

Out-think

The Datapoint Marketing Newsletter

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

No. 33

May 1981

ISX and KSX Introduction Features Multi-Media Show, Live Satellite Telecast

Datapoint's ISX™ and KSX™ were introduced in an April 2 press conference at New York City's Essex House. Presentations by Datapoint executives coupled with a multi-media show and 23-city satellite telecast provided an audience of over 7,000 for the event.

The visual portion of the multi-media show was executed by utilizing 12 slide projectors which were synchronized to project side-by-side images as well as overlays. The show's opening segment, which was accompanied by sound, recounted some of man's communications accomplishments and emphasized the "Connections" between them.

Presentations by Executives

Following the introduction was a presentation by Datapoint President and Chief Executive Officer Harold O'Kelley. Accompanied by slides, Mr. O'Kelley provided the audience with a brief overview of Datapoint's history and product line and an insight into the ISX/KSX family of products.

Mr. O'Kelley's presentation was followed with a more detailed discussion of ISX/KSX features by Vice President and Group Executive,

Office Systems Group, Dan Hosage. Mr. Hosage also covered the distinct advantages provided to users of the ISX and its unique dispersed switching architecture.

A detailed technical look at the ISX was provided by Vice President of Development Jim Carreker. Mr. Carreker discussed the internal architecture of the Central Switching Unit and Remote Switching Unit and delineated the unique maintenance and backup features inherent with the ISX.

A Typical ISX Configuration Described

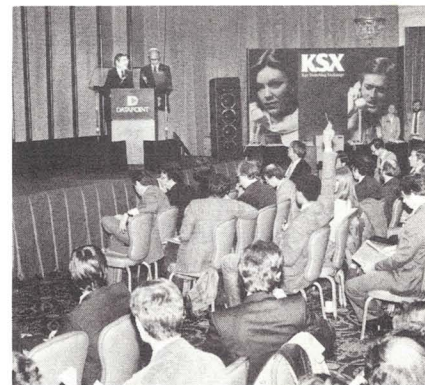
A closing presentation was given by Mr. Hosage to show how a typical ISX configuration could be employed by a company. By means of a configuration diagram, the audience could see how voice, data, text and messages are routed through the system from point of origination to their final destination.

Following the formal presentation, questions from the audience were fielded by Mr. O'Kelley, Mr. Hosage, Mr. Carreker and Executive Vice President, Development Vic Poor. Demonstrations of the ISX, KSX, 8800, IEO and LightLink™ were

continued on page 2



The press conference to announce Datapoint's ISX and KSX was well attended in New York and in satellite cities.



Following the audio-visual presentation, the conference was open to questions from the audience.

Financing Available for Full Payment Leases

An agreement to support point-of-sale, 100% financing of full payout leases has been reached by Datapoint and Chase Commercial Corporation, a subsidiary of Chase Manhattan Corporation. This will provide Datapoint salesmen the ability to offer credit-worthy

customers a sales financed lease without the delay of locating or involving third party financing.

The transaction will be recorded as a sale for Incentive Compensative purposes. Through use of this option the customer has the benefits of depreciation and Investment Tax

For Internal Use Only

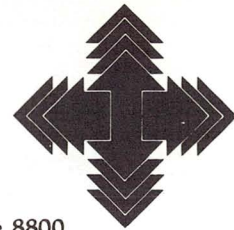
Credit, which will be passed to eligible customers by Chase Commercial Corporation.

Comparatively Low Rates of Interest

Financing rates will be comparatively low, and are for a fixed

continued on page 5

RMS 1.3 Announced: More Features



RMS™ 1.3 brings significant new features to the growing Resource Management System.™

- Communications software is now available for the 6600.
- The Batch Job Facility utility enables remote execution of jobs.
- Standalone 8800 software has been added to the nucleus and various utilities.
- Appropriate user's guides to accompany the software are available from Software Services.

Communications

By ordering 9829, RMS Communications Software, for your clients, the first members of the communications family will be

available to them. The presence of 2780/3780, HASP, DATAPOLL®, COMFAC, and UCF within RMS will make RMS much more exciting to your prospect base. With RMS, the same processor can run different protocols at the same time or can run protocols and DATASHARE.

Batch Job Facility

BJF is indeed a powerful utility. It allows remote execution of jobs which have been constructed by the user to run as unattended CHAIN files or complete print files. This first release runs without independent tasking, but offers the user much greater flexibility in machine utilization.

Standalone 8800

Yes, the 8800! Released were the portions of the nucleus to run RMS on the 8800. Changes are also incorporated in various utilities such as TAPEUTIL (to allow 3M cartridge tape) and PACKGEN (MMD PACKGEN) to support the 8800.

Enhancements

Along with all the other features, RMS 1.3 has enhancements and improvements to FMS, COBOL, DATABUS®, DATASHARE®, CHAIN, PUTDOS, ERRLOG, LINK and BUILD. This is indeed a significant release.

CAROLYN LUSK

FORTRAN Available for 5500 Instruction Set Processors

Remember the excitement when FORTRAN was announced for the 1500 processor family? Have we got news now! FORTRAN is now available on all processors with the 5500 instruction set! These FORTRANs both run under DOS.

As is true for 1500 FORTRAN, FORT55 includes American National Standard FORTRAN (1966) with some restrictions plus a number of language extensions. The primary restriction is that neither FORTRAN supports the complex data type. Enhancements include logical variables, octal constants, logical operations, mixed mode arithmetic, and literal and Hollerith handling.

Scientific, Technical, Engineering Applications

FORT55 is an especially attractive addition to our language product line because of its extensive use in scientific, technical, and engineering applications.

FORT55 may be used on 1170, 1800, 3800, 5500, 6000, and 6600 processors. It requires 48K to run standalone and a minimum of 56K under ARC.™ The released version occupies 10 files and 1200 sectors.



To order FORT55:

Software Model Code 9838
Media Availability 3 DMF Cassettes
2 SSSD Diskettes
1 SSDD Diskette

User's Guide Model Code

50526
\$10.00 (U.S.)

User's Guide Price

The \$1500 (U.S.) license fee is to be charged unless the software order accompanies a processor order, in which case the license fee is waived. Monthly software maintenance is \$10. Encourage your customers to avail themselves of this.

CAROLYN LUSK

For Internal Use Only

ISX con't. from page 1

also given to those attending the New York shows.

Three Shows Broadcast to 23 Cities

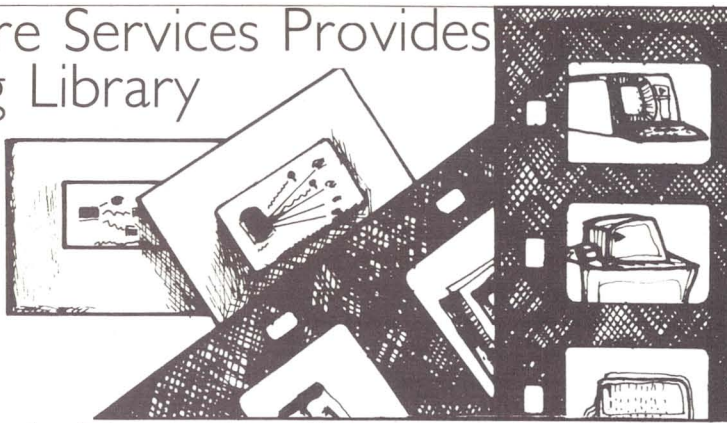
Three such shows were broadcast, via satellite, to sites in 23 cities with an additional two shows being held in New York on the following day. For these Friday shows, Mr. Poor took the place of Mr. O'Kelley in giving the opening presentation.

A great deal of time and energy went into this successful announcement, by persons too numerous to mention. Support groups from San Antonio, New York and the various satellite telecast cities were responsible for making it happen. Well done.



Demonstrations of the ISX and KSX drew crowds at every showing.

Software Services Provides Lending Library



Did you know that Software Services maintains a complete library of audio visual materials? Yes, a library. And it works just like your local public library. To check out a cassette, slide show, video tape or anything else that's on the list below, complete an In House Order Form for the item you want. Be sure to write "Library Order" on the top of the form. Then mail it to:

Datapoint Corporation
Software Services MS V-05
Attn: Jodie Anderson
Audio Visual Library
4319 Medical Drive
San Antonio, Texas 78229

You may use the items for 30 days just by paying the shipping charges both ways. If your use extends past 30 days, your cost center will be charged the in-house price.

By using the library, you don't have to build up an inventory of materials, and neither does Software Services, so everyone is saving money. If you have any questions about the program or about availability of the material you want to check out, call Jodie Anderson at extension 7912.

Select the items you want to order from the list below:

PAUL NEES

| Model Code | Title |
|------------|---|
| 60399 | INFOSWITCH [®] 80 Class A Video Tape |
| 60406 | Equipment Slides |
| 60507 | INFOSWITCH ACD Video Tape |
| 60540 | ARC Video Tape |
| 60551 | ARC Presentation Slides |
| 60553 | ARC Release Video Conf. 1 |
| 60554 | ARC Release Video Conf. 2 |
| 60555 | ARC Release Video Conf. 3 |
| 60556 | ARC Release Video Conf. 4 |
| 60557 | ARC Rel. Conf. 1, 2, 3, and 4 |
| 60564 | Super 8 ARC Film |
| 60569 | LDCS™ / Super 8 Film |
| 60591 | 16mm Film "We Make Computers" |
| 60592 | 8mm Corporate Film |
| 60593 | "We Make Computers" Video Tape |
| 60594 | DASP Video Tape |
| 60682 | 1500/1800 Video Tape |
| 60683 | 1500/1800 Super 8 Film |
| 60684 | 1500/1800 16mm Film |
| 60713 | INFOSWITCH/ACD Super 8 Film |
| 60714 | INFOSWITCH/ARC Super 8 Film |
| 60769 | LDCS Chart Slides |
| 60770 | ACD Flip Chart Slides |
| 60771 | SMDR Flip Chart Slides |
| 60789 | "ARC Revisited" Video Tape |
| 60902 | Electronic Message System Video Tape |
| 60920 | Integrated Electronic Office Video Tape |
| 60922 | EMS Systems Super 8 Fairchild |
| 60923 | Word Processing Demo Video Tape |
| 60927 | Word Processing Video Tape |
| 60945 | Word Processing Super 8 Film |
| 60969 | IEOS Slides and Speaker |
| 60977 | DATASHARE '80 Video Tape |
| 60982 | Corporate Presentation Slides |
| 61003 | RMS/8800 Presentation Slides & Speaker |
| 61006 | 16mm Film RMS/8800 |
| 61007 | Video Tape RMS/8800 |
| 70262 | Newsreel 2 Video Tape |
| 70291 | 1500 Video Tape |
| 70306 | INFOSWITCH LDOS/Training Video Tape |
| 70307 | INFOSWITCH SMOR/Training Video Tape |
| 70308 | INFOSWITCH ACD/Training Video Tape |
| 70309 | INFOSWITCH ACD Demo Training Video Tape |
| 70310 | INFOSWITCH Basic Telephony Video Tape (2 Tapes) |
| 70311 | INFOSWITCH Dimension PBX/Training Video Tape |

Product Blitz Planned for RMS/8800

Last fall Datapoint announced two products that are significant to our future, RMS and the 8800 processor.

Now an RMS/8800 Blitz Group has been formed to provide a focal point for RMS and the 8800.

RMS and the 8800 are where we're going. RMS is the architectural basis for the system solutions that will be sold for the next decade.

RMS is true file management, shared resources, networks and management of database. It's an extension of the ARC and IEOS concepts. It offers low cost, multi-function workstations that are competitive with anything in the marketplace.

RMS Provides More Features

The 8200 terminal may now run a COBOL or IEOS application as well as DATASHARE. RMS has more

processing power for the dollar, bigger files, faster I/O, configurability and CPU speed. RMS and the 8800 are large system products and will mean significant growth opportunities for both Datapoint and you.

These are good reasons for a blitz program for RMS and the 8800.

A blitz provides all of us with the opportunity to focus on the needs of today, and more importantly, on the needs of tomorrow. The blitz will allow us the opportunity to familiarize our present and future customers with the products and their supporting structure.

Blitz Will Aid in Marketing RMS/8800

The blitz has been designed to serve your marketing requirements. It offers the following assistance:

- Formation of a Tactical Support

Center to help answer pre-sales and support questions.

- Development and maintenance of demonstration software.
- Development of a comprehensive set of benchmarks on the 8800 and RMS.
- Distribution of performance data and application narratives.
- Provision of technical and sales technique training for immediate field support application.

RMS is an operational solution, designed to help corporate management solve their information processing requirements. It is your connection to their continued and sustained commitment to Datapoint products.

Detailed plans for the blitz will be available in May. For information on the blitz, contact Bob Harris at extension 5212.

BOB HARRIS

Benchmarks on 1550: 1550 DATASHARE is a Performer!

Throughout the world, Datapoint salespersons and customers have awaited word on the performance of the incredible new 1550, especially DATASHARE performance. Benchmarks have begun in earnest and the early returns are quite encouraging.

The results of benchmark testing conducted (by the customer himself) at one of the beta sites are especially interesting. The tests were run using plain ordinary DATASHARE programs which simulated real-life processing of various types: for example, sequential READ and WRITE, random READ and WRITE with DISPLAY, ISAM READ and sequential WRITE, and so on. All the programs used the same data file, which contained 500 records, each record 9 characters long.

Testing Done on 4 Systems

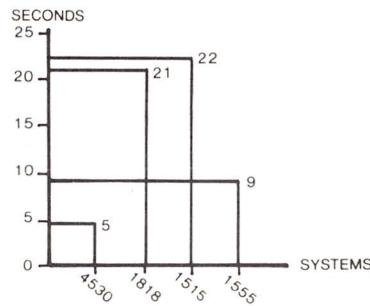
The test programs were run on 4 systems:

- 4530 running DS5 (to provide a baseline result);
- 1818 running DS51800;
- 1515 running DS41500; and,
- 1555 running DS41500.

Since real-life DATASHARE programs typically read and write disk data, the benchmark programs were used to measure performance of sequential, random, and ISAM disk access methods on the 1550 running DATASHARE. Since real-life programs typically interact with their users, the same programs, with DISPLAY statements in them, were also run. We mention these facts to indicate that the test programs were not "trick programs" designed to provide unnaturally optimized results; rather, they simulated the load which a hypothetical "average" program imposes on a DATASHARE system.

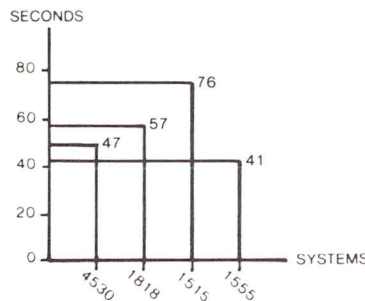
Sequential Processing

The 1550 processes sequential data at extraordinary speeds. A test program which simply read the 500 records sequentially took:



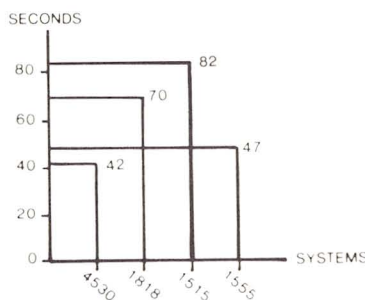
As you can see, the 1550 is by a wide margin the fastest of the small-system DATASHARES.

The program that read the records and displayed each one took:

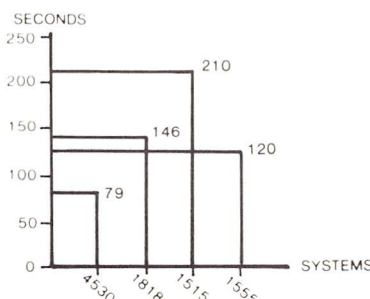


The program ran faster on the 1500 than on the 4530!

Another program read the records and then wrote them to another file, again sequentially. With no DISPLAY statements:

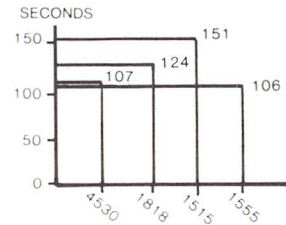


The same program, displaying each record before writing it:

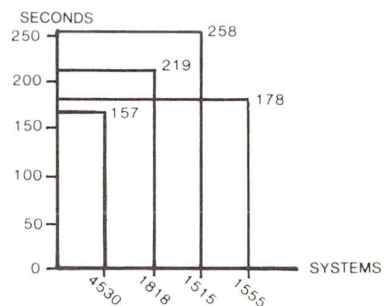


Random Processing

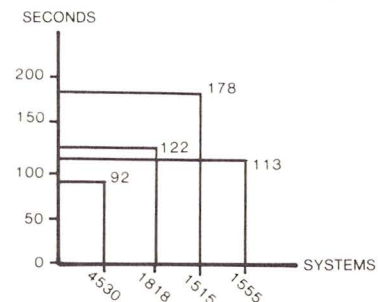
Benchmarks for random access processing produced comparable results. The program that read the records randomly and wrote them out sequentially took



With DISPLAY, the same program took:



A program using random access to read and write the test file (without DISPLAY) took:



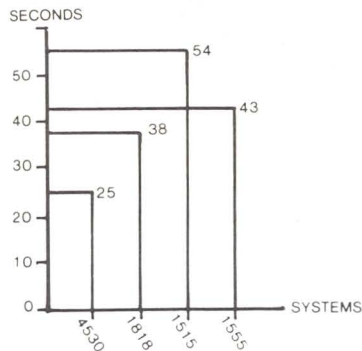
With DISPLAY, the random program took:



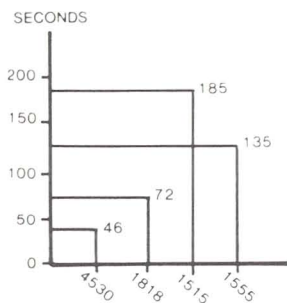
Clearly, the 1550 stood up to foreground loading better than any other small-system DATASHARE.

ISAM Processing

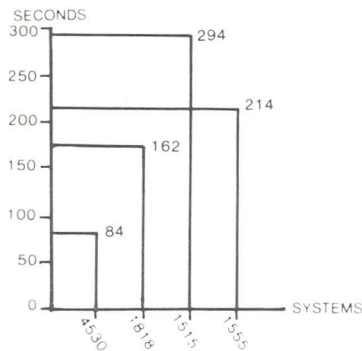
To INDEX the records (on columns 1 to 5) took:



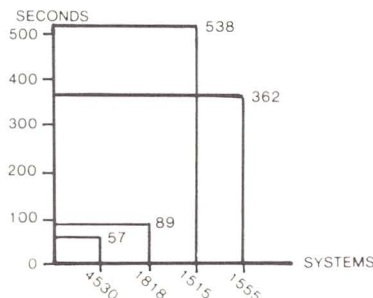
A program that read the file by key and wrote it out sequentially (without DISPLAY) took:



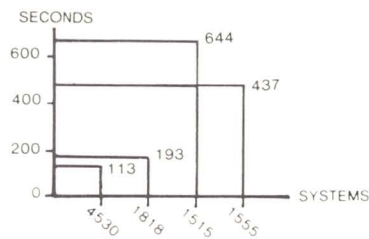
With DISPLAY, the same program took:



To copy the file using ISAM READ and WRITE, but no DISPLAY, took:



With DISPLAY, the program took:



When using ISAM, the 1818 is currently the fastest of the small-system DATASHARE, but note the difference between performance of the 1515 and the 1555: the 1555 is consistently faster. The real reason for the (perhaps unexpectedly) faster ISAM performance on the 1800 is the DATASHARE software which was used: the 1818 was running DS5, which stores pages of the ISAM index tree in its virtual storage buffers in main memory, whereas the 1555 was running DS4, which does not store ISAM pages in memory and has to re-read the index file for every ISAM access. Future versions of 1500 DATASHARE, which implement more sophisticated virtual storage techniques, will enhance 1550 ISAM performance.

While benchmark testing cannot hope to produce universal conclusions, it can help us form our basic expectations of a system's performance. This particular series of tests indicates that for a customer or prospect who does not use ISAM, the 1555 would actually be a better choice than the 1818, and, that if ISAM is required, the 1555 is preferable to the 1515.

There's More to Come!

It cannot be overemphasized that all performance improvements documented here result solely from the hardware superiority of the 1550; no enhanced 1500 DATASHARE software has yet been released. As enhancements are made to 1500 DATASHARE (for example, implementation of a memory manager to take advantage of 96K), performance improvements derived from the new software will be added to those already demonstrated by the new hardware. We can now begin to sell small-system DATASHARE in earnest, with justifiable confidence in our product.

Financing con't. from page 1

rate after acceptance and up to 180 days in the backlog. The rates are subject to change based upon general money market rates, but Chase Commercial Corporation has agreed to give 30 days advance notification of changes, and to hold the rate on complete order packages received up to 15 days after the effective date of the rate change. Rates will be announced in the Master Price Schedule.

Negotiations are in the final steps with other financing institutions to join this program.

New Order Forms Required

A new lease/purchase order detail sheet, with instructions for completion printed on the back, has been prepared for these transactions. Also required is a new lease/purchase agreement whereby the customer authorizes assignment of the order to the financing institution.

The customer will be required to be on a maintenance contract and a separate Equipment Order Schedule will be required with the order. Chase will be responsible for billing and collecting the financed sales payments for the equipment.

The customer may elect to finance the sales tax for the length of the lease/purchase or have it billed with the initial lease/purchase invoice. Datapoint will bill maintenance, installation and handling charges.

New Equipment for End-users Only

This program is initially available only for new equipment orders by end-user customers and is not available for reps, rep customers and OEM's.

DAVE PEARCE

It's Time to Sell Small-System DATASHARE!

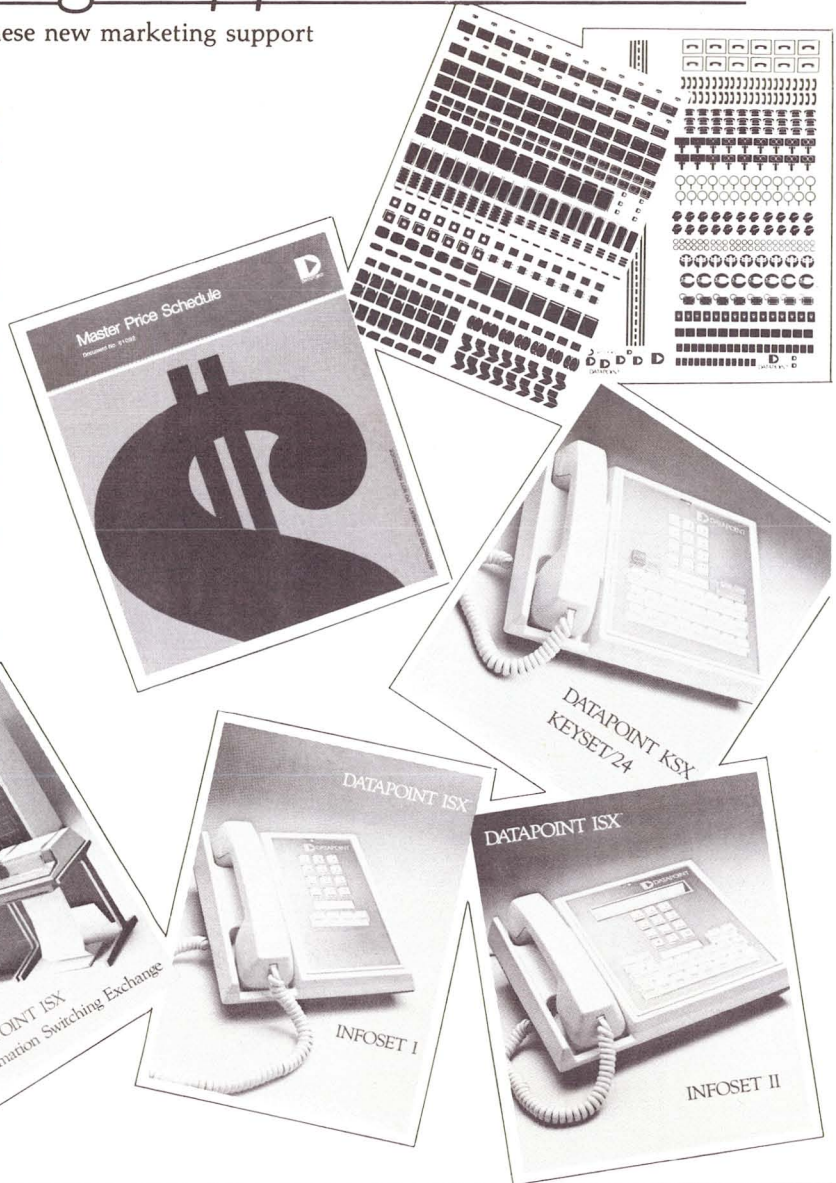
The chief conclusion, and the thing we want to stress, is that the 1555 is the 1500 of choice in situations calling for 1500 DATASHARE. We can now offer our prospects dramatically improved 1500 DATASHARE and the assurance that they will enjoy even better performance in the future.

MARTIN FISHEL

New Marketing Support Materials

Corporate Communications has released these new marketing support materials:

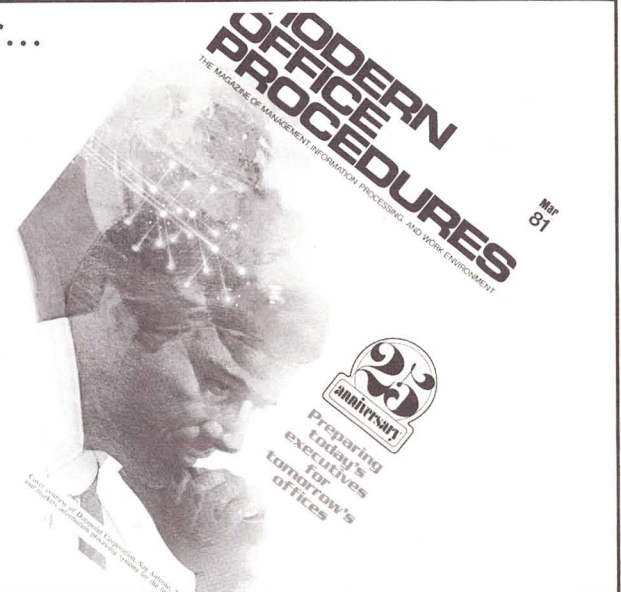
| | |
|--|-------|
| ISX Brochure | 61070 |
| KSX Brochure | 61071 |
| ISX Flysheet | 61067 |
| KSU Flysheet | 61053 |
| INFOSET I™ Flysheet | 61066 |
| INFOSET II™ Flysheet | 61068 |
| KEYSET™/24 Flysheet | 61052 |
| IEO Brochure | 61072 |
| KEYSET/24 User's Guide | 50622 |
| KEYSET/24 Quick Reference Card | 60174 |
| Datapoint ISX Poster | 61063 |
| Datapoint KSX Poster | 61062 |
| KSX KEYSET/24 Poster | 61061 |
| ISX INFOSET I Poster | 61059 |
| ISX INFOSET II Poster | 61060 |
| Datapoint Equipment Symbol Proof Sheet (Printed) | 61015 |
| Datapoint Equipment Symbol Press-Down Transfer Sheet | 61106 |
| <i>Note change in document numbers</i> | |
| Master Price Schedule Binder Insert Only | 61092 |



The Face on the Cover Looks Familiar...

The artwork on the cover of Modern Office Procedures Magazine's March 1981 issue should look familiar to all of us. It's the artwork that characterizes Datapoint's Resource Management System.

Modern Office Procedures requested the artwork after seeing it on literature distributed when RMS was announced. They felt that the drawing would illustrate the theme of their twenty-fifth anniversary issue, "Preparing today's executives for tomorrow's offices". The magazine devoted several articles to technological advances in the office and advanced products of vendors.



Scanvest Featured on Cover of Newspaper Multi-Million Kroner Deal Described



Det mest overraskende håndtrykk i 1981? Kan bety 20 mill. kr. for Kienzle i år. Adm. direktør Sjur Svaboe (til venstre) og adm. direktør Per Ørbeck i Kienzle.

Oppsikts- vekkende samarbeid mellom Kienzle og Scanvest

**Kienzle Datasy-
stem har tatt det
overraskende skritt å
innlede et samarbeid
med Scanvest som
representerer Data-
point på det norske
marked. En slik lokal
vurdering er ganske
enestående. Hittil
har de andre dat-
terselskap til vest-
tyske Kienzle uteluk-
kende solgt Kienzle-
produkter.**

Se side 5

Datapoint's Norwegian distributor, Scanvest, was featured in an article on the front page of the March issue of *Polyteknisk Revy*, described by Scanvest's managing director Sjur Svaboe as the "Computerworld of Norway".

A photograph accompanying the article showed Svaboe and P. Orbeck shaking hands over a deal. The caption read, "Surprising cooperation between Kienzle and Scanvest. This is probably the most surprising handshake of 1981. It may result in a revenue of \$4 million (20 million kroner) already this year."

Orbeck is the managing director of Kienzle, which, the article said, "has surprisingly signed up an OEM deal with Scanvest.

"Such a deal between vendors of this size and importance has never been signed in Norway before. So far, all German Kienzle daughter companies spread all over Europe have been allowed to sell Kienzle computer products only.

"Kienzle will under this agreement market the new Datapoint 1500 series for administrative data solutions based on Scanvest software covering accounting and general ledger, payroll, stock

control and invoicing.

"While Scanvest has a customer base of 1000, Kienzle has a customer base of 3000. Revenue for Scanvest in 1980 was about \$20 million, and for Kienzle, \$8 million.

"This agreement is done partly for Scanvest to be able to cover the lower part of the marketplace, and due to the large customer bases involved in Norway it has come as a shock on the computer community."

(Thanks to Sjur Svaboe for providing translation.)

Hardware Changes Required for RMS

Some existing Datapoint hardware requires modification before it can support RMS. If you are getting ready to install RMS it is of vital importance to do two things:

1. Identify any units needing rework; and,
2. Use the correct procedures to get the units upgraded.

Site Survey

The first step is to conduct the site survey. The purpose of the site survey is to identify all units requiring rework and to order upgrade kits if necessary (detailed description follows).

The site survey is the responsibility of Marketing Division personnel (SE/Salesperson), not Customer Service. Correct system assurance depends upon proper completion of this survey.

A special document, "RMS Equipment Requirements" (Model Code 61018), has been prepared to make the job easy and to standardize the process; a sample is illustrated on page 9.

The sample shows what the document looks like, but cannot be used for ordering, since multi-part forms are required, as explained in the section entitled "GETTING THE UPGRADES DONE".

This document is ordered just like any other model-coded product. One document must be completed for each site to be upgraded. Note that multiple documents are required for multiple sites, even if the sites are all for one account and even if they are all in the same building.

Equipment Requiring Modification for RMS

| DEVICE TYPE | MODEL | KIT |
|----------------|-------------|------|
| Processors: | 3800 series | 0573 |
| Comm Adaptors: | 9481 | 0572 |

Equipment Requiring Reconfiguration/Modification for RMS

| | | |
|-------------------|----------------------|------|
| Disk Controllers: | 9370/9373 (25 MB) | None |
| | 9374 (20 MB) | None |
| Terminals: | 3600/8200 | None |

As you can see, there are two categories of equipment: the category which requires ordering a hardware upgrade kit and the category which requires no kit.

Equipment which Requires an Upgrade Kit: 3800 Processor

The 3800 processor must have the correct firmware version in order to work properly for RMS data communications. It's easy to determine the firmware level of a 3800: activate the hardware DEBUG program by pressing, and holding down the RESTART and DISPLAY keys. While you've got these two keys down, press and then release the INTERRUPT key. The display in the lower right-hand corner of the screen shows that the processor is now running DEBUG. Now type in a question-mark (?). The result will be a display like this:

M:011 P:002:014

The last three digits (in this example, "014") designate the level of the processor's firmware.

If the last three digits are "012", order Kit 0573.

If the last three digits are "013", and RMS Data Communications Software will use the ICA of this 3800, order Kit 0573. Do not order the kit if RMS communications software will not use the ICA, since all the other RMS software runs correctly with Level 013 firmware.

If the last three digits are "014" (or above), no modification is required.

9481 Communications Adaptors

All 9481's delivered prior to February, 1981, are Model Code 9481-001 and will require upgrade;

all units delivered subsequently will be 9481-003, which do not require upgrade.

If upgrade is needed, order Kit 0572. (This kit contains a new Model Code label which identifies the upgraded 9481 as a "9481-003"; the new label will be affixed to the box by the CSR.)

Equipment which Requires No Upgrade Kit: Disk Controllers

All 9370/9373 (25MB) and 9374 (20MB) disk controllers to be used in an RMS system may require a change to one of the boards in the disk controller. The Datapoint CSR modifies the existing board on the customer's site. No upgrade kit is required.

3600 Terminals

3600's to be used under RMS require configuration for screen roll-down. This modification can be done easily at the customer's site by the Datapoint CSR. No upgrade kit is necessary.

8200 Terminals

8200's to be used in an RMS system require configuration for screen roll-down. This is a modification that can be done easily at the customer's site by the Datapoint CSR or SE, or the customer himself (some customers know how to configure the 8200 options). Here's how:

1. Turn off the 8200 and turn it back on. This causes the POWER-ON RESTART sequence.
2. Initiate the user-option mode by holding the CONTROL key down, tapping the INTERRUPT key two times, and then releasing the CONTROL key.
3. When the 8200 screen shows "OFF LINE", key in "(OPT)", followed by the ENTER key.
4. When the option display is

shown, keep pressing the ENTER key until the cursor is beside the ROLL DOWN option.

5. Type in "Y" and continue pressing the ENTER key until the question "DONE?" is asked in the lower left-hand corner of the screen.
6. Again, type in "Y". This completes the procedure.

Getting the Upgrades Done

The instructions for using the site survey document are printed on it and must be followed exactly. When the document is filled out, attach the original to the EOS, forward the yellow copy to the local CSR manager and retain the pink copy in the local marketing office in the file pertaining to the account.

The purpose of giving the yellow copy of the site survey document to the local customer service manager is that he will be alerted to watch for the upgrade kits to come in; when they arrive, he will automatically arrange for a visit by the CSR. On this visit the CSR will perform all the upgrades (both those involving kits and those not involving kits). This approach will minimize the number of CSR visits and optimize the efficiency of each visit. Do not place service calls to

get the work done. Let the CSR manager schedule the visit.

Policies Governing Upgrades

A very important consideration is that the upgrades will be done at Datapoint's expense. In order to minimize Datapoint's costs, modify only equipment to be used for RMS. List the upgrade kits as no-charge items.

These upgrades are not required for equipment running DOS and will in no way benefit DOS operation; on the other hand, they do not impact DOS operation and must be done for equipment which will run both DOS and RMS.

The availability of equipment upgrades is limited to accounts which are installing RMS. Kits can appear only on an EOS/SOS which orders RMS, or which specifies an account whose order for RMS is already on file (by giving the PR Number or Field Document Number of that order). Unless these conditions are met, the order will be rejected by Order Entry.

Customers who receive their RMS software from an OEM will also obtain their upgrade kits from that OEM. Specifically, the OEM is responsible for ordering upgrade kits for customers to whom he has

distributed RMS software. Reps are not currently authorized to distribute RMS software. The Rep customers running RMS must place their own order for upgrade kits. RMS customers who are not under a hardware maintenance contract should follow the same procedure for the site survey and ordering of the upgrade kits as customers under a hardware maintenance contract. However, they will be billed for the service call to install the upgrades at the prevailing rate.

It must be clearly understood by both customers and Datapoint personnel that RMS is not "free". The policy of the company is that there are only two ways to get RMS:

1. Pay the one-time \$1500 (U.S.) license fee for each RMS 98XX software package; or,
2. Include the software order on an SOS accompanying an EOS which orders a processor, in which case the license fee is bundled into the price of the processor. (As usual the price of the processor is not increased by this.)

JIM WHITEHOUSE

D DATAPOINT


RMS EQUIPMENT REQUIREMENTS

The Resource Management System requires the enhancement of the following equipment. Please fill in all blanks with the numeric quantity required or mark N/A (Not Applicable). Attach the original with the EOS, forward the yellow copy to the local Customer Service Manager and retain the pink copy in the local marketing office. NOTE: Complete one form for each site number (equipment location).

CUSTOMER NAME AND ADDRESS _____

SITE NUMBER _____

| EQUIPMENT | QUANTITY | DATE REQUIRED FOR INSTALLATION |
|-----------|----------|--------------------------------|
| 3800* | _____ | _____ |
| 9481** | _____ | _____ |
| 9374 | _____ | _____ |
| 9370/73 | _____ | _____ |
| 3600 | _____ | _____ |
| 8200 | _____ | _____ |



DATAPOINT

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Software Roundup

The following software has been released since the March Out-Think:

| | |
|-------------------------------|---|
| DBCMP15 2.4 | 1500 DATABUS Compiler |
| DBML15 1.3 | 1500 DATABUS Interpreter with Multilink |
| DB15 2.4 | 1500 DATABUS Interpreter |
| DCDFMT15 1.4 | 1500 Diskette Converter |
| DISK1415 1.1 | Diagnostic |
| DISK1418 1.1 | Diagnostic |
| DOS.H 2.6 | 1500 Disk Operating System |
| DPDMP55 4.1 | DATAPOLL Async Disk Master |
| DPSDMP55 4.1 | DATAPOLL Synch Disk Master |
| DPS15M 4.1 | 1500 DATAPOLL Master |
| DPS15S 4.1 | 1500 DATAPOLL Slave |
| FCOPY15 1.1 | 1500 Inter-Density Diskette File Copy |
| FORT55 1.1 | FORTTRAN Compiler |
| MEMTST15 1.1 | Diagnostic |
| MLTC3500 3.2 | Burroughs Multilink Interface |
| MLVIP 2.1 | Honeywell Multilink Interface |
| ML15TTY 1.3 | 1500 Teletypewriter Line Handler |
| ML15VIP 2.1 | Honeywell Line Handler |
| MTERUP 1.3 | Remote User Program |
| RUP15 1.1 | 1500 Remote User Program |
| S1500 2.1 | 1500 System Release |
| UNITERM15 1.5 | 1500 Universal Terminal Emulator |
| RMS Nucleus and Utilities 1.2 | |
| RMS DATABUS 1.2 | |
| RMS DATASHARE 1.2 | |
| RMS COBOL 1.1 | |

Price Book Errata

Here are three corrections to the 04/02/81 "Pink Sheets" Price Schedule pertaining to Small Systems. All of these errors occur on page 5.

- 1818/0105 should read 9320
- 1819/0105 should read 9320
- 1820/0105 should read with RIM



RESTRICTED DOCUMENT - DO NOT REPRODUCE

MASTER PRICE SCHEDULE

Document No. 70192

EFFECTIVE DATE: 04/02/81

How Successful are Home Office Guest Visits?

For some time now we have been trying to quantify the success of the Home-Office Guest Visit program. Subjective reports from the field have been favorable, but hard data has been difficult to obtain. Our "gut feeling" has been that the program does have a positive effect in helping the field sales force in closing the contract, but what is the home-office visit really worth to Datapoint in completed sales?

At last we have sufficient data to provide a reasonably close but conservative estimate of the average ISV in resulting sales contracts following each guest visit completed.

Request for Feedback

Starting with Q4FY80, a letter was sent to each Regional Manager ninety days after a completed visit, requesting a report back on whether a contract had been concluded, and

if so, what was the ISV of the order. They were also asked what were the estimated long range potential sales to the company.

Although response to date has only been a little better than 50%, the average ISV per completed visit is up to \$137,571 (U.S.). This is a conservative figure and assumes that all the visits where no reports back were received resulted in a no-sale situation. We believe the actual figure is a lot higher than that.

Improvements to Data Base

In the future we are changing our procedures to try to improve our data base. Ninety days following a visit we will initiate a call direct to the salesperson who brought the visit in. We will ask if a contract was signed, and if so, the date and ISV of the contract. We will also ask the salesperson's estimate of the long-range sales potential for his

customer. This data will then become part of our data base and help us in evaluating our services to you.

Please be responsive in providing the data requested when we call you ninety days following your home-office visit. Better still, give us a call as soon as your customer signs the contract and let us know how successful you were.

We are here to serve you and will do our best to make your home-office visit a success. The data you provide will help us serve you better.

HARRY SPILLERS

Reflections

Order Rate

The order rate is up! Although the final tally is not available yet, the Third Marketing Quarter reflected a strong order rate increase in all business areas. This is a testimony to the fact that Datapoint's field sales force, product line, and market place acceptance are significantly better than our competition. Thanks for the job well done, and keep going!

ISX Announcement

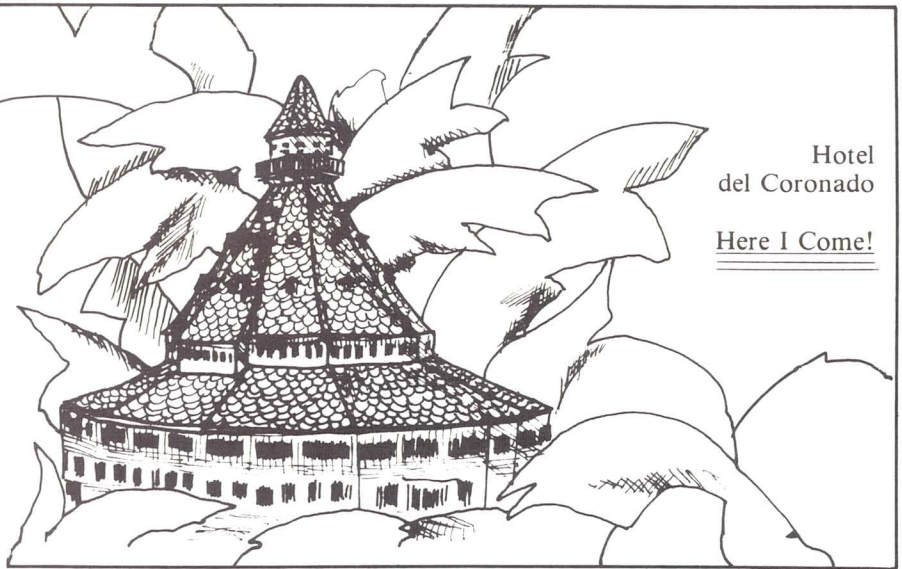
Datapoint announced a truly significant and sophisticated product in New York City April 2. The ISX is not only an unparalleled, state-of-the-art third generation PBX, but it is also the sophisticated "traffic cop" that has the intelligence to store and forward all types of information (voice, data, fax, electronic mail etc.).

One strong word of caution: don't get distracted by a product that can't be delivered in massive quantities for 12 to 18 months. We must derive our next year's revenue from our current and deliverable product line. Do use the ISX announcement as leverage to sell our current product line by convincing prospects and customers that Datapoint provides a sound product path for growth.

FY 1981 Close Out Strategies

The FY 1981 Marketing Year is about to close. There are less than 90 days to accomplish your personal objectives for this Marketing Year. Sales people should be applying their specific strategies to earn their way to the Achievement and President's Club. The systems resource should be working closely with sales personnel to maximize their Q-4 bonuses. A strong finish in FY 1981 will also provide the momentum required to ensure next year's success. Good luck in your successful endeavors! San Antonio and field management stand ready to provide all reasonable assistance required.

STEPHEN O. JAMES



Hotel
del Coronado

Here I Come!

Customer Education Prices Listed

Listed below are the fees for standard scheduled customer education courses. The fee includes tuition and all materials. Every student attending a course must pay the fees; no course may be audited.

| Course Title | Fee (U.S.) |
|---|------------|
| Disk Concepts and Operations | \$600 |
| Introduction to Datapoint Programming | 600 |
| Disk Operating System | 600 |
| DATABUS/DATASHARE | 600 |
| Advanced DATASHARE | 600 |
| Attached Resource Computer Systems | 600 |
| SNAP/3 Assembler | 600 |
| Basic Infoswitch/LDCS (Version 2 & 3) | 600* |
| Basic Infoswitch/LDCS (Version 4) | 600* |
| Advanced Infoswitch/LDCS (All versions) | 600* |
| Basic Infoswitch/ACD | 600* |
| Word Processing Concepts & Operations | 600* |
| Electronic Message System Concepts and Operations | 600* |

An asterisk (*) denotes new prices effective with classes starting May 4, 1981.

On-site Classes

On-site training classes will be priced at \$6000* (U.S.) for a minimum of eight students, plus \$150* (U.S.) for each student over eight, up to the class maximum. Instructors' travel and hotel expenses will also be charged.

Cancellation Fees

A late cancellation fee of \$100 (U.S.) will be charged should a customer cancel his/her enrollment later than the Monday before the first day of class. Should the student fail entirely to cancel the enrollment, the full fee will be charged. No provision will be made for refunds or credit for missed class days or unused course materials.

Tuition amounts are chargeable at the published rate in effect at the time of enrollment.

AL COLLEY

AD SCHEDULE

May

| Publication | Date |
|--------------------------|---|
| Watt Street Journal | May 11, 15, 19, 28 "Future Works Now" |
| Business Week | May 4 "Future Works Now" |
| Communications News | "Future Works Now" |
| Computerworld | May 11 "Future Works Now" May 25 "ISX" |
| Datamation | "Xerox" |
| Modern Office Procedures | "1550" |
| The Office | "1550" |
| Computer Business News | May 11, 18 "OEM" |
| Computer Systems News | May 11, 25 "OEM" |

Marketing Education

San Antonio Class Schedule
May 1981 - July 1981



| Class Title | Dates of Class |
|----------------------------------|------------------|
| Sales Orientation (CMP) | May 4-15 |
| Management Development I | May 4-8 |
| ASR Group II Phase I | May 4-22 |
| Management Development II | May 11-15 |
| Sales Orientation (DP) | May 11-22 |
| CMP Cross-Training | May 18-21 |
| Resource Management System Sales | May 27-29 |
| Products and Markets | May 27-29 |
| Sales Orientation (CMP) | June 1-12 |
| ARC | June 8-10 |
| ASR Group III Phase I | June 8-26 |
| Sales Orientation (DP) | June 15-26 |
| Resource Management System Sales | June 22-24 |
| Products and Markets | June 29-July 1 |
| Sales Orientation (CMP) | July 6-17 |
| Sales Orientation (DP) | July 6-17 |
| ARC | July 13-15 |
| Resource Management System Sales | July 20-22 |
| ASR Group II Phase II | July 20-August 7 |

Marketing Education -- Mailstation C-04 -- Extension 7012

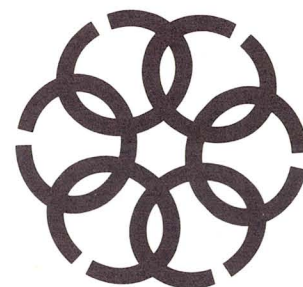
Controller's Corner: New Order Forms Developed

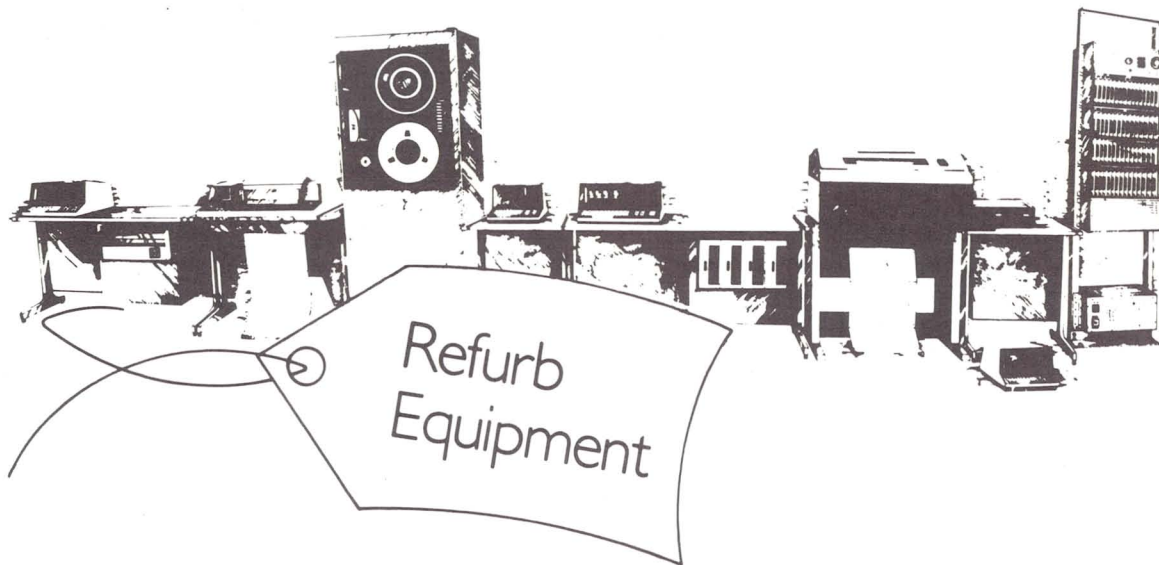
Administrative Management has gone through a major effort to develop an Equipment Order Schedule that will satisfy both marketing sales force and the home office administration requirements.

The form was developed using input from the field. The input was coordinated with the home office, who developed a prototype that was tested in Dallas and Minneapolis. Feedback from the tests was incorporated into a final revised form that was presented to MRFA's and RA's in March. The MRFA's and RA's understand the concept and what is required on the form.

The time involved in preparation and the assistance from the field combined to produce a professional Datapoint order form that is far superior to the present one. The major advantage of this form is that it is multi-part, which will provide immediate savings by reducing photocopying expense both in the field and home office. The form provides a field comment section and step-by-step instructions on the reverse side. Another advantage is that the form is professional looking, designed so well that if the salesman desires, he can write up an order on the multi-part form while with the customer and leave a copy of the order with the customer.

These forms have been distributed to the field offices and are now available for use nationwide by the Datapoint sales force. They will be in use by OEM's and Rep's soon. With proper training and support the transition period will be short, smooth and successful.





| Model | Description | Qty. | Price | Maint. | Install. |
|-------|--|-----------------------------|----------------------------------|--------|----------|
| 4220 | 226 Processor, 5MB storage (two 2.5MB Diablo Drives, 1 fixed, 1 removable cartridge), Controller, Multiport Interface, D/S software, Documentation | | 9000 | 205 | 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 15550 | 234 | 650 |
| 4523 | 5500 Processor, 5MB Storage (two 2.5MB Diablo Disks, Controller, DOS Software Documentation | 1-3 4-10 11+ | 16500 15250 14250 | 216 | 620 |
| 4530 | 5500 Processor, 48K Dual Disk and Controller, 20MB Multiport Comm Adaptor DATASHARE Software and Documentation | 1-3 4-10 11-25 26+ | 24000 22500 21000 19500 | 331 | 775 |
| 4533 | 5500 Processor, 48K Dual Disk and Controller, 20MB DATASHARE Software and Documentation | 1-3 4-10 11-25 26+ | 22750 21250 19750 18250 | 313 | 755 |
| 4540 | 5500 Processor, 50MB Disk Storage, Controller, Multiport Interface, D/S Software, Documentation | | 29450 | 497 | 1000 |
| 4543 | 5500 Processor, 50MB Disk Storage Controller, DOS Software and Documentation | | 28200 | 479 | 970 |
| 4620 | 6600 Processor, 5MB Disk Storage, Controller, Multiport interface D/S Software and Documentation | 1-3 4-10 11-25 26+ | 19950 18700 17700 16200 | 255 | 700 |
| 4623 | 6600 Processor, 5MB Disk Storage Controller | 1-3 4-10 11-25 26+ | 18700 17450 16450 15000 | 221 | 670 |
| 4640/ | Both: 6600 Processor, 50MB Disk Storage, Controller 4640: Multiport Interface, D/S Software, Documentation 4644: RIM, ARC Software, Documentation | | 36500 | 628 | 1000 |
| 4644 | | | | 623 | 1000 |
| 4643 | 6600 Processor, 50MB Disk Storage Controller, DOS Software and Documentation | | 35250 | 610 | 970 |
| 4740 | 256K Processor, Dual Disks and 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 |
| 1131 | Diskette 1130 Processor, 1 drive | | 2875 | 64 | 165 |
| 1132 | Diskette 1130 Processor, 2 drives | | 3162 | 83 | 165 |
| 1133 | Diskette 1130 Processor, 3 drives | | 3450 | 101 | 165 |
| 1134 | Diskette 1130 Processor, 4 drives | | 3737 | 122 | 165 |
| 1152 | Diskette 1150 Processor, 2 drives | | 10950 | 87 | 175 |
| 1153 | Diskette 1150 Processor, 3 drives | | 11250 | 104 | 175 |
| 1154 | Diskette 1150 Processor, 4 drives | | 11550 | 124 | 175 |
| 1172 | Diskette 1170 Processor, 2 drives | | 11950 | 89 | 185 |
| 1173 | Diskette 1170 Processor, 3 drives | | 12250 | 108 | 185 |
| 1174 | Diskette 1170 Processor, 4 drives | | 12550 | 130 | 185 |
| 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 |

| Model | Description | Qty. | Price | Maint. | Install. |
|----------------|--|----------------------|----------------------|--------|----------|
| 9385 | Freestanding Diskette Controller, 1 drive | | 2150 | 37 | 165 |
| 9386 | Freestanding Diskette Controller, 2 drives | | 2450 | 57 | 165 |
| 9387 | Freestanding Diskette Controller, 3 drives | | 2750 | 76 | 165 |
| 9388 | Freestanding Diskette Controller, 4 drives | | 3050 | 96 | 165 |
| 1108 | Cassette 1100 Processor, 8K Memory | | 2200 | 75 | 80 |
| 2226 | 2200 Processor, 16K Memory | | 2400 | 113 | 100 |
| 5548 | 5500 Processor, 48K Memory | | 10000 | 178 | 200 |
| 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 2.5MB Controller/Drive, 4K Buffer Memory | | 3075 | 86 | 175 |
| 9358 | Freestanding Front-load 2.5MB Controller/Drive, 4K Buffer Memory | | 3075 | 86 | 175 |
| 9370 | Freestanding 25MB Mass Storage Drive Controller | | 9950 | 178 | 250 |
| 9371 | 25MB Mass Storage Drive Extension | | 7750 | 135 | 165 |
| 9373 | Console 25MB Mass Storage Drive Controller | | 9950 | 178 | 250 |
| 9291 | 60 LPM Printer, Parallel Interface | | 1995 | 56 | 165 |
| 9292 | 60 LPM Printer, Serial Interface | | 1995 | 56 | 165 |
| 9294 | 120 LPM Printer, Parallel Interface | | 1995 | 79 | 165 |
| *9250 | Console Servo Printer | | 1595 | 72 | 165 |
| *9251 | Freestanding Servo Printer | | 1595 | 72 | 165 |
| 9231 | 80 CPS Freedom Printer (Serial) | 1-3 | 1750 | 41 | 165 |
| 9232 | 80 CPS Freedom Printer (Parallel) | 4-10 11-25 26+ | 1600 1500 1395 | 41 | 165 |
| 9235 | 160 CPS Freedom Printer (Serial) | 1-3 | 1995 | 57 | 165 |
| 9236 | 160 CPS Freedom Printer (Parallel) | 4-10 11-25 | 1850 1725 | 57 | 165 |
| 4640 9280** | 4640 and 300 LPM Printer | | 41500 | 764 | 1000 |
| 4644 9280** | 4644 and 300 LPM Printer | | 41500 | 759 | 1000 |
| 4643 9280** | 4643 and 300 LPM Printer | | 40250 | 746 | 970 |
| 4540 9280** | 4540 and 300 LPM Printer | | 34450 | 633 | 1000 |
| 4543 9280** | 4543 and 300 LPM Printer | | 33200 | 615 | 970 |
| Print Pac I** | 5556 RIM and (3) 300 LPM Printers | | 23000 | 452 | 675 |
| Print Pac II** | 5556 RIM and (3) 600 LPM Printers | | 38450 | 644 | 675 |
| 4520 9232** | 4520 and 80 CPS Printer | | 18500 | 275 | 650 |
| 3601 | Datastation Terminal | | 995 | 21 | 35 |
| 3400 | Acoustic Coupler | | 225 | 16 | 25 |
| 9401 | Comm Adapter | | 450 | 18 | 25 |
| 9402 | Comm Adapter | | 450 | 18 | 25 |
| 9404 | Comm Adapter | | 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 |
| 9420 | Comm Adaptor | | 450 | 14 | 25 |
| 9460 | Comm Adaptor | | 450 | 18 | 50 |
| 9551 | 9 Track 800 BPI 8.5 in. Reel | | 4500 | 77 | 165 |
| 9581 | 9 Track 1600 BPI 8.5 in. Reel | | 7500 | 97 | 175 |
| 9583 | 9 Track 1600 BPI 10.5 in. Reel | | 9000 | 91 | 175 |

Prices are U.S. Dollars

** Special Ordering Information

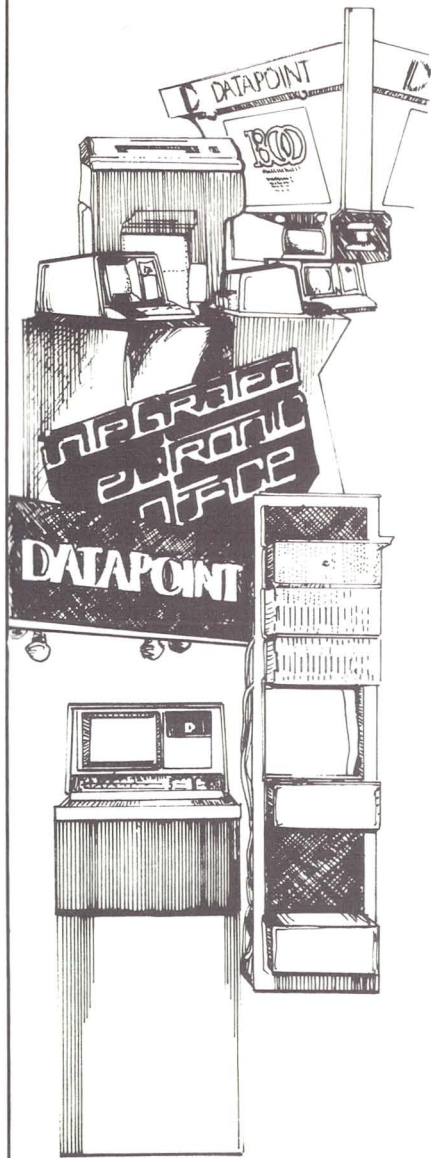
Those others that are bundled need to be ordered as individual lines items on Order Entry Form #00719.

* Temporarily out of stock.

Customer Education Course Schedule May - June

| CLASS | TIME | PLACE | | | |
|---------------------------------------|------------------|------------------|------------------------------|-------------|-------------------|
| DATASHARE | May 4 | San Antonio | | June 8 | San Antonio (1.2) |
| | May 11 | New York | | June 15 | Arlington |
| | | Atlanta | | June 22 | San Antonio |
| | | Des Plaines | | | San Mateo |
| | May 18 | San Antonio | July 6 | | San Antonio |
| | | Boston | | | Des Plaines |
| | | Los Angeles | | | New York |
| | June | San Antonio | | July 13 | Arlington |
| | | New York | | July 20 | San Antonio |
| | June 8 | San Antonio | | July 27 | San Antonio |
| | | Farmington Hills | | | New York |
| | June 15 | San Mateo | | | San Antonio |
| | | Arlington | Disk Operating System | June 1 | San Antonio |
| | | Des Plaines | | July 6 | San Antonio |
| | June 22 | San Antonio | | July 13 | New York |
| | | New York | Disk Concepts and Operations | May 4 | San Antonio |
| | July 6 | Philadelphia | | May 18 | Arlington |
| | | San Antonio | | June 1 | San Mateo |
| | July 13 | Boston | | June 8 | San Antonio |
| | | Atlanta | | | Des Plaines |
| | San Antonio | | June 22 | San Antonio | |
| July 20 | San Antonio | | | New York | |
| | Des Plaines | | July 6 | Arlington | |
| July 27 | Seattle | | July 20 | San Mateo | |
| | San Antonio | | | San Antonio | |
| | Arlington | | | New York | |
| | Farmington Hills | | | San Antonio | |
| | Los Angeles | | | Arlington | |
| | San Antonio | | | San Mateo | |
| | New York | | | San Antonio | |
| | Philadelphia | | | San Antonio | |
| | Des Plaines | | | New York | |
| Advanced DATASHARE | May 4 | Des Plaines | Attached Resource Computing | May 11 | San Antonio |
| | May 11 | San Antonio | | June 15 | San Antonio |
| | June 22 | San Antonio | | July 13 | New York |
| | July 27 | San Antonio | | July 20 | San Antonio |
| | | New York | | | Des Plaines |
| Introduction to Datapoint Programming | May 4 | New York | Resource Management System | May 18 | San Antonio |
| | May 11 | Seattle | | June 8 | San Mateo |
| | May 18 | San Antonio | | June 15 | New York |
| | June 1 | San Mateo | | June 6 | San Antonio |
| | June 8 | Atlanta | | July 6 | San Antonio |
| | June 15 | Des Plaines | | July 27 | New York |
| | | San Antonio | | | San Antonio |
| | | New York | Basic LDCS | May 11 | San Antonio |
| | July 6 | Denver | | July 27 | San Antonio |
| | July 13 | Des Plaines | Advanced LDCS | June 22 | San Antonio |
| | July 27 | New York | Snap 3 Assembler | May 11 | New York |
| | | Arlington | Automatic Call Distributor | June 1 | San Antonio |
| | | San Antonio | | June 6 | San Antonio |
| | | San Mateo | Electronic Message System | June 8 | San Antonio |
| Word Processing | May 4 | San Antonio | | July 13 | San Antonio |
| | May 11 | New York | | | |
| | May 18 | Arlington | | | |
| | May 30 | San Mateo | | | |
| | June 1 | San Antonio | | | |
| | | New York | | | |
| | | San Antonio | | | |
| | | New York | | | |
| | | San Antonio | | | |
| | | New York | | | |

Trade Shows 1981



Any OEM or Datapoint Representative may rent the demonstration equipment, pending availability. Reservations are required six months in advance to ensure equipment usage on desired dates. For information contact Bonnie Cushman at (512Z) 699-7059.

c - sponsored by Datapoint
* - sponsored by other than Datapoint

| | | |
|------------------|--|--------------------|
| * May 12-14 | National Assoc. of Durable Medical Equipment Companies (FPM Computer Services) | Las Vegas, NV |
| * May 19-23 | SE Indp Oil Marketers (General Information Services Inc - GISI) | Nashville, TN |
| * May 21-22 | ACA Data Processing Seminar (American Collectors Assoc.) | Houston, TX |
| c Jun 2-4 | International Communication Association | Washington, DC |
| * June 6-10 | American Newspaper Publishers Assoc. (Whalen Computers) | Atlantic City NJ |
| * June 11-13 | Florida Independent Insurance Agents (MATRIX Insurance Svcs) | Disney World, FL |
| c June 23-25 | Comdex/Spring '81 (OEM) | New York, NY |
| * July 8-10 | ACA International Convention (American Collection Assoc.) | Chicago, IL |
| * July 9-11 | Texas Indp. Insurance Agents Conv. (MATRIX Insurance Services) | San Antonio, TX. |
| * July 16-19 | Professional Insurance Agents of Texas (MATRIX Insurance Services) | Dallas, TX. |
| * July 21-24 | Louisiana Oil Marketers (General Information Services Inc. - GISI) | New Orleans, LA. |
| c July 22-25 | National Office Machine Dealers Association (NOMDA) | Las Vegas, NV. |
| * July 27-31 | National Convention of State Legislatures (Dir. National Accts.) | Atlanta, GA. |
| * Aug. 5-8 | National Shorthand Reporters Assoc. National Convention (Baron Data Systems) | San Francisco, CA. |
| * Sep. 15-17 | National Business Aviation Annual Convention (Computerware, Inc.) | Anaheim, CA. |
| c Sep. 15-18 | Securities Industry Assoc. | New York, NY |
| c Sep. 23-26 | Telecommunications Association | San Diego, CA. |
| * Oct. 2-4 | National Office Products Show (Continental Data Systems) | Chicago, IL. |
| * Oct. 15-17 | Professional Insurance Agents National Convention (MATRIX) | Washington, D.C. |
| * Oct. 18-21 | California Independent Insurance Agents Convention (MATRIX) | Palm Springs, CA. |
| * Oct. 19-21 | Joint Meeting of American Society of Pathologists & American College of Pathologists (Medical Systems International) | Las Vegas, NV. |
| c Oct. 20-22 | Communication Management Assoc. | Port Chester, NY. |
| * Oct. 25-28 | Mortgage Bankers Assoc. (RADIX) | New Orleans, LA. |
| * Oct. 30-Nov. 5 | Annual Meeting of American Assoc. of Blood Banks (Holly Cove, Inc.) | Chicago, IL. |
| * Nov. 1-4 | DPMA San Francisco '81 (Datapoint San Francisco Branch) | San Francisco, CA. |
| * Nov. 4-6 | National Oil Jobbers Council (General Info Systems, Inc. - GISI) | Philadelphia, PA. |
| * Nov. 9-12 | US League of Savings and Loan Association National Convention (RADIX Corporation) | New York, NY. |
| c Nov. 17-19 | SE Telecommunications Association | |
| c Nov. 19-22 | COMDEX | Las Vegas, NV. |
| * Dec. 14-16 | International Foundation for Employee Benefits Plans - EDP Conference (ADSERV) | Hollywood, FL. |



DATAPPOINT

OUT-THINK #T41

9725 Datapoint Drive

San Antonio, Texas 78284