

## The AdvanceLink Family Sales Guide: Your Key Questions Answered.

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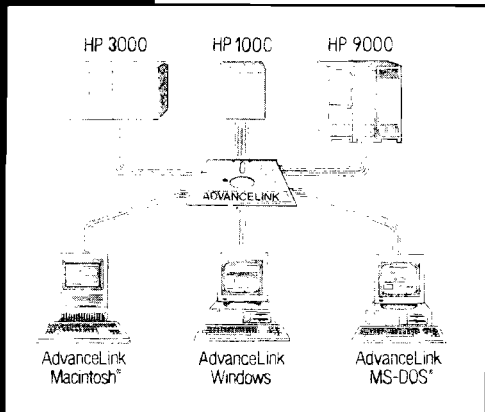
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## **What is AdvanceLink?**

The AdvanceLink family of terminal emulation and file transfer solutions provides full integration of your personal computer into your workgroup.

The AdvanceLink family now supports three of today's popular personal computing environments:

- AdvanceLink for MS-DOS®
- AdvanceLink for MS-Windows®
- AdvanceLink for the Macintosh

Providing:

- Terminal emulation capabilities for host program execution
- File transfer for data exchange
- Full command language for automating connections (AdvanceLink DOS)
- Windowing graphical interface for ease-of-use with AdvanceLink Windows/MAC

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## **Know your customers**

People who use computers to gather, analyse and communicate information:

- Have HP Vectra, IBM PS/2, PC/AT or compatible or Apple Macintosh
- Use PC and minicomputer applications
- Have access to HP 3000, HP 9000 or HP 1000 systems

## **Know what they want**

Customers want to integrate their PC into the minicomputer workgroup, removing the need for a separate terminal and simplifying their information handling tasks. They need:

- Integration of their PC and minicomputer
- Consistent, standardized data communications
- Improved productivity
- A one vendor solution
- A clear upgrade path to future products

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## Meeting the needs of your customer

### Key features and benefits

**Feature: Terminal emulation.**

**Benefit:** Allows you to take advantage of the dedicated processing power of a personal computer, while still enabling you to access centralized applications running on the host computer(s).

**Feature: File transfer.**

**Benefit:** Improved integration of the personal computer with the host. You can take advantage of the power of your workstation for local processing and store data on the host, or transfer it to another user.

**Feature: Multiple simultaneous sessions.**

**Benefit:** You can run multiple host applications simultaneously, either on a single host or multiple hosts, improving productivity and reducing the need to switch between applications. It also allows you to transfer information between applications more easily, saving time and simplifying the data transfer.

**Feature: Windowing graphical user interface.**

**Benefit:** Enables you to view multiple applications simultaneously. Removes the need for hotkey capability. Makes your existing host application look and feel like a Windows/NewWave application.

**Feature: AdvanceLink runs on either an HP Vectra (or other IBM compatible personal computer), or on an Apple Macintosh.**

**Benefit:** You can fully integrate your Apple Macintosh into your HP environment and transfer data around the network by making a connection to the host computer.

**Feature: Consistency of interface.**

**Benefit:** Reduces training requirement and support costs. Enables you to standardize on a common user interface.

**Feature: Background/concurrent processing with other applications (e.g. background file transfer).**

**Benefit:** Reduces time spent waiting for activated functions to complete processing and allows you to work on other tasks.

**HP Computer Museum**  
**[www.hpmuseum.net](http://www.hpmuseum.net)**

**For research and education purposes only.**

## AdvanceLink/Reflection™ features compared

Feature	Windows	MAC	DOS	WRQ Reflection
Native MS-Windows application	YES	N/A*	NO	NO
Command language	YES**	Q490	YES	YES
Multiple visible sessions	YES***	YES***	NO	NO
Graphics	Q490	YES	YES	YES
Multi-tasking	YES	YES	NO	NO
Hot key	N/A†	N/A†	YES	YES
Background processing	YES	YES	NO	YES
File transfer to MPE	YES	YES	YES	YES
File transfer to UNIX	YES	YES	Q490	YES
Uses LIM EMS memory	YES	N/A	NO	YES
OfficeShare LAN support	YES	YES‡	YES	YES
EICON X.25 support	YES	YES	YES	YES
XMODEM	YES	YES	YES	YES
DEC VT100 emulation	Q490	Q490	YES	YES
Native NewWave application	Q490#	NO	NO	NO

\* MAC Windowing graphical user interface supported by AdvanceLink for MAC.

\*\* Limited command language at present, full language Q490.

\*\*\* 2 serial and 1 LAN connection, up to 4 X.25 connections via EICON card. Multiple LAN sessions supported Q490.

† Double click mouse to switch between windows so "Hot Key" facility unnecessary.

‡ Connection to OfficeShare LAN provided by AdvanceLink/MAC. No requirement for OfficeShare PC software on MAC, functionality included in AdvanceLink/MAC.

# Enhanced NewWave encapsulated at present.

**Feature: Cut and paste capabilities.**

**Benefit:** You can quickly and easily incorporate data from one application to another, without needing to exit the first application.

**Feature: OfficeShare support.**

**Benefit:** Allows you to connect your PC or Apple Macintosh to HP 3000 hosts via LAN. LAN access increases data transfer speed thus improving productivity. Many customers are standardizing on LANs as the means of connecting terminals and workstations to host systems. OfficeShare support permits you to join the network, removing the need for multiple cabling technologies and reducing cost.

**Feature: X.25 support.**

**Benefit:** Enables you to connect remote PCs and LANs to the host computer.

**Feature: Remote modem connection.**

**Benefit:** Enables you to access the host computer when away from the office.

**Feature: Eicon network adapter card support.**

**Benefit:** Enables you to connect PCs to the host computer via third party LANs (e.g. Novell and other NetBIOS compatible LANs).

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## Your key questions answered

**Q: Does AdvanceLink support X.25 connections to host systems?**

**A:** Yes, X.25 is supported in AdvanceLink for DOS and AdvanceLink for Windows, using the Eicon Technology network adapter card. This is a Packet Assembler/Disassembler (PAD) which is installed in a PC to allow connection to an X.25 wide area network. The card may be dedicated to a stand alone PC or shared with others connected by a NetBIOS compatible LAN such as HP OfficeShare or Novell. The card does not need to be installed in the LAN server. It can be placed in any machine on the LAN.

Further information can be obtained from:

Eicon Technology  
2196 - 32nd Avenue (Lachine)  
Montreal  
Quebec  
Canada, H8T 3H7

**Q: Does AdvanceLink for DOS support LAN connection to HP 3000?**

**A:** Yes, using HP OfficeShare.

**Q: Does AdvanceLink for DOS support LAN connection to HP 9000?**

**A:** Yes, using HP OfficeShare.

**Q: Does AdvanceLink for Windows support LAN connection to HP 3000?**

**A:** Yes, using HP OfficeShare.

**Q: Does AdvanceLink for Windows support LAN connection to HP 9000?**

**A:** No, this feature is not supported today. It will be added to the product this year.

**Q: Does AdvanceLink for Macintosh support LAN connection to the HP 3000?**

**A:** Yes, using HP OfficeShare. You need to install the NS3000/V (HP product 32344A) or NS3000/XL (HP product 36920A) software on the host HP 3000. This is the same software needed to connect a Vectra to the host. No software needs to be loaded onto the Macintosh, other than the driver software for the LAN card supplied by the manufacturer, which is loaded into the system folder of the Macintosh. The following LAN cards are supported:

Macintosh II, IIX, IICX

Kinetics Etherport II – thick and thin cable.

Kinetics Etherport IIL – thick and twisted pair cable.

Apple Macintosh II Ethertalk interface card – thick and thin cable.

Macintosh SE

Kinetics Etherport SE – thick and thin cable.

Kinetics Etherport SEL – thick and twisted pair cable.

Macintosh SE/30

Kinetics Etherport SE/30 – thick and thin cable.

Kinetics Etherport SE/30L – thick and twisted pair cable.

Note

No LAN cards are supported for the MAC Plus. 3COM EtherLink card is NOT supported.

**Q: Does AdvanceLink for Macintosh support LAN connection to the HP 9000?**

**A:** No, this feature is not currently supported. It will be added in a later release.

**Q: Why can't I use COM3 and COM4 with AdvanceLink for Windows?**

**A:** This is a limitation of MS-Windows 2.xx.

**Q: Can AdvanceLink support multiple simultaneous LAN sessions?**

**A:** No, HP OfficeShare does not support this facility today.

## **AdvanceLink System Requirements**

### **AdvanceLink for Windows**

- Host system: HP 3000/HP 9000/HP 1000
- Personal computer: HP Vectra, IBM PC/AT or compatible, IBM PS/2, COMPAQ DESKPRO 386
- Disk drive: one high density (at least 720Kb) and one low density flexible disk drive, or one flexible disk drive and one hard disk drive.

- Memory: minimum memory requirement is 80K (plus Microsoft Windows requirement)
- Monitor: any MS-Windows supported monitor and video adapter
- MS-DOS 2.1 or 3.x and MS-Windows/286 or MS-Windows/386 version 2.0, 2.1 or 2.11

### **AdvanceLink for MS-DOS**

- Host system: HP 3000, HP 9000, HP 1000RTE, HP 260 and DEC VAX Computer
- Personal computer: HP Vectra PC, HP Vectra Portable PC, HP Vectra LS/12 Laptop PC, IBM PC XT/AT or compatible, IBM PS/2 Model 30 (8086), 50, 60 or 80
- Disk drive: one high density (at least 720Kb) and one low density flexible disk drive or one flexible disk drive and a hard disk drive
- Memory: minimum memory requirement (including MS-DOS 3.3) in alphanumeric mode is 270Kb and in graphics mode is 430Kb
- Monitor: an EGA or VGA video adapter (with a minimum of 128Kb RAM) with colour monitor is required for color graphics and text)
- MS-DOS 2.1 or 3.x MS-DOS 3.x or later

### **AdvanceLink for Macintosh**

- Host computer: HP 3000, HP 9000, HP 1000
- Personal computer: 512K Mac, Mac Plus, Mac XL, Mac SE, Mac II family
- Disk drive: one high density (at least 720Kb) and one low density flexible disk drive, or one



- flexible disk drive and one hard disk drive
- Memory: minimum memory requirements are AdvanceLink/Text 200K, AdvanceLink/Graphics 500K, AdvanceLink/Color Graphics 750K
  - Monitor: any monitor which can connect to the Apple Macintosh computers listed
  - System 6.0, Finder 6.1 and Multi Finder (optional)

### **Ordering Information:**

#### **AdvanceLink for MS-DOS**

68333F AdvanceLink single copy IBM PC format, 5.25" disks.

68333F opt. 003 AdvanceLink single copy IBM format, 3.5" disks.

#### **AdvanceLink for Windows**

D2104A AdvanceLink/Text, single copy IBM PC format (5.25" and 3.5" disks).

#### **AdvanceLink for the Macintosh**

D2105A AdvanceLink/Text, single copy Apple Macintosh format.

D2106A AdvanceLink/Graphics, single copy Apple Macintosh format.

D2107A AdvanceLink/Color Graphics, single copy Apple Macintosh format.