



**Sales Guide**  
**Internal Use Only**

**HP 3000 Computer Systems**  
**June 1993**

# HP 3000 Product Update

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## Chapter 1. Executive Overview

### **Midrange repricing and new Series 987/150**

The new Series 987/150SX and 987RX further expand the performance range of the 9X7 family. With 30% - 40% greater performance than the 987, the 987/150RX and 987/150SX set a new standard for performance in a midrange package and set the stage for the next advance . . . a 2-way multiprocessing 9X7 system. In addition, selected 9X7 systems have been repriced for greater competitiveness. For details, see chapter 2.

### **Corporate Business Systems repricing and futures update**

HP 3000 Corporate Business Systems have been repriced for greater competitiveness. In addition, customers who order today will receive an upgrade to PA-RISC 7100-based processors for very minimal cost. For full details, see chapter 3.

### **IMAGE/SQL now available with full read/write SQL access**

IMAGE/SQL now provides full read and write access through the SQL interface. In addition, all TurboIMAGE customers currently on support contract will be automatically updated to IMAGE/SQL. For details, see chapter 4.

### **Applications Update**

An update on new application solutions available for the HP 3000. See Chapter 5 for details.

### **Networking price reductions, NetWare benchmark results**

Effective June 1, the prices for Network Services (NS), NetWare for the HP 3000, and the DTC16iX LAN Multiplexor have been reduced. In addition, a new ARPA Services bundle has been created that includes Telnet and FTP, providing an effective price decrease for ARPA Services on the HP 3000. Also, industry-standard benchmarks show that NetWare for the HP 3000 provides sizzling performance. HP 3000 customers can order a free trial copy of NetWare for the HP 3000 which is good for 60 days. For details, see chapter 6.

### **New Windows Client**

The new Windows Client 425SX, a PC client workstation featuring 486 processor power for the desktop, can be completely managed from an HP 3000 server. The new Windows Client has no internal disk and uses disk space on the server for software and data, thus eliminating the major issues in the PC environment; data backup and software licensing. For details, see chapter 7.

### **New high-end printers**

HP introduced 4 new high-end printers on April 5. Providing performance ranging from 100 to 210 pages per minute, these new printers match the top-end performance available from IBM mainframe printers. For details, see chapter 8.

### **New Vectra PCs**

HP announces five new Vectra PCs. See Chapter 9 for details.

**New Product Summary**

<b>New Product</b>	<b>CPL Date</b>	<b>Availability</b>
Series 987/150SX, RX	June 1	Q4
Series 987RX	June 1	July
IMAGE/SQL	N/A	December 1992 - Read Access August 1993 - Read/Write Access
Windows Client	July 1	Summer 1993
High-End Printers	April 1	April
New Vectra PCs	June 1	June

## Chapter 2. Midrange Update, New 987/150 Systems

### New high-performance 987/150RX and 987/150SX

#### Executive summary

The 9x7 family of systems has been extended with the introduction of the 987/150RX and 987/150SX which provide up to 40% more performance than the 987SX. Shipments are expected to begin in September.

In addition to these products, an RX version (four I/O slots) of the 987 is now available and the 987SX has been repriced, effectively replacing the 977SX in the product line. Future enhancements to the 9x7 family include two-way multiprocessing which is expected to be available in the first quarter of 1994.

#### Product description

The 9x7 family of systems is now more attractive than ever with the introduction of the 987/150. A combination of the PA-7100 RISC processor currently used in the 987 and an increased cache of 1 megabyte boosts performance to 1.3 to 1.4 times 987 performance while consistent packaging maintains simple field upgradability within the product family. The 987/150 will ship with the same configurability as the other high-end 9x7 systems. For details see the July 1993 HP 3000 Configuration Guide (P/N 5091-7438E).

Extending the 9x7 family provides customers with the broadest field upgradable growth path in the industry. In the same span of performance, by contrast, AS/400 customers must perform two box-swaps. In addition to providing 9x7 customers with an extended growth path, 948, 958, 949, 950, 955, and 960 customers have an excellent opportunity to move to the 987 or 987/150 for a 2.2 to 4.5 times performance increase.

#### Ordering information

Please refer to the June 1993 HP 3000 Price Guide or Ordering Guide for product details.

#### Where to go for more information

Publication Number	Topic
5091-7458EN	June 1993 Ordering Guide (outside U.S.)
5091-7199EUS	June 1993 Price Guide (U.S. only)
5091-7438E	July 1993 Configuration Guide
5091-7439E	HP 3000 9x7 Data Sheet

## The HP 3000 Family of Integrated Systems

These systems provide high-value computing performance for up to 1700 logged-on users.



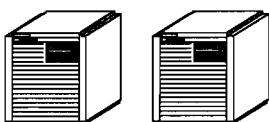
**987/150RX**    **987/150SX**

- 4.5 x 947
- 100/160/256/1700 users
- 1 GB disk (std)  
68/98 GB maximum
- 64 MB memory (std)  
768 MB maximum



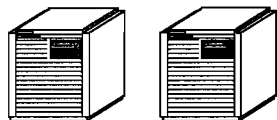
**987RX**    **987SX**

- 3.2 x 947
- 100/160/256/1700 users
- 1 GB disk (std)  
68/98 GB maximum
- 64 MB memory (std)  
768 MB maximum



**967RX**    **967SX**

- 2.0 x 947
- 100/160/256/1100 users
- 1 GB disk (std)  
68/98 GB maximum
- 64 MB memory (std)  
512 MB maximum



**957RX**    **957SX**

- 1.6 x 947
- 64/100/160/256/850 users
- 1 GB disk (std)  
68/98 GB maximum
- 64 MB memory (std)  
384 MB maximum



**947LX**    **947RX**    **947SX**

- 1.0 x 947
- 100/160/256/530 users
- 1 GB disk (std)  
40/68/98 GB maximum
- 64 MB memory (std)  
192/384/384 MB maximum



**937LX**    **937RX**    **937SX**

- 1.0 x 947
- 32/40/64 users
- 1 GB disk (std)  
40/68/98 GB maximum
- 32 MB memory (std)  
192/384/384 MB maximum



**927LX**

- 1.0 x 947
- 20 users
- 1 GB disk (std)  
40 GB maximum
- 32 MB memory (std)  
192 MB maximum



**917LX**

- 1.0 x 947
- 8 users
- 1 GB disk (std)  
40 GB maximum
- 32 MB memory (std)  
192 MB maximum

## Questions & Answers

***The 987SX and 987/150SX are based on the same processor, yet a 40% performance increase is claimed. Does cache memory make that much of a difference?***

Yes, MPE/iX is very effective at using larger caches. This relationship already exists in the 9x7 family with the 957 and 967 products. Both utilize a 48 MHz processor, but the 967, with 512Kb of cache compared to the 128 Kb cache of the 957, provides 25% greater performance.

***Why is the MP version not available until 1994?***

The high-end performance of the 9x7 family has typically been extended by 30% per year consistent with the growth requirements of our customer base. Supporting the 987/200 in Q1 1994 meets the needs of high end 9x7 customers and allows HP to invest in other short-term projects to enhance the HP 3000 platform.

***With the introduction of the 987/150, why should I ask my customer to buy a Corporate Business System?***

The 9x7 provides limited I/O connectivity compared to the Corporate Business Systems. The Corporate Business System is designed for customers with high growth rates and heavy I/O requirements not required by 9x7 customers.

***Will Premier Account Support be made available for 9x7 systems?***

The addition of Premier Account Support for 9x7 systems is currently being evaluated with pricing and availability expected to be announced in the coming months.

## What's new for the 917 - 947 systems!

### New competitive 927LX price

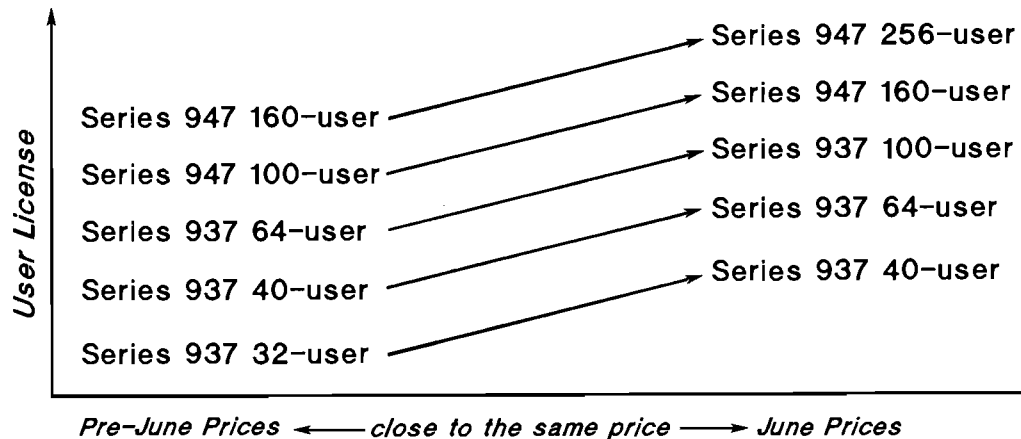
The price of the 927LX has been reduced to maintain competitiveness with 9-20 user configurations. The prices for the 917LX system and its field upgrade to the 927LX are unchanged. Customers buying a 917LX should now consider buying the 927LX at a small price premium versus upgrading to the 927LX later at a higher upgrade price.

### New lower O/S and DBMS user license pricing

The user license prices for the operating system and databases have been reduced for the 927-947 systems. Customers can now opt to buy the next larger user license on the 937 and 947 at close to the same budgeted price.

For example, the new price for the Series 937RX 40-user system is now only slightly higher than the old price for the Series 937RX 32-user system.

### Buy next larger user license at close to the same budgeted price



### New hardware prices

The 937RX and SX prices have remained largely unchanged, due to increases in the RX and SX chassis prices. The 937 4-slot chassis price increased by \$5K to be equal to the 947 4-slot chassis price. The 937 12-slot chassis also increased by \$10K.

Overall, the 947LX, RX, and SX systems prices are reduced by 20-30%. This is due to a combination of processor price decreases, user license price decreases, and increased SX chassis price.

*Note:* All 9x7 price changes discussed in this section are specific to the Americas. Europe and Asia Pacific prices may differ.

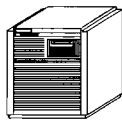
## What's new for the 957 - 987 systems!

### New reduced prices for large user licenses

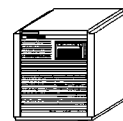
The prices of the 256 and unlimited user license for the Series 957-987 have been reduced. As a result, customers may opt to purchase the larger user license up-front. For example, the new price for the Series 967SX unlimited-user system is now just above the old price of the 967SX system with a 256-user license. In addition, the Series 957-987 incremental user license upgrades to the larger 256-user and unlimited user licenses have been reduced by 30-50%.

### Buy 9x7 with a larger user license at close to the same budgeted price

Series 957-987  
256 user license



Series 957-987  
Unlimited user license

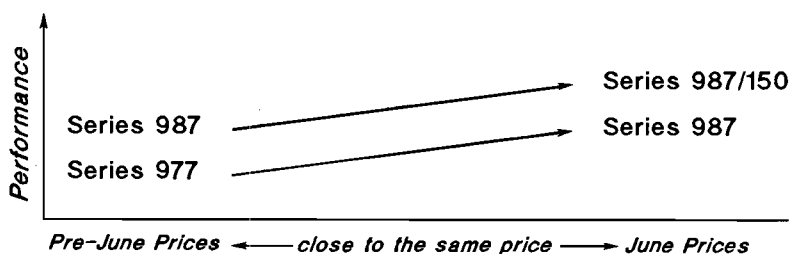


### New hardware prices

The 957RX and SX prices have remained largely unchanged. This is due to a combination of factors such as processor price decreases, minimal price changes with the entry 100-user licenses, and chassis price increases. The 12-slot chassis price increased by \$10K.

The 987SX system is now priced at the 977SX price point. Customers considering a 977 can now get the 987 at the same price with more performance. As a result of the price change, the 977 is effectively discontinued. The 987/150 systems are priced within 20-25% of the 987 systems.

### Buy a larger system for more performance at close to the same budgeted price



### New reduced peripheral and support product prices

Selected peripheral and support products have been reduced in price. They are:

- selected hardware and software support prices
- selected terminals
- 1.0 and 2.0 Gbyte SCSI disk drives
- DTC16iX

Refer to the "Closing Business in the Second Half with the HP 3000" Sales Guide (p/n 5091-7532E) for details on the new promotional pricing for selected terminals. For the other products, refer to the HP 3000 June Price Guide (p/n 5091-7199EUS) for details.



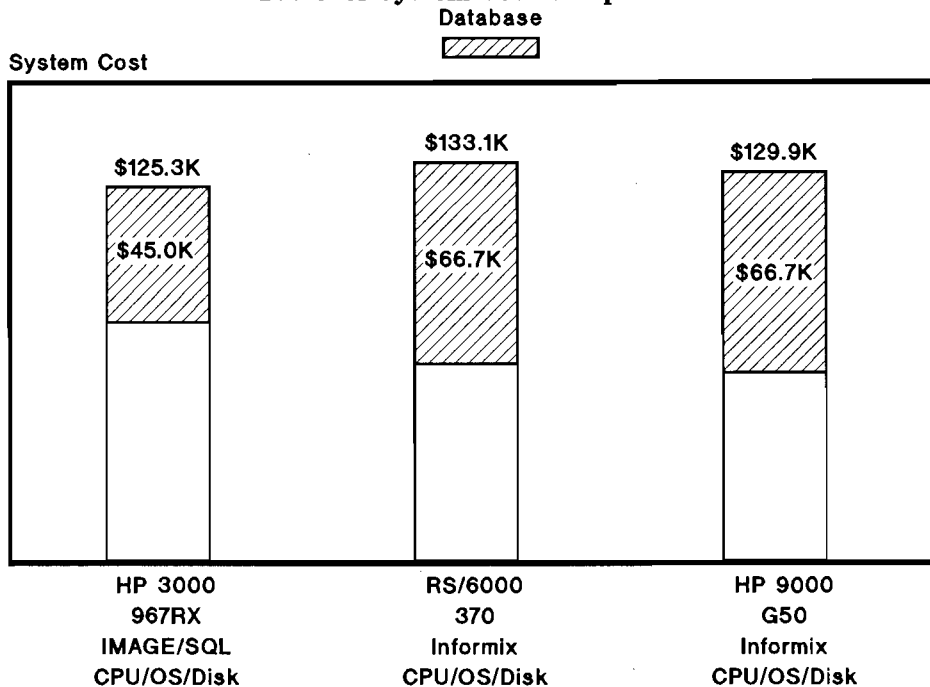
## HP 3000 priced competitively with HP 9000 and other RISC UNIX systems

### Executive summary

Although the HP 3000 appears more expensive than UNIX systems at first glance, it is, in reality, very competitive on a cost basis. First, it is important to compare prices for equivalent user performance levels, which is not always the same as equivalent hardware. Typically, an HP 3000 has a 20% or more performance advantage over an equivalent hardware UNIX system. Second, the HP 3000 system price includes many software capabilities, such as database, system management tools and other utilities, which must be purchased separately at an additional cost for UNIX systems.

The HP 3000 really shows its strength in on-line transaction processing and mixed commercial workloads. The large number of installed HP 3000's which have over 250 active users puts the proof behind this strength: other customers who are already doing it. As evidenced in the PeopleSoft benchmark detailed on the next page, it is extremely important to match comparably performing systems and to account for all configuration components such as database, memory, and disk when comparing the HP 3000 with UNIX systems. Continued tuning and joint development with our Channel Partners will ensure a continuation of the HP 3000's strong performance in running business critical applications.

### 100 User System Cost Comparison

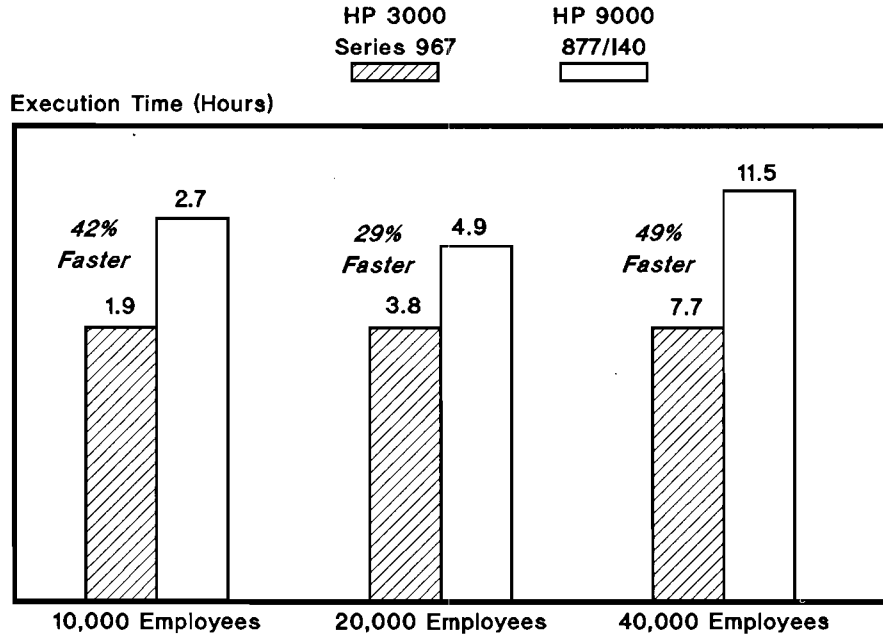


# HP 3000 Outperforms HP 9000 in PeopleSoft Payroll Benchmark

## Executive summary

In most real-life situations the HP 3000 has a performance advantage relative to the HP 9000 of at least 20% as evidenced by a recent PeopleSoft batch payroll benchmark. As these benchmarks show, the HP 9000 requires a CPU with a faster clock speed in order to achieve application performance equivalent to that of the HP 3000. The details are as follows:

## PeopleSoft Batch Payroll Benchmark Results



### HP 3000 Configuration

967 (48 MHz processor)  
 MPE/iX 4.0  
 ALLBASE/SQL F.0  
 PeopleSoft 2.00  
 MPE/iX Cobol

### HP 9000 Configuration

877/140 (64 MHz processor)  
 Logical Volume Manager 8.02  
 Oracle 6.0.34  
 PeopleSoft 2.01  
 MicroFocus Cobol 1.1

Number of Employees Paid	10,000	20,000	40,000
HP 3000 execution time	1.9 Hours	3.8 Hours	7.7 Hours
HP 9000 execution time	2.7 Hours	4.9 Hours	11.5 Hours
Delta %	42%	29%	49%
HP 3000 throughput rate (employees paid/hour)	5150	5210	4840
HP 9000 throughput rate (employees paid/hour)	3720	4050	3220

For more information

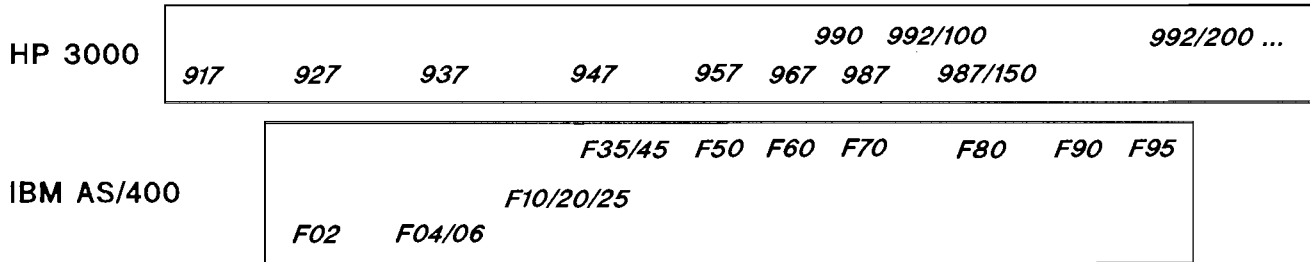
Reference the CSY Hotline using subject "PSBENCH".

# Winning against the AS/400

## Executive summary

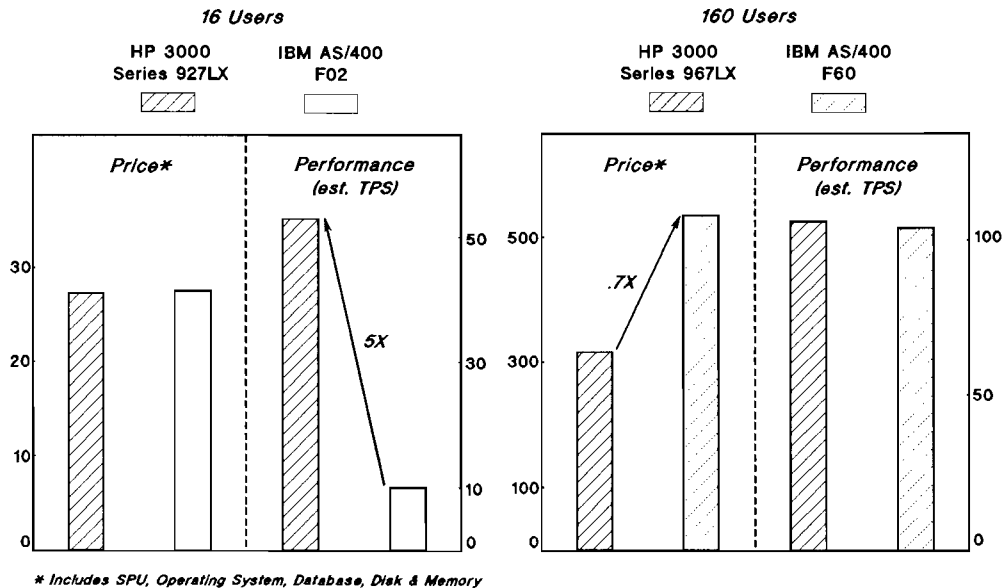
The competition encountered most often will be IBM's AS/400. With the recent F-Series announcement, the chart below illustrates how the AS/400 family now lines up with the HP 3000 family.

### Competitive Positioning



With 9x7 system price changes, the HP 3000 continues to be competitively priced against low-end AS/400 systems with performance advantages of 50-100% due to RISC technology. When competing in the midrange and high-end, the HP 3000 continues to have a significant price advantage versus the AS/400 for comparable performance.

### HP 3000 versus AS/400



Two trends should be noted in IBM's approach to doing business with the AS/400. The first is IBM's tendency to underbid systems for a given configuration -- refer to ComputerWorld reprint, "Upgrades, service top AS/400 users' concerns", publication number 5091-1069E. The second is IBM's willingness to drastically cut margins at the low-end of the AS/400 family with the expectation of recouping the lost profits as customers upgrade through the AS/400 family.



## Chapter 3. High-end Update

### Corporate Business System more competitive than ever in the Data Center

#### Executive summary

The Corporate Business System is more competitive than ever with a new 100-user entry point and standard memory of 128Mb.

New customers can reap the benefits of the Corporate Business System today with a strong commercial functionality advantage over the DEC ALPHA AXP systems.

For current customers, the net price to upgrade 980/100 systems to the Corporate Business System 992/100 is reduced by 13%. Furthermore, customers can take advantage of a \$50K savings via a 980 return credit incentive towards the purchase of a Corporate Business System with shipment by 10/31. See the "Closing Business in the Second Half with the HP 3000" Sales Guide (p/n 5091-7532E) for details.

#### Competitive entry configuration

All Corporate Business Systems now come standard with a 100-user license and 128MB of memory, providing a lower price point into the Corporate Business System platform. The 128-user license is no longer offered on the 99x systems. Both the user license and memory may be increased via system options.

#### Corporate Business System re-priced for new business

With the new 100-user license and standard 128 Mb of memory, the Corporate Business System 992/100 DX system entry price is reduced by 30%, resulting in increased competitiveness as data center solutions and mainframe alternatives. The entry prices for the non-DX versions of the Corporate Business System are reduced by 35-45%.

#### Corporate Business System re-priced for repeat business

Both the list prices for the Corporate Business Systems and the 980 return credits have decreased. In particular, the 980/100 return credit reduction has resulted in a small net price decrease of about 13% when upgrading to the 992/100 (with 192 Mb of memory). This also protects the field's net quota and commission.

*Note:* HP 3000 systems are returned for credit with the standard configuration. For example, included in the return of the 980/100 system is 192 MB of memory, 2 memory controllers, 2 HP-IB device adapters, etc. (regardless of the standard memory configuration in the new system purchase).

#### Reduced memory prices

Corporate Business System memory pricing has been reduced by 50%. In addition, option memory and standalone memory are now priced the same.

*Note:* Prices discussed in this section are specific to the Americas. Europe and Asia Pacific prices may differ.

## **Beating the Competition**

DEC still has not published any performance information on the ALPHA AXP systems. It is projected that the DEC ALPHA AXP 7000 Model 610 will match the performance of the 992/100. The DEC OpenVMS AXP operating system will initially provide less commercial functionality and support mostly older peripherals compared to the current OpenVMS VAX operating system. The Corporate Business Systems have been priced at a small premium over DEC ALPHA AXP while providing more functionality and capability.

IBM recently announced 30-40% performance improvements at the top-end of the AS/400 product line: F80, F90, and F95. The 9x7 systems are positioned to compete against the entire AS/400 family. The Corporate Business Systems deliver greater performance, configurability, and growth path over the top-end AS/400 models. The entry Corporate Business System models are priced competitively with the top-end AS/400 models while continuing to be a fraction of the cost of IBM's ES/9000 mainframe systems.

## **New developments for the HP 3000 platform**

### **Promotional terminal price reductions**

To offer competitively priced systems solutions and terminals for both new business and upgrades, the Terminal Promotion Program provides 20% discounts on the 700/96 and 700/96ES terminals. This is a great opportunity to attract more price sensitive customers. See the "Closing Business in the Second Half with the HP 3000" Sales Guide (p/n 5091-7532E) for details.

### **Electronic support bundled with the HP 3000**

To beat the competition's claim of "zero-dollar" or "low-cost" software support, HP now provides free electronic support on each new HP 3000 system purchase. This includes HP SupportLine, HP's on-line technical database. Also, the price of per-incident HP PowerPatch tapes (p/n 50757A) has been reduced by 75% to a nominal charge of \$100 to make it easier for customers to keep their systems up to date with the latest software patches and fixes. For more details, contact the Sales Response Center Support Line.

The combination of free electronic access to HP SupportLine and drastically reduced HP PowerPatch prices allows cost-conscious customers to receive low cost support at the initial installation of their systems, resulting in competitive system cost of ownership pricing versus the AS/400 for small configurations. For larger configurations requiring more than "basic" level support, customers should purchase an HP support contract that includes software phone-in assistance, software updates, or on-site assistance.

### **Standalone disk price reductions**

Prices have been reduced by 26% for the 1 Gbyte SCSI disk drive and 17% for the 2 Gbyte SCSI disk drive. Refer to the HP 3000 June Price Guide for details.

## Customers Should Buy Corporate Business Systems Today

### Executive summary

Through the use of PA-RISC 7100 chip technology and up to 8-way multiprocessing in the Corporate Business System, the top end of the HP 3000 product line will greatly increase in performance by the first calendar quarter of 1994. This 8-way multiprocessor implementation is provided in the same Corporate Business System cabinet shipping today and today's 990 and 992 customers will be able to field upgrade to the new PA-RISC 7100 chip technology systems for less than \$50,000 (see chart at bottom of page).

### 8-way PA-RISC 7100 implementation

The implementation of PA-RISC 7100 chip technology in the Corporate Business System uses only one processor board slot for each pair of processors. This modularity enables expansion to 8-way multiprocessing using the current Corporate Business System packaging with no modification to system memory capacity or I/O configurability. The combination of 8-way multiprocessor and PA-RISC 7100 chip technology is expected to approach 2 times the performance capacity of today's 992/400.

### Supports larger applications, consolidations, mainframe alternative opportunities

This significant increase in performance will allow your customers to consolidate multiple Series 980 systems and other HP 3000s into a single Corporate Business System. And large applications that exist on 990 and 992 systems today can be expanded to include even larger numbers of users. With performance greater than 90% of the IBM mainframe systems installed and almost all of the IBM ES/9000s offered, the Corporate Business System is also your most viable mainframe alternative solution.

### You can sell the 990 and 992 today

Use this increase in system performance to sell today's top end with assurance that the HP 3000 will grow with all of your customers' increasing performance needs. Your customers who prefer the latest in chip technology from HP should not wait for the PA-RISC 7100 version. A "bridge" program allows 990/992 customers to field upgrade to the PA-RISC 7100 systems at low cost.

To take advantage of the bridge promotion, PA-RISC 7100 field upgrade orders must be placed before April 30, 1994. Ordering details will be provided when the PA-RISC 7100 chip version of the Corporate Business System is formally introduced. However, if your customer wants a ballpark price to upgrade, the following Not-to-Exceed prices may be quoted or discussed now.

### PA-RISC 7100 Corporate Business System not-to-exceed upgrade prices from 990/992

Upgrade	Not To Exceed Price
1-way to 1-way	\$20,000
2-way to 2-way	\$30,000
3-way to 3-way	\$40,000
4-way to 4-way	\$50,000

## High End Update Questions and Answers

***When will the PA-RISC 7100 based HP 3000 Corporate Business Systems be introduced? When will they be orderable?***

This introduction will take place sometime closer to the first shipment of these systems, which is currently scheduled for the first calendar quarter of 1994. They will be orderable at introduction. Current sales efforts should focus on the 990 and 992 shipping today.

***Will customers be able to mix PA-RISC 7100 based boards with their current 990/992 boards?***

No, customers must return their current 990/992 boards when moving over or upgrading to the PA-RISC 7100 based Corporate Business Systems.

***Will HP still offer the current 990/992 after the PA-RISC 7100 based systems have been introduced?***

No. The PA-RISC 7100 version of the Corporate Business System will replace the current offering at that time. Customers who own or buy today's 990 or 992 systems will move over to the PA-RISC 7100 version when they field upgrade to a higher degree of multiprocessing and customers who only want the latest technology can take advantage of the low cost bridge program.

***What do I tell my customer who is upset that HP "obsoleted" his system not long after they shipped it?***

HP's continued investment in new technologies to extend and improve the HP 3000 product line is to our customers' advantage. Our increase in performance allows us to meet customer processing needs as their businesses grow. Updating the processor in the Corporate Business System is not unlike the continued enhancements in the 95x/960/980 package, which enhanced customers' initial investments.

***What is the performance increase my customer can expect by just moving over to the PA-RISC 7100 based version of the Corporate Business System?***

The PA-RISC 7100 based Corporate Business System should be positioned as performance upgrade only as part of an increase in the number of processors in the system. Although the PA-RISC 7100 chip technology is faster than that in today's 990/992, the combination of this new technology and a higher level of multiprocessing is recommended for the performance improvement necessary to add users, expand applications, or relieve performance constraints.

## Chapter 4. IMAGE/SQL Adds Write Capability

### Executive summary

The IMAGE/SQL upgrade program is on track. Current customers began upgrading in May with read access and the addition of write access is scheduled for the August timeframe.

### Industry-standard SQL database interface

IMAGE/SQL provides easy SQL relational and client/server access to IMAGE databases. SQL is the standard language used with nearly all relational databases today and is also supported by ALLBASE/SQL, HP's relational database. IMAGE/SQL provides IMAGE users with a standard SQL interface while protecting investment in current applications.

### Remember, key tools supported with IMAGE/SQL

In addition, with IMAGE/SQL the following client/server tools are supported:

- Impromptu from Cognos (decision support tool)
- Quest from Gupta Technologies (decision support tool)
- HP Information Access for Windows (decision support tool)
- Forest & Trees from Trinzic (management information tool)
- Powerbuilder from PowerSoft (application development tool)
- Gupta SQLWindows (application development tool)

**IMAGE/SQL ... Reap relational client/server benefits from your IMAGE investments**

### Decision support

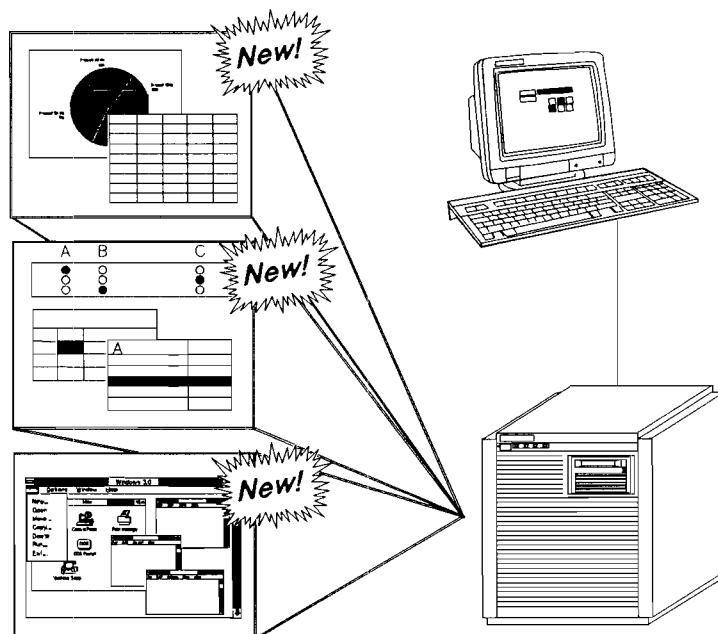
- Cognos Impromptu
- Gupta Quest
- HP Information Access for Windows

### Executive information

- Trinzic Forest & Trees

### New application modules

- Gupta SQLWindows
- Powersoft Powerbuilder



### IMAGE investments are fully protected

- runs existing IMAGE applications
- no change to database administration
- leverage existing application expertise



**IMAGE/SQL upgrade program**

IMAGE/SQL with read capability began shipping standard with new HP 3000 systems in December, 1992. Existing customers are being upgraded through the IMAGE/SQL Upgrade Program which began with the May 1st renewal of support contracts. Write access will be available in the August, 1993 timeframe via patches to MPE/iX 4.0 and MPE/iX 4.5.

**For additional information**

A new data sheet explaining the advantages of IMAGE/SQL is available from the Literature Distribution Center using part number 5091-7452E. Additional information can be obtained by sending a message to the CSY Hotline using subject "IMAGESQL".

## Chapter 5. Applications Update

### "Who's New on the HP 3000?" - Channel Partners available NOW

See "Closing Business in the Second Half with the HP 3000" Sales Guide (PN# 5091-7532E) for Lead Generation programs with Channel Partners

**ASK - MANMAN/X**  
**Contact: John Kemper**  
**(415) 694-3605**

"Next Generation" manufacturing software (4GL, Client/Server) from one of HP's strongest MRP solution providers.

**Computron - N-dimensions,**  
**EPIC**  
**Contact: Brad Wagaman**  
**(201) 599-5498**

Advanced solution for imaging, workflow management, and image-enabled financial applications.



**Datalogix - GEMMS**  
**Contact: Brad Wagaman**  
**(201) 599-5498**

Oracle-based Process/MRP solution, particularly well-suited for Chemical, Pharmaceutical, and Packaged Goods companies.

**Dun & Bradstreet - DF/DRP**  
**Contact: Lynn Sauder**  
**(404) 246-5230**

Mainframe-class solution for logistics/distribution needs of sophisticated manufacturing companies. Available only on mainframe and HP 3000.

**PeopleSoft - PeopleSoft**  
**Contact: Jim Pinsky**  
**(415) 694-3553**

Industry-leading client-server solution for accounting/financials. Complements existing HR solution on the HP 3000.

**Ross - various**  
**Contact: Peter Yung**  
**(617) 221-5181**

Ross, a leading DEC ISV for many years, has ported its financial, manufacturing and distribution solutions to the HP 3000.

**SAP - R/3**  
**Contact: Bob Crum (West)**  
**(415) 694-3665**

Enterprise-wide, client/server solution for integrating various types of companies, especially manufacturers.

**Contact: Bob Bunting (East)**  
**(908) 562-6259**

## Major Applications Available on the HP 3000

	Graphical User Interface	Client/ Server		Graphical User Interface	Client/ Server
<b><u>Manufacturing</u></b>			<b><u>Services</u></b>		
<b>ASK – MM/X</b>	✓	✓	American International		
<b>Ross</b>	✓	✓	Healthcare		
D&B AMAPS			Carter Pertaine/Delta**	✓	✓
<b>Datalogix</b>	✓	✓	Computrac	✓	✓
Fourth Shift	✓	✓	COTT		
JIT Resources	✓	✓	Collier-Jackson/Newspaper	✓	✓
Jobscope			FDP	✓	✓
QAD**	✓	✓	Gerber Alley		
Q-CIM			IDP	✓	✓
SAP R/3**	✓	✓	Inlex		
Silton			SFG/Nissi*		
Spectrum		✓	PSSI	✓	✓
Western Data Systems			Summit	✓	✓
			VTLS	✓	✓
<b><u>Distribution</u></b>			<b><u>Accounting/HR</u></b>		
BSA/Acxiom	✓	✓	Collier Jackson	✓	✓
<b>Cardinal Data/Ross</b>	✓	✓	<b>Computron</b>	✓	✓
<b>D&amp;B DF/DRP</b>			Cyborg	✓	✓
DRC	✓	✓	Mitchell Humphrey	✓	✓
<b>SAP R/3</b>	✓	✓	Oracle: Financials	✓	✓
SATCOM	✓		<b>PeopleSoft</b>	✓	✓
Smith Gardner	✓		<b>Ross</b>	✓	✓
			<b>SAP R/3</b>	✓	✓
			Smith, Dennis & Gaylord	✓	✓
<b><u>Development Tools</u></b>					
Cincom Mantis**	Infosoft		Oracle	Progress**	
Cognos	Ingres		<b>PacLan*</b>	Quest	
IBI	NewWave Access		Powercase	<b>Software AG (DB only)</b>	
Speedware	Novell		Powersoft	<b>Uniface</b>	

### Recently available

\* New (Shipping by end of Q3 FY93)

\*\* Shipping by end of Q4 FY93

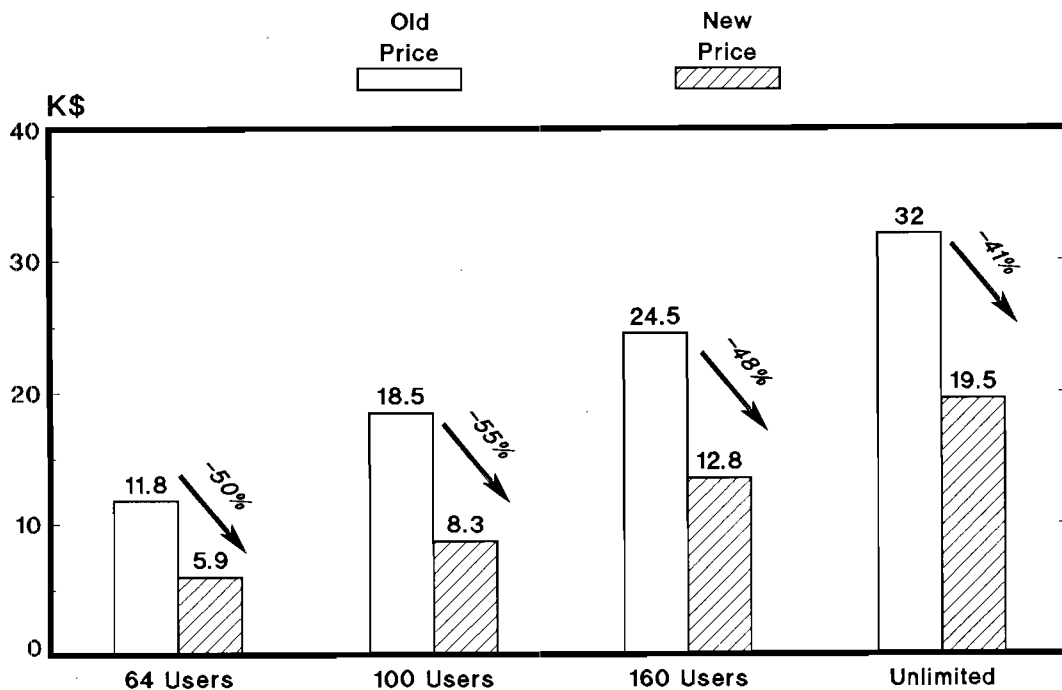
## Chapter 6. Networking Update

### NS and ARPA Repriced

#### New NS pricing

To continue to enhance the competitiveness of the HP 3000, the user-based tier prices of Network Services (PN# 36920A) have been reduced by up to 55%. This new pricing will reduce the overall cost of ownership of the HP 3000 and improve overall customer satisfaction. The new pricing is effective June 1, 1993.

**Network Services Price Decreases - Effective June 1, 1993**



#### New ARPA Services SSP Bundle

A new ARPA Services Structured Solution Bundle, effective June 1, 1993, has been created to replace the ARPA/40 Services (PN# 36955A) and ARPA/80 Services (PN# 36956A) products which are being discontinued September 1, 1993 and June 1, 1993, respectively. The ARPA Services SSP bundle (PN# J2258A) reduces the cost of ownership for customers that require both the ARPA File Transfer Protocol product and the ARPA Telnet product for interconnecting their HP 3000 systems in a multivendor environment. The solution adjustment for the SSP is 20%.

#### DTC price reduction

The DTC16iX LAN Multiplexor, the new DTC for the HP 3000 that supports HP's AFCP protocol, has been reduced in price from \$2900 to \$2160 U.S. List. This change lowers the RS-232 direct connect port price down to \$135 from \$181, comparing equitably to competitive MUX-based products.

## If you think the HP 3000 ISN'T a great NetWare server... Think Again

### Executive Summary

Some HP 3000 customers are today in the process of installing PC LANs. Many of these customers believe that the best server for their PC LAN is a PC. Unfortunately, these customers are overlooking an excellent solution that they already have, a solution that provides outstanding performance as well as as unequalled value-added capabilities (e.g., high availability, data integrity, back-up, security, scalability, etc...) ... their HP 3000.

In keeping with the HP 3000's commitment to provide a competitive NetWare server solution (e.g., recent performance enhancements), customers can now purchase NetWare for the HP 3000 at new reduced prices as well as take advantage of a new FREE 60 day trial offer.

### HP 3000 NetWare pricing now aligns with PC NetWare pricing

Effective June 1, 1993, the user-based prices of NetWare for the HP 3000 (PN# 32020A) have been reduced by up to 45%. With this announcement, the pricing of NetWare for the HP 3000 is now aligned with the pricing of native NetWare running on a PC-based server.

The HP 3000 provides a cost effective NetWare server solution compared to the costs of having to purchase a viable PC-based server and native NetWare, especially for customers that are adding NetWare into their existing HP 3000 environment.

### New *FREE* NetWare for the HP 3000 trial offer

A FREE trail copy of NetWare for the HP 3000 is now available on the HP Corporate Price list. The trial copy permits customers to evaluate NetWare for the HP 3000 for 60 days in their own business environment. The customer can take two full months to compare, assess and appraise NetWare for the HP 3000, at no cost or obligation.

The trial copy provides the full functionality of the NetWare for the HP 3000 product (full manual set included). The trial copy product uses a timer technique that allows use of the product for 60 days. The trial copy's 60 day clock starts ticking once the product installed. MPE/iX release 4.0 is required to use the trial copy product.

As a special bonus, the NetWare for the HP 3000 trial copy product includes Quest Software's NBSpool trial copy product. NBSpool allows HP 3000 applications to print to any printer on a Novell network. The NBSpool product works with the NetWare for the HP 3000 product to allow spool files to be routed to any Novell server or print queue.

To receive the trial copy product the customer must order the NetWare for the HP 3000 trial copy product (PN# J2253A). If the customer wishes to continue using NetWare for the HP 3000 beyond the trial period, the customer must purchase the standard NetWare for the HP 3000 product (PN# 32020A).

For further information on the NetWare for the HP 3000 trial copy contact the Sales Response Center at (408) 447-4444.

### NetWare performance

The HP 3000 running NetWare for the HP 3000 provides outstanding NetWare server performance. Test results show that with 40-50 simulated users throughput performance surpasses a Intel based 386/486 PC running native NetWare. The HP 3000 running NetWare also outperforms HP 9000 Business Servers. In addition, as more users are added, throughput degradation (i.e., increase in response time) occurs more slowly on a HP 3000 running NetWare than on a 386/486 PC and HP 9000 Business Servers.

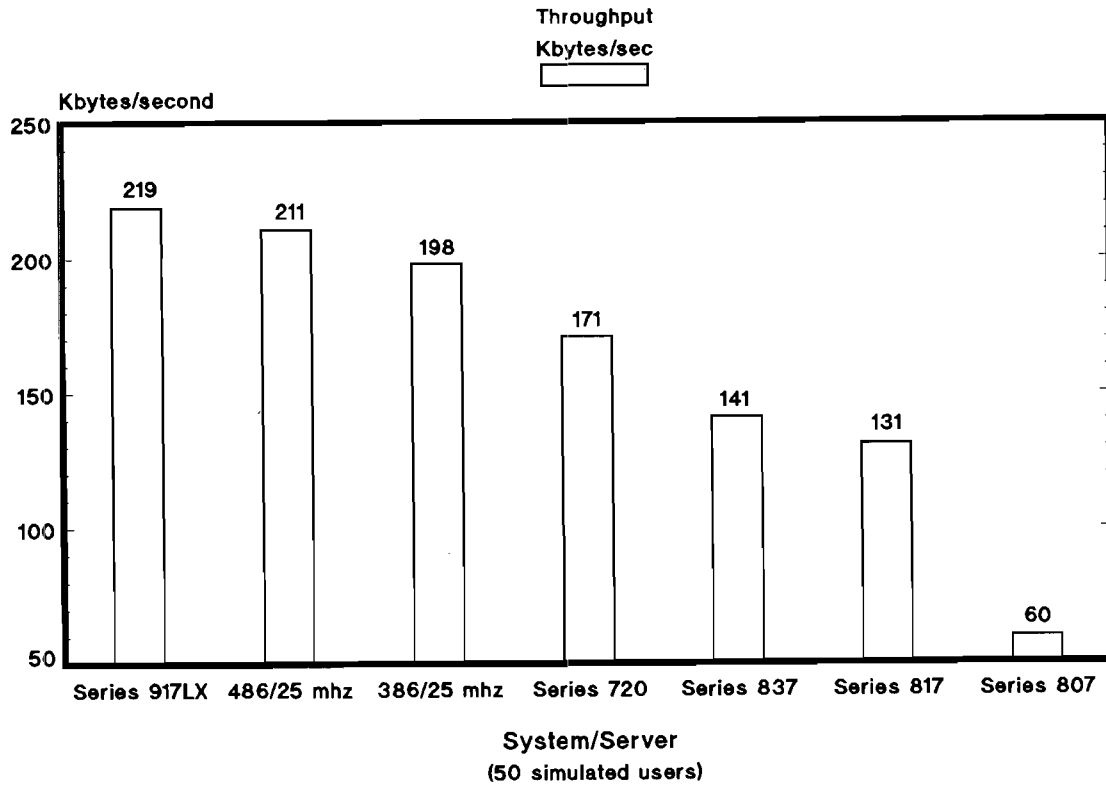
### Ordering Information

The NetWare for the HP 3000 performance enhancements are available as a MPE/iX 4.0 release patch. (*Free trial copies include the performance enhancements.*)

### Additional Information

For further information on the NetWare for the HP 3000 performance results, send a HP Desk message to the Network Hotline with the subject "NW900S".

### Netware Server Performance



### Industry-Standard PC Server Benchmark





## Chapter 7. New Windows Client

### A Whole New Breed of Client For Client/Server Computing

#### Executive Summary

This summer, the way you sell "clients" in client/server computing will change. The introduction of the HP Windows Client will allow you to upgrade the large installed base of terminal users and be more successful in DOS-based client/server sales!

The Windows Client is a low-cost, LAN-attached intelligent workstation that combines the power of a 486 personal computer with the low cost, high data security, and simplified system management of a terminal. With bundled software and integrated components, the Windows Client can have a solution price as much as 40 percent lower than comparable network configured personal computers. VEU customers can purchase a fully configured Windows Client with color VGA for as low as \$955.

Designed and manufactured by CSO, the HP Windows Client is not a part of the Vectra family and will be sold through SF 40. Because of the way low-cost products are purchased, many customers will buy the Windows Client in large quantities. A purchase order for just 100 units could contribute as much as 5 to 10 percent of your quota! With initial shipments beginning in July and off-the-shelf availability soon after, Windows Client can have a significant impact on your second half results.

Now, end users and VARs will enjoy the benefit of receiving contract leverage against their system milestones for their PC client purchases. In addition, VARs will also receive the added benefit of better margin than a typical PC as well as *Impact* program funds.

#### Windows Client solution

The HP Windows Client operates in a network environment and ships completely network ready. Supported servers include: HP 3000 or HP 9000 with Portable Netware, a PC server with either LAN Manager or Netware, or an LM/X server combined with an OS/2 LAN Manager server as the boot device.

The Windows Client employs a focused design strategy (no local mass storage or I/O expansion) and utilizes server based mass storage to boot the operating system and load Windows across the LAN. Applications, data, and PC files can reside on the server or be distributed across the network. Conceptually, the Windows Client is a fully functional, high performance network PC with the hard disk on the server. The Windows Client solution elements include:

- 25 MHz, 486SX CPU with integrated Ethernet LAN, local bus SuperVGA, and I/O; keyboard; and mouse
- 4 Mb RAM memory, expandable to 36 Mb
- DOS 6.0 and Windows 3.1 from Microsoft and Reflection 1 and 2 for Windows and RNS/HP 3000 connection from Walker, Richer & Quinn
- Choice of monochrome VGA, color VGA, Super VGA, or Ultra VGA monitor



- Target market** Target markets include existing and new HP 3000 and HP 9000 customers needing low-cost DOS clients. For customers wanting to upgrade their terminal environment to DOS and Windows, the HP Windows Client solves the MIS concerns of control, security and administration. For customers implementing client/server applications using DOS/Windows clients, the HP Windows Client offers high performance at a low cost per seat. It is also perfect for upgrading networked PC users who do not have enough processing power and don't require local mass storage. To make it easy to sell complete client/server solutions on the HP 3000, CSY will offer bundles that include the HP 3000, networking and Windows Clients.
- High data security** By moving data and applications to the server, critical information can be more reliably and efficiently backed up. The diskless configuration allows MIS to plan and control access to flexible disk devices. This helps to protect sensitive information against theft, corruption, and viruses. The option of disk mirroring and disk arrays on the server provides the high levels of data protection required for mission critical applications.
- Simplified system management** The Windows Client is easier and more cost effective to manage than a personal computer. By centralizing software installation onto the server, installation is done once by the system administrator as opposed to every user wanting access to the application. This saves time, facilitates version control and license administration, and provides a mechanism to manage consistent software upgrades across an organization.
- Silent, reliable, complete solution** The Windows Client's focused design results in a more compact and reliable workstation solution than traditional personal computers. A complete client solution is provided by integrating all the electronics, including a LAN and video interface, into a single board design. This eliminates the added cost and complexity of local disks, I/O slots, and cards used in a personal computer. By removing the disk drives and reducing the parts count, the need for a cooling fan has been eliminated. The end result is a reliable, silent desktop device that can be easily installed in a customer environment.
- Powerful terminal upgrade** Terminals can be cost effectively upgraded to a Windows Client. Every Windows Client comes standard with a license to use Walker, Richer and Quinn's (WRQ) popular Reflections block-mode and industry-standard terminal emulator products. This provides terminal users with a powerful graphical user interface which supports multiple sessions, windowing, and color. In addition to other third party terminal emulators such as Reflection 8 (IBM 3270) and Reflection X available directly from WRQ, the Windows Client provides access to the wide range of PC applications for improving personal productivity.
- Introduction plans for more information** Introduction is planned for early summer with initial shipments scheduled to begin in July. Additional communication will include an article in the June 15th Computer News, an update in the July HP Computer Newstalk, and the complete Windows Client package in an upcoming Sales Link.
- VAR recruitment/endorsement will represent a significant factor in the success of the Windows Client. To receive the Windows Client/VAR package, send an HP Desk message to *Windows CLIENT/HP4700/M1*.

## Chapter 8. New High-End Printers

### HP 5000 printers create IBM offload opportunities

#### New HP 5000 Printers

Four new HP 5000 models, plus mainframe compatibility greatly expand the role of 900 Series systems for mainframe printing offloads. The new printer models range from 100 to 210 pages per minute, matching the top-end performance available from IBM mainframe printers.

#### IBM printing compatibility

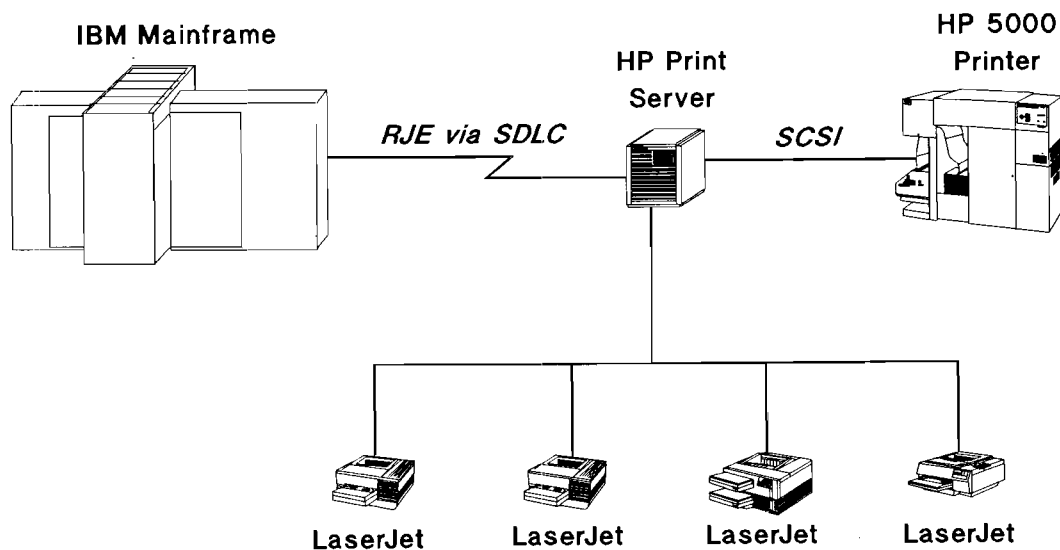
A new mainframe compatibility software product has been introduced by HP Channel Partner I-Data International. The I-Data software allows a 900 Series system to act as a remote print server to an IBM host running IBM's Advanced Function Printing (AFP) software. The AFP output is translated to HP PCL and routed to the 900 Series for spooling to HP 5000 or LaserJet printers.

The level of application integration provided by HP 5000 printers makes them the best choice for high volume printing on 900 Series systems. Furthermore, for mainframe offloads, no other vendor offers a solution that integrates so well into both HP and IBM systems environments.

For more details on HP 5000 printing solutions, including products from channel partners, please refer to the following sources:

- HP 5000 Data Sheet (April '93) P/N 5091-6770E
- HP 5000 Sales Guide (April '93) P/N 5091-6771E
- "HP5K" articles on CSY and MFA Hotline (request an index)

#### A Mainframe Print Server



## Chapter 9. New HP Vectra Desktop PCs

### Introducing 5 New Series of HP Vectra Desktop PCs

#### Executive summary

Today, HP introduces five new HP Vectra PCs that explode the product line into the most impressive and complete desktop offering HP has ever had. HP's Vectra PC computing strategy has always been based on customers' needs both now and in the future. And now with this introduction, HP continues to proactively solve the needs of corporate accounts by focusing on connected environments through:

- Networking leadership
- Trouble Free Personal Computing(TFPC)\*
- Integrated business communications solutions\*\*, and
- Aggressive pricing

#### Product description

On June 1, HP introduces HP Vectra 486 N/NI PC Series, HP Vectra 486 M & MI PC Series and the HP Vectra 486 XM PC Series.

The HP Vectra N/NI PC Series is our entry level system, positioned for mainstream to advanced users as "a complete client PC solution for connected offices" offering integrated networking(NI models), advanced local bus with accelerated video and enhanced TFPC features such as easy upgradability to Pentium Overdrive chip.

The HP Vectra 486 M/MI PC Series, for the advanced user needing additional expandability, is positioned as "the best value 486 PCs for businesses". Beyond the N/NI series feature set, the Vectra 486 M/MI series offers a new more expandable package, additional disk storage of up 900 MB, CD-ROM and PCMCIA storage technology.

The HP Vectra XM PC Series is our top performing 486 PC for advanced business communications applications. This system offers the same expandable package as the M/MI series with additional support for infrared, next generation graphics and second level cache for improved system performance.

All three new Vectra series are EPA Energy star certified. This is a new feature in the PC industry that guarantees reduced power consumption and additional dollar savings. All new Vectra desktop PCs come standard with a FREE 3 year warranty.

## Competitive positioning

HP's new products compete both on performance AND price! Don't let your customers say HP stands for HIGH PRICE any more! Our entry level system, the HP Vectra 386/33N, starts at \$779! Right in the ballpark with competitive systems from DELL, Compaq and IBM .

And as Industry consultants are showing, HP is rapidly becoming a top tier vendor in the PC market place finishing second only to DELL in unit growth rate in 1992 according to an IDC study done in April 1993.

In addition, IDC ranked HP #1 in Customer satisfaction for desktop PCs in their 1992 PC Hardware User Survey. HP is in the drivers seat NOW!

## Where to go for more information

The following literature will equip you with more information to sell HP Vectra PCs:

Price Guide	PN# 5091-6813EUS
Networking Brochure	PN# 5091-5866EUS

For other literature and information, call 1-800-752-0900 or 1-800-333-1917 (HP Fax service)

And don't forget the PC-Coop program that compensates (\$\$) you when you sell HP Vectra PCs. Ask your local SF40 Program Champion or SF12 CAR DM for more information about the program.

- \* *Trouble Free Personal Computing(TFPC) is a set of key elements delivering a "Trouble Free" kind of personal computing to meet the growing needs for easy integration of PCs into networked environments. Key TFPC elements include many features in the following areas: 1) Upgradability, 2) Serviceability, 3) Ergonomics, 4) Reliability, 5) Networking, 6) Ease of set up, 7) Graphics, 8) Security, 9) Environmental*
- \*\* *HP's business communications strategy reflects the trend towards a greater integration of different types of data(voice, audio, video, etc..) on the desktop and the need for user to be able to easily transfer that information seamlessly between computing devices for improved communication and productivity.*



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