CAI for IEOS Users

Educational Planning and Development, in conjunction with Customer Service, Education and several marketing support specialists, have initiated a pilot program based on CAI (Computer-Aided Instruction) for IEOS.

CAI is a teaching method which uses a computer as the primary delivery mechanism. This direct, on-line instruction is interactive and highly motivational.

The goal is to develop courseware which will teach the user to bring up IEOS, create documents and do simple editing. This includes explanations of the master menu, how to build a library, how to create a document and how to use basic editing features like type-over, the delete key, the insert key, the tab key and the backspacing key.

The Target for CAI

These lessons are being developed for:
•The executive who wishes to get into the system and create notes, memos, or letters. This audience would not really be interested in advanced techniques.
•The temporary who comes to the office for a day. This audience needs to become productive quickly, with minimal or no personal instruction.
•The new user of Datapoint equipment. This audience needs a basic understanding of the system, and a positive learning experience that would encourage use of the Simplified User's Guide for more advanced techniques.

These types of users need a selfpaced, stand-alone system of learning which is interactive and stimulating. Such users want to learn quickly, and do not have the time for formal classroom instruction.

8800 Solves Business Information Processing Requirements

Word is spreading fast! Smart buyers are recognizing the potential of the 8800 and are putting it to work to help solve their business formation processing requirements. There are three types of processing activities that the 8800 performs extremely well:
•Disk Input and Output Processing
•Batch Job Processing
•DATASHARE® Business Time-sharing Processing.

1560 Announced at INFO '82...

Above: October 11, 1982...Local networking for small business applications has come of age with the introduction of Datapoint's 1560 Small Business Computer at Info 82 in New York.

Right: Dan Carmen, Senior Product Manager from Datapoint, demonstrates new features available with the 1560.

                   For Internal Use Only
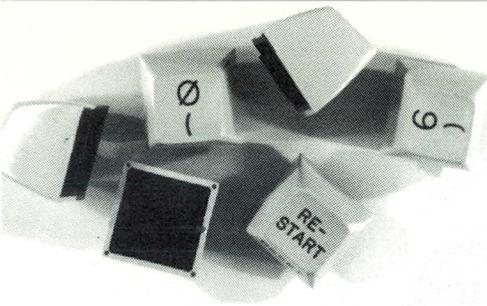
New Keycap Option for 86XX and 8220

Model Code 5273 has been added to the list of currently available options for both the 86XX processor line and the 8220 workstation.

This new keycap kit is for 3270 functions and is similar to the 3270 keycaps on the 15XX, 18XX, and 38XX products. Because there are two types of keyboards currently in use on the 86XX and 8220 products, we will ship two sets of keycaps to ensure installation.

A one time charge for these kits has been established at $25.00. Customer Service install charges are subject to minimums, or $25.00 per kit, whichever is greater. The one time charge is applicable whether placed on the initial order or upgraded in the field. If the keycaps are placed on the initial order with the 86XX or 8220, the $25.00 install fee will be waived.□

Buck Buchanan
Ext. 7151

Keeping Track of the Competition

Do you ever have questions about our competitors? Have you ever wanted someone in the home office to be responsible for providing answers to those questions? If so, your wish has been granted. Product Marketing's latest addition is Frank Bell, Senior Marketing Analyst. His primary responsibility is to assist field personnel in obtaining competitive information.

Bell joins Datapoint after three years as a salesman for Aynet Corporation, a distributor of computer peripherals and components. Prior to that, Bell worked for Datapoint in production purchasing. purchasing.

The next time you need information about one of our competitors, give Frank Bell a call at extension 7151.□

Marilyn Elliott
Ext. 7950

Why CAI?

Surveys of CAI have consistently found that:

- CAI is excellent for drill and practice. (It is a very patient tutor!)
- CAI improves retention.
- CAI is as effective as (or more effective than) traditional teaching methods for many subjects.
- CAI takes less learning time than regular classroom instruction.
- CAI improves student attitudes toward the use of computers.
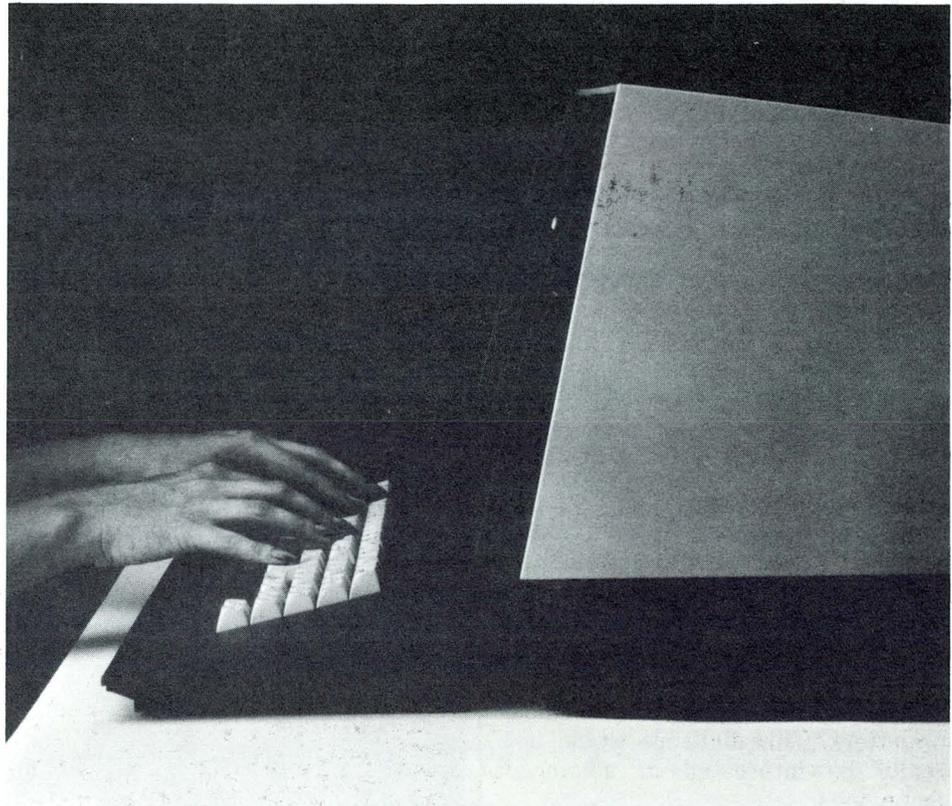
For these reasons, as well as the self-paced flexibility, CAI can be a real help to students. Increased productive learning time, the advantage of choosing the time and place most convenient for instruction, and the elimination of travel and per diem training expenses make CAI very attractive to businesses, too. Add to this Datapoint's need to find effective ways to provide the educational services our customers require (and oftentimes leverage our product sales) without enormous increases in staff and facilities. CAI seems to be a realistic alternative for all of us.

Preliminary Tests of CAI

In controlled evaluations, we will compare the effectiveness of our CAI with the traditional classroom method and with the self-teaching Simplified User's Guide approach.

Preliminary tests with new users have already confirmed the motivational advantages. The students were extremely interested in going on with the instruction, and did not hesitate to go back through lessons when they did not feel comfortable with their progress. With only one morning devoted to instruction, students could create and edit simple documents.

We hope that the field evaluation and feedback will provide more information on how useful and effective CAI can be for customers. Your feedback and the feedback you obtain from customers will be a consideration in our decision to develop or discontinue the CAI IEOS program. We must also consider our alternatives, what our competitors are doing, and our future educational support capabilities.

CAI for Individual Educational Support

We are seeing more and more diversity in the data processing experience and educational requirements of our customers. Their needs vary, their prior learning experiences vary, and the training resources available to them vary. Many of them require stand-alone, job-relevant, highly motivational courses consistent with their learning ability and background. New methods like CAI can help us provide that kind of educational support.
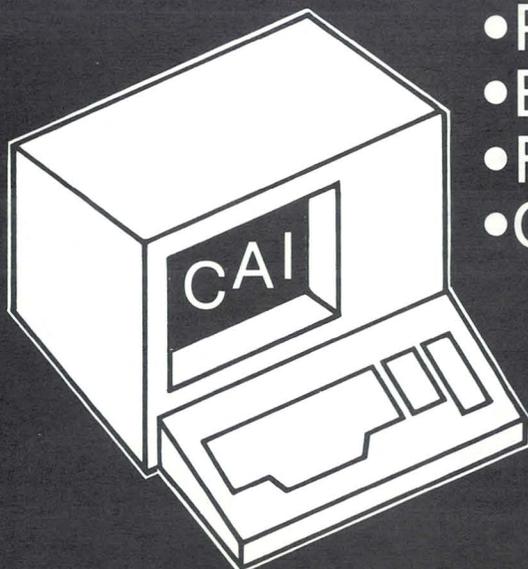
In responding to our need for feedback, here are a few questions you might keep in mind regarding the possibilities for this new teaching method.

• Are your customers interested?

• Are the lessons adequately training new users? If not, how could they be improved?

• Could CAI give you a competitive advantage?

• Should CAI be marketed as a product or bundled into IEOS?

Any reponse you can provide on the desire for CAI among your customers or the availability of CAI from competitors would be most welcome. Please contact Jonna Lee Masters (Ext. 5103) or Bob Harris (Ext. 5212).□
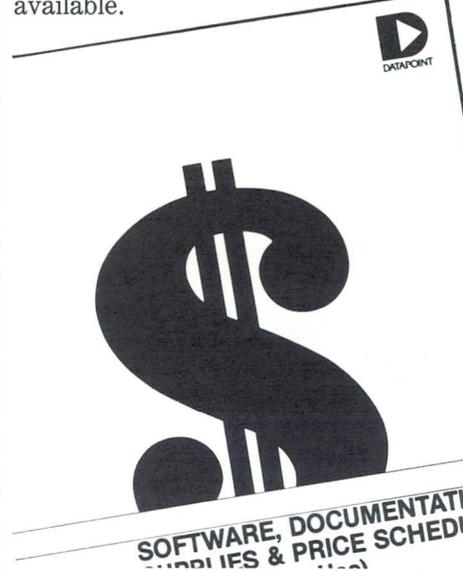
Rose Marie Eash
Ext. 7841

Software Pink Sheets Available

There have been some revisions to the Software, Documentation, Supplies and Price Schedule (Document #60231) which is now available.

This new version includes two indexes which will help you find what you are looking for quickly. The first index is by software name in alphabetical order and the second is by model code.

The price schedule section, found in the back section of previous versions, has been deleted and prices are now listed by each item in their respective sections.

A media count has been added to the software section. Where media is listed, the following number enclosed in parenthesis is the actual quantity of the media required for that software.

Example:

| DS6 1.3 | 20698 | C(5) | -Requires 5 Cassettes |
| | 20650 | SSSD(2) | -Requires 2 SSDD Diskettes |

In addition, all prices have been changed to reflect the new pricing effective July 1, 1982. Please send any comments or suggestions to Product Marketing at mail station M-15.□

Lee Hollow
Ext. 7151

Computer-Aided Instruction:

• Patient
• Effective
• Flexible
• Convenient

The real value of the system, however, shows when two or three types of tasks execute simultaneously on a stand-alone system or as a node (a processor and attached devices participating in the ARCNET™ local area network) in the ARC™ business system. It's true that these tasks are commonplace for distributed data processing applications, and other Datapoint® systems can perform these tasks simultaneously but the larger disk and greater memory capacity of the 8800 means a better price with great performance.

You've probably noticed that an interactive workstation activity (word processing, Multiplan, interactive COBOL program, or interactive RPG program) has not been mentioned. This is because the 8600 product handles the interactive workstation tasks much better, and you should configure system solutions accordingly for best performance.

Disk Sector Provides Fast I/O Handling

With regards to disk sector input and output, the 8800 provides the fastest I/O handling in the product line. This super-intelligent disk controller has direct memory access

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"The controller can support seven 135 million byte fixed disk drives as well as a 67 million byte removable cartridge drive."

(DMA) with the aid of a peripheral processor (PP). Simply stated, when your program needs disk service, the controller really gets it there quick!

The controller can support seven 135 million byte fixed disk drives as well as a 67 million byte removable cartridge drive. That's a total of over

one billion bytes of storage on-line per 8800. Assuming that at least 10 percent of the nodes on an ARC system have disks attached, an ARC system running RMS™ nodes could have well over 25 billion bytes of disk storage using 8800s to drive the disks. The 135 million byte drive also gives you the capacity of a 135 million byte data file. Don't be shy! Go after those users with large data bases. There's money in those fortune accounts.

Larger Disk and Memory Add up to More Power Per Dollar

By running the File Management System (FMS) routine, you can couple the large disk capacity per 8800 with the large memory capacity. This gives you the slick features of being able to access data or program code from memory that would otherwise reside on disk. The difference in access time is like the difference between world class hydroplanes and a racing yacht.

Effectively Handles Batch Jobs

The 8800 eats batch jobs for breakfast, lunch, dinner, and snacks. It might be a data communications job, a COBOL or RPG II batch program, a sort, merge, reformat, or index utility...whatever! And while it's feeding on those routines, it can also handle printing on multiple printers attached anywhere in the ARC system. Most often, batch jobs do not require a terminal to show their status. This helps to cut down the price of the system by the cost of a terminal or two and still execute batch jobs concurrent with other types of tasks. You also need to tell your prospect that the ARC system can execute a batch job stream by firing up the jobs on ANY designated node attached to the ARCNET local network. No other network, local or otherwise, can come close to the RMS ARC system's batch processing capacity and flexibility.

Don't forget that up to three batch data communications jobs can operate at the same time on a single 8800. That gives a user a lot of flexibility for moving data into and out of sites. Another benefit with data communications on the 8800 comes from the fact that the communications adaptor has DMA, its own processor with 32K bytes of memory, and can run many data communications

> ### "No other network, local or otherwise, can come close to the RMS ARC system's batch processing capacity and flexibility."

protocols at up to 9,600 bits per second. Also, the communications adaptor in an RMS ARC system is accessible to, and controllable by, any batch data communications task running ANYWHERE in the network, no matter where the adaptor is attached.

Greater Timesharing Performance

DATASHARE software is the ROLLS ROYCE of minicomputer business timesharing. When you process data with DATASHARE, you do it in high style. And, as many users have confessed, on any given day for any given business application — IT WORKS! To all that class you can add the advantage of the FMS file
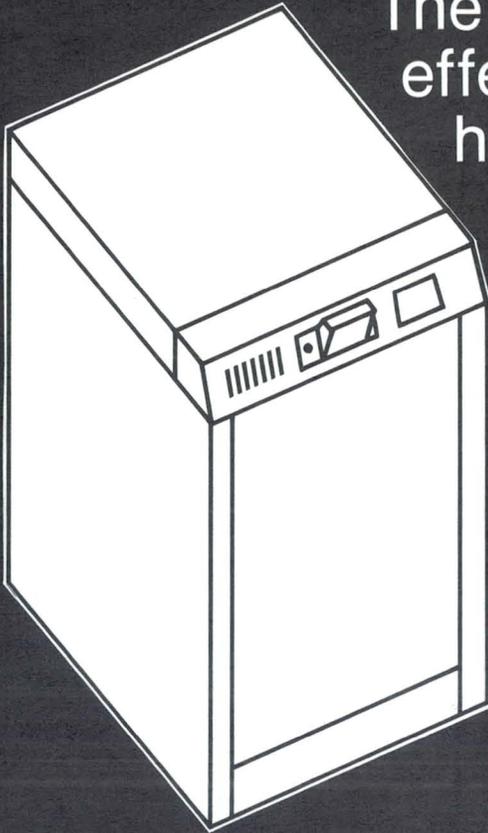
The 8800 effectively handles batch jobs...
- COBOL
- RPG II
- sort
- merge
- reformat
- index utility

processing task mentioned above and you have greater time sharing performance than any other processor in the product line. Furthermore, the symbolic addressing of RMS applied in the ARC system gives any program access to all disks and printers in the local network. local network.

The large memory capacity of the 8800 gives you the largest per processor DATASHARE system available in the product line. If necessary, and it probably will be, you can configure a PP for each of the up to three eight-terminal adaptors in the 8800 for good response times on up to 24 terminals.

Don't Pump Water, Pump Data - Use Pipes

The RMS state-of-the-art operating system has another unique feature: pipes. Pipes benefit the user by allowing a DATASHARE program to pass information to another task. The beauty of this information shuttle is that the other task may or may NOT be another DATASHARE program; it could be a COBOL program. Tell

your prospect your system can do data access with a COBOL program using a random character string as the access key. Note that an 8600 will be running the COBOL program while, perhaps, an 8800 is running the DATASHARE program.

Flexible Growth Path

The 8800 is an extremely powerful and flexible processing engine, whether it works independently or as part of the ARC system. Remember the types of tasks it does best: disk input and output processing, batch job processing, and DATASHARE timesharing. Put the COBOL, RPG, batch data communications, and word processing tasks on the 8600. The configuration solutions possible with these two products are virtually endless. It's also comforting to know that every Datapoint solution has a growth path regardless of how a user builds his integrated electronic business.□

Sam Walker
Ext. 7151

New Management — No Changes for Guest Services

Guest Services underwent a management change in August 1982. Bill Finkel moved to International Training and Jim Whitehouse became the new Director of Guest Services. With new management there are always changes; not true in this case. The professional staff of Guest Services leaves little room for improvement. This staff consists of Sandy Gearhart and Marcia Regan, Visit Coordinators, and Anita McLendon, Secretary.

Approximately 80 percent of the visits handled by this department produce ISV sales (according to the last field survey). Guest Services is the place where Datapoint can provide the highest levels of management exposure to customers in the shortest time period. The staff is available to help pick speakers or sign up those that are requested when arranging a visit. The key, according to Guest Services, is to get a customer to visit San Antonio.

Guest Services consists of (standing, left to right) Anita McLendon, Sec., Jim Whitehouse, Director and (seated, left to right) Visit Coordinators, Sandy Gearhart and Marcia Regan.

Although there will be no major procedural changes to the department, visitors are in for a surprise on their next visit. All conference rooms have been upgraded to include 8600s and a 1560 has been placed in the demo room. More changes relative to equipment placement will be upcoming and any ideas from the field or home office will be welcome.

In short, Guest Services is not much different than before. And as great as the staff is, they still encourage following the procedure which says to give as much lead time and customer information as possible when requesting a visit. Copies of policies and procedures can be obtained by calling Guest Services at extension 7376.□

Jim Whitehouse
Ext. 7376

CDR Enhancements In New Release

In November, Datapoint announced the release of version 2.1 of the Call Detail Recorder (CDR). The CDR provides an affordable means of recording details on telephone calls placed through a company's private branch exchange or key telephone system. The CDR system will calculate call cost, assign charges to the caller, and provide management reports on call volume, expenses, and use of telephone facilities.
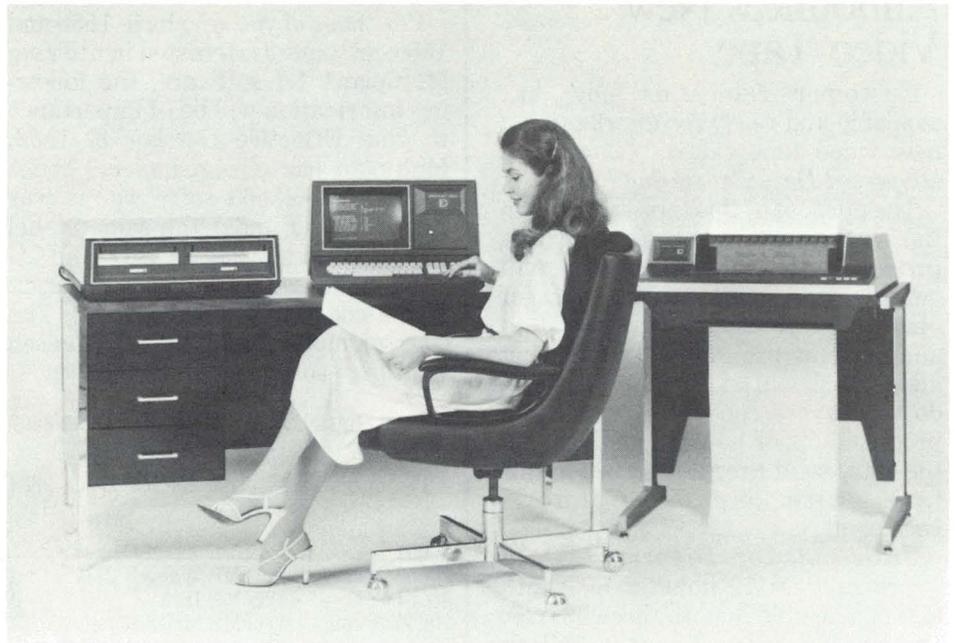
Reporting Capabilities

Version 2.1 will allow reporting capabilities at the extension level so that reporting can be performed on incoming calls. This feature will be important for users with service or operation attendant applications with high volume incoming calls.

Line utilization reporting capabilities will be provided to allow reporting on the actual line used, where information is supplied by the PBX. This may be used for both incoming and outgoing calls. Line utilization reporting will provide the user with greater control over existing telephone facilities. Local call reporting will be expanded to maintain a total number of local calls or a local call summary.

System Operation Enhancements

Call buffering will be provided to ensure that no call records will be lost during periods of high activity. This includes the capability of reading call records from a disk file.

Another feature which will be added is handling account code records from the Northern Telecom SL-1 PBX. The CDR has always had account code reporting capabilities for PBXs providing single call records per call, unlike the SL-1 which provides separate account code records.□

Kent Nutt
Ext. 5285

Traffic Distribution — shows telephone usage during a 24 hour period, organized by trunk group (WATS, FX, DDD, etc.).

Extension Detail — gives a detailed listing of all calls placed from a particular extension or group of extensions, and cost of those calls.

Division Summary — provides a summary of all calls placed from specified cost centers within a department, and the cost of those calls.

Traffic Summary — summarizes outbound call traffic over specified trunks, and the cost of those calls.

Customer Education Announces New Video Tape

Customer Education now has available and ready for distribution a new video tape called *"Concepts of Dispersed Data Processing."*

The purpose of this tape is to inform the viewer on the basics of data processing, discuss inputs and outputs, and define terms, types of operating systems, and application and systems programs. The viewing audience should be those persons who do not have a concept of what data processing is or how it functions. All the equipment used and shown in this tape, with one exception, is Datapoint.

"Concepts of Dispersed Data Processing" is 12 minutes in length and is available in both three quarter and half inch video cassettes. Pricing is set at $125.00 per tape for customers and $100.00 per tape for internal orders.
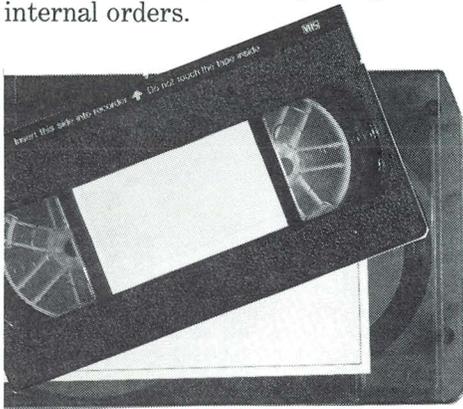
For further information regarding usage and applications, contact Patty Sassman, Customer Education, at 341-3268.□

Al Colley
Ext. 7039

Obsolete Products Maintenance

All obsolete products as of October 31, 1982 (see the October 1982 issue of *(Datapoint Marketing News)* will receive maintenance for a period of 12 months. Thereafter, maintenance will be available on a time and material basis.□

Mike Hoke
Ext. 5119

Multiplan Model Code Revision

For those of you who have 1550 and 1560 customers interested in utilizing Multiplan* 1.1 software, the following information will be of importance to you. Effective October 8, 1982, Multiplan has changed model codes for the 1550/1560 software. It was first released under the same model code (9854) as the DOS.D and .G version, but will now have a separate model code for ordering (9874). The current model codes for all released Multiplan software are as follows:

9854 - Multiplan D 1.1 for the 18/38/8600 DOS.G/D

The media model codes for MP D 1.1 9854 are:

20651 . . . . (1) SSDD 18XX Diskette
20653 . . . . (1) 10MB Wangco Disk
20654 . . . . (1) 25MB Disk
20655 . . . . (1) 60MB MIDS Disk
20656 . . . . (1) Customer supplied media
20829 . . . . (1) DSDD 18XX Diskette

9874 - Multiplan H 1.1 for the 1550/1560 DOS.H

The media model codes for MP H 1.1 9874 are:

20697 . . . . (1) SSSD 15XX Diskette
20793 . . . . (1) DSDD 15XX Diskette
20809 . . . . (1) SSDD 15XX Diskette

Model codes for documentation are as follows:

50697 . . . . Multiplan 1.1 Simplified
User's Guide
61300 . . . . Multiplan 1.1 Quick
Reference Card
61370 . . . . Multiplan 1.1 Reference
Manual
61386 . . . . Multiplan H 1.1 Installation
Guide (DOS.H)
61338 . . . . Multiplan D 1.1 Installation
Guide (DOS.G/.D)

If you have already placed an order for Multiplan H 1.1 under the old model code 9854, don't worry. Software Services will ship the software that matches the media type you requested. So, if you order 9854 with 20793 (DSDD for 15XX), Software Services will change the order to 9874 with 20793. If you have any questions, please call Lee Hollow or Scott Cannon, Product Marketing, extension 7151.□

Scott Cannon
Ext. 7151

*"Multiplan" is a trademark of Microsoft Inc.
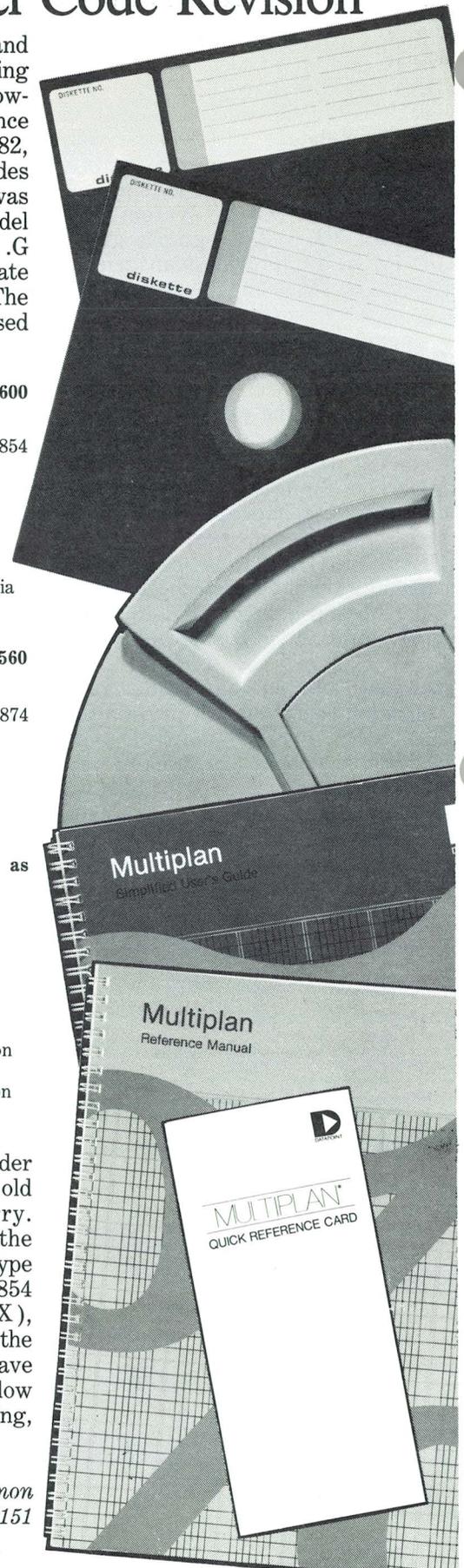
Corporate Library Includes New Publications

Two new publications have been added to the Corporate Library's growing selection of reference materials, directories, indexes, trade journals and periodicals.

Data Communications Standards, published by McGraw-Hill, lists in its entirety the approved standards in the Data Communications field as developed by the following national and international groups:

- International Telegraph and Telephone Consultative Committee (CCITT)

- International Organization for Standardization (ISO)

- European Computer Manufacturers Association (ECMA)

- American National Standards Institute (ANSI)

- Electronic Industries Association (EIA)

- Federal Standards-Telecommunications

- Federal Information Processing Standards (FIPS)

Telecom Insider, a monthly newsletter published by International Data Corporation (IDC), analyzes and gives insight into the markets, technologies, policies and regulations of the Telecommunications industry. Some of the topics discussed in the September issue are reports on the European telecom industry, the AT&T antitrust settlement, and the opportunities in cellular radio.

For further information concerning these or other publications, please call the Corporate Library at extension 7151.□

*Virginia Stern
Ext. 7151*
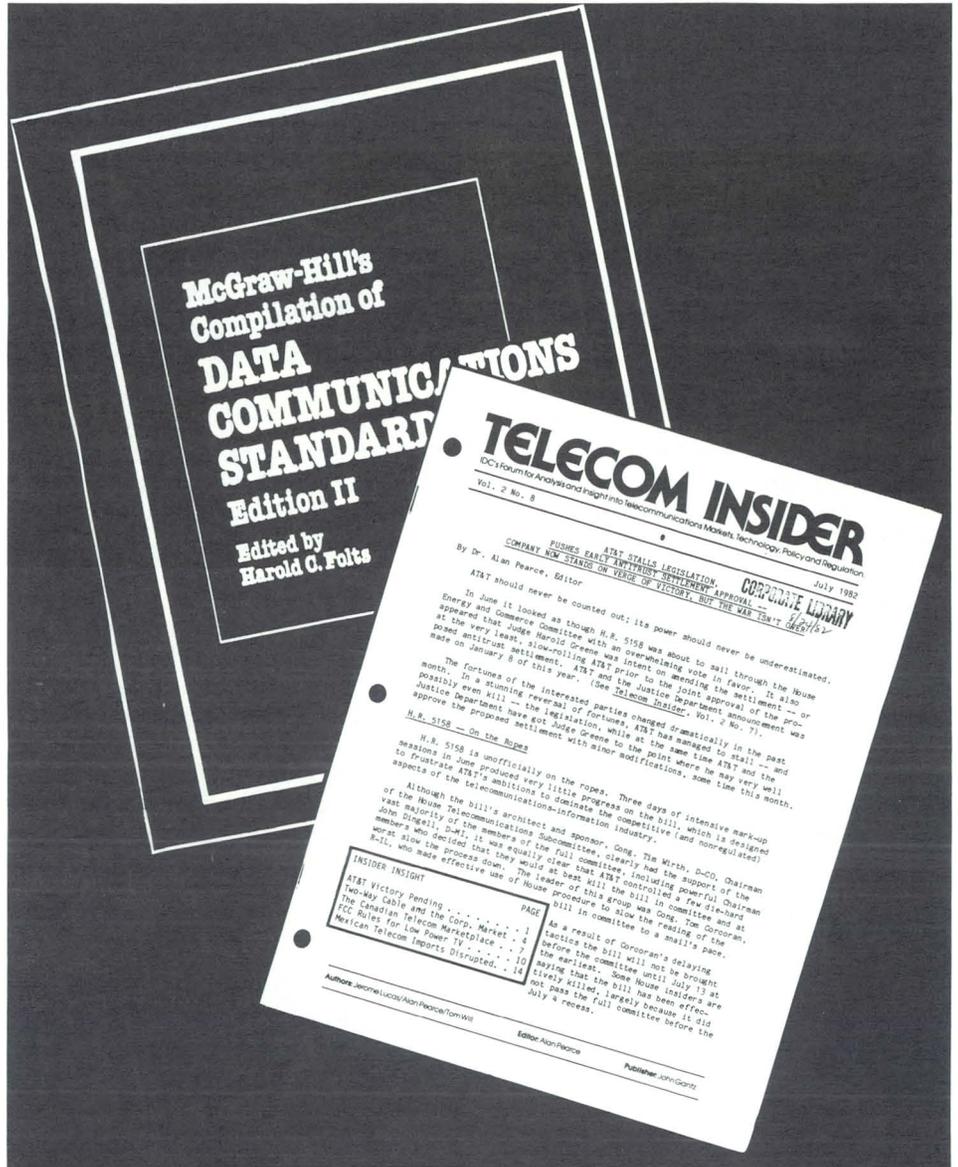
Laser Printer Offers Versatility for Individual Needs

Datapoint's 9660 Laser Printer was introduced in November of 1981. It is an electro-photographic, non-impact printer with high throughput and high printing quality for use in an RMS environment. This article will discuss a few of the many unique features available with the Laser Printer. Keep in mind, however, that the lead time for this product is 30 weeks after an order goes Approved to Ship.
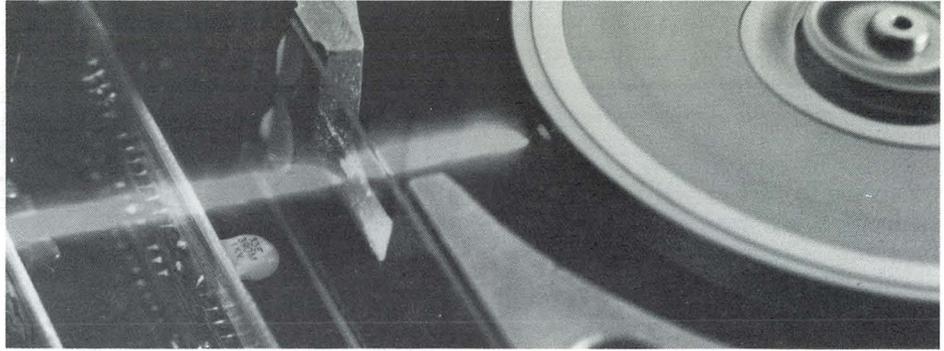
Type Styles To Fit Your Needs

In the fast pace of the business world today, efficiency and quick turnaround are two of the most important qualifications for producing a major project on time and within budget. For example, let's say you have a sales proposal to produce. You want to present your customer with a polished, professional product: that means a lot of time spent with a typesetter and printer. With the 9660 Laser Printer, you can use typeface, rendition, point size, and pitch to create documents in your own unique style without ever leaving your office. Typeface is the character style

(Courier, Pica); renditions are translations of the normal type (bold, italic). Point size refers to the height of a character (there are 72 points to an inch). Pitch is the number of character widths that may be placed in an inch.

You can use up to 32 unique combinations of print, or "fonts," on each page. The commands for the different fonts are embedded within the document, since you specify fonts from your processor, so you never have to manually adjust the printer. With this versatility, you can produce professional-looking documents in a matter of minutes. For example,

headlines can be printed in boldface type for emphasis, and the body of the document can be output in smaller, lighter type for readability. You can even vary the type style in tables of statistics to emphasize specific areas.

Requesting a new font is as simple as deciding which one you want to use. New fonts are requested from the font controller task, which locates the font in its library and returns the font to the printer. The printer can then use the font in the document as you've requested. Since the commands for fonts are embedded within the document, changing fonts is as easy as changing your mind.

COURIER

Italic	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Italic Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz

PRESTIGE PICA

Italic	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Italic Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz

PRESTIGE ELITE

Italic	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Italic Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz

DATA PROCESSING

Italic	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz
Italic Bold	ABCDEFGHIJKLMNOPQRSTUVWXYZabcdefghijklmnopqrstuvwxyz

Creating Forms

Gathering new information for a company's payroll department becomes very simple with the proper questions outlined on a printed form. The problem is getting the right form written, printed, and copied in time to use it. With the 9660, you can create forms and print as many copies as you want, when you need them. Simple forms are created by using FORMS software. This package uses a font that supplies graphic characters (horizontal and vertical bars) to create forms using two utilities, CREATEFORM and MERGEFORM.
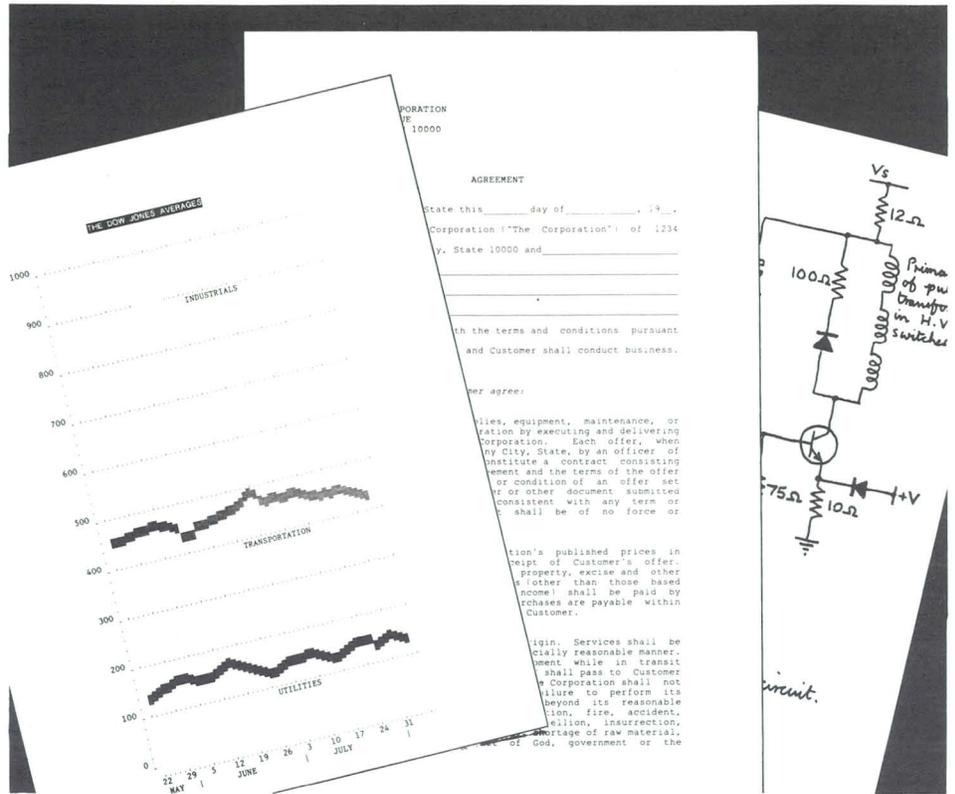
CREATEFORM is the forms creation utility. It uses mnemonics to generate a file that includes font commands and ASCII character sequences, which, when printed on the 9660, will produce a form. Another type of utility, called MERGEFORM, can take a form file created by CREATEFORM and merge it with a specified document prior to spooling to the 9660. With these utilities, you can create the forms separately from the document, allowing greater flexibility in the final product. Because this is a character replacement process, the fonts specified in the document must be the same point size and pitch as the forms font. Graphics characters, such as arrows and shading characters, like those used to shade pie charts, are also available in the form font, letting you create simple bar graphs without having to monopolize a graphic artist's time.

Keeping Track of Printing Costs

One department always seems to use the printer more than another and somehow doesn't get charged for it. The optional accounting package on the 9660 reads the accounting log created by the UNSPOOLER printer filter and creates up to six different reports detailing individualized costing procedures. You can establish cost rates for paper type, time of day, print job priority, and single or double-sided printing. Reports are then created to reflect the cost of printing broken down by time of day, employee, department, division, and cost. This reporting package tracks printer usage and distributes the printing costs more evenly.

Security For Finished Documents

Not everyone in the office needs to see everything printed in the office. The 9660 provides privacy for finished documents when you use the optional lockboxes. The standard printer has 10 output bins; each bin can be coded for individual users. The lockbox owner's ID is set by coded tabs similar to those on the paper tray. The tabs on the lockbox are hidden behind an opaque window and are read by an infrared scanner mechanism to provide the highest degree of security possible.

Pages routed to the bin by owner name can be sent to multiple bins for collation, or multiple copies may be sent to the same output bin. Lockboxes may be inserted into any of these bins. Any lockbox placed in an output bin is sensed by a scanner located in the output distributor of the 9660. When a lockbox has been sensed, the lockbox name overides the name usually associated with that output bin, and all documents with that lockbox name specified are sent to the corresponding box.
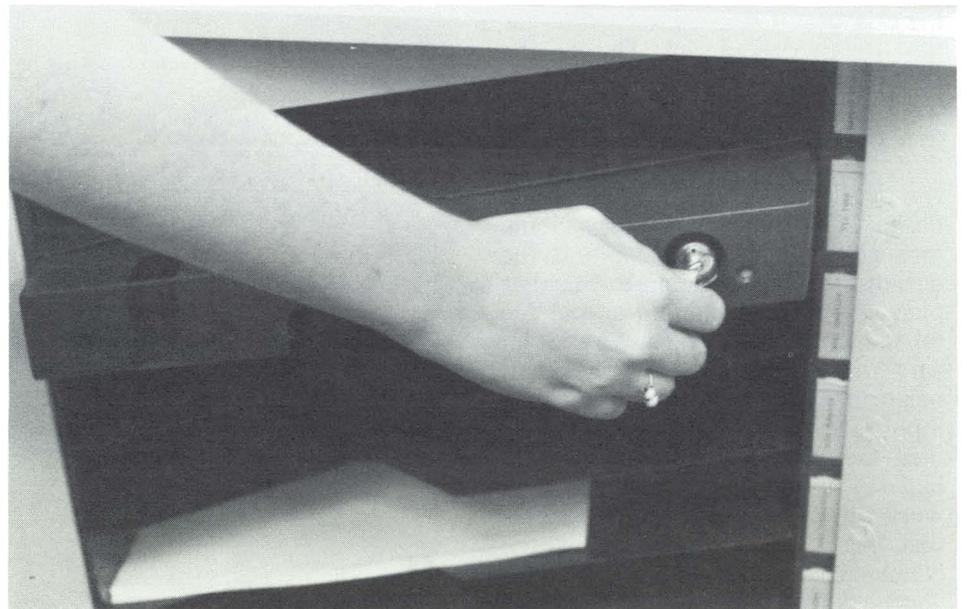
RMS Sort Benchmarks for the MIDS Disk

Marketing Technical Support has done some more timings for sorts, this time on a 4750 system (6600 with 256K, two 67MB MIDS disks) running RMS.

An article in the July issue of *Datapoint Marketing News* discussed sorting on an 8630 system using various numbers of disks and varying file placements. The benchmark results listed here reflect exactly the same procedure and input data so that a good comparison will be possible. In addition to the four tests run previously, a fifth sort has been added which should be the optimum for file placement when using RMS SORT.

Common to both sets of tests are the configurations designated as TESTS 2, 3, and 4. These tests vary only in the placement of the input, output, and work files. The original plan was to run four sets of sorts on each of the TEST configurations sorting on a nine digit key (social security number) and a thirty character key (name) for each set of tests. Unfortunately, not all of the tests were run on the 8630 system, so some of the timings are not available. However, all of the tests except TEST 1 were performed on the 4750.

Interesting Facts About RMS SORT

Since the original benchmark was run, some interesting facts have been discovered about RMS SORT. For the purpose of determing file placement, a simplified description of SORT's logic is useful. Basically, SORT has two read/write phases. During the first phase, SORT reads the input file while writing to the output file and generating its key pointers. All of the data from the input file is copied to the work file. During the second phase, SORT reads from the work file (in sorted sequence) and copies to the output file. This technique means that placing the input file and output file on the same drive will not result in any head contention related performance degradation because the input file is read only once.

In the 8630 benchmark, TEST 1 had the input file, output file, and work file all on separate drives. This test has been dropped from the benchmarks and, in its place, TEST 5 was performed. In this test, the input

4750 System

6600
256K
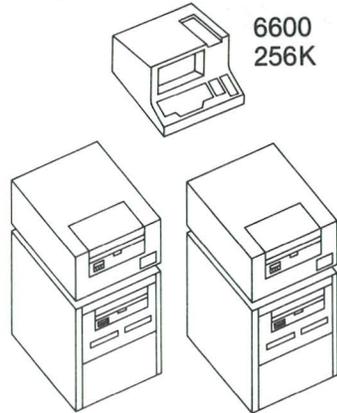
Two 67MB Mids Disks
Running RMS

and output files are placed on the same drive and the work file is placed on a second drive. TEST 2 is a two drive test with the input and work files on the same disk and the output file on the other disk. TEST 3 also uses two drives with the input and output files on different disks, but the work file is moved to the same disk as the output file. TEST 4 is a one drive test.

File Placement Makes Little Difference

As previously mentioned, TEST 5 will be expected to be optimum for placement of the files. However, the SORT timings indicate that file placement makes very little difference on the MIDS disks. Less than one percent difference in throughput between TEST 4 (worst case) and TEST 5 (best case) was realized. This would seem unusual since some head contention should occur in the one drive test. It is possible that head contention was at a minimum due to the files being on physically contiguous tracks on the disk. In all probability, the one drive sort will take significantly longer if the files are created on opposite edges of the disk surface.

Faster System

In the comparative analysis, the 8630 system is faster than the 4750 system by 20 to 25 percent when running RMS SORT. This is due in part to the intelligent disk controller of the 8630. This test should not be regarded as an exhaustive comparison nor is it intended to be one. It is only a comparative analysis of RMS SORT which is primarily sequential disk access. Additional information is being compiled on DATASHARE interactive benchmarks. These tests will compare random disk access speeds and will be a good complement to the SORT benchmarks.□

RECORDS		TEST 2	TEST 3	TEST 4	TEST 5
5000	SS#	207	207	208	207
	NAME	210	210	210	210
10000	SS#	455	455	456	455
	NAME	462	462	463	461
15000	SS#	707	706	710	705
	NAME	718	717	721	715
20000	SS#	955	954	958	950
	NAME	970	969	974	965

Kris Linebaugh
Ext. 7151

Price Schedule Update

The current edition of the U.S. Price Schedule (Model Code 70192) does not list pricing for serial band printers; however, the product is released and available for shipment.

The serial interface (0140) is offered as a no cost factory installed option only and can be ordered on the 9257 or 9258 printers. Field conversions are not available.

If additional information is required, please contact Jim Moore, Product Manager, Product Marketing, at extension 7151.□

Jim Moore
Ext. 7151

Field Demonstration Equipment Update

During September, field offices began receiving shipments of the field demonstration equipment. A total of 136 units have been shipped and an additional 60 units are in the final stages of shipping. Fourteen 8630 systems have been included in these shipments.

Order Entry and Order Expediting have been working diligently to ensure that the equipment which has been ordered is scheduled and shipped as quickly as possible. If you have any problems or questions about specific demo equipment orders, please contact Marilyn Elliott, Product Marketing, at extension 7950.□

Marilyn Elliott
Ext. 7950

Print Ad Schedule

NOVEMBER PRINT ADVERTISING SCHEDULE

Wall Street Journal	Nov. 4, 9	ARC Spread: FIB
	Nov. 15, 30	ACD: Capital Pres
Fortune	Nov. 1	ARC Spread: FIB
Communications News	November	ACD: "No answer. No Sale."
Mod. Office Procedures	November	ARC Spread: FIB
The Office	November	ARC Spread: FIB

INTERNATIONAL ADVERTISING SCHEDULE

The Economist	Nov. 13, 27	Computer capabilities in 36 countries
Scientific American	November	Computer capabilities in 36 countries
TIME	Nov. 8	Computer capabilities in 36 countries
Business Week/Int'l.	Nov. 8, 29	Computer capabilities in 36 countries
Fortune/Int'l.	Nov. 1, 15, 29	Computer capabilities in 36 countries

Traditional Equipment

Model Code	Description	Maint.	Install	Price
Disk Systems				
4520	5500 Proc, 5MB Storage (two 2.5MB Wanco Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface	272	700	6950
4530	5500 Proc, 48K, Dual Disk and Controller, 20MB, Multiport Comm Adaptor	361	800	8950
4620	6600 Proc, 5MB Disk Storage, Controller, Multiport Interface	267	700	9950
4630	6600 Proc, 128K, Dual Disk Controller, 29MB (9374), Multiport Comm Adaptor (9462)	341	800	16950
4650	Datashare System Proc, 128K Dual Disk & Controller, 134MB (9392) Multiport Comm Adaptor (9462)	480	1000	38150
4730	Datashare System Proc. 256K Dual Disk & Controller, 20MB (9374) Multiport Comm Adaptor (9462)	357	800	18750
4750	Datashare System Proc, 256K Dual Disk & Controller, 134MB (9390) Multiport Comm Adaptor (9462)	496	1000	39950
1500 Systems				
1536	1500, 64K Memory, Two Diskette Drives (.5MB Total)	78	200	2950
1552	1550 Proc, 64K Memory, 1MB Diskette (SS-DD) (1404) ICA	82	195	4470
1553	1550 Proc, 64K Memory, 2MB Diskette (DS-DD) (1403) ICA	92	195	5070
1554	1550 Proc, 64K Memory, Single Spindle, 1MB Diskette (DS-DD) 1401) 9310 Cartridge Drive, ICA	157	250	9950
1555	1550 Proc, 64K Memory, Single Spindle, 1MB Diskette (DS-DD) (1401) 9320 Cartridge Drive with MPCA, ICA	165	250	9950
1543	Diskette Expansion Module	33	195	1300
1402	Diskette Expansion Module (.5MB) for 1500/1550	39	195	2000
1403	Extension Diskette Module, 2MB for 1550 (DS-DD)	49	195	2000
1404	Extension Diskette Module, 1MB for 1550 (SS-DD)	39	195	2000
1800 Systems				
1802	Datapoint 1800, 64K Memory, Removable Keyboard, Two Diskette Drives (1MB)(SS-DD) (1412) ICA	125	200	3990
1804	Datapoint 1800, 128K Memory, Removable Keyboard, Two Diskette Drives (1MB) (SS-DD) (1412) ICA	135	200	4890
1812	Datapoint 1800, 64K Memory, 2MB Dual Diskette Drives (DS-DD) (1413) ICA	137	200	5200
1814	Datapoint 1800, 128K Memory, 2MB Dual Diskette Drives (DS-DD) (1413) ICA	147	200	6100
1816/ 0105	Datapoint 1800, 64K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9310 Cartridge Drive, ICA	191	250	9950
1817/ 0105	Datapoint 1800, 128K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9310 Cartridge Disk Drive, ICA	201	250	10850
1818/ 0105	Datapoint 1800, 64K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9320 Cartridge Disk Drive with 4-Port MPCA, ICA	199	250	9950
1819/ 0105	Datapoint 1800, 128K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 320 Cartridge Disk Drive with 4-Port MPCA, ICA	209	250	10850
1820/ 0105	Datapoint 1800, 128K Memory, 1MB Single Diskette Drive (DS-DD) (1411) 9310 Cartridge Disk Drive Rim, ICA	216	250	10950

Model Code	Description	Maint.	Install	Price
1842	Diskette Drive Expansion Module	39	195	1500
1412	Diskette Drive Expansion Module, 1MB Dual (SS-DD) for use with 1800 using 1412/1413 drives	39	195	2000
1413	Diskette Drive Extension Module (DS-DD) 2MB Dual for use with 1800 using 1412/1413 drives	49	195	2000
Processors				
5548	5500 Proc, 48K Memory	184	200	4950
5508	8K Memory Upgrade Kit for 5500	*	195	250
6600	Datapoint 6600 Proc. 128K	297	200	10000
6640	Datapoint 6600 Proc. 256K	313	200	11800

*Maintenance price becomes price published for the new configuration.

Model Code	Description	Maint.	Install	Price
ARC File Processors				
4634	ARC File Proc, 20MB Disk Proc, 128K Dual Disk & Controller, 20MB (9374) Rim Adaptor (9483)	338	670	16950
4735	ARC File Proc, 256K Dual Disk & Controller, 20MB (9374) Rim Adaptor (9483)	354	670	18750
4654	ARC File Proc, 120MB Disk Proc, 128K Dual Disk & Controller, 120MB (9390) Rim Adaptor (9483)	475	1000	39975
4755	ARC File Proc, 256K Dual Disk, 120MB (9390) Rim Adaptor (9483)	491	1000	41325
ARC Application Processors				
3810	ARC Application Proc, 64K, Rim Adaptor, ICA (I&II)	46	150	2950
3812	ARC Application Proc, 64K, Internal Rim, No I/O, No ICA (I&II)	45	120	2450
3815	ARC Application Proc, 96K, Rim Adaptor, ICA (I&II)	50	150	3150
3817	ARC Application Proc, 96K, Internal Rim, No I/O Bus, No ICA (I&II)	49	120	2650
3820	ARC Application Proc, 128K, Rim Adaptor, ICA (I&II)	54	150	3350
3822	ARC Application Proc, 128K, Internal Rim, No I/O, No ICA (I&II)	53	120	2850
6010	ARC Application Proc, 64K, Rim Adaptor	75	195	6400
6020	ARC Application Proc, 128K, Rim Adaptor	83	195	7300
6040	ARC application Proc, 256K, Rim Adaptor	99	195	9100
Cartridge Disks				
9310	10MB Cartridge Disk without 4-Port MPCA	80	195	5500
9320	10MB Disk Cartridge with 4-Port MPCA	88	195	5500
9367	Dual Disk & Controller, 5MB Console	99	195	3500
9369	5MB Dual Disk Extension	79	195	3000
9374	Disk, Top Loading, 20MB (10/10) with Controller for Use with DATASHARE & ARC Systems	163	250	7740
9375	Disk, Top Loading, 20MB Extension (10/10) for 9374 (I)	113	150	6830
9376	Disk, Top Loading, 40MB Extension (10/10, 10/10) for 9374	220	195	12740
Disk Controllers and Drives				
9390	Disk, Dual 120MB with Controller	263	250	29350

Model Code	Description	Maint.	Install	Price	Model Code	Description	Maint.	Install	Price
9391	Disk, Extension 60MB, for use use with 9390	110	195	11950	9583	9 Track Tape 1600 BPI 10.5 Inch Reel	105	195	6000
9393	Disk, Extension 60/60 MB	220	225	22500	9584	9 Track Tape 1600 BPI 10.5 Inch Reel	134	195	9000
Belt Printers					**Comm Adaptors**				
9212	115-240 LPM Printer, 132 Column (III)	103	195	3900	9400	Adaptor, Async Comm with EIA Interface (V)	16	25	200
9213	64 Character Belt Option (340 LPM Option) for 9212, 9214, & 9297 Belt Printer (III&IV)		330		9401	Comm Adaptor (V)	20	25	250
					9402	Comm Adaptor (V)	20	25	300
9214	Printer, Belt-132 Column, 230-240 LPM Parallel Interface	120	195	4300	9404	Comm Adaptor (V)	16	25	250
Freedom Printers					9408	DATASHARE Modem, 1200 Baud Transmit, 150 Baud Receive, Full Dulplex (V)	18	25	200
9231/ 9232	80 CPS Freedom Printer, Serial or Parallel	51	195	1050	9409	DATASHARE Modem, 1200 Baud Receive, 150 Baud Transmit, Full Duplex (V)	18	25	200
1090	Option, Serial Interface Upgrade		195	150					
1091	Option, Parallel Interface Upgrade		195	450	9462	Multiport Comm Adaptor (V)	18	50	375
Drum Printers					9481	Multifunction Comm Adaptor (V)	29	25	1450
9280	Printer 300 LPM, 64 Character/ Single Channel Vertical Form Control	140	195	6000	9445	Data Access Arrangement Device (1001A-CDT) (IV&V)	2	75	150
9281	Printer 300 LPM, 96 Character/ Single Channel Vertical Form Control	155	195	6000	9446	Data Access Arrangement Device (1001F-CBS) (IV&V)	3	75	175
9260	600 LPM Printer, 64 Character	200	195	9500	9483	Rim Adaptor (V)	15	50	1250
9261	600 LPM Printer, 96 Character	220	195	9500	9484	8-Port Active Hub (V)	11	60	900
Matrix Printers					9487	16-Port Active Hub (V)	16	80	1250
9621	160 CPS Matrix Printer Serial	42	195	1550	9478	DATASHARE Modem with Internal DAA (1000A-CDT) Default Cable-8 Pin Plug, 1200 Baud Transmit, 150 Baud Receive, Full Duplex (V)	22	15	750
9622	160 CPS Matrix Printer Parallel	42	195	1590					
45 CPS Printers					9479	DATASHARE Modem with Internal DAA (1001F-CBS) Default Cable-8 Pin Plug, 1200 Baud Receive, 150 Baud Transmit, Full Duplex (V)	21	15	750
9601	45 CPS Char. Printer Serial	45	195	2900					
9602	45 CPS Char. Printer Parallel	45	195	3000					
Datastation Terminals					**Card Readers**				
3601	Datastation Terminal (V)	25	35	695	9504	Card Reader, 80 Column, 300 CPM, 115 VAC	65	195	2500
8200	Datastation Terminal (V)	18	20	995	9505	*Power Option for 9504, 230 VAC			
Tape Drives						*No charge when ordered with 9504.			
9581	9 Track Tape 1600 BPI 8.5 Inch Reel	110	195	4000					

I.   Installation is available at the published price per unit subject to applicable minimum charge ($195-local, $390-remote).

II. 3800 Processors have general purpose keyboards.

III. For options, see model codes 0593, 0594, and 9216 in Product Cross Reference.

IV. No installation charge if option is ordered with system.

V.   Installation is available at the published price per unit subject to applicable minimum charge ($95-local, $195-remote).

NOTE: Quantity Pricing is Applicable to End-Users Only.

Trade Shows

Nov. 11-14	N.E. Computer Show	Boston	Apr. 12-14	Federal Data Processing Expo	Washington, D.C
Nov. 30-Dec. 3	Comdex '82	Las Vegas	Jun. 1-3	Int'l. Communications Assoc. (ICA)	Anaheim
Feb. 21-23	Office Automation Conf. '83 (OAC)	Philadelphia	Jun. 14-16	Int'l. Word Processing Assoc. (IWPA)	San Francisco
Mar. 21-24	Interface '83	Miami	Jun. 26-30	Nat'l. Computer Graphics Assoc. (NCGA)	Chicago

Software Release Summary

Here are new software releases presently available through Software Services. Software products which require a separate media order have the model code for blank media listed under the heading of MEDIA/TYPE.

Symbol	Description	DOS	UG	OBJ	MEDIA/TYPE
ACD	PERFORMANCE PLANNER 1.1.1	D	50753	9872	20698-C (3)
ACD 4.1.1	Infoswitch/Automatic Call Distributor	D	50729	9852	20652-2.5 MB 20653-10 MB 20654-25 MB 20655-60 MB
ARCLINK 1.1	Remote ARC Communications System	D	50730	9859	20698-C (1)
DBCMP15 3.2	1500/1550/2150 Databus Complier	H	50302	40273	20793-DSDD (1) 20809-SSDD (1) 20697-SSDD (1)
DOS.H 2.7	1500/1550/2150 Disk Operating System	H	50308	40279 40482 40457	SSSD (1) SSDD (1) DSDD (1)
DS1500 1.2	1500/1550/2150 Datashare	H	50482	20727	20697-SSSD (1) 20809-SSDD (1) 20793-DSDD (1)
EMGRTS15 1.2	Honeywell G-115 Terminal for 1500/1550	H	50640	40463	20697-SSDD (1) 20809-SSDD (1) 20793-DSDD (1)
EMT20015 1.2	CDC UT200 Emulator for 1500/1550	H	50492	20890	20697-SSSD (1) 20809-SSDD (1) 20793-DSDD (1)
ITMS 1.1	International Telex Management System	D	50658	9855	20653-10 MB 20655-60 MB
LOAD15 3.1	1500/1550/2150 Load Backup Utility	H	50498	20726	20793-DSDD (1) 20809-SSDD (1) 20697-SSSD (1)
*MP H 1.1	Multiplan for DOS.H	H	50697	9874	20697-SSSD (1) 20809-SSDD (1) 20793-DSDD (1)
*MULTIPLAN 1.1	Multiplan for DOS.D	D	50697	9854	20651-SSDD (1) 20829-DSDD (1) 20653-10 MB 20654-25 MB 20655-60 MB
ML15TC35 2.1	Burroughs POLL/SELECT Line Handler for DBML15	H	50461	20634	20697-SSSD (1) 20809-SSDD (1) 20793-DSDD (1)
MTE55 2.1	Multi-terminal Emulator	D	50356	20491 20492 40322 20887	C (1) SSSD (1) SSDD (1) DSDD (1)
MTECDC 2.1	CDC UT200 Emulator for MTE55	D	50358	20495 24096 40324 20885	C (1) SSSD (1) SSDS (1) DSDD (1)
MTEIBM 2.1	Terminal Emulator for MTE55	D	50357	20493 20494 40323 20885	C (1) SSSD (1) SSDD (1) DSDD (1)
MTEGRTS 2.1	Honeywell G-115 Terminal Emulator	D	50359	20497 20498 40325 20884	C (1) SSSD (1) SSDD (1) DSDD (1)
MTEHASP 2.1	IBM HASP-RES Workstation Emulator	D	50375	20511 20512 40343 20886	C (1) SSSD (1) SSDD (1) DSDD (1)
MTERUP 2.1	Remote User Program	D	50435	20589 20590 40455 20882	C (1) SSSD (1) SSDD (1) DSDD (1)
S1500 3.3	1500 Software	H	—	40291 40464 40456	SSSD (5) SSDD (2) DSDD (2)

*9854 no longer includes both DOS.H and DOS.D Multiplan.
 9854 is ONLY Multiplan D (DOS.D) and 9874 IS DOS.H (1500/1550) Multiplan.

Device Mfg/Type	Application	Software	Currently Used	Datapoint Contact
3M Whisper Writer 40 CPS Thermal Printer	Serial System Printer	DOS	N	Stu McDougall Dave Hendon (San Antonio) Detroit
Burroughs L8000 Posting Machine	Manual posting transmitted via MLTC3500 to 4630. MLTC 3500 thru Multiport	DS6/MLTC3500	N	John Mayo Randy Bond Nashville
Compugraphics 7700 Photo Typesetter	WP documents printing in publishable format.	MTE55/3780	Y	Bill Cook Dave Hendon (San Antonio) Detroit
Compugraphics 7700 Photo Typesetter	Sending Word Processing documents to a typesetter.	MTE55/3780	Y	Bill Cook Dave Hendon (San Antonio) Michigan
Coulter Diagnostic S-Plus Blood Analysis Device	Blood Anaylsis & Breakdown results displayed on terminal & written to disk.	DS6	Y	Vince Ayo Henry Foster Tampa
Data Terminal 571-Cash	Down line load new prices & pull sales reports from register.	MTE55 3780/ ML3780	Y	(REP) Datacore Ellis Hillenger Seattle
DEC PDP8 Mini-Computer	Transmission of data from PDP8 to Corp ARC. 3600 would pick up print file & convert to DATASHARE.	ASSEMBLER-SNAP3	Y	Ben Swayze Leonard Mosley New Orlean
EXTEL AH11R Matrix Printer	Message unspooler under DATASHARE.	DS5/DS6	Y	Gamma Systems (REP) Henry Foster Tampa
IBM Selectric II Typewriter	File dump to typewriter required letter quality of typewriter without cost of printer.	SNAP 3/TYPA [DOS.D]	Y	Jim Barlow Scott Cannnon (San Antonio) Salt Lake
INTERMEC Model 9300 OCR-Bar Code Reader	Library book check-in system.	RMS DATABUS	N	Peter Schofield Doug Smallwood San Antonio
NCR 280 POS Terminals	Central Service Bureau polls remote POS terminals for transmission into IBM 370 mainframe.	ML3780	Y	Bill Snedeker Cindy Semrau Chicago
Panasonic Special Build Badge Reader	Work in progress data collection.	DS6/DS5	Y	John Hawkins Jack Arnold Ft. Worth
Panasonic Multidrop Term Unit Badge Reader	Payroll time clock accounting.	DS6/DS5	Y	Bob Roth Chicago
Perkin Elmer 310 Quality Printer	Mortgage loan tracking system.	DS5/DS6	Y	Don Martin Henry Foster Tampa
Tally 1612 Matrix Printer	Label printing for pharmacy & laboratory.	DS5/DS6	Y	Vince Ayo Henry Foster Tampa
Tally 160 CPS Printer	Serial Printer	DATASHARE/ DOS/RMS	Y	Stu McDougall Dave Hendon (San Antonio) Detroit
Tandy TRS80 Model II	Purchase order subsystem	DS6/RMS & & DOS	Y	John Hawkins Jack Arnold Fort Worth
TI TI 745 & TI 746	On Line statistics demonstration for Acturial Consultants.	DATASHARE 5 Version 1.2	N	Thomas Joffrion San Antonio
Toledo Digital Product Scales	Print Bill of Ladings, schedule orders, packing production, & ship manifest for produce chicken.	DATASHARE 5 & DS6	Y	Ben Swayze Thomas Joffrion (San Antonio) New Orleans
Tycom Corp. 3055H/MTX Optical Card Reader	Mark Sense cards used in lab reporting.	DS6	N	Vince Ayo Henry Foster Tampa
Visual Systems Microfilm Retrieval Products	AIM application records & manages database of microfilm descriptions.	DATASHARE	Y	Stu McDougall Dave Hendon (San Antonio) Detroit
Unknown Manufacturer Badge Reader	Payroll time clock Payroll time clock accounting & verification application.	DATASHARE	Y	Jim Schnoormaker Fred Massett New Orleans
Columbia 7.9 MB Cartridge Disk	Record data at the oil well head.	DB/POLLINK	Y	Larry Elliott Connie Murphy Tulsa
Calcomp Plotter/ Talos Digital 907 Controller/Plot	Wrote DATASHARE interface programs to output to plotter & digitisers.	DATASHARE	Y	Larry Elliott Randy Ciskowski Tulsa
IBM 3270 Color Graphics	Datapoint CBG camera hung off IBM 327X color graphics.	N/A	Y	Larry Elliott Randy Ciskowski Tulsa
Data Printer V-132C 600 LPM Printer	System printer uses 9442 interface.	DOS	Y	Bob Ponath Jim Benes REP Account
MFE Corporation 5450 Cassette Terminal	Banking-Data received from bank on cassette tape. Processed by 1500 then transmitted to local mainframe.	UNITRM15	N	David Walta Oklahoma City
Panasonic Badge Reader	Collect labor data from factory.	DATASHARE	Y	John J. Doonan Ann Dupree Stamford
IBM 6670-INFO Laser Printer	Print WP & DP documents. Printer is interfaced through 3800 with parallel to serial converter.	MULTILINK	Y	Ray Noftsinger Ron Davis Norfolk
Perry Data PDS9400 Point of Sale Cash Register	Jewelry store accounting.	DATASHARE	Y	George Blatt Mark Roberts Tulsa
Summagraphics Bit Pad 1	Material take off demonstration. Simple entry for plumbing materials.	DS5	N	Thomas Joffrion New Orleans
Gas Boys Gas Pumps	Automated gas measurement	DS 5	Y	Fred Masset New Orleans
Apple Computer Apple 2 +	Interface into the graphics capabilities & Visicalc to pass data.	DS	Y	Greg Walsh Roger Flores Des Moines
Keytronic OCR Micro Reader	Read checks & bill stubs.	DATASHARE	Y	Greg Walsh Roger Flores Des Moines
A&M International 2800 Compedit Typesetter	Typesetting device interfaced to DATASHARE	DS6	Y	George Laria Tim Thompson
Recognition Prod. Inc. OCR Wand	Warehouse inventory & quality control.	DATASHARE	Y	Jerry Stanig Tim Thompson New Jersey
Kimball Systems KODE 410 OCR Ticket Printer	Exchange merchandise receipt information with IBM4331. Collect history and control printing of merchandise ticket.	DATASHARE/ POLLINK	Y	Steve Bargaicch Hal Harris Memphis
Decision Data 8010 & CS780 Card Reader/Punch	Used to read and punch cards at 4800 BPS.	MTE55 3780	Y	Wally Perkins Hugh Wardlaw Memphis
Telxon MSI, Azurdata MSI-77, Telxon 718 Hand Held Terminals	Order Entry system employing hand held terminals for entry into 1800 & 3800 processors.	ASSEMBLER	Y	John Winn Hugh Wardlaw Memphis
American Monitor KDA Body Fluid Monitor	Data from KDA submitted to to DATASHARE as part of a lab procedure tracking system.	DATASHARE/ POLLINK	Y	John Winn Hugh Wardlaw Memphis
Technicon Instruments Corp. LIS & SMAII Chemical Analysis Equipment	Data from analysis equipment tracked through DATASHARE as part of a lab procedure.	DATASHARE W/POLLINK	Y	John Winn Hugh Wardlaw Memphis
Coulter S/SSR Blood Test Equipment	Blood monitor tracking	DATASHARE W/POLLINK	Y	John Winn Hugh Wardlaw Memphis
Elcom Industries VAT-500 Mag Stripe Reader	Credit card approval system.	DATASHARE W/POLLINK	N	Hugh Wardlaw Memphis
Compuscan OCR Page Reader	Intelligent OCR imbeds IEOS commands in output file.	UNITERM18	Y	Tony Ehinger Mike Wallace New Jersey
Scantron 5098 Test Scoring Equipment	Marketing research questionnaires reads +2 pencil bubble mark.	UNITERM 15	Y	Gene Ferguson Richmond
Intel 80/20-4 Micro-processor	Intel is used to store data about bus fare collections to later transfer to Datapoint 6600.	DATASHARE	Y	Ray Noftsinger Ron Davis
Diablo 630 Serial Printer	Diablo is used as a system printer connected to the I/O bus via a parallel to serial converter.	DOS, IEOS	Y	Ray Noftsinger Ron Davis Norfolk
NEC 5510 Spinwriter Serial Printer	Used as a system printer connected the I/O bus via a parallel to serial converter.	DOS, IEOS	Y	Ray Noftsinger Ron Davis Norfolk
IBM 6770 Laser Printer	Using 3800s under ARC to drive the laser printer through modem eliminators.	MTE55 (2770)	Y	Randy Word Ft. Worth
TI 810 Printer	Four TI Printers on parallel I/O bus on 6600 running under RMS.	RMS	Y	Jim Hiel Randy Word Ft. Worth

Systems Education

Name of Class	Dates
ACD	Nov. 15 (New York)
EMS/Message Services	Nov. 15
RMS1	Nov. 29
Project Management	Dec. 6
DATABUS/DATASHARE	Dec. 6
CMP DATASHARE Systems	Dec. 6
IEOS/Multiplan	Dec. 6
DOS Assembler2	Dec. 6
EMS/Message Services	Dec. 13
RMS3	Dec. 13

The following classes will be scheduled pending minimum number of 10 students and available resources.

LDCS 2 (Advanced-5 days)
ISL Conversion Seminar (5 days)
COBOL (5 days)
RPG (5 days)
BASIC (5 days)
FORTRAN (5 days)

All classes will be held at the Systems Education Training Center, 4211 Gardendale, Suite A200, San Antonio, unless otherwise indicated.

These same systems-level classes are also available to customers. Registration of Datapoint reps, OEMs and customers must be coordinated through regional SE managers.

For more information on Systems Education classes, call extension 7368 or write to mail station C01.

Customer Education

Boston, Massachusetts
November 15	DOS Advanced DATASHARE
November 29	DOS Basic Word Processing
December 6	DOS Databus
January 3	RMS New Datapoint Customers
January 24	DOS Databus

Chicago, Illinois
November 15	RMS New Datapoint Customers
November 29	DOS Introduction to Datapoint Programming
	RMS DOS Customers
December 6	DOS Basic Word Processing
December 13	DOS Advanced Operations
January 3	DOS Databus
	DOS Basic Word Processing
January 10	DOS Basic Concepts and Operations
January 17	DOS Basic Word Processing
January 24	DOS Introduction to Datapoint Programming
	DOS ARC (Attached Resource Computer)

New York, New York
November 15	DOS Databus
November 29	DOS Introduction to Datapoint Programming
	DOS Basic Word Processing
December 6	RMS Basic Concepts
December 13	DOS Databus
	RMS DOS Customers
January 10	DOS Advanced DATASHARE
	DOS Advanced Operations
January 17	DOS Databus
	DOS Basic Word Processing
January 24	DOS Basic Concepts and Operations
January 31	DOS Introduction to Datapoint Programming

San Antonio, Texas
November 15	DOS Introduction to Datapoint Programming
	RMS Basic Concepts
November 29	DOS Advanced Word Processing
	DOS LDCS (Long Distance Control System)
	DOS Advanced DATASHARE
December 6	RMS Basic Word Processing
	DOS ACD (Automatic Call Distributor)
	DOS Basic Concepts and Operations
	DOS Advanced Operations
December 13	RMS Advanced Word Processing
	DOS Advanced ACD
	DOS Introduction to Datapoint Programming
	DOS ARC (Attached Resource Computer)
	DOS Basic Word Processing

January 3	DOS Basic Word Processing
	DOS Advanced LDCS (Long Distance Control Sys.)
	DOS Databus
	RMS Basic Concepts
January 10	DOS EMS (Electronic Message System)
	RMS Databus
	RMS DOS Customers
	DOS ARC (Attached Resource Computer)
	DOS Assembler (SNAP)
January 17	RMS Advanced Word Processing
	DOS ACD (Automatic Call Distributor)
	DOS Databus
	RMS New Datapoint Customers
	DOS Advanced Operations
	DOS Basic Word Processing
January 24	DOS Advanced Word Processing
	DOS LDCS (Long Distance Control System)
	DOS Introduction to Datapoint Programming
	DOS Basic Word Processing
January 31	DOS Advanced ACD
	RMS Basic Concepts
	DOS Basic Concepts and Operations

San Mateo, California
November 15	DOS Introduction to Datapoint Programming
December 6	DOS Databus
January 3	DOS Basic Word Processing
January 17	DOS Basic Concepts and Operations
January 24	RMS DOS Customers
January 31	DOS Databus
	DOS Basic Word Processing

Seattle, Washington
December 6	RMS New Datapoint Customers
December 13	DOS Basic Concepts and Operations
January 10	DOS Databus
January 17	DOS Advanced Operations
January 24	DOS Introduction to Datapoint Programming
January 31	DOS Basic Word Processing

Washington, D.C.
November 15	DOS Basic Word Processing
December 6	DOS Advanced Operations
January 3	DOS Databus
January 17	DOS Introduction to Datapoint Programming
January 24	RMS New Datapoint Customers

Marketing Support Materials

Addendum for IEOS/DOS, version 1.6
Document No. 50756

Datapoint ISX Information Switching
Exchange Flysheet —with latest
updates—
Document No. 61067

Datapoint 8220 Workstation Operating Guide
Document No. 61381

Datapoint Disk Drive 9313/9315 Operating
Guide
Document No. 61431

Disk Drive 9313/9315 Product Specification
Document No. 61382

IEOS Product Handbook (for Internal Use Only)
Document No. 61442

1560 Small Business Computer Product Handbook (for Internal Use Only)
Document No. 61454

Software Catalog
Document No. 60000

Marketing Support Materials Errata

There was an error in the Marketing Support Materials section of the September *Datapoint Marketing News*. The model code for the Word Processing Brochure, printed as 60787, should be 60878 instead. Also, the Datapoint 1550 Processor Flysheet is Document No. 61463, and the Datapoint 1560 Processor Flysheet is Document No. 61016. We apologize for the inconvenience.□
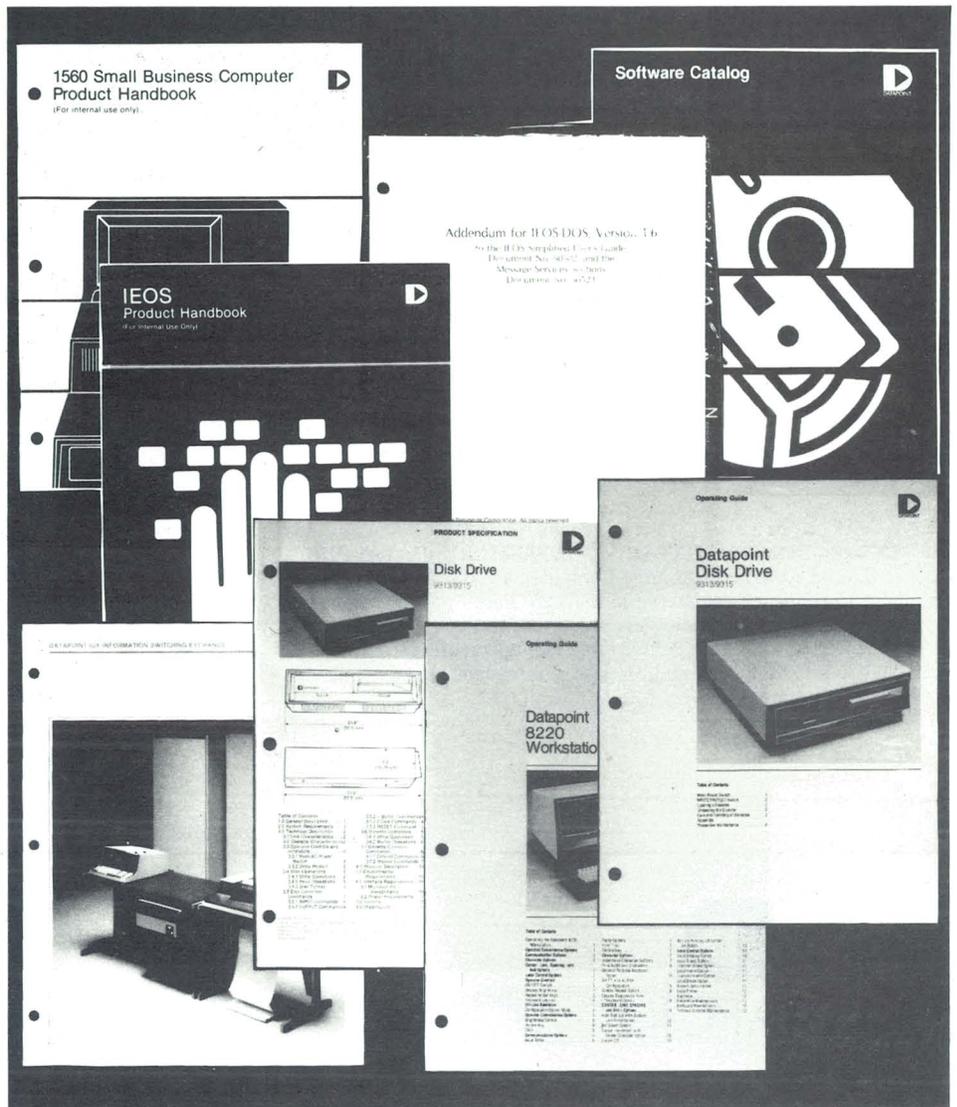
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_____ The Seybold Report on Office Systems: Datapoint Integrated Electronic Office. (Maximum order 5 copies.)

_____ Computerworld reprint: Datapoint 8600 Stands Out in Multiuser Text. One-page synopsis of ACU Benchmark Report (above).

_____ MIS Week reprint: Datapoint Corp. Has An Edge On Its Competition.

_____ Electronic Business reprint: Datapoint's Strategy: Consolidate and Conquer.

_____ Electronic Engineering Times reprint: SMC First in LAN ICs (ARCNET-ETHERNET knock-off article)

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