

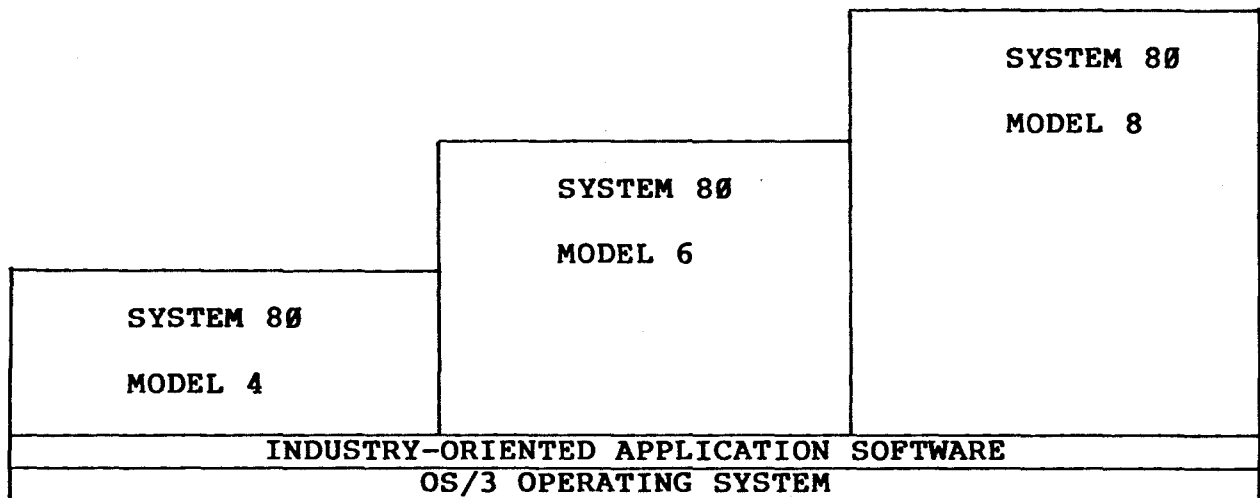
# System 80 announcement

COMPANY CONFIDENTIAL

October 1982  
No. 25

PRODUCT LINE EXTENDED WITH NEW MODEL 8

The SPERRY UNIVAC System 80 Model 8 announcement is one of dramatic proportions! The new Model 8 combines the technology of the previous System 80 models with the full-function, customer-proven, workstation-oriented OS/3 operating system; and the interactive oriented System 80 application packages.



The Model 8 offers an outstanding combination of performance, capacity and capability that will enable you to achieve the following major sales objectives:

- Upgrade our 90/25, 90/30, and 90/40 customers to new technology and new extended OS/3 capabilities.
- Offer a competitive system to new account prospects whose needs exceed the capacity and performance of the Model 6.
- Increase Model 4 and 6 sales to new accounts by demonstrating a compatible growth path to much higher capacity and performance.
- Provide a future growth path to our rapidly expanding base of System 80 Model 3, 4, 5, and 6 customers.

To find out how the new System 80 Model 8 can help you achieve these objectives, turn the page and READ on . . . .



WORLDWIDE  
PRODUCT  
MARKETING

**BASIC SYSTEMS**

## SPERRY UNIVAC

### SYSTEM 80 MODEL 8 ANNOUNCEMENT HIGHLIGHTS

- HARDWARE:**
- Advanced, System 80 design
  - Main storage up to 8MB
  - Over 100 local workstations
  - Up to 24 8470 disk drives
  - 2 times Model 6 internal processor speed
  - 8+MB I/O data rate
  - Up to 28 communication lines
- SOFTWARE:**
- OS/3 (same as System 80 and Series 90)
  - Functionality same as OS/3 Release 8.0
  - 48 concurrent jobs on Model 8
- APPLICATIONS:**
- Manufacturing
  - Wholesale distribution
  - Financial modeling
  - General accounting
  - Word processing
  - Data entry
- COMPATIBILITY:**
- System 80 Model 3/4/5/6 object-code compatibility
  - Series 90/25-30-40 object-code compatibility for both "DTF" and "CDM" modes (except physical level I/O)
  - Carry forward of many peripheral subsystems
- FIRST CUSTOMER DELIVERY:**
- 1Q CY '84
- MARKETS:**
- 90/25-30-40 account upgrades
  - New account prospects whose requirements exceed Model 4/6 capacity and performance
- PRICING:**
- See your price book

## PRODUCT BRIEF

The System 80 Model 8 represents a continuation of the System 80 product line, including the advanced technology hardware, enhanced system software, and interactive application software of the System 80 Models 4 and 6.

### System Hardware

The System 80 Model 8 greatly extends the capacity, performance, and capability of the Sperry Univac small-to-medium scale product line. The following list of major hardware features highlights the extensive growth capability of System 80 Model 8:

- Main storage expansion to 8MB
- Virtually unlimited disk storage capacity
- Over 100 locally-connected workstations
- Twice the internal processor speed of the Model 6

Table 1 summarizes the major hardware characteristics of the System 80 family of computer systems. As shown, the new Model 8 employs the same advanced technology of the Models 4 and 6 including multiple microprocessor function distribution, the leading-edge emitter coupled logic (ECL) circuit design, bus I/O architecture, large scale integration, and extensive use of firmware.

Despite the numerous technological similarities between the System 80 models, the new Model 8 offers far greater performance and capacity than the Model 4 and 6 . . . .

- Double the main storage capacity
- Twice the internal processor speed
- Greater I/O data rate
- Three times the number of local workstations
- Three and one-half times the number of communications lines
- Nearly two and one-half times the disk storage subsystem capacity

A number of high performance, high capacity peripherals have been added to the new Model 8. Table 2 provides a complete list of all peripherals supported on the System 80 family. Many of the additions are provided for 90/25-30-40 customers who may wish to carry forward peripherals when upgrading to the System 80 Model 8.

TABLE 1

SYSTEM 80 PRODUCT LINE CHARACTERISTICS

	<u>MODEL 4</u>	<u>MODEL 6</u>	<u>MODEL 8</u>
<b>TECHNOLOGY</b>			
Circuit Design	ECL	ECL	ECL
Packaging	LSI	LSI	LSI
I/O Architecture	BUS	BUS	BUS and CHANNEL
System Control	Firmware	Firmware	Firmware
Function Distribution	Multiple- micro-processor	Multiple- micro-processor	Multiple- micro-processor
<b>PERFORMANCE</b>			
Relative Processor Speed	1.0	1.5	3.0
Main Storage Cycle Time	400ns/4 bytes	400ns/4 bytes	480ns/8 bytes
System BUS Data Rate	6MB/sec.	6MB/sec.	8+MB/sec.
<b>CAPACITY</b>			
Main Storage Maximum	4MB	4MB	8MB
Disk Storage Maximum (8470/8417)	4,873MB	4,873MB	11,784MB
Maximum Workstations	39	39	120
Maximum Communications Lines	8	8	28

TABLE 2

SYSTEM 80 PRODUCT LINE PERIPHERAL SUPPORT

	MODEL 3	MODEL 4	MODEL 5	MODEL 6	MODEL 8
<b>DISKS</b>					
8416 Disk (1)					X
8417 Disk	X	X	X	X	X
8418 Disk (1)					X
8419 Disk	X	X	X	X	X
8430 Disk (1)					X
8433 Disk (1)					X
8470 Disk		X		X	X
<b>TAPES</b>					
UNISERVO 10 Tape (1)					X
UNISERVO 10 Low-Boy Tape	X	X	X	X	X
UNISERVO 12 (1)					X
UNISERVO 14 (1)					X
UNISERVO 16 (1)					X
UNISERVO 20 (1)					X
UNISERVO 22 Tape					X
UNISERVO 24 Tape					X
Streamer Tape		X		X	X
<b>PRINTERS</b>					
0770 Printer (1)					X
0776 Printer (1)	X (2)	X (2)	X (2)	X (2)	X
0789 Printer	X	X	X	X	X
0798 Printer	X	X	X	X	X
<b>DISKETTES</b>					
8420 Diskette	X	X	X	X	X
8422 Diskette	X	X	X	X	X
<b>PUNCHED CARD</b>					
0608 Card Punch	X	X	X	X	X
0716 Card Reader (1)					X
0719 Card Reader	X	X	X	X	X
<b>TERMINALS/WORKSTATIONS</b>					
Model 1 Workstation (1)	X	X	X	X	X
Model 2 Workstation		X		X	X
UNISCOPE 100 (1,3)	X	X	X	X	X
UNISCOPE 200 (1)	X	X	X	X	X
UTS 10 (1,4)	X	X	X	X	X
UTS 20 (1)	X	X	X	X	X
UTS 40 (1)	X	X	X	X	X
UTS 4020 (1)	X	X	X	X	X
UTS 400 (1)	X	X	X	X	X
ICCU		X		X	X
2521 Channel Transfer Switch					X

- (1) 90/25, 30, 40 peripherals supported on System 80 Model 8.
- (2) 1200 LPM Model only.
- (3) Functionality limited on System 80 because of screen size.
- (4) OS/3 support limited to ICAM and IMS (no support for Interactive Services)

## System Software

The system software for the System 80 Model 8 is OS/3. OS/3 is being enhanced to include the necessary functions to support the new Model 8 hardware environment, and will offer common functionality for all OS/3 systems:

- System 80 Model 3
- System 80 Model 4
- System 80 Model 5
- System 80 Model 6
- System 80 Model 8
- Series 90/25
- Series 90/30
- Series 90/40

The OS/3 functionality for the Model 8 will be identical to the OS/3 functionality included in Release 8.0 (for information on the new enhancements included in OS/3 Release 8.0, refer to System 80 Marketing Announcement No. 20, January 1982).

OS/3 will support up to 48 concurrent jobs on the Model 8 in addition to Interactive Services users. (The number of concurrent jobs on the System 80 Models 3/4/5/6 is 14, and 7 on the 90/25-30-40).

Table 3 lists the Model 8 OS/3 program products. The program product specifications listed in the "Sales Aids" section of this announcement provide information on the capabilities provided by each program product.

The Model 8 is fully compatible with the Models 3, 4, 5, and 6 at the object-code level. Compatibility with the 90/25, 90/30, and 90/40 systems is at the object-code level for applications that utilize "CDM" data management. Through the availability of "DTF" data management on the Model 8, 90/25-30-40 applications that employ "DTF" mode are also object-code compatible, eliminating the need for virtually any conversion (see "Selling to 90/25-30-40 Customers" below). 90/25-30-40 programs using physical level I/O interfaces are not compatible and must be converted to use standard data management interfaces.

TABLE 3  
SYSTEM 80 MODEL 8 OS/3 PROGRAM PRODUCTS

<u>TYPE NO.</u>	<u>PROGRAM PRODUCT</u>
6233-99	Assembler
6224-99	BASIC
6222-98	COBOL Editor
6222-99	COBOL-1974
6218-99	Data Management System
6248-96	DATAPAC PDN
6248-99	DATEX-L PDN
6248-98	DATEX-P PDN
6255-99	DCA Termination Systems
6229-97	DDP IMS Transaction Processor
6229-98	DDP File Access
6229-99	DDP Transfer Facility
6226-99	Editor
6225-99	ESCORT
6211-97	Extended System Software
6223-99	FORTRAN IV
6231-99	ICAM Terminal Support
6247-98	IBM 3270 Emulator
6247-99	IBM 3270 Remote Terminal Handler
6232-99*	Information Management System (Multi-thread)
6254-99	Menu Generator
6230-99	Nine Thousand Remote
6248-95	Nordic PDN
6247-97	Remote Terminal Processor
6219-98	RPG II
6212-99	Sort/Merge
6213-99	Sort3
6248-97	TRANSPAC PDN
6248-94	UK PSS PDN
6130-99	UTS COBOL
6183-XX	UTS EDITOR
6228-99	UTS Load/Dump
6185-XX	UTS Text Processing Utility

\* 6217-00 IMS Single-thread is not available on the Model 8.

## Application Software

No system in the Sperry Univac product line has as much solution-oriented application software as the System 80 -- including the new Model 8.

Generally, application software available on the System 80 Models 4 and 6 is also available on the Model 8. Table 4 lists the application program products available on the System 80, and indicates the division in which each product is marketed.

The "Sales Aids" section of this announcement lists program product specifications for application software.

<u>APPLICATION PROGRAM PRODUCT</u>	<u>APPLICABLE DIVISION</u>	
	<u>A.D.</u>	<u>I.D.</u>
<u>MANUFACTURING</u>		
6563-XX UNIS 80/80E	X	X
6567-XX UNIVISA		X
6572-XX Apparel Information System	X	
<u>WHOLESALE DISTRIBUTION</u>		
6562-XX UNIDIS-WHOLESALE	X	X
6602-XX WAMS 80	X	
6566-XX UNIVISA		X
<u>GENERAL ACCOUNTING</u>		
6596-XX AMS 80	X	
6557-XX ACS 80*	X	
6570-XX SUBAS 80		X
6591-XX UNIFACS 80	X	
<u>FINANCIAL MODELING</u>		
6617-XX SUFICS 80	X	X
<u>WORD PROCESSING</u>		
6701-XX WPS 80	X	X
<u>DATA ENTRY</u>		
6558-XX ICS 80	X	X

\*Available only for 90/25-30-40 compatibility; Category 3 support.



## DELIVERY AND AVAILABILITY

First customer deliveries of the System 80 Model 8 are scheduled to begin 1Q CY '84. All hardware, software, and applications being announced with the Model 8 are scheduled for availability at FCD, with the following exceptions:

<u>Component</u>	<u>Availability</u>
8417 Disk Drives	4QCY'84
8419 Disk Drives	4QCY'84

## THE MARKETPLACE

The announcement of the System 80 Model 8 offers you a unique opportunity to provide your 90/25-30-40 customers with dramatic new levels of performance, capacity, and greatly enhanced capabilities at an affordable price. Increased main storage (up to 8 times the 90/30 and 90/40), increased integrated disk storage (up to 24 times the 90/30), increased local workstations (over 100), increased communications (up to 28 lines); all contribute to your ability to satisfy the increased system needs of your 90/25-30-40 customers.

The proven, enhanced OS/3 operating system offers capabilities not previously available with other systems in its price class. The long list of enhancements that have been added to the recent releases of the OS/3 operating system has made use of the system by customer data processing and user personnel much easier. Prompts, menus, workstation commands, easily understood screen formats, and HELP commands are all designed for ease of use, particularly by customer user personnel who are not familiar with workstations. Another of the ease-of-use facilities of the System 80 Model 8 is ESCORT, which enables customer user personnel to easily retrieve data, enter information, and create reports. ESCORT is also a very useful tool for adapting general application packages to company specific needs.

Changing to a new computer system usually requires a great deal of new investment in change and redesign to adapt the current applications and methods to the requirements of the new system. Migrating to the System 80 Model 8 avoids the disruption and trauma normally associated with a change to a new computer. This level of investment protection is unavailable with any other system on the market. Current customer investment in programs, data files, communications, training, and procedures is extensive. For example, common program products, programming languages, and data storage methods enable a customer to quickly and efficiently migrate present applications to the Model 8 without the time, expense and disruption of a conversion effort. The availability of the same communications software on the Model 8 means even online customer programs need not be changed.

Investment protection also extends to many of the peripheral subsystems in use on the 90/25, 30, 40, certain of which are supported to ease migration to the Model 8 (see "System Hardware" above). This will provide your customers with additional investment protection and the continued use of cost effective peripherals.

The announcement of the System 80 Model 8 also enhances your ability to compete for the installed business of other vendors. These systems include the traditional System 80 replacement markets, such as the IBM System/3, System/34, 360, and 370; Burroughs B1700 and 1800; and Honeywell Series 60, Levels 62 and 64, and 200/2000. The Model 8 will enable you to close many of these prospects whose needs exceed the capacity or performance of the Model 6. The Model 8 combines state-of-the-art hardware and software functionality with attractive pricing and the performance your prospect will require to handle transaction processing, database, local workstations, communications and terminals, batch and distributed processing.

Many competitive system users are interested in the new ease-of-use facilities that are being offered. In this environment, ESCORT is a powerful Model 8 sales tool.

Sophisticated application software is also available, particularly in the areas of general accounting, manufacturing, distribution, financial modeling, and word processing, to enhance your competitive replacement opportunities. And the extensive set of conversion aids available with OS/3 greatly reduces the effort required in moving their current applications to the Model 8.

Although it is anticipated that the Model 8 will have its greatest appeal to existing OS/3 customers, it is important to note that over the past 8 years, your sales efforts have resulted in new Sperry Univac accounts for two out of every three of the more than 4,000 OS/3 sales!

## SELLING TO 90/25-30-40 CUSTOMERS

Those 90/25-30-40 rental and lease customers whose contracts are expiring, and purchase accounts represent your greatest opportunity for immediate Model 8 bookings. Many of these accounts have new requirements that are forcing them to outgrow their present system. With the Model 8, you can offer these accounts the best combination of investment protection and application growth to satisfy their needs for the next 5 to 10 year period.

Some of your purchase and expiring lease/rental 90/25-30-40 customers may not perceive such dramatic growth and may be attracted to lower priced systems. Where competition is active in these accounts, you can certainly anticipate their willingness to propose a lower priced system in return for winning a new account. Although the System 80 product line includes three models that span a broad price/performance spectrum, it is obviously in your, Sperry Univac's and the customer's best interest to propose the top-of-the-line Model 8 to these accounts.

In competing against such lower priced alternatives, you will obviously want to sell value instead of price. You will need to sell these customers on the improvements in people productivity that result from adding new program products such as word processing, ESCORT, database, online program development, financial modeling, and one or more industry-oriented application packages.

By proposing not only solutions to current customer's needs, but also creating new customer needs, you can easily elevate his requirements so that competitors are forced to propose larger systems with which the Model 8 more favorably competes on price.

Other characteristics of the Model 8 that can dramatically sway the economic advantage in your favor are the 90/25-30-40 peripheral carry-forward and compatibility features. The ability to carry forward many of the most popular, currently used 90/25-30-40 peripherals is a Sperry Univac exclusive, that can substantially reduce the cost of acquiring a new system relative to competition.

TABLE 5

90/25-30-40 PERIPHERAL CARRYFORWARD TO SYSTEM 80 MODEL 8

PERIPHERALS THAT  
CAN BE CARRIED FORWARD

8418 Disks  
8430 Disks  
8433 Disks  
8416 Disks  
U10 Tapes  
U12 Tapes  
U14 Tapes  
U16 Tapes  
U20 Tapes  
0716 Card Reader  
0770 Printer  
0776 Printer  
Model 1 Workstation  
UNISCOPE 100/200 Terminals  
UTS 400/4000 Terminals

PERIPHERALS THAT  
CANNOT BE CARRIED FORWARD

VIC Tapes  
8411 Disks  
8414 Disks  
8415 Disks  
8424 Disks  
8425 Disks  
0920 Paper Tape  
0605 Card Punch  
0604 Card Punch  
0717 Card Reader  
0719 Card Reader  
0773 Printer  
0778 Printer  
8413 Diskette  
0768 Printer  
9200/9300 Channel Adapter

The high level of compatibility between the 90/25-30-40 and the Model 8 provides you with another exclusive, that can make the conversion cost associated with a Model 8 upgrade near zero. The availability of the "CDM" data management on the 90/30-40\* and "DTF" on the Model 8 provides these customers three low-cost alternatives to enhance the operation and efficiency of their applications:

1. Upgrade to a Model 8 with "DTF" mode and change to "CDM" on the Model 8 at a later time.
2. Upgrade to a Model 8 and change from "DTF" to "CDM" at the same time to take maximum advantage of the new software capabilities.
3. Change to "CDM" mode on the 90/30-40\* prior to upgrading to a Model 8.

\*Because of memory constraints, 90/25 users cannot employ "CDM" mode without first field-upgrading their system to a 90/30B.

TABLE 6 90/25-30-40 TRANSITION TO SYSTEM 80 MODEL 8 SUMMARY

<u>FUNCTIONAL AREA</u>	<u>SERIES 90 "DTF" TO MODEL 8 "DTF"**</u>	<u>SERIES 90 "CDM" TO MODEL 8 "CDM"</u>	<u>SERIES 90 "DTF" TO MODEL 8 "CDM"</u>
COBOL '68	Object code compatible	N/A	Requires translation to '74
COBOL '74	Object code compatible	Object code compatible	Source code compatible
RPG II	Object code compatible	Object code compatible	Source code compatible
BASIC	Source code compatible	Source code compatible	Source code compatible
FORTRAN	Object code compatible	Object code compatible	Source code compatible
Assembly	Object code compatible**	Object code compatible**	Requires translation to CDM
SAM Files	Compatible	N/A	Requires transcription to MIRAM
ISAM Files	Compatible	N/A	Requires transcription to MIRAM
DAM Files	Compatible	N/A	Requires transcription to MIRAM
IRAM Files	Compatible	N/A	Compatible
MIRAM Files	Compatible	Compatible	Compatible
Library Files	Requires transcription	Compatible	Requires transcription
DMS Data Base	Compatible	Compatible	Requires transcription
DMS Schemas/Subschemas	Object code compatible	Object code compatible	Source code compatible
DBS Data Base	Compatible	N/A	Requires transcription to DMS
DBS Schemas/Subschemas	Object code compatible	N/A	Requires translation to DMS
IMS Action Programs	Object code compatible	Object code compatible	See languages above
IMS Data Definitions	Object code compatible	Object code compatible	Source code compatible
Job Control Language	Object code compatible	Object code compatible	Source code compatible
Sort/Utility Parameter Statements	Object code compatible	Object code compatible	Source code compatible

\*\*"DTF" mode on Model 8 requires attachment of 90/25-30-40 disks to Model 8. If being replaced with new disks, DTF applications must be changed to CDM.

\*\*Except for Assembly programs that employ physical-level I/O, which must be changed to CDM.

The effort required to migrate from "DTF" to "CDM" under all three methods is summarized in Table 6. Regardless of the method employed, the following benefits apply:

- The change is less traumatic and costs less than changing to any competitive system.
- The DTF-CDM "mixed-mode" implementation on both the 90/30-40 and the Model 8 allows applications to be changed individually, one-at-a-time. Your customer need not change all his applications at once, but can schedule them according to his priorities and workload.
- One or more of the approaches are sure to fit within your 90/25-30-40 customer's current manpower budget.
- All of the approaches can almost certainly be achieved by your customer's current D.P. staff, without dependence on Sperry Univac or third party expertise.

Some of your 90/25-30-40 customers would welcome delivery of a Model 8 prior to the scheduled delivery. And many of these accounts may not be immediate prospects for a Model 8 (e.g. not approaching contract expiration, just purchased their current system, etc.)

Both these groups of customers provide excellent expansion booking opportunities during FY'83! With the availability of special RPQ's to expand all 90/30's to LMB, OS/3 Release 8.0 with all its new functionality (see System 80 Marketing Announcement No. 20, January 1982) and "CDM" Mode on 90/30-40, these customers can begin now to prepare their applications for operation on the Model 8, and - at the same time - take advantage of powerful new program products to improve their immediate data processing capability!

### DEMONSTRATIONS

The availability of System 80 Model 8 demonstration systems has not yet been established, and is currently being addressed.

During the interim period between announcement and availability of Model 8 demonstration systems, the ACCESS/Customer Centers provide an excellent place to demonstrate System 80 functionality to your Model 8 prospects, for example:

- Application Software
- Workstation Operation
- Word Processing
- IMS and UNIQUE
- ESCORT
- Screen Format Development
- Editors for Program Development
- 90/25-30-40 Transition

## SALES AIDS

A long list of sales aids are available -- or under development to help you sell the System 80 Model 8. Those aids for which an order number is shown are currently available and can be ordered from the Customer Information Distribution Center (CIDC) in King of Prussia, PA. (Use form UD1-578).

Those sales aids under development are listed with their planned availability date.

### Brochures

### Order No.

- "The System 80" -- four-color, management-oriented, designed for new accounts, describes System 80 family U6408
- "System 80 Model 8 -- The Growth Path for OS/3 Series 90 Customers" -- two-color, management-oriented, designed for 90/25-30-40 customers 1QCY`83
- "System 80 Model 8 Facts and Figures" -- two-color, technical brochure describes hardware and software, D.P. management-oriented 1QCY`83
- "90/25-30-40 Migration to System 80 Model 8" -- two-color, describes compatibility and ease of transition, D.P. management-oriented 1QCY`83
- "System 80 ESCORT" -- two color, describes ESCORT solutions to everyday problems, management-oriented U7092
- "Servicing You and Your System 80" -- two color, describes Sperry Univac services, management-oriented U7038
- "ICS 80 Information Collection System" -- two-color, describes features and benefits of ICS 80, D.P. management-oriented U6058
- "UTS 4000 Family" -- four-color, describes entire UTS 4000 terminal product line, D.P. management-oriented U6792
- "IMS Information Management System" -- two-color, describes major features and benefits of IMS, D.P. management-oriented U5639
- "DMS Data Base Management System" -- two-color, describes major features and benefits of DMS, D.P. management-oriented U5609
- CHECKPOINT - A New Dimension in Support Services U6738R1

**Brochures (Continued)****Order No.**

- "SPERRY UNIVAC UNIS 80 System for Interactive Manufacturing Control: -- four-color, describes major features and benefits of UNIS 80, manufacturing management-oriented U6749
- "SPERRY UNIVAC UNIS 80 System for Interactive Manufacturing Control -- Executive Overview" -- four-color, describes major features and benefits of UNIS 80, manufacturing management-oriented U6748
- UNIDIS Wholesale -- "Executive Overview" U6895
- UNIDIS Wholesale -- "Sales Folder" U6896
- WAMS 80 -- "Executive Overview" U7093
- AMS 80 U7172
- SUFICS for Financial Planning and Modeling - two color, describes features and benefits of SUFICS 80, financial management-oriented U7033
- UNIFACS 80 Financial Accounting System - two color, describes features and benefits of UNIFACS 80, accounting management-oriented U7173
- WPS 80 System Description U7292

**Slide Presentations**

- System 80 -- Covers overview, hardware software, and applications. Tailorable to suit audience (being revised to include Models 4, 6, 8 - 1QCY'83) Script U6411  
Slides U6411.1  
Desk Top  
Visuals U6723
- System 80 Model 8 Seminar Guide for 90/25-30-40 customers Script 1QCY'83  
Slides 1QCY'83
- OS/3 Distributed Data Processing Script U6959  
Slides U6959.1
- ICS 80 Information Collection System Script U6080  
Slides U6080.1
- IBM System/3 Transition Slides GS9131.1
- IMS and DMS Overview Script U6429  
Slides U6429.1



Slide Presentations (Continued)

Order No.

- UNIS 80 -- Covers overview of applications. Suitable for management sales presentation. Script U6750  
Slides U6750.1
- UNIDIS Wholesale -- Covers overview of application. Suitable for management sales presentation. Script U6897  
Slides U6897.1
- WAMS 80 -- Covers overview of application. Suitable for management sales presentation. Script U7094  
Slides U7094.1
- AMS 80 -- Detailed description of features Script GS9384  
Slides GS9384.1
- SUFICS 80 overview. Suitable for management sales presentation. Script GS9382.R1  
Slides GS9382.1
- UNIFACS 80 overview. Suitable for management sales presentation. Script GS9412  
Slides GS9412.1

Proposal Inserts

Order No.

- System 80 Model 8 1QCY`83
- 8420 and 8422 Diskette Drives U6754.R1
- Model 1 Workstation U6679
- Model 2 Workstation U7267
- 0770 Printer U5458
- 0776 Printer U6671
- 0789 Printer U6672
- 0798 Printer U6828.R1
- UNISERVO 10 Magnetic Tape U6168
- UNISERVO 14 Magnetic Tape U5639
- UNISERVO 22 Magnetic Tape U7070
- UNISERVO 24 Magnetic Tape U7070
- UTS 10 Terminal U6793.R1
- UTS 20 Terminal U6798
- UTS 40 Terminal U6799.R1
- UTS 400 Terminal U5885
- UTS 4020 Terminal Controller U6800
- Streaming Tape U7112
- 8417 Disk Drive U6677
- 8419 Disk Drive U6676
- 8470 Disk Drive U6595.R1

Program Product SpecificationsOrder No.

ACS 80 Accounts Payable	UA-0332
ACS 80 Accounts Receivable	UA-0333
ACS 80 General Ledger	UA-0334
ACS 80 Payroll	UA-0335
AMS 80 Payroll	UA-0450
AMS 80 Accounts Payable	UA-0451
AMS 80 Accounts Receivable	UA-0452
AMS 80 General Ledger	UA-0453
BASIC	UP-9265.15
Basic Assembly Language (BAL)	UP-9265.18
Data Management System (DMS)	UP-9265.9
DATAPAC PDN	UP-9266.35
DATEX-L, PDN	UP-9265.2
DATEX-P, PDN	UP-9265.34
DCA Termination Systems	UP-9265.31
DDP File Access	UP-9254.44
DDX-P PDN	UP-9265.37
Dialog Specification Language Translator	UP-9265.6
Distributed Data Processing (DDP)	UP-9265.30
EDITOR	UP-9265.17
ESCORT	UP-9265.16
Extended System Software (ESS)	UP-9265.33
FORTRAN IV	UP-9265.14
IBM 3270 Emulator	UP-9265.43
IBM 3270 Remote Terminal Handler	UP-9265.1
ICAM Terminal Support Facility	UP-9265.21
ICS 80	UA-0340
IMS DDP	UP-9265.45
IMS Multi-thread	UP-9265.8
Load/Dump Services	UP-9265.39
Menu Services	UP-9265.29
Nine Thousand Remote (NTR)	UP-9265.22
Online Diagnostics	UP-9265.28
Remote Terminal Processor	UP-9265.40
RPG II (includes Editor and Autoreport)	UP-9265.10
Screen Format Generator	UP-9265.5
SORT3	UP-9265.20
Sort Merge	UP-9265.19
SUFICS 80 Financial Planning and Modeling	UA-0559
System Activity Monitor	UP-9265.46
System Control Software (SCS)	UP-9265.3
TRANSPAC PDN	UP-9265.32
UNIDIS Order Entry and Stock Control	UA-0350
UNIDIS Inventory Management	UA-0351
UNIS 80E	UA-0348
UNIS 80	UA-0349
WAMS 80 Inventory/Sales Analysis	UA-0500
WAMS 80 Order Entry/Billing	UA-0501

Program Product Specifications (Continued)

Order No.

WAMS 80 Credit Return	UA-0502
WAMS 80 Expanded Sales Analysis	UA-0503
1974 ANS COBOL	UP-9265.13
1974 ANS COBOL Editor	UP-9265.41
UNIFACS 80 Accounts Payable	UA-0431
UNIFACS 80 Accounts Receivable	UA-0432
UNIFACS 80 Payroll/Personnel	UA-0433
UNIFACS 80 General Ledger Budgeting	UA-0434

Introduction Booklets

Order No.

Assembler	UP-8830
BASIC	UP-8801
COBOL `74	UP-8804
Consolidated Data Management	UP-8824
Data Utilities	UP-8833
Dialog Processor	UP-8857
DMS	UP-8808
ESCORT	UP-8854
File Editor	UP-8827
FORTRAN IV	UP-8813
ICAM	UP-8846
IMS	UP-8816
Interactive Processing	UP-8844
Job Control	UP-8821
OCL Transition	UP-8864
Online Diagnostics	UP-8872
RPG II	UP-8818
Screen Format Services	UP-8873
Sort/Merge	UP-8835
Supervisor	UP-8830
System Installation	UP-8838
System Maintenance Facilities	UP-8872
System Operation	UP-8871
System Service Programs	UP-8840
9200/9300 Conversion	UP-8861

## QUESTIONS AND ANSWERS

Q. 1 Can a System 80 Model 3, 4, 5, or 6 be field-upgraded to a Model 8?

A. 1 No. A processor swap is required.

Q. 2 Is a Model 3, 4, 5, or 6 upgrade to a Model 8 considered an exchange or an expansion from a contractual viewpoint?

A. 2 A Model 3, 4, 5, or 6 upgrade to a Model 8 is considered an exchange.

Q. 3 When will the System 80 Model 8 be available?

A. 3 First customer deliveries of the Model 8 will begin 1QCY`84.

Q. 4 Can a 90/25-30-40 rental or lease customer upgrade to a System 80 Model 8 prior to the expiration of his current contract?

A. 4 It depends on the terms of his contract. Even if his contract allows such an upgrade, it is always advisable to plan for the Model 8 upgrade after the expiration of his current contract. In fact, if his current system is satisfying his present needs, a lease extension and a future Model 8 upgrade is preferred.

Q. 5 Will ACCESS/Customer Centers be established for the Model 8?

A. 5 The availability of Model 8 demonstration systems is currently being addressed and will be announced at a later date. In the meantime, use the current System 80 ACCESS/Customer Centers to demonstrate OS/3 functionality to your Model 8 prospects.

Q. 6 What is the maximum main storage capacity of the Model 8?

A. 6 Eight million bytes.

Q. 7 Can any 90/25-30-40 peripherals and terminals be attached to the Model 8?

A. 7 PERIPHERALS THAT CAN BE ATTACHED                      PERIPHERALS THAT CANNOT BE ATTACHED

8418 Disks	VIC Tapes
8430 Disks	8411 Disks
8433 Disks	8414 Disks
8416 Disks	8424 Disks
U10 Tapes	8425 Disks
U12 Tapes	0920 Paper Tape
U14 Tapes	0605 Card Punch
U16 Tapes	0604 Card Punch
U20 Tapes	0717 Card Reader
0716 Card Reader	0719 Card Reader
0770 Printer	0773 Printer
0776 Printer	0778 Printer
UNISCOPE 100/200 Terminals	8413 Diskette
UTS 400/4000 Terminals	0768 Printer
Model 1 Workstation	9200/9300 Channel Adapter
	8415 Disks

Q. 8 Are all Model 3, 4, 5, and 6 peripherals supported on the Model 8?

A. 8 Yes.

Q. 9 With the large amount of fixed disk attached to the integrated channel, will there be dual access capability?

A. 9 Dual access is available for 8470, 8430, and 8433 disks.

Q. 10 Can a single disk subsystem be shared by two Model 8 systems?

A. 10 Integrated disk subsystems, such as 8470, 8418, 8416, cannot be shared. Non-integrated subsystems, such as 8430 and 8433 can be shared via dual access or dual channel features.

Q. 11 What tapes can be attached on the Model 8?

A. 11 The UNISERVO 10, 14, 22, 24 and Streaming Tape can be attached on the system. Data rates range from 40KB to 200KB. UNISERVO 10, 12, 14, 16, and 20 tapes currently in use on 90/25-30-40 systems may be carried forward and also attached to the Model 8.

- Q. 12 How is the ICCU supported? What can the user do with it?
- A. 12 The ICCU is designed to allow cooperative processing between two OS/3 systems connected via a data channel. The functions supported are the DDP capabilities announced for OS/3 systems: file transfer, job transfer, and distributed file access (See System 80 Marketing Announcement No. 13 for more details). You can think of the ICCU as essentially a substitute for a UDLC communications line connection between two OS/3 systems.
- Q. 13 Does the ICCU require modems?
- A. 13 No, the ICCU is a fiber-optic cable connecting the OS/3 systems up to 3300 feet apart. It operates at speeds up to 145KB, depending on the distance.
- Q. 14 Will the Model 8 (and the Models 3, 4, 5, and 6) support IBM SNA/SDLC communications?
- A. 14 Not at this time. A recent System 80 Newsletter (No. 61) outlined Sperry Univac's plans for future System 80 support for IBM SNA/SDLC.
- Q. 15 What is the extent of 90/25-30-40 compatibility to the Model 8?
- A. 15 Compatibility is at the object-code level for both "CDM" and "DTF" oriented applications. (See the Selling to 90/25-30-40 Customers" section of this announcement for more details).
- Q. 16 Will the "DTF" data management of OS/3 be supported on the Model 8 for compatibility with 90/25-30-40 systems?
- A. 16 Yes, See the "Selling to 90/25-30-40 Customers" section of this announcement for more details .
- Q. 17 Will the "DTF" mode be supported on the System 80 Models 4 and 6?
- A. 17 No.

- Q. 18 What conversion is required to change applications from a Model 3, 4, 5, or 6 to a Model 8?
- A. 18 None. The Model 8 is "object-code" compatible with the Model 3, 4, 5, and 6, except for Assembly programs that employ physical level I/O coding techniques.
- Q. 19 Which release(s) of OS/3 will operate on the Model 8?
- A. 19 A new OS/3 release, which will include the necessary enhancements to support the new Model 8 environment, will be available for Model 8 FCD 1QCY'84. This release will provide identical functionality to Release 8.0.
- Q. 20 How many programs can be multi-programmed on the Model 8?
- A. 20 Forty-eight jobs can be run on the Model 8. This is in addition to Interactive Services users (e.g. ESCORT, Editors, BASIC, etc.)
- Q. 21 When 90/25-30-40 disk drives are attached to the Model 8, must resident files be copied?
- A. 21 No, unless changing from "DTF" to "CDM" mode, in which case SAM, DAM, and ISAM files must be copied to MIRAM using standard utility programs.
- Q. 22 Is COBOL available for intelligent terminals?
- A. 22 A COBOL cross compiler program product (6130-99) generates interpretive code for execution on the UTS 40, 400, and 4020 terminal products, as well as the Model 2 local workstation.
- Q. 23 Will 90/25-30-40 application software, such as UNIS/90, ACS/90, and ICS/90 be supported on the Model 8?
- A. 23 No. However, the availability of the System 80 counterpart applications (UNIS 80, ACS 80, ICS 80) ensures equal or greater functionality and minimal conversion.

- Q. 24 Is COBOL '68 supported on the Model 8?
- A. 24 Yes, via the "DTF" mode as on the 90/25-30-40.
- Q. 25 Is BEM/EDT/RSP supported on Model 8?
- A. 25 No, but functional equivalency is, through the Interactive Services portion of the System Control Software and the Editor program product.
- Q. 26 What industry applications are being offered for the Model 8?
- A. 26 See the "Application Software" section of this announcement.