life Cycle."

Although this concept of reality on the surface may be humorous, it is a painfully accurate statement. If you don't believe it, ask somebody from one of the casualties like Savin — or the venture capitalists who, to date, have written off more than \$27,000,000 in losses.

The user (buyer) is just beginning to understand what office automation means. Yet, the first definitive media analysis (*Business Week*) and seminar (Yankee Group) occurred over six years ago!

Actually, there is a third curve, "awareness" which follows the sales curve rather closely. The awareness

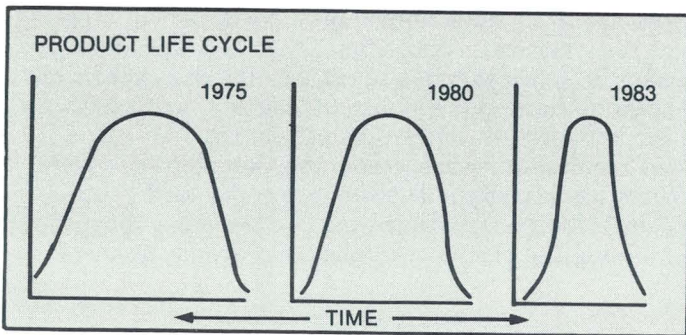


process is quite simple: The "experts" establish expectations. Their initial audience includes the venture capitalists, media, consultants and special interest groups. They help keep the fire burning—if they don't run out of gas. Meanwhile, the customer is becoming aware of LAN's. Enterprising vendors and some pioneer customers are actually trying the tangible evidence of the expectations in the form of some fledgling products. Product availability and sales contribute to awareness. But awareness, which is really need and demand, will never catch up to expectation.

So What?

For one thing, the great LAN controversy is nothing more than rising expectation and an attempt (conscious or subconscious) to put new life in the office automation expectation curve.

While the user is still trying to decide what a LAN is, two or three new LAN vendors show up every month. In January, Bolt, Beranek and Newman (a prestigious architectural firm) announced a local network. Two consultants have predicted an early death (in 1982) for Ethernet. Whether that is substantiable or not, the combined pressure of the expectation setters and the rising awareness of the user is doing drastic things to the product life cycle.



With regard to expectations, awareness and sales, let's join the expectation setters and make some predictions.

LAN's, at least Ethernet, are becoming stale press. Look for some redirection of interest. Our guess is communications, driven by issues like SNA, X.25, ACS and maybe even ARPANET (thinking about "going public").

On the other hand, awareness has begun to build. Sales won't be far behind. One estimate looks like:

Estimated Number of Local Network Connections
Year End 1983

Network	Number of Connections
Ethernet	140,000
ARC (Datapoint)	90,000
CAP (Digital Communications Corp./M/A-COM)	55,000
LocalNet (Systek)	50,000
Videodata (IS/3M)	30,000
Local Communications Controller (IBM)	20,000
Ringnet (Prime)	20,000
HYPERBUS (Network Systems Corp.)	8,000
Net/One (Ungermann-Bass)	5,000
Z-Net/Ethernet (Zilog)	5,000
Wangnet (Wang)	5,000
Total	428,000

Notes:

1. This table gives approximate future installed connections as derived from best information. Numbers quoted above should be used as general reference information rather than precise market intelligence.

2. The table above does not include several potential vendors which the Yankee Group believes will be important

in the local network market by 1983. These include IBM (Systems Communications Division, Office Products Division), Exxon Enterprises (Xonex, Summit), AT&T, Japan Inc., and Philips.

3. This table does include PBX vendors who may offer radial networks by yearend 1983.

NOTE: The Yankee Group's estimate for ARC in 1983 is closer to actuality at the close of 1981.

These sales are going to be made to a smarter, more demanding customer. All of the expectation setting has unearthed critical issues like extensability (e.g., how local is local?), cost/savings, standardization and evolution. Datapoint is uniquely qualified to answer these questions.

Extensability

The Yankee Group estimates that 60% of all communications between business machines is local. Ask a Xerox salesman about the other 40%. If a LAN is only a 60% solution, can anyone think it's going to succeed? The last four large orders booked by Datapoint were won on communications issues. ARCNET™, with proven high speed local capability and long haul protocol compatibility with private and public nets, is a winning proposition.

Cost/Savings

One savant explains the reluctance of the market to install millions of miles of coax as a valid question of added value. While the RIM chip has dropped the interconnect cost for ARCNET well below \$1000, other vendors are above \$2000. Intel is developing a controller chip for Xerox that, in early 1983, will drop the Ethernet cost to \$700-\$800 per drop. (Twenty-two vendors of record are now developing Ethernet pieces.)

It doesn't stop there. Coax cable costs \$.20 to \$.30 a foot, with installation 5 to 10 times more expensive. The Ethernet coax is large — it has a second shield, the termination of which was the basis for the recent flap about safety and IEEE-802 compliance. It also must be tapped at 3-meter intervals — try installing a new facility with that kind of restriction. Wang doesn't have Wangnet up yet, but they have their cables. (Yes, Wangnet requires two cables, and they're not redundant.) They are enclosed in a rigid aluminum jacket, another nice installation problem.

Considering these cost issues, a valid question arises concerning return on investment. Correctly implemented, the network is transparent to the user; the cost had better be pretty transparent too.

ARC has been proven (in 7 of the Fortune 20, among other places), in the cost sensitive DP environment, as a source of added value. It also uses the lowest cost media. In the future, it will use media systems already in place. ARC could, in fact, use the "Ether" of an Ethernet. It could even be propagated over CATV media (ARCNET is uniquely capable of operating within the confines of the channels standardized by the United States Cable TV Association).

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Standardization

Xerox has sold roughly 140 licenses (many, we suspect, to venture capitalists) for Ethernet. While some vendors, like 3-Com, have compatible devices, there is no rush yet to "hook up". The IEEE committee may or may not get approval for the 802 standard this year. What they have done is turned on their master with the recent safety/termination slap at the Ethernet.

DEC, the "silent" partner in the Xerox/Intel joint venture has yet to announce an Ethernet-compatible device. Wang will, initially, offer only three devices compatible with Wangnet. Only ARCNET has another supplier (Tandy) who will utilize the same network. International Data Corporation (IDC) calls the Datapoint/Tandy deal "the most important desktop (computer) development so far" (*Computerworld*, 2/22/82). Tell us about standardization!

Evolution

There is no question that the Automated or Integrated Electronic Office is coming of age. There is little question that the LAN is an essential part of that maturity. In fact, the only question, actively promoted by folks like Northern Telecom and Rolm, is whether

you can use a digital PABX to handle the job. Datapoint has an answer.

As for future, listen for terms like gateways and broadband. Datapoint has successfully handled the private-to-private network interface and will handle the private-to-public network interface. We have to wonder about vendors whose idea of network communications doesn't go beyond an ACU and a leased line. As far as broadband nets are concerned, the simple (and low cost) modulator and demodulator of the current RIM is interchangeable with the frequency translation and more elaborate filtering required to exist within the confines of a broadband channel.

More importantly, any network must be designed to allow data transfer and coordination between member devices operating on a refined protocol designed to optimize responsiveness and efficiency in high speed data transfer. In other words, you can fire the data across at the speed of light and still lose the battle if you can't use the network effectively and efficiently.

That requires software, folks, and Datapoint has got it. While the expectation setters are conjecturing and the competition is experimenting, we are expanding and refining the best networking software in the industry.

Bob Harris
Ext. 5212

Automated Archiving — Chain Is The Answer

We often have requests to provide archiving support for customers utilizing the IEOS software. They wish to archive documents based on date last modified, or some equally nonspecific criteria. Well, what do we propose? Usually we give the standard answer: they can't do that, so just do backups of libraries as often as necessary.

Mr. Magic has come up with a solution to the problem that gives the user the ability to archive documents, packup libraries and even create a report of those documents archived without the need of an operator being present.

CHAIN is the answer to the problem. A single chain file can be written to provide the logic for archiving. A scenario for the archive operation is as follows:

1. A list of information is gathered about the libraries to be archived. This includes the names of the libraries and the volume ID, subdirectory and password required for access. Also the same access information is needed for the archive volume(s). You can gather this information on a small form with the following headings:

---ORIGINAL--- ---ARCHIVE---
LIBRARY VOLID SUBDIR CODEWORD VOLID SUBDIR CODEWORD

2. When you have gathered this information put it in a data file with the following format:

FIELD NAME COLUMN
LIBRARY NAME 1-10

ORIGINAL VOLID	11-20
ORIGINAL SUBDIRECTORY	21-30
ORIGINAL CODEWORD	31-40
ARCHIVE VOLID	41-50
ARCHIVE SUBDIR	51-60
ARCHIVE CODEWORD	61-70

You can create the file using word processing or the data processing editor. Since the access information is in this file it would be a good idea to "hide" it from the common folk. If you use word processing, adjust your right and left margins to 1 and 80 and your top and bottom margins to 0 L 0 so no extra records are placed in the text file, except at the end.

3. Now comes the tricky part. Someone gets to write a chain program that does the following steps:

a. Read the data file produced in step 2 above and create another chain that mounts the specific volumes, checks to see if the libraries are on the volumes and if they are, catalog the original libraries to a disk file. When the creation of the chain file is complete the original chain must then execute the new chain.

b. After the execution of the second chain is complete, then the first chain will be reentered. At this time the first chain needs to call another chain that reads the original data file from step 2, opens the catalog files from step 3.A and creates another chain file that does the actual archiving. After completion of the third chain, the first chain must then call the chain completed in this step so that it can do the actual archiving. It is a good idea to create the chain file so that it opens the original library, unlocks it, archives to the archive library and then does a packup of the original

library. The chain called in this step should also prepare a report on a disk file that describes all of the files that are archived on this pass.

c. The original chain will be reentered on completion of the last step and it should then be complete.

4. Print out the listing from step 3.B and distribute the archive reports to the appropriate library managers.

Just in case you are confused by the steps in number 3 above, the chain program has been developed for you.

If you send a memo to me requesting it, I will mail you a printed copy of the chain. Send your request to MS-K15.

This method is successful in product marketing where we manage 15 libraries and are archiving once a month those documents that are at least 2 months old. The chain file may be modified to use other retention factors or to simply delete old documents.

*Ted Rohling
Ext. 7151*

Channel Adapter and Software Link IBM and Datapoint Equipment

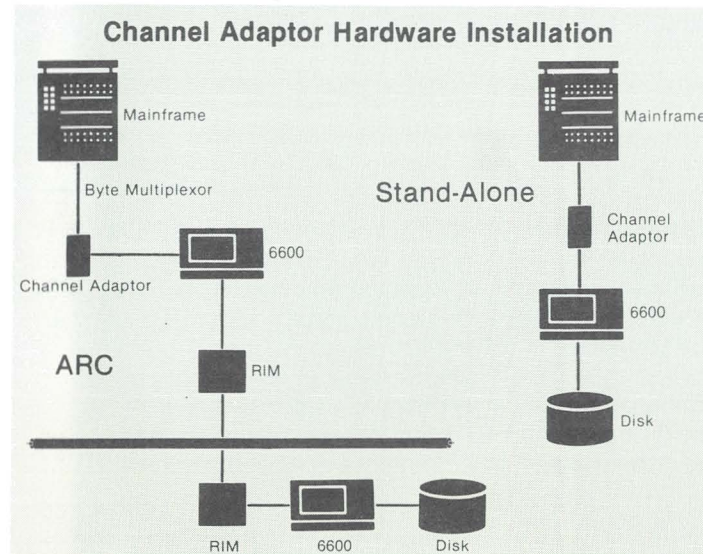
I was rummaging through some of the dusty, web covered DOS manuals just the other day and hit upon some exciting user's guides. They dealt with something that we had heard much about a couple of years ago — a hardware device from Datapoint that does some super things to an IBM mainframe. Let's take a few moments to get reacquainted with the CHANNEL ADAPTOR.

For a mere \$7800 you can put a Datapoint Channel Adaptor to work for your customers. This device attaches transparently on the byte multiplexor channel of an IBM mainframe such as a 360, 370, 3033 and the like. So much for the hardware. Let's get to the part that makes the channel adaptor an attractive product for any IBM mainframe user — the software.

There are four Datapoint software products for the channel adaptor available under DOS:

DCIOV1 CHIOUR MLCI DASP

The software allows the channel adaptor to perform the functions of a 1052 console, a 1403 printer, a 2540 card reader and a 2540 card punch. The software products typically operate in a stand-alone or ARC environment, allowing you to configure many different solutions depending on user requirements.



The various programs have different capabilities.

1. **DCIOV1**, the DIRECT CHANNEL INTERFACE OPTION (described in MC 50379 user's guide) allows mainframe programs to access the disk files on the Datapoint system by utilizing up to 8 pairs of psuedo devices. The first device of the pair is a disk file representing a card reader; the second device of the pair is a disk file representing either a card punch or a printer.

Control of the DCIOV1 program is effected by the mainframe program sending "control" records to DCIOV1. These control records instruct DCIOV1 to "OPEN" disk files, "READ" data from the file or "WRITE" records to the file and then "CLOSE" the file. So if a mainframe program wished to read records from the Datapoint system the application programmer would:

a. Open the card reader and printer in his application program.

b. Write a "control" record to the printer instructing DCIOV1 to "OPEN" a specific Datapoint disk file.

c. Write a "control" record to the printer instructing DCIOV1 to "READ" from opened file.

d. Read records from the card reader until the EOF is reached.

e. Write a "control" record to the printer instructing DCIOV1 to "CLOSE" the opened file.

f. Continue processing as required.

Records can be read/written on the Datapoint system either sequentially or randomly. The user's guide contains sample COBOL programs that illustrate how easy mainframe programming using DCIOV1 can be.

Where would you use DCIOV1? One instance would be where the Datapoint system is responsible for data entry and batch processing is done on the IBM system at night. The data transfer capability of DCIOV1 is must faster than using data communications or magnetic tape so it would be an ideal replacement. Just remember that the mainframe is in charge! This software product allows the IBM system manager to have control of the data flow, sometimes a requirement for any attachment to a "big blue" system.

2. **CHIOUR**, the CHANNEL INPUT-OUTPUT UNIT RECORD UTILITY (MC 50367 user's guide) is a product which allows the Datapoint system to "control" the operation of the mainframe. The Datapoint system does not run the IBM machine; the operator of the

continued on page 12

Datapoint has the ability to control the flow of jobs from the Datapoint system to the IBM system. CHIOUR allows the Datapoint system to emulate up to 16 unit record devices. Any combination of readers, punches and printers can be configured, but only one console is supported.

If the IBM system has been "gen-ned" with an alternate console, the CHIOUR console can provide that support. The Datapoint operator can assign the various IBM devices to disk files or directly to a printer if one is available. Another good feature is the ability to provide a "hot-reader" capability if the IBM system allows for it. Then the Datapoint operator can queue jobs up in the reader and the IBM system will pick them up and execute them as the resources come available.

Where to use this product is not as obvious as DCIOV1. The IBM systems manager can keep all of the JCL on the Datapoint system and submit jobs through the CHIOUR console or hot-reader. The Datapoint system can hold the print output from the IBM system on disk and can print it out on the local printer when it is free. The main difference between DCIOV1 and CHIOUR is that in CHIOUR it is up to the Datapoint operator to handle IBM device to Datapoint file assignments. By the way, an IBM operator can learn to operate CHIOUR.

Next month I will summarize the last two products, MLCI and DASP, for you.

The channel adapter represents a product that will open many doors to the IBM oriented organization. Learn the features, functions and benefits and then go sell this versatile system with your new knowledge.

Ted Rohling
Ext. 7151

Lease To Sale Conversions Gain Momentum

After record breaking conversion revenue performances in Q1 and Q2, it looks like the recently announced Q3 Conversion Special will take conversion revenue over the top again for Marketing Division.

To review the Q3 Conversion Program which is offered for use by all sales personnel and domestic representatives, here are a few highlights:

1. Customers have a choice of free equipment based on the net purchase revenue of the conversion.

2. All lease to sale conversions received, accepted, and paid for under standard terms and conditions will receive a choice of the following items at no charge:

- Item 1—(4) Terminal
- Item 2—(1) 3817 (96K) Processor
- Item 3—(1) 6020 (128K) Processor
- Item 4—(1) 1802 (60K) Two Diskette Drive Systems

3. Choice of Item 4 (1802) only applies to conversion revenue at the \$100,000 level and above and is equivalent to two choices of Items 1, 2, or 3. Each \$75,000 of additional conversion revenue above \$100,000 qualifies for one additional choice of Items 1-3.

EXAMPLES

Conversion Revenue	Items 1-3 # of Choices	or	Item 4 # of Choices
\$ 50,000 — \$ 99,999	1	or	N/A
\$100,000 — \$174,999	2	or	1
\$175,000 — \$249,999	3	or	1 & 1 of items 1-3
\$250,000 — \$324,999	4	or	2

4. As with any program, certain conditions apply:

a. Customers need to order no-charge items when conversion paperwork is sent in. Installation and maintenance charges (for no charge items) need to be approved by customers and sent in with conversion order.

b. Conversion must be paid within 10 days after the effective date of the conversion.

c. Order must be standard POC price if lease to sale conversion, or list price (if lease backlog conversion) — or no free equipment.

d. Net equipment revenue sets number of choices and includes peripherals.

Here's another opportunity for you to again bring in record breaking conversion revenue.

D. M. Horridge
Financial Marketing Director
Ext. 5238

Multiple Impressions Provided by Nylon Ribbon

Datapoint has recently announced the addition of a nylon ribbon (Model Code 80497) for use on the model 9601/9602 45CPS printer. This new ribbon is available through

Datapoint Consumables distribution at a cost of \$12.75 each. The currently available single-strike mylar ribbon (Model Code 80496) will continue to be provided at the same unit cost.

The two ribbons differ distinctly in performance quality. The mylar ribbon provides a substantially higher character resolution than the nylon. On the other hand, the nylon

ribbon will provide a significantly longer print life than the mylar.

Applications requiring high resolution print quality should utilize the mylar ribbon. In environments where print quality is not the primary consideration, the nylon ribbon may perform very adequately and be more cost efficient.

Debbie Pena
Ext. 5191

New Software Ordering Handbook Available

A new version of the Software Ordering Handbook, your one-stop shop for information on software and documentation ordering procedures, is now available. It reflects ordering procedure revisions and additions made before March 31, 1982.

The Software Ordering Handbook may be ordered separately (model number 61170) or as part of the complete software guide which includes software price sheets, software catalog, the revised handbook and binder tab inserts for the binder (model number 61120). These are offered by Software Services. The permashield binder (#7158) must be ordered separately through Printing Services.

Important Additions

Several new items are incorporated into this version of the Software Ordering Handbook, including clarification of 1500 and 1800 software orders, changes in educational requirements, and customer supplied media shipping and ordering procedures. Also added is a new section on documentation and supply ordering.

Why a Handbook?

You will find this document helpful when filling out orders. It includes completed examples of orders and instructional text to aid your everyday and special software ordering needs.

The amount of software and documentation Datapoint customers and inhouse personnel order each year is tremendous. Incorrect or incomplete orders slow down the process of getting your order out on time. The time spent tracking incorrect or incomplete orders can be minimized only by your awareness. This handbook will assist in verifying your order before you send it in for processing.

All comments and suggestions are welcomed. Please use the supplied Reader Suggestion Form located on the last page of the Software Ordering Handbook.

*Lee Hollow
Ext. 7151*

Conversion Kits Now Available

Kits are now available to convert 160 CPS (model 9621/9622) and 45 CPS (model 9601/9602) from parallel to serial and vice versa.

Model Code	Description	Cost
0590	9601 serial to 9602 parallel	\$600
0587	9602 parallel to 9601 serial	\$100
0589	9621 serial to 9622 parallel	\$600
0588	9622 parallel to 9621 serial	\$600

The cable is included with the kit. Installation will be \$165.00. Please contact Debbie Pena or Jim Moore if you have any questions.

*Debbie Pena
Ext. 5191*

W.P. Hotline Out of Business

The need for the IEOS Hotline has declined with the increase of MSS/MSR support.

It is the responsibility of the local Datapoint office to make its customers aware of their support resources and the procedures to be followed.

IEOS customer listings were distributed at the January MSS update class for proper notification of the customer base.

Please encourage your customers to contact their local office for support.

Product Marketing

EMS/Network Controller 1.3.2

There has been a major maintenance release of EMS/NETWORK CONTROLLER software, version 1.3.2. For specifics on what has been fixed with this release, please refer to the Software Release Notice.

We urge you to upgrade your EMS customers to the current release in order to avoid possible future problems.

*Shannon Neal
Ext. 5191*

9611 Printer Includes Cable

A serial cable kit is included on the shipping list for the 9611 printer. This includes 10 feet of 3 twisted shielded pair, and the necessary wiring diagrams for the CSR to build the cable on site for the appropriate configuration.

Please contact Debbie Pena or Jim Moore if you have any questions.

*Debbie Pena
Ext. 5191*

Ad Schedule

Publication	Date	Ad
Wall Street Journal	4/8	IEO-Systems That Work Together
Wall Street Journal	4/19	IEO-Systems That Work Together
Wall Street Journal	4/23	IEO/ISX
Wall Street Journal	4/28	IEO/ISX
Wall Street Journal	4/30	IEO/ISX
Computerworld	4/5	ARC/ISX
Computerworld	4/26	DATASHARE
Datamation	April	ARC/ISX
Communications News	April	ARC/ISX
Telecommunications	April	ARC/ISX
Modern Office Procedures	April	LDCS
The Office	April	DATASHARE

Local coaxial network **Advanced digital PBX**

The right way to integrate office systems is both ways. And only Datapoint offers both.

Local coaxial network: This network is limited to a single building. It requires a lot of cabling and is difficult to expand. It also has a high cost per line.

Advanced digital PBX: This system is designed for multi-building environments. It offers a high degree of flexibility and scalability. It also has a lower cost per line.

Integration: The Datapoint system can be configured to work with both local coaxial networks and advanced digital PBX systems. This allows for a seamless transition from one system to another.

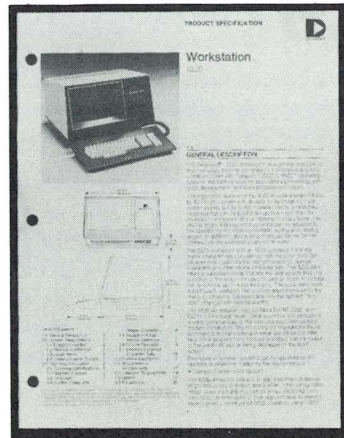
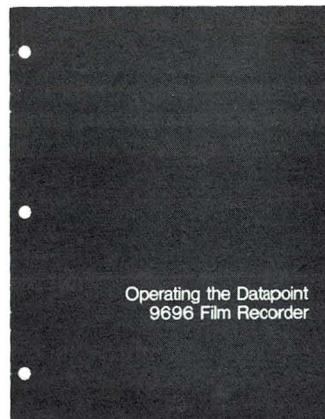
Benefits: The Datapoint system offers a wide range of features and services. It can handle a large number of calls and provide a high level of service. It also offers a high degree of security and reliability.

Conclusion: The Datapoint system is the right way to integrate office systems. It offers the best of both worlds: the flexibility of a local coaxial network and the scalability of an advanced digital PBX system.

DATAPPOINT

Marketing Support Materials

- Operating the Datapoint 9696 Film Recorder — Document No. 61293.
- 8220 Workstation Product Specification — Document No. 61275.
- Multiplan Electronic Spreadsheet Brochure — Document No. 61326.
- Multiplan Quick Reference Card — Document No. 61300.
- The Datapoint Equipment Symbol Dry Transfer Sheets have a new Document No. 61015.



Sales Education

Class Title	Dates	Class Title	Dates
Sales Orientation (DP)	Apr 5-16	Sales Orientation (DP)	June 21-July 2
Presentation Skills	Apr 22-23	Sales Orientation (CMP)	July 12-23
Sales Orientation (DP)	Apr 26-May 7	Sales Orientation (DP)	July 26-Aug 6
Advanced Sales School	May 10-14	ASR Group III—Phase II	Apr 12-Apr 30
Presentation Skills	May 11-12	ASR Group IV—Phase II	June 1-25
Sales Orientation (CMP)	May 17-28	ASR Group V—Phase I	June 14-July 2
Sales Orientation (DP)	May 17-28	ASR Group V—Phase II	Aug 16-Sept 3
Resource Management System Sales	May 24-27	ASR Group VI—Phase I	July 12-30
Presentation Skills	June 8-9	ASR Group VI—Phase II	Sept. 27-Oct 15

Software Release Summary

Symbol	Release Date	Description	DOS	UG/PRICE	OBJ	Media
DOS.H 2.6.1	1/25/82	1500 Disk Operating System	H	503083/\$25.00	20850 40482 40486	SSSD(1) SSDD(1) DSDD(1)
IEOS/MS (1800) 1.5	2/1/82	Integrated Electronic Office Station	G	505021/\$10.00 505472/\$10.00 505234/\$10.00	9824 20651 20793	ALL SSDD(5) DSDD(2)
IEOS/WP (1800) 1.5	2/1/82	Integrated Electronic Office Station	G	505021/\$10.00 505472/\$10.00	9821 20651 20793	ALL SSDD(4) DSDD(2)
INFOSWITCH/CASH 1.2	10/22/81	Call Accounting System for Hotels	D D	50630/\$25.00 50631/\$10.00	9840 20651 20652 20653 20654 20655	ALL SSDD(7) 2.5 MB 10 MB 25 MB 60 MB
INFOSWITCH/CDR 1.1	10/22/81	Infoswitch/Call Detail Recorder	D	50630/\$10.00	9839 20651 20652 20653 20654 20655	ALL SSDD (7) 2.5 MB 10 MB 25 MB 60MB

1Simplified User's Guide
 2Supervisor's User's Guide
 3User's Guide has been revised
 4User's Guide Addendum

Trade Shows

Apr 5-7	Office Automation Conference	San Francisco
Apr 21-28	Hannover Fair	Hannover, W.Germany
May 4-6	International Communications Association Exposition	New Orleans
June 22-24	IWPA-Syntopican #10	Kansas City
June 14-17	National Color Graphics Association	Anaheim, Calif.
Sept 22-Oct 1	SICOB Trade Fair	Paris, France

Refurb Equipment

Model Code	Description	Qty	Price	Maint.	Install
Processors					
1108	Cassette 1100 Processor, 8K Memory	2200	86	150	
2226	2200 Processor, 16K Memory	2400	113	150	
5548	5500 Processor, 48K Memory	10000	178	200	
Options					
5508	8K Memory Upgrade Kit for 5500	900		165	
9020	Regulator, I KVA Constant Voltage, 120 VAC	500		25	
Diskette Systems					
1131	Diskette 1130 Processor, 1 drive	2875	74	165	
1132	Diskette 1130 Processor, 2 drives	3162	96	165	
1133	Diskette 1130 Processor, 3 drives	3450	117	165	
1134	Diskette 1130 Processor, 4 drives	3737	141	165	
1174	Diskette 1170 Processor, 4 drives	5500	149	185	
1500 Systems					
1532	32K Total Memory, Two Diskette Drives (.5MB Total)	5100	68	200	
1536	60K Total Memory, Two Diskette Drives (.5MB Total)	5550	78	200	
1571	Cluster Controller for 3670 Enhanced Datashare Terminal	5306	68	250	
1514	1500, 60K Total Memory, .25MB Single Diskette Drive, 9310 Cartridge Disk Drive	12890	147	250	
1515	1500, 60K Total Memory, .25MB Single Diskette Drive, 9320 Cartridge Disk Drive	13223	155	250	
1592	1532, 9621, 9443 Cable	7050	110	200	
1596	1536, 9621, 9443 Cable	7538	120	200	
1543	Diskette Expansion Module	2850	33	165	
1800 Systems					
1802	60K 1MB	8230	125	200	
1842	Diskette Drive Expansion Model	3112	39	165	
Disk Systems					
4220	2226 Processor, 5MB (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	9000	217	500	
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	17750	254	650	
4523	5500 Processor, 5MB Storage (two 2.5MB Diablo Disks) Controller, D/S Software, Documentation	1-3 16500 4-10 15250 11+ 14250	236	620	
4530	5500 Processor, 48K Dual Disk and Controller, 20MB Multiport Comm Adaptor DATASHARE Software and Documentation	1-3 24000 4-10 22500 11-25 21000 26+ 19500	347	775	
4533	5500 Processor, 48K Dual Disk and Controller, 20MB, DATASHARE Software and Documentation	1-3 22750 4-10 21250 11-25 19750 26+ 18250	329	755	
4540	5500 Processor, 50MB Storage, Controller, Multiport Interface, D/S Software and Documentation	29450	544	1000	
4543	5500 Processor, 50MB Disk Storage, Controller, D/S Software and Documentation	28200	526	970	
4620	6600 Processor, 5MB Disk Storage, Controller, Multiport Interface, D/S Software and Documentation	1-3 19950 4-10 18700 11-25 17700 26+ 16200	267	700	
4623	6600 Processor, 5MB Disk Storage, Controller, D/S Software, Documentation	1-3 18700 4-10 17450 11-25 16450 26+ 15000	249	670	
4640	6600 Processor, 50MB Disk Storage, Controller, D/S Software, Documentation	36500	628	1000	

Model Code	Description	Qty	Price	Maint.	Install
4644	6600 Processor, 50MB Disk Storage, Controller, RIM, D/S Software Documentation	36500	623	1000	
4643	6600 Processor, 50MB Disk Storage, Controller, D/S Software and Documentation	35250	610	970	
4740	256K Processor, 50MB Disk Storage, Controller 50MB, Multiport, D/S Software and Documentation	39100	644	1000	
4745	ARC File Processor 256K Dual Disk and Controller, 50MB, RIM Adaptor, ARC Software and Documentation	39100	639	1000	
Bundled Share/Print					
4640/9280	4640 and 300 LPM Printer*	41500	768	1000	
4644/9280	4644 and 300 LPM Printer*	41500	763	1000	
4643/9280	4643 and 300 LPM Printer*	40250	750	970	
4540/9280	4540 and 300 LPM Printer*	34450	684	1000	
4543/9280	4543 and 300 LPM Printer*	33200	666	970	
Print Pac I	5556 RIM and (3) 300 LPM Printers*	23000	613	675	
Print Pac II	5556 RIM and (3) 600 LPM Printers*	38450	793	675	
4520/9232	4520 and 80 CPS printer*	18500	301	650	
1532/9231	1500/32K Total Memory, 80 cps Freedom Printer*	5800	115	200	
1536/9231	1500/60K Total Memory 80 cps Freedom Printer*	6450	125	200	
1802/9602	1800 and 45 CPS Printer*	12506	170	200	
Media Storage					
9381	Console Diskette Controller 1 drive	2150	37	165	
9382	Console Diskette Controller 2 drives	2450	57	165	
9383	Console Diskette Controller 3 drives	2750	76	165	
9384	Console Diskette Controller 4 drives	3050	96	165	
9385	Freestanding Diskette Controller, 1 drive	2150	37	165	
9386	Freestanding Diskette Controller, 2 drive	2450	57	165	
9387	Freestanding Diskette Controller, 3 drives	2750	76	165	
9388	Freestanding Diskette Controller, 4 drives	3050	96	165	
9389	Diskette Extension	300		165	
Cartridge Disks					
9350	Console Front-load 2.5MB Controller/Drive	2975	93	165	
9351	Freestanding Front-load 2.5MB Controller/Drive	2975	93	165	
9354	2.5MB Extension, Removable Cartridge (no controller)	2400	57	125	
9356	2.5MB Extension, Fixed Cartridge	2400	57	125	
9357	Console Front-load 2.5 MB Controller/Drive 4K Buffer Memory	3075	86	175	
9358	Freestanding Front-load 2.5MB Controller/Drive, 4K Buffer Memory	3075	86	175	
9369	5MB Dual Disk Extension	4000	79	165	
Mass Storage Disk Controller and Drives					
9370	Freestanding 25MB Mass Storage Drive/Controller	9950	205	250	
9371	25MB Mass Storage Drive Extension	7750	155	165	
9373	Console 25MB Mass Storage Drive/Controller	9950	205	250	
300 LPM Drum Printers					
9280	300 LPM 64 character	8500	140	175	
9281	300 LPM 96 character	9000	155	175	
600 LPM Drum Printers					
9260	600 LPM 64 character	13000	200	175	
9261	600 LPM 96 character	13500	220	175	

Model Code	Description	Qty	Price	Maint.	Install
Belt Printers					
9291	60 LPM printer, Parallel Interface		1995	64	165
9292	60 LPM printer, Serial Interface		1995	64	165
9294	120 LPM printer, Parallel Interface		1995	90	165
9212	115-240 LPM Printer, 132 Column		6500	98	165
Freedom Printers					
9231/9232	80 CPS Freedom Printer Serial or Parallel		1750	47	165
9235/9236	160 CPS Freedom Printer Serial or Parallel		1995	65	165
1090	Option, Serial Interface upgrade		200		165
1091	Option, Parallel Interface upgrade		600		165
Datastation Terminals					
3601	Datastation Terminal		995	23	35
3670	Enhanced DATASHARE Terminal for 3270		2756	30	50
Comm Adaptors					
3400	Acoustic Coupler		225	16	25
9401	Comm Adaptor		450	18	25
9402	Comm Adaptor		450	18	25
9404	Comm Adaptor		450	14	25
9408	DATASHARE Modem, 1200 baud transmit, 150 baud receive full duplex		450	18	25
9409	DATASHARE Modem, 1200 baud receive, 150 baud transmit full duplex		450	18	25

Model Code	Description	Qty	Price	Maint.	Install
9420	Comm Adaptor		450	14	25
9453	Comm Adaptor		450	14	25
9455	(001) Comm Adaptor		450	24	50
9460	Comm Adaptor		450	18	50
9450	Comm Adaptor		450	14	50
Tapes					
9581	9 Track 1600 BPI 8.5 in. Reel		7500	97	175
9583	9 Track 1600 BPI 10.5 in. Reel		9000	91	175
Card Readers					
9504	Card Reader, 80 Col, 300 CPM, 115 VAC		5000	55	75
9505	Power Option for 9504, 230 VAC		N/C		
Multistation Adaptors					
9470	4 Port Multistation Adaptors		863	10	75
9471	8 Port Multistation Adaptors		1238	15	100

Temporarily out of stock

Prices are U.S. Dollars

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

Systems Education

Name of Class	Dates
DATABUS/DATASHARE (5 days)	Apr 26-30, Jun3 7-11
DOS/ARC (5 days)	Apr 26-30, June 7-11
D.P. Orientation (10 days)	May 3-14, June 14-25
CMP Orientation (10 days)	May 3-14, June 14-25
Systems Orientation (5 days)	May 17-21, June 28-July 2
IEOS (5 days)	May 3-7
EMS/Message Services (5 days)	May 10-14
Advanced DOS Systems (10 days)	May 17-28
Data Comm. 1 (10 days)	June 7-18
RMS1—Transition (5 days)	May 3-7, May 17-21
RMS2—DB/DS/COBOL/Comm (5 days)	Apr 5-9, Apr 19-23, June 7-11, June 21-25
RMS3—Assembler (5 days)	May 24-28

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

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

Customer Education

Atlanta, Georgia

Apr 26 Introduction to Datapoint Programming
 May 3 DATASHARE
 June 21 Introduction to Datapoint Programming
 July 12 DATASHARE

Boston, Massachusetts

May 24 DATASHARE
 June 14 Basic Word Processing Concepts and Operations
 June 21 Advanced DATASHARE
 June 28 Resource Management System Administration
 July 12 Basic Word Processing Concepts and Operations
 July 26 DATASHARE

Chicago, Illinois

Apr 19 Disk Concepts and Operations
 Advanced DATASHARE
 April 26 DATASHARE
 May 3 Basic Word Processing Concepts and Operations
 May 10 Advanced Word Processing Concepts and Operations
 Introduction to Datapoint Programming
 May 17 Attached Resource Computer
 Advanced LDCS
 May 24 Disk Concepts and Operations
 DATASHARE
 June 7 Basic Word Processing Concepts and Operations
 Basic LDCS
 June 14 Resource Management System Administration
 June 21 Advanced Word Processing Concepts and Operations
 Advanced DATASHARE
 June 28 DATASHARE
 Basic Word Processing Concepts and Operations
 July 12 Introduction to Datapoint Programming
 Disk Concepts and Operations
 July 19 Disk Concepts and Operations
 DATASHARE
 July 26 Resource Management System Batch Job Facilities and
 Chain
 Advanced Word Processing Concepts and Operations

Denver, Colorado

June 7 DATASHARE

New York, New York

Apr 19 Introduction to Datapoint Programming
 Resource Management System
 May 3 Basic Word Processing Concepts and Operations
 May 10 DATASHARE
 May 17 Disk Concepts and Operations
 Introduction to Datapoint Programming
 May 24 Resource Management System Administration
 June 7 Resource Management System Administration
 June 14 Basic Word Processing Concepts and Operations
 June 21 Introduction to Datapoint Programming
 June 28 DATASHARE
 Automatic Call Distributor
 July 12 Disk Concepts and Operations
 July 19 DATASHARE
 Basic Word Processing Concepts and Operations
 July 26 Introduction to Datapoint Programming
 Resource Management System Administration

Philadelphia, Pennsylvania

Apr 19 DATASHARE
 May 24 DATASHARE
 June 28 Advanced DATASHARE
 July 26 DATASHARE

San Antonio, Texas

Apr 12 Disk Concepts and Operations
 Disk Operating System
 Resource Management System
 DATASHARE
 Basic LDCS
 Data Processing LDCS
 Apr 19 Advanced Word Processing Concepts and Operations
 Apr 26 Introduction to Datapoint Programming
 Resource Management System
 Basic Word Processing Concepts and Operations
 Electronic Message System
 Advanced LDCS
 May 3 Introduction to Datapoint Programming
 Disk Concepts and Operations
 DATASHARE
 Advanced Word Processing Concepts and Operations
 Automatic Call Distributor
 May 10 Disk Operating System
 Resource Management System Administration
 Attached Resource Computer
 Basic Word Processing Concepts and Operations
 May 17 Introduction to Datapoint Programming
 Resource Management System Administration
 Advanced DATASHARE
 Advanced Word Processing Concepts and Operations
 May 24 Disk Concepts and Operations
 Disk Operating System
 Resource Management System Administration
 DATASHARE
 Basic LDCS
 June 7 Introduction to Datapoint Programming
 Disk Concepts and Operations
 Resource Management System Administration
 DATASHARE
 Basic Word Processing Concepts and Operations
 June 14 Attached Resource Computer
 Electronic Messages System
 Advanced LDCS
 June 21 Introduction to Datapoint Programming
 Disk Concepts and Operations
 Resource Management System Administration
 Basic Word Processing Concepts and Operations
 Advanced Word Processing Concepts and Operations
 Automatic Call Distributor
 June 28 Introduction to Datapoint Programming
 Disk Operating System
 Resource Management System Administration
 DATASHARE
 July 12 Introduction to Datapoint Programming
 Disk Concepts and Operations
 Resource Management System Administration
 Advanced DATASHARE
 Basic Word Processing Concepts and Operations
 July 19 Resource Management System Administration
 Attached Resource Computer
 Advanced Word Processing Concepts and Operations
 July 26 Disk Concepts and Operations
 Disk Operating System
 Resource Management System Administration
 DATASHARE
 Basic Word Processing Concepts and Operations
 Basic LDCS
 Automatic Call Distributor

San Mateo, California

Apr 19	DATASHARE
	Basic Word Processing Concepts and Operations
Apr 26	Disk Concepts and Operations
May 3	Resource Management System Administration
	Attached Resource Computer
May 10	DATASHARE
	Basic Word Processing Concepts and Operations
May 17	Disk Concepts and Operations
May 24	Introduction to Datapoint Programming
	DATASHARE
June 7	Advanced Word Processing Concepts and Operations
June 14	Introduction to Datapoint Programming
	Attached Resource Computer
June 21	DATASHARE
June 28	Basic Word Processing Concepts and Operations
	Resource Management System Administration
July 12	Disk Concepts and Operations
	Resource Management System Administration
July 19	Advanced Word Processing Concepts and Operations
	Advanced LDCS
July 26	Introduction to Datapoint Programming
	Basic Word Processing Concepts and Operations

Seattle, Washington

June 7	DATASHARE
June 14	Disk Operating System
June 28	Introduction to Datapoint Programming
July 19	DATASHARE

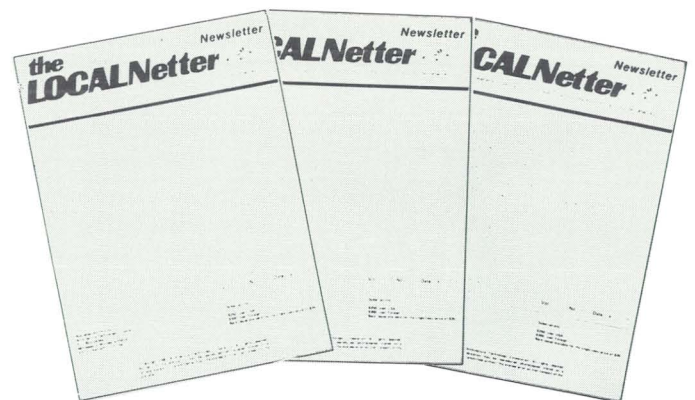
Washington, D.C.

Apr 19	Advanced DATASHARE
Apr 26	Basic Word Processing Concepts and Operations
May 10	Basic Word Processing Concepts and Operations
May 17	Disk Concepts and Operations
May 24	Advanced Word Processing Concepts and Operations
June 7	Advanced DATASHARE
June 14	Resource Management System Administration
June 21	Basic Word Processing Concepts and Operations
June 28	DATASHARE
July 12	Resource Management System Batch Job Facilities and Chain
July 19	Introduction to Datapoint Programming

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

LOCALNetter Reprints Available

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



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DATAPOINT

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