

OUT-THINK™

The Datapoint Marketing Newsletter

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

No. 17

December 1979

INTEGRATED
ELECTRONIC
OFFICE

Datapoint Announces IEO in NYC!

At the annual Stockholders' Meeting in New York City on Nov. 27, Datapoint officially announced the Integrated Electronic Office. Key Datapoint employees are now launching a road-show tour of the country to give salespersons, their customers and their prospects a chance to get a hands-on look at this revolutionary business system.

In this issue, we'll take a sales-oriented look at the Integrated Electronic Office, and fill in the details of the announcement and road show.

What is the Integrated Electronic Office?

Although Datapoint's Integrated Electronic Office (IEO) constitutes a major achievement in the industry, its outward appearance is almost indistinguishable from that of a standard ARC™ System. Don't be disappointed. The fact that Datapoint

based this system on existing hardware and software means that your customers can economically upgrade their dispersed data processing systems to full-scale IEO systems.

The IEO's functions can be classified into four major areas:

- Data Processing
- Word Processing
- Electronic Message System
- Communications Management

Like other Datapoint dispersed data processing systems, the IEO can take on almost any size or configuration. But the most typical IEO will be an ARC system with enough applications processors (most commonly the 3800) for all the employees of the office. The IEO concept calls for each employee to use his or her processor in place of the typewriter, the interoffice memo, the filing cabinet and the telephone log. Naturally, the processors can also be used for Data Processing.

With the applications processor serving as the employee's link to Data Processing, Word Processing and Electronic Message Sending, only Communications Management involves hardware commonly considered optional on ARC. This, of course, is the INFOSWITCH™ family of Communications Management products.

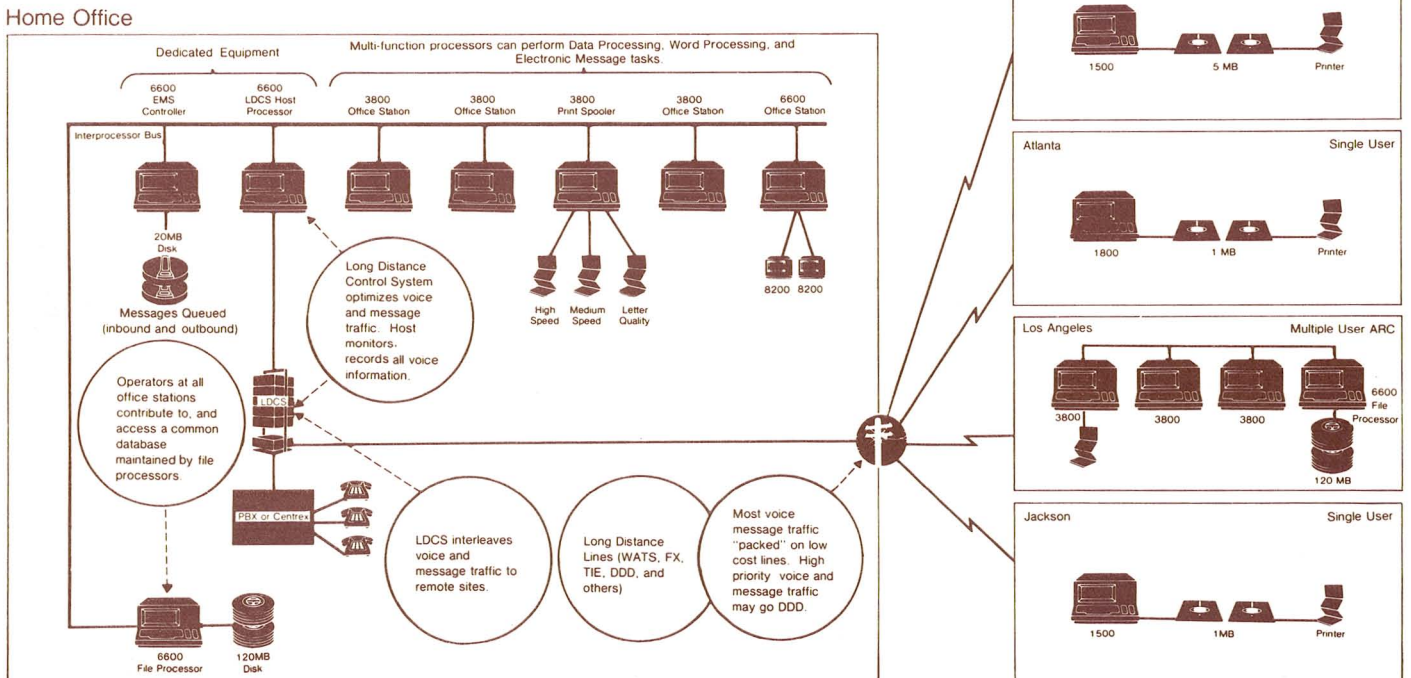
The employee's link to Communications Management is the common telephone, although data collected by the INFOSWITCH products can be accessed through the applications processors.

Aside from the additional INFO-SWITCH hardware, the standard ARC applications processor must undergo a minor keyboard change to be compatible with the Word Processing System.

Other than these exceptions, the Integrated Electronic Office is the result of software, rather than hardware, enhancements.

A Typical Integrated Electronic Office Environment

This configuration shows a typical user company employing Word Processing, Data Processing, Voice Communications Management and Electronic Message capabilities with the Attached Resource Computer™ architecture serving as the vehicle for integration.



“The next major application for computer technology will be in the office environment -- that's where productivity gains are really needed...”

Herb Kelly

Data Processing is Solid Base for IEO

By now, it is unnecessary to detail the thousands of facts about Datapoint's Data Processing systems in the pages of OUTTHINK. But DP is the basis for the other features of the Integrated Electronic Office, and some points should be made about the relationship between DP and the IEO.

It is important for your customers to realize that the Integrated Electronic Office is not a new hardware product. Instead, it is a new concept which has been designed into our already-proven data processing systems.

In Datapoint's Integrated Electronic Office, virtually every piece of hardware, and most of the software, has been proven reliable and effective by our customers in years of data processing service. Other companies may soon imitate the IEO concept or the products, but the competition will surely be forced to design (and hastily test) new hardware to support such a system.

Personalized Computing as a Selling Point for IEO

Word processing, the Electronic Message System and Communications Management all have their obvious uses in the typical office. But in some cases, successful marketing of the Integrated Electronic Office may depend on how well the salesman can sell the concept of data processing for the office employee who does not understand computers.

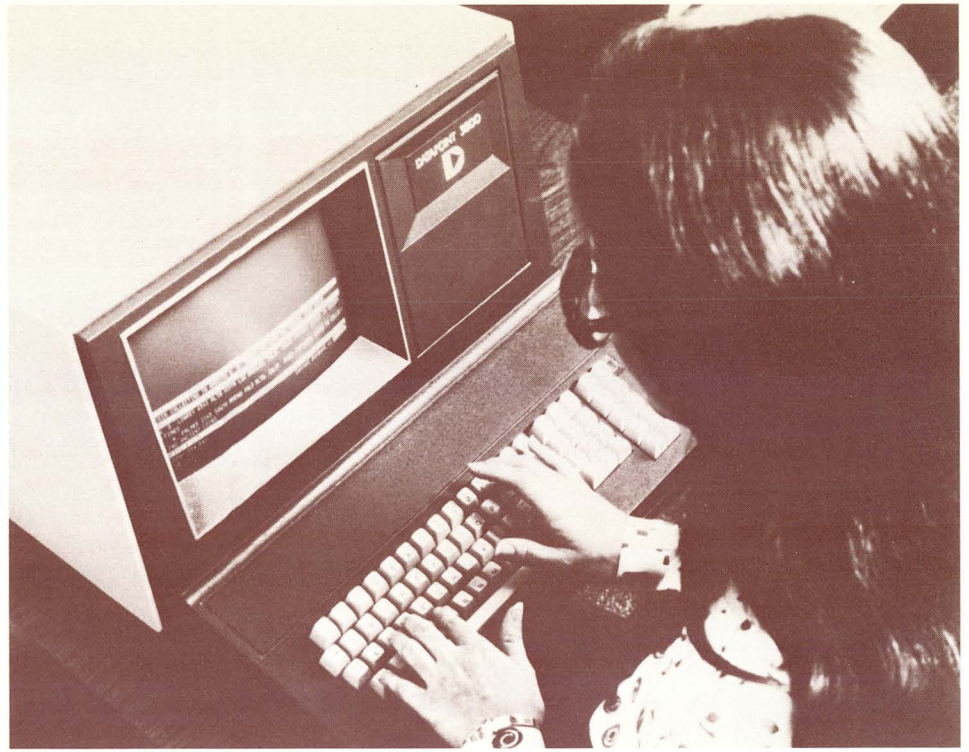
Obviously, customers who can support a programming staff will be able to design many applications and information retrieval packages which can be easily used by nontechnical employees. Also, such packages which may be of general interest will be made available through our program of disseminating field-developed software.

The main problem is to make nontechnical users aware that programming skill is not necessary to take advantage of personalized computing in the Integrated Electronic Office. Through the use of such user-oriented techniques as prompting, menus and HELP commands, applications programs can be run by anyone in the office.



The Integrated Electronic Office - It's the Datapoint way of doing things.

Datapoint's new Word Processing System works on all large screen Datapoint processors which feature a multipurpose keyboard.



Word Processing is Easier - Faster than Typing

Datapoint's Word Processing System by itself signifies a major advancement in the product line. As you look at the features of this remarkable system, add to them its compatibility with the other components of the Integrated Electronic Office. The total is a truly cost-effective investment for the office of today -- and tomorrow.

Datapoint's Word Processing is simple to use, easy to learn, and increases office productivity. It can operate at many levels -- a complete beginner can be producing memos within minutes, yet an experienced operator can use it to do an almost endless number of office activities:

- Drafting documents
- Editing
- Filing and retrieval
- Preparing messages
- Maintaining mailing lists
- Creating and formatting reports
- Generating personalized form letters

Home Key Oriented

More than 90% of keystrokes to enter text or make simple corrections

are done with one's fingers in "home position," so typing is faster. Instead of dozens of special keys, Datapoint Word Processing does all other editing functions with four familiar typewriter-style keys -- RETURN, TAB, BACKSPACE and SHIFT -- plus just two word processing function keys.

Easy Editing

Editing functions follow easily remembered, common sense rules. New functions can be added without changing the system or the keyboard. All other applications you can do with a Datapoint processor -- data entry and processing, data inquiry, electronic message processing -- use exactly the same multipurpose keyboard.

What you See is What you Get

Documents are displayed in their finished shape, just the way they will look when printed -- even those with margins wider than the screen itself. Document style changes are easy. The moment you do one, the screen reveals how that will make it all look.

Built-In Text Retrieval Feature

AIM -- the superior Associative Index Method -- is used for filing and retrieval. AIM can help you find a document even if all you remember of it is some little item of subject matter.

Word Processing for any Environment

Up until now, we've only discussed Datapoint's Word Processing in the context of the Integrated Electronic Office -- and by implication, under ARC. But word processing is supported on Datapoint systems of any size, down to the stand-alone 1500 and 1800 dispersed processors.

Word Processing software works on all Datapoint large-screen processors. It only increases the utility of Datapoint processors. It doesn't increase hardware costs.

Sophisticated Features that are Simple to Use

Document retrieval by content alone -- AIM --

Locate all text occurrences within specified document files
Locate all text occurrences within specified documents

Four ways to control format

Use a preset format
Adopt the format of an existing document
Change a format prior to editing
Change the format during editing

User-alterable format elements

Page justification
Even, right, left, or center
Screen displays actual justification
Line spacing
Tab settings
Page headers
Page footers
Page numbering
Margins -- Top, bottom, left, and right

Editing with six keys on the main keyboard

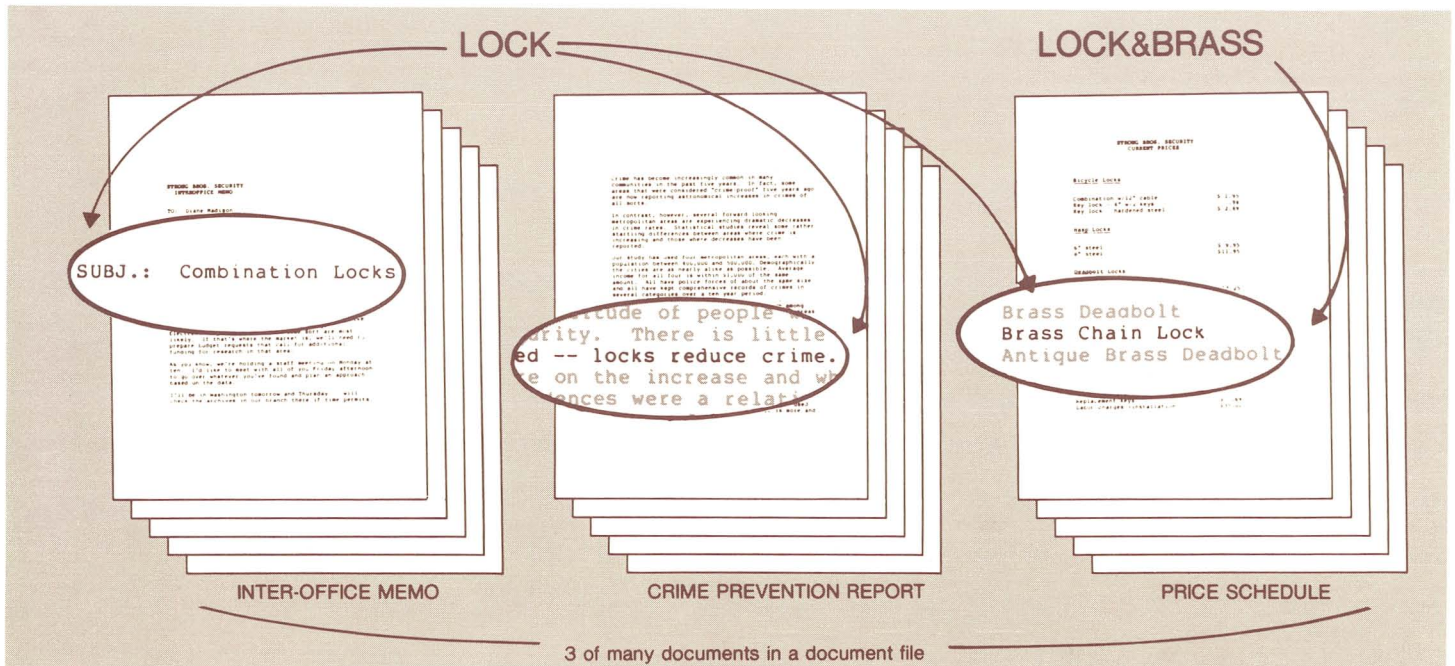
Insert/Delete
Return
Backspace
Shift
Tab
Command

Straightforward commands to let you

Skip lines
Delete blocks of text
Boldface
Inset left margin
Underline
Move text
Subscript
Insert one document into another
Superscript
Locate a word
Jump to a new page or phrase
Prompt the printer operator
Save blocks of text
Look at embedded format structure
Equate one key to a frequently used phrase or function
Insert blocks of text

Scrolling

Side to side up to 140 columns in width
Up and down from beginning to end and back



To find out if any documents in a document file contain the word lock, a user searches with the keyword "LOCK". Three documents are found. A search of the same document file using "LOCK&BRASS" isolates one document that contains the more specific key.

EMS cuts down the Paper Shuffle



The basic components of Datapoint's Electronic Message System.

INFOSWITCH's Electronic Message System is closely tied with word processing in the Integrated Electronic Office. With word processing, data files can be accessed and the information can be incorporated into or appended to a letter or report. This information may be rapidly sent to all those people who need it through the EMS.

If messages need to go to field offices or remote locations, the EMS and an INFOSWITCH/LDCS (Long Distance Control System) can work together to send messages, along with voice communications, over flat-rate telephone lines.

Through EMS, a corporation may increase the efficiency and control over messages, yet decrease the amount of labor involved. All messages within an organization are collected, routed, reviewed and retrieved electronically by EMS. Duplication of tasks is eliminated through EMS, since the data is only entered once, then transmitted in its digital form.

EMS compiles its own accounting information and complete management reports, allowing message costs to be charged to the responsible departments. Users can specify parameters concerning costs, options (such as encryption and verification of delivery or receipt), and delivery priorities.

Datapoint's Word Processing provides easy entry of message information, as well as interactive reviewing and filing of electronic messages. In an ARC environment, EMS users gain ready access to all database information (subject to user-defined security restrictions) which can be incorporated into messages. ARC also serves as the vehicle for high-speed message pickup, routing and delivery.

Datapoint Introduces LightLink

LightLink makes it possible for separate Integrated Electronic Office sites to be connected without phone lines or hard wiring. This new product transfers data using low-power infrared light between locations which have line-of-sight proximity, such as adjacent buildings.

LightLink acts as an extension of the interprocessor bus and is a strong alternative to the problems and expense of laying cable. LightLink differs from laser and microwave

systems in that it utilizes modulated, non-coherent infrared light for transmissions over relatively short distances. This eliminates the need for any federal or local registration.

LightLink can send and receive data at rates of 2.5 million bits per second. Highly reliable, LightLink is fully weatherproof and operates under severe weather conditions. Rooftop installation is fairly simple, or LightLink may be installed indoors, facing out a window.



Datapoint's LightLink uses modulated non-coherent infrared light to transmit information across short distances.



Approved Pricing for EM3270 Products

Purchase Pricing

<u>Model</u>	<u>Description</u>	<u>1-3</u>	<u>4-10</u>	<u>11-25</u>	<u>26 +</u>	<u>Maint.</u>	<u>Install.</u>
3670	Enhanced DATASHARE Terminal for 3270	3395	3195	2975	2725	28	40
	Removable Keyboard						
1571	Cluster Controller for 3270	6550	6250	5550	5250	48	250
9470	4 Port EIA Hub	1100	908	864	807	10	60
9471	8 Port EIA Hub	1600	1320	1257	1173	15	80
0509	Cable, Low Capacitance	.50/ft.					
0510	Cable Assembly	41					
	EIA Hub/EIA Hub (4 ft)						
0511	Cable Assembly	45					
	1571/EIA Hub (12 ft)						
9461	Connector Kit	22					
	9462/9470/3670						
9812	DATASHARE V Version 3	500				10	
9815	EM 3270	500				10	

Lease Pricing

<u>Model</u>	<u>1 YR</u>	<u>2 YR</u>	<u>3 YR</u>	<u>Rent</u>
3670	110	98	88	138
1571	280	225	195	350
9470	38	34	31	48
9471	55	49	45	69

Printer Corner

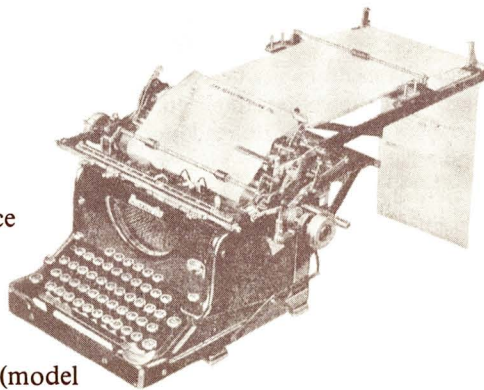
If you have looked at your new price schedules you will have noticed two price changes in the printer section.

The prices of the 340 LPM Belt Printers (both parallel and serial) have been reduced and there is now lease pricing available on the serial version (model 9297). This action in effect will replace the 240 LPM Printer (model 9212) by offering greater throughput at lower cost to the customer.

These aggressive price changes are just what is needed to compete with the various matrix and band printers available on the market today.

In addition, there is now only a 7 week lead time (ARO) on the 9214 parallel version of the 340 LPM Belt Printer.

Prices for the 300, 600, and 900 LPM Drum Printers were raised slightly to offset price increases incurred by Datapoint; however, these printers are still priced very competitively.



160 CPS Tractor Info

The mechanical VFU (Model 0501) option for the 160 CPS Matrix Printer is not field installable.

Shipments of the dual tractor (Model 0050) will begin in January 1980.

Upcoming Software for 1500 and 1800 Listed



There will be several new software product releases for Small Systems over the next several months. Some of these products have already been covered in previous announcements, others are pre-announcements of future products. In an effort to keep the field force at least a half-step ahead of prospects and customers, a listing of the significant announcements for the 1500 and 1800 is presented here.

In the area of languages on the 1500 there are two products which have been covered earlier -- BASICPLUS and the new DBCMP15. Now another is coming....FORTRAN. Yes, that's right -- FORTRAN!

Datapoint's FORTRAN will be 1966 ANSI version 3.9. It requires a 60K processor for compilation and generates object code (/CMD) programs.

A new linkage editor (LINK15) will be released along with this product.

File formats are compatible with Datapoint's other languages and utilities, and may be sequential, random or ISAM. Complex number processing will not be a feature of this release.

FORTRAN is scheduled for release in the third quarter on the 1500, and in the fourth quarter for the 5500, 1800 and 6000-series processors.

Other Packages

Announcements of new telecommunications products throughout the second and third quarters will enhance the remote location sales potential of 1500 and 1800 systems. You have already heard of DBML15, ML15TC35, EM360015 and MD378015. But have you heard of ML15VIP, ML15TTY, EM374115, EMT20015, EMGRTS15 and MTERUP18?

ML15VIP provides emulation for Honeywell's 7700 series VIP protocol. It is chain compatible and operates at either 2000, 2400 or 4800 baud. Scheduled availability is for the third quarter. ML15TTY provides teletype emulation at rates up to 1200 baud and should be available in the second quarter. Both of these products run under DBML15, the DATABUS Multilink interpreter.

EM374115 emulates IBM 3741 Mod 2 protocol. It is chain-compatible and will operate under concurrency in a 60K processor. Maximum rate is 4800 baud. EM374115 provides the same features as EM3741C. Scheduled release time is the second quarter.

CDC UT200 emulation is accomplished with EMT20015. This product is not compatible with either CHAIN or concurrent processing. It provides all the features of MDTECDC and is scheduled for release in the second quarter.

Honeywell users can accomplish emulation of the G-115 protocol by using EMGRTS15. Being compatible with neither CHAIN nor concurrent processing, EMGRTS15 contains all of the features of MTEGRTS. The scheduled release is in the third quarter.

So as not to make the 1800 feel abandoned, we are coming out with an enhanced version of MTERUP18. Modifications were made to improve the effective baud rate (EBR) of the existing product. The results are as follows:

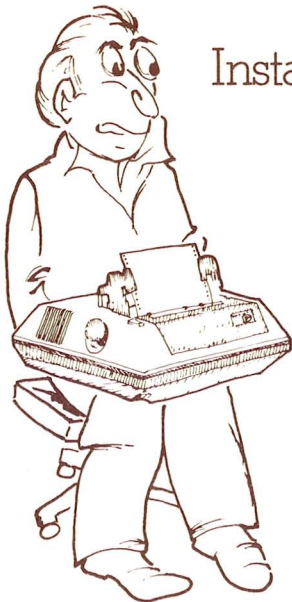
LINE SPEED	ORIGINAL TRANS EBR	ENHANCED TRANS EBR	ENHANCED RECV EBR
2400	21%	83%	83%
4800	10%	80%	75%
9600	4.5%	57%	47%

As you can see from the figures above, this product has been improved considerably and can be effectively marketed. MTERUP18 makes the 1800 an extremely versatile, low-cost processor which can now become an effective member of a DASP network. MTERUP18 should be available for release in the second quarter.

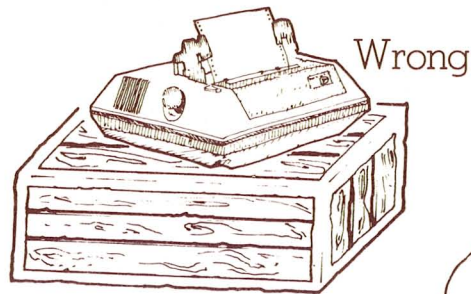
These products, both current and future, provide enhancements to the Small Systems line that dramatically improve their marketability. The additional languages on the 1500 place that product into a marketplace that was previously closed to it, and the communications products improve our previously established position of prominence in that arena.

Both the 1500 and 1800 have proven track records. The additional features coming out over the next several months will increase the scope of your market and the dollar value of your commission check.

Installing the 45 cps printer



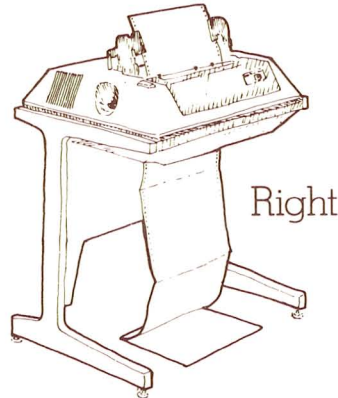
Wrong



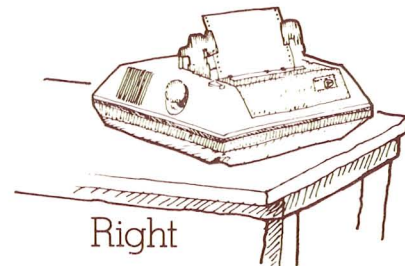
Wrong



Wrong



Right



Right

Remember: If it isn't on a table top -- order the legs.

Legs With the 45 CPS Printer Highly Recommended

The much heralded and frequently talked about 45 CPS Character Printer is now available and waiting to serve your customers. The 9601 local (serial) and 9602 system (parallel) printers provide typewriter-quality printing at an average rate of (you guessed it!!) 45 characters per second (158 columns per line) on average text. Put in a few spaces and slew a few lines and the print-rate is much faster.

Options available with the 45 CPS printer include a tractor feed, a forms insertion guide, and legs.

About Them Legs . . .

Although the legs are optional, we highly recommend that they be purchased (leased) with the printer. The legs are required with the tractor feed option and we encourage their selection for any application. The legs not only increase the printer's aesthetic appeal in the modern office setting, but eases the use and serviceability of the unit (changing paper, etc.).

**FY 1980 GSA
Contract Here!**

Official notice has been received by Datapoint for our FY'80 GSA contract. It is contract # GS-00C-01852 and covers the period from October 1, 1979 through September 30, 1980.

Contract # GS-00C-01852 should now be used in processing federal

government orders. Copies of the FY'80 contract will be sent to field offices in the next few weeks.

Any inquiries can be directed to Roy Mackrell at ext. 5086.

**DATASHARE 5 and 20 MB
Lead Times Slashed**

Delivery lead times for 5 and 20 MB disk systems have been cut to a very attractive 7 weeks (ARO). Keep them moving!

Sales Awards given at Hilton Head Island

Datapoint's top salespersons and their spouses enjoyed four days of fun at Hilton Head Island, S.C. as their reward for an outstanding year of sales. The 1979 Achievement Club met Sept. 15-18 for golf, fishing, tennis, volleyball and sales awards.

The Achievement Club included salespersons from both the Data Processing Division and the Communications Management Products

Division, with a total of 211 salespersons and spouses in attendance.

John Thornton was this year's award-winning regional manager. His end-user, rep, wholesaler and conversion activity totalled \$14,460,820 ISV. This was John's first year as Southeast Region Manager.

The DPD Branch Manager of the year was Joe Tranchilla of Min-

neapolis. Joe's branch office turned in over \$6 million ISV -- 190 per cent of goal.

Datapoint's top DPD salesman was George Rangitsch -- the Six Million Dollar Man. George produced \$6,361,745 ISV as an SMR in Oakland, California. Part of George's award was new golf equipment, which he found plenty of use for at Hilton Head.

No matter how you slice it, George Rangitsch is no duffer when it comes to selling Datapoint equipment.



George Rangitsch - The \$6,000,000 Man Award presented by Harold O'Kelley.

He's the one! says Ed Gistaro of John Thornton, 1979 award winning region Manager. Also pleased with John's efforts are Marti Gistaro and Millard Allen.



It's not all business! Going up with the ball is Bill Davis, South Central Regional Manager. Chuck Hamilton, SMR from the New Jersey Branch, and Chuck Sciarra, Stamford Branch Manager, prepare to return.



John Thornton - The \$14,000,000 Region Award presented by Ed Gistaro.



Joe Tranchilla - The \$6,000,000 Office Award presented by Ed Gistaro.

Significant Sales for September

Data Processing Division OPS I

<u>Salesperson</u>	<u>Branch</u>	<u>ISV</u>
Louis Armand Etedgui	Los Angeles	866,502
G. Rangitsch	Oakland	761,000
Robert Curtis	San Francisco	673,995
Denis Hynes	Bell Systems	543,568
B.J. Krawski	Waltham	396,877
W.J. Dickson	Commercial	319,002
Jerry Stanig	Bell Systems	311,560
Thorn Walker	Wash.D.C. (Commercial)	310,492
Mike Bazany	Rochester	284,266
Duane Engelhardt	New Jersey	259,947
Andy Mongarella	Commercial	231,000
Elvin Ambler	Stamford	202,350
Don Lawrence	New York	179,616
Wilma Gitchel	Commercial	161,135
J.McGill/F. Messkowsky	New York (Financial)	142,936
John Harper	Financial	125,820

DPD OPS II

John Winn	Memphis	553,309
Mike Bemboom	St. Louis	543,379
Jim Spicer	Indianapolis	367,257
Dick Durham	Atlanta	317,283
Steve Bostwick	Detroit	258,583
Andre Faur	Atlanta	221,650
Dan Friedlander	Chicago	173,085
Tom Hooker	Cincinnati	154,445
Bud Pursley	Nashville	161,891
Ron Briggs	Houston, Energy	138,843

Communications Management Products Division

Andrew Waite	Western	520,188
Fred Levine	Western	296,860
Bill Woodside	Central	219,858
Jim Rowse	Southern	110,966

For October

DPD OPS I

B. Peggs	Seattle	494,359
D. Lawrence	N.Y. Commercial	388,522
P. Balestrino	N.Y. Commercial	251,255
J. Barthel	Boston	176,150
D. Morris	Philadelphia	168,000
D. Englehardt	New Jersey	136,180
B. Bliss	Federal	129,235
G. Stanig	New Jersey	112,150

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DPD OPS II

Mike Bemboom	St. Louis	543,379
Don Prifogle	Indianapolis	455,471
Steve Bostwick	Detroit	258,583
Tom Hooker	Cincinnati	217,444
Mark Bargeron	San Antonio	179,250
Craig Kent	Columbus	172,376
Dave Albanese	Greensboro	158,720
Dennis Doonan	Minneapolis	128,125
Stu McDougall	Detroit	108,314

CMPD

Arnie Simmons	Eastern	833,663
Andrew Waite	Western	622,532
Jim Rowse	Southern	496,876
Fred Levine	Western	407,007
Ken King	Central	387,103
Ron Searle	Central	367,735

Products Receive UL Listings

Datapoint is currently working to have the complete line of hardware listed by Underwriters' Laboratories. The UL listing and labelling will satisfy requirements of local governments and regulatory agencies.

The products listed below have received their UL listing. Other products will be listed soon.

<u>Model Code</u>	<u>Description</u>
9020	Regulator, 1 KVA constant voltage, 120 VAC
9212	Printer - 132 column, 115-240 LPM
9250	Console Servo Printer
9251	Freestanding Servo Printer
9280	Printer, 300LPM
9260	Printer, 600LPM
9504	Card Reader 300 CPM
9371	25 MBM S Disk Extension
9367	Disk, Dual; 5MB, 4K Controller, Console
9368	Disk, Dual; 5MB, 4K Controller, Freestanding
9369	Disk, Dual Extension only, 5MB
9374	Disk, Top Loading, 20MB with Controller
9375	Disk, Top Loading, 20MB Extension for 9374
9376	Disk, Top Loading, 40MB Extension for 9374
9426	Channel Adaptor Freestanding
9427	Channel Adaptor Console
9556	Tape Transport, 9 Track, 800BPI, 25 IPS, Freestanding, 10.5 inch reel
9558	Tape Transport, 7 Track 556/800 BPI, 25 IPS, Freestanding, 10.5 inch reel
9584	Tape Transport, 9 Track, 1600 BPI, 25 IPS, Freestanding, 10.5 inch reel

Datapoint Media Recommended

Datapoint equipment is designed to read and write on media with unique specifications. These specifications may vary from manufacturer to manufacturer and from supplier to supplier.

Although media from other suppliers may be of high quality, it may not be compatible with Datapoint systems. Incompatibility may result in intermittent read/write problems.

All media supplied by Datapoint meets Datapoint specifications. For this reason, Datapoint recommends that only media supplied by Datapoint be used in Datapoint systems.

Refurb equipment currently available

<i>Model</i>	<i>Description</i>	<i>Qty.</i>	<i>Price</i>	<i>Maint.</i>	<i>Install.</i>
4220	2226 Processor, 5 MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	\$11500 \$10500 \$ 9950	\$175 \$175 \$175	\$500 \$500 \$500
4520	5500 Processor, 5MB Storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S Software, Documentation	1-3 4-10 11+	\$17750 \$16500 \$15500	\$207 \$207 \$207	\$650 \$650 \$650
4523	5500 Processor, 5MB Storage (two 2.5MB Diablo Disks), Controller, DOS Software, Documentation	1-3 4-10 11+	\$16500 \$15250 \$14250	\$190 \$190 \$190	\$620 \$620 \$620
4540	5500 Processor, 50MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation		\$29450	\$420	\$1000
4543	5500 Processor, 50MB Disk Storage, Controller, DOS Software, Documentation		\$28200	\$404	\$970
4640	Both: 6600 Processor, 50MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation, RIM, ARC Software, Documentation		\$36500	\$525	\$1000
4644					
4643	6600 Processor, 50MB Disk Storage, Controller, DOS Software, Documentation		\$35250	\$510	\$970
4740	256K Processor, Dual Disks and Controller, 50MB, Multiport D/S Software and Documentation		\$39100	\$541	\$1000
4745	ARC File Processor 256K, Dual Disk and Controller, 50MB, RIM Adaptor, ARC Software and Documentation		\$39100	\$541	\$1000
2226	2200 Processor, 16K Memory		\$4975	\$95	\$80
1108	Cassette 1100 Processor, 8K Memory		\$3275	\$63	\$80
1131	Diskette 1130 Processor, 1 drive	1-3 4-10 11+	\$4775 \$4440* \$4150*	\$55	\$125
1132	Diskette 1130 Processor, 2 drives	1-3 4-10 11+	\$5075 \$4675* \$4425*	\$72	\$125
1133	Diskette 1130 Processor, 3 drives	1-3 4-10 11+	\$5375 \$4950* \$4700*	\$89	\$125
1134	Diskette 1130 Processor, 4 drives	1-3 4-10 11+	\$5675 \$5225* \$4975*	\$108	\$125
1152	Diskette 1150 Processor, 2 drives		\$10950	\$76	\$125
1153	Diskette 1150 Processor, 3 drives		\$11250	\$92	\$125
1154	Diskette 1150 Processor, 4 drives		\$11550	\$110	\$125

* Revised Pricing December 15, 1979

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<i>Model</i>	<i>Description</i>	<i>Qty.</i>	<i>Price</i>	<i>Maint.</i>	<i>Install.</i>
1172	Diskette 1170 Processor, 2 drives		\$11950	\$78	\$125
1173	Diskette 1170 Processor, 3 drives		\$12250	\$95	\$125
1174	Diskette 1170 Processor, 4 drives		\$12550	\$116	\$125
9382	Console Diskette Controller, 2 drives		\$2450	\$48	\$50
9383	Console Diskette Controller, 3 drives		\$2750	\$66	\$50
9384	Console Diskette Controller, 4 drives		\$3050	\$84	\$50
9385	Freestanding Diskette Controller, 1 drive		\$2150	\$30	\$50
9386	Freestanding Diskette Controller, 2 drives		\$2450	\$48	\$50
9387	Freestanding Diskette Controller, 3 drives		\$2750	\$66	\$50
9388	Freestanding Diskette Controller, 4 drives		\$3050	\$84	\$50
9350	Console Front-Load 2.5MB Controller/Drive		\$2975	\$79	\$125
9351	Freestanding Front-Load 2.5MB Controller/Drive		\$2975	\$79	\$125
9354	2.5MB Extension, Removable Cartridge, (no controller)		\$2400	\$48	\$125
			\$2400	\$48	\$125
9356	2.5MB Extension, Fixed Cartridge				
9357	Console Front-Load 2.5MB Controller/Drive, 4K Buffer Memory		\$3075	\$72	\$125
9358	Freestanding Front-Load 2.5MB Controller/Drive, 4K Buffer Memory		\$3075	\$72	\$125
9370	Freestanding 25 MB Mass Storage Drive/Controller		\$9950	\$150	\$250
9371	25MB Mass Storage Drive Extension		\$7750	\$110	\$125
9373	Console 25MB Mass Storage Drive/Controller		\$9950	\$150	\$250
9291	60 LPM Printer, Parallel Interface	1-3	\$1995	\$50	\$125
9292	60 LPM Printer, Serial Interface	1-3	\$1995	\$50	\$125
9294	120 LPM Printer, Parallel Interface	4-10	\$1850	\$71	\$125
		11-25	\$1725		
		26+	\$1525		
9250	Console Servo Printer		\$1595	\$61	\$125
9251	Freestanding Servo Printer		\$1595	\$61	\$125
9231	80 cps Freedom Printer (serial)	1-3	\$1750	\$35	\$125
9232	80 cps Freedom Printer (parallel)	4-10	\$1600	\$35	\$125
		11-25	\$1500	\$35	\$125
		26+	\$1395	\$35	\$125
9235	160 cps Freedom Printer (serial)	1-3	\$1995	\$50	\$125
9236	150 cps Freedom Printer (parallel)	1-10	\$1850	\$50	\$125
		11-25	\$1725	\$50	\$125
		26+	\$1525	\$50	\$125
3601	Datastation Terminal		\$995	\$18	\$20
3400	Com. Adaptor		\$225	\$15	\$20
9401	Com. Adaptor		\$450	\$17	\$15
9402	Com. Adaptor		\$450	\$17	\$15
9404	Com. Adaptor		\$450	\$13	\$15
9420	Com. Adaptor		\$450	\$13	\$15
9453	Com. Adaptor		\$450	\$13	\$15
9455 (001)	Com. Adaptor		\$450	\$22	\$30
9460	Com. Adaptor		\$450	\$17	\$30
9455 (004)	Com. Adaptor		\$450	\$22	\$30
9551	9 Track 800 BPI 8.5 in. Reel		\$4500	\$75	\$125
9581	9 Track 1600 BPI 8.5 in. Reel		\$7500	\$75	\$150





OUT-THINK™

The Datapoint Marketing Newsletter

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

December, 1979

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