User's Guide
Getting Started With Data Decisions
COMMUNICATIONS SYSTEMS

The communication industry is expanding at an ever accelerated pace, and its growth is unsurpassed by the computer industry. This multibillion dollar market is burgeoning with a plethora of new and enhanced products and services, rapidly advancing technology spawning new concepts and approaches to satisfy an even broader range of applications, and an ever increasing number of vendors and distributors. This vast and proliferating market creates a heavy burden for users pressed for solutions to their needs. To speed the decision process, DP professionals like yourself have two basic needs:

1. Accurate, current, up-to-the-minute, easy-to-access information.

2. Consistent expert product evaluations.

Data Decisions' COMMUNICATIONS SYSTEMS is designed to give you both. It contains four big loose-leaf volumes—updated each month— and filled with all you need to know about key voice and data communication hardware and software products.

HOW WE DESIGNED COMMUNICATIONS SYSTEMS—TO SERVE YOUR NEEDS

We contacted hundreds of known users of communications products and services in person and via telephone, with questions about how their communication needs relate to their information requirements: what kinds, what form, about what, when etc. We held interviews with industry experts and learned their views. Then, with some sound ideas about the design of a product that would meet user needs, we prepared a mock-up and took it to organized focus groups. The views of reviewers were gathered separately in many group sessions conducted by professionals whose business it is to learn facts from potential users of new products and services. We learned facts.

All that we learned has gone into what you see today as the Data Decisions' COMMUNICATIONS SYSTEMS.

What did we really learn? It was universally agreed that the most important information needed was in-depth coverage of mainstream communication products and services, including key hardware products as well as software products. We found the need was not just for factual information about the product or service, but also for information about how and where it is used, how it benefits the user, its strengths and its limitations, and how it relates to competitive products or services. The sum of this information puts the product or service in proper perspective and enables the prospective buyer to make a wise decision.

COMMUNICATIONS SYSTEMS addresses the need for analytical information about products and services. Each report contains a hard-hitting Analysis section which puts the product or service in perspective and addresses user benefits as well as potential limitations. This is a powerful user aid which is absent from competitive services.

COMMUNICATIONS SYSTEMS also enables pricing in product descriptions. This is a strong benefit to the user who does not have to refer to a separate price list, the relationship between product and pricing. We also found that much additional, useful specification, technology, guidance, and rating information was needed; but it would be most valuable only if it was current and easy to use. And it had to be designed as an open-ended, adaptable, reporting vehicle which could be altered to provide the same degree of comprehensive coverage to newly emerging sub-markets as presently exists for today's mainstream markets.

We responded by creating the information service you are now reading—COMMUNICATIONS SYSTEMS.

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WHAT'S SPECIAL ABOUT COMMUNICATIONS SYSTEMS?

- Analysis. Hard-hitting analytical evaluation that highlights specific strengths and limitations of mainstream hardware and software products and services, and emphasizes the applicability of these products and services in a communication environment.

- Industry-Wide Reporting. Comprehensive, detailed reporting on the full communication spectrum. Not just data, but voice, image, graphics, message, and video communication. Obviously, data is emphasized because it is the principal communication medium in a computer-communication environment. But, as the industry focuses greater attention on other communication media as it now has on voice, this service will expand its coverage in those areas to meet user information needs. Also, as technological advancements create new application markets in the communication industry, this service will broaden its scope to keep you abreast of vital products and services spawned by emerging markets.

- Comprehensive Reporting. Informative reports on the products and services of leading players in the industry as well as detailed information on all products and services available in important industry segments satisfy your information needs as a prospective buyer to make intelligent purchase decisions and respond to key issues raised by industry advancements.

- Objectivity. Objective reporting cuts through vendor's sales and marketing hype and puts the product or service in perspective to ease the decision process.

- Ease of Use. Report formats are designed to make it easy for the user to quickly find important information. Information is presented in a succinct style, and industry jargon is avoided to eliminate wasted time and confusion in locating and understanding pertinent information. Extensive use of dot charts in report surveys makes it easy to find vendor's products and services pertinent to user needs.

- Vendor Profile. Corporate profiles on vendors indicate size and strength of a company and the type of products or services it produces and/or markets to enable a prospective buyer to find vendors whose products may satisfy his needs, and whose size may relate to the user's confidence. The profile contains all known and identified vendors and a concise outline of a vendor's total product line.

- What You Need To Know To Grow. Information on the latest communication technology, such as PBX systems, local area networks, network control and management systems, networking multiplexers, protocol converters, and much more.

WHAT DOES COMMUNICATIONS SYSTEMS COVER?

- **Communication Carriers and Value Added Networks (VANs)**—complete coverage of all services offered by North American carriers and vendors of value added network services.

- **Communication Processors**—front-end processors, network (nodal) processors, messages switches, packet switches, and remote concentrators.

- **Communication Software**—includes TP monitors and other software packages pertinent to the communication environment.

- **Terminals**—complete coverage on all types of terminals; display terminals, facsimile terminals, teleprinter terminals, user-programmable terminals, vendor-compatible terminals, and integrated voice/data terminals.

- **Network Support Equipment**—complete coverage on all types of modems, multiplexers, network control and management systems, packet assemblers/disassemblers (PADs), protocol converters—and MORE.

- **Local Area Networks and PBX Systems**—includes all types of local area networks (baseband and broadband) and private branch exchange (PBX) systems for voice only or voice and data applications.

- **Telecommunications Systems**—includes a broad range of products such as key/hybrid telephone systems, call accounting and ACD systems, integrated voice/data terminals (IVDTs), voice message and auxiliary telecom systems, and telecom software.

WHAT KIND OF REPORTS WILL I FIND?

There are five basic types of Data Decisions' reports:

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• Vendor Directory

Often the most valuable information concerning the potential acquisition of communication products relates to the vendor of the product. Questions such as "How do I contact the vendor?", "What products and/or services are offered by the vendor?", "What is the size and nature of the company offering this product?", etc. are answered by the vendor directory. The directory is current and contains the up-to-date information you need in an easy-to-use dot-chart format (see Exhibit 1).

• Technology Reports

Data Decisions' technology reports are designed to give you the background you need to put your purchase decisions in perspective within the larger information processing picture. They tell you what products can and can't do—and explain how they'll fit into your overall operation. They also tell you what to look for when evaluating and purchasing products and how to install them with a minimum of interruptions and a maximum productivity increase. The technology reports include communication concepts, product and network technology on topics such as PBX systems, local area networks, modems & multiplexers & networking; the use of communication test equipment; and guidelines for selecting the carrier service to match user needs.

• User Ratings

Because you want to know how a product measures up in actual use, Data Decisions continually surveys the user community to bring you statistically valid user ratings on product efficiency, reliability, installation time, ease of use, vendor support and a host of other capabilities that vary, depending on the type of product being examined. This information is presented in easy-to-read bar charts that let you quickly compare the products you're interested in with similar products from other vendors (see Exhibit 2).

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=$1,000; M=$1,000,000)
AT&T Communications	295 North Maple Ave., Basking Ridge, NJ 07921	201-221-2000	----	----	$ ----
AT&T Information Systems	One Speedwell Ave., Morristown, NJ 07960	201-898-3278	1983	99K+	$ ----
AT&T Teletype	5555 Touhy Ave., Skokie, IL 60077	312-982-2000	1907	5K+	$368M+
Atari	1312 Crossman, Sunnyvale, CA 94086	408-942-6500	----	----	$ 100K—
Atlantic Research	7401 Boston Blvd., Springfield, VA 22153	703-644-9000	1949	2K—	$100M+

EXHIBIT 1 • The Vendor Directory not only provides you with the vendor's address and telephone number so you can make contact, but it gives you the vendor's vital statistics and defines the type of product(s) and/or service(s) offered by the vendor.

User's Guide
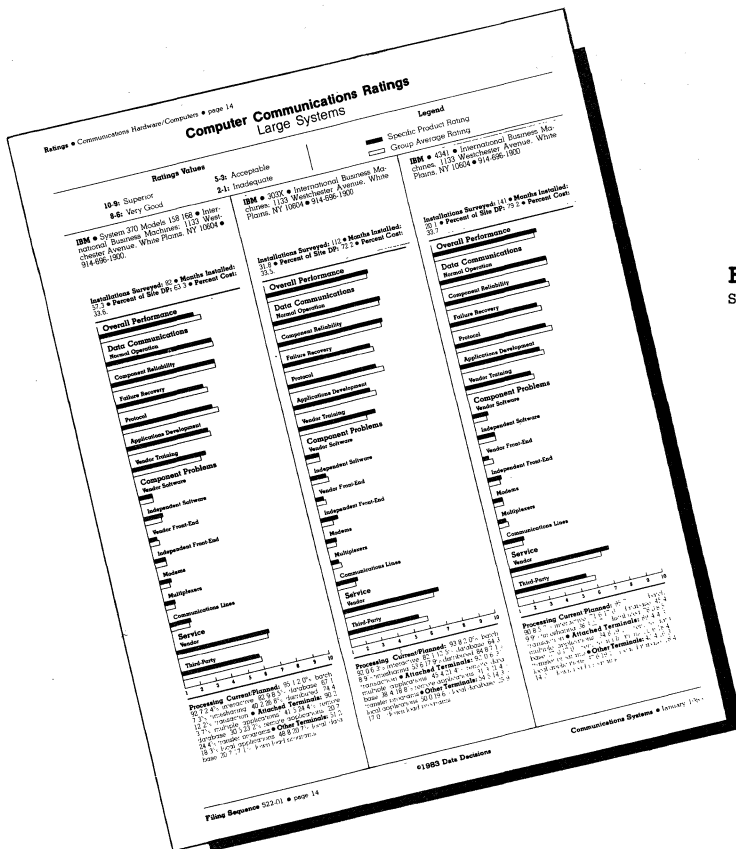## Getting Started With Data Decisions COMMUNICATIONS SYSTEMS

EXHIBIT 2 • The bar charts let you quickly see how similar products compare.

• Survey Reports

Whether you're looking for a PBX system, terminal, a specific multiplexer, or a modem, COMMUNICATIONS SYSTEMS survey reports show you what's available and help you to narrow your search.

Each survey begins with a quick-reference dot chart that lets you zero in on appropriate products. For instance, the chart for a survey on modems gives you easy-to-absorb information on basic type, line compatibility, data rates supported, and primary usage (see Exhibits 3A & 3B).

• Product Reports

COMMUNICATIONS SYSTEMS product reports provide all the information you need to narrow your search to the three or four major products you'll want to investigate in earnest.

The Communications Systems Product Report (see Exhibit 4) has four basic elements:

A. Profile—Included in this brief overview are the following most important aspects of the product which vary according to the type of product; e.g. communication processor, modem, terminal, PBX, etc. However, all profiles include first customer shipment date, systems delivered, comparable systems, vendor address, Canadian address, and distribution. In addition, the product's general price range is represented by a bar graph which illustrates configuration details making up small and large configurations.

B. Analysis—this section contains an incisive, hard-hitting commentary that highlights the relative strengths and limitations of every mainstream product; this is not a rehash of the vendor's documentation and sales brochures. Pertinent historical facts on the product's evolution are often included.

C. Software—this section of the report describes the major software offered by the vendor and includes terms and support information. Pricing is supplied for each separately priced software package component.

D. Hardware—this segment of the report lists and describes the hardware offered by the vendor and includes terms and support information. For each hardware component, basic configurability is provided

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EXHIBIT 3A • The dot chart points you to the product that fits your needs.

EXHIBIT 3B • The product profile gives you full specs.

including a statement of its attachability requirements along with a description of the facilities it provides. Pricing is supplied for each separately priced hardware component.

HOW IS COMMUNICATIONS SYSTEMS ORGANIZED?

COMMUNICATIONS SYSTEMS is divided into four monthly updated volumes:

1. **Volume 1** contains a Master Index, a User's Guide, a monthly newsletter, Vendor Directory, Technology reports, User Ratings, and software and hardware surveys.

2. **Volume 2** contains more hardware and service surveys and in-depth product reports on mainstream communication products and services arranged alphabetically by vendor name.

3. **Volume 3** contains a continuation of in-depth product reports on mainstream communication products and services arranged alphabetically by vendor name.

4. **Volume 4** is devoted to telecommunication products and services, and contains an index, a glossary, technology reports, product surveys, and in-depth product reports on prominent telecommunication products and services arranged alphabetically by vendor name.

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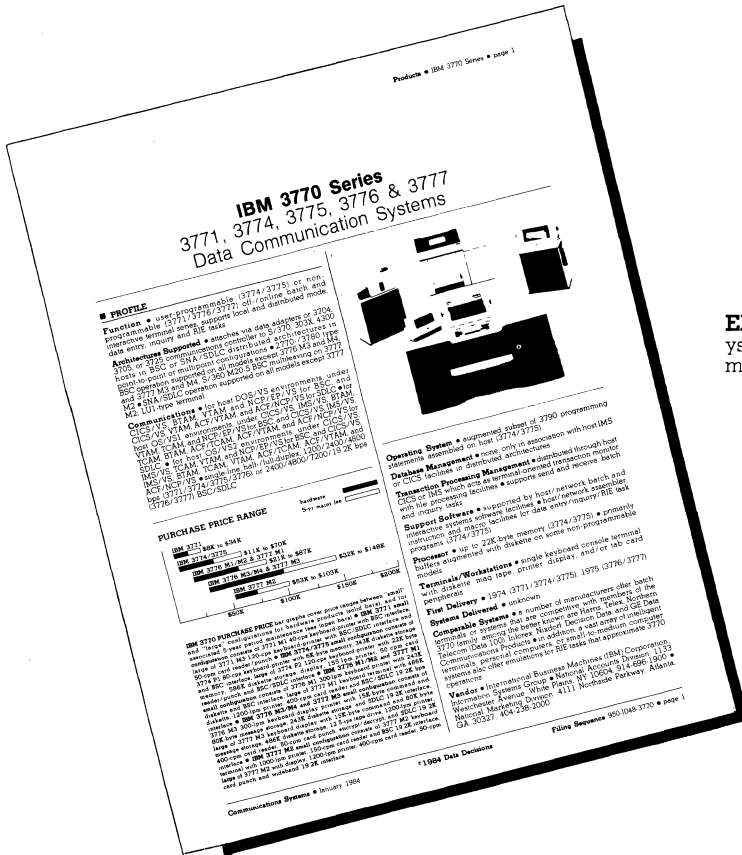
EXHIBIT 4 • Hard-hitting independent analysis highlights the strengths and limitations of mainstream communication products.

TABS AND PAGE NUMBERING STRUCTURE

Each major section of COMMUNICATIONS SYSTEMS is identified by a tab. Within each section, except for the "Products By Vendor" sections, all reports are given 3-digit (Volumes 1 through 3) or 4-digit (Volume 4) filing sequence numbers. For example, the filing sequence number for the survey report on Local Area Networks is 711.

In the "Products By Vendor" sections, the filing sequence numbers begin with the 3- or 4-digit code of the tab section followed by a hyphen and a 4-digit code based on the first letter of the vendor name, followed by a 4-digit number based, whenever possible, on the model number. Thus, the filing sequence number for the IBM 3725 Communication Controller is 950-I048-3725, where 950 is the tab number, I048 the vendor, and 3725 is the product model number. The telecommunications reports in Volume 4 are given a 4-digit number. For example, the filing sequence number for the survey report on PBX System is 1410.

COMMUNICATIONS SYSTEMS contains the following tabs:

Volume 1

Tab Name	Sequence Number
Contents/Index	100
User's Guide	150
Newsletter	200
Vendor Directory	300
Technology Reports	400
User Ratings	500
Communications Software Ratings	510
Communications Hardware Ratings	520
Surveys—Communications Software	600

Tab Name	Sequence Number
Communications & Networking	640
TP Monitors & Enhancements	643
Network Design & Management	645
Other Terminal Control Software	647
Surveys—Communications Systems	700
Distributed Computer Systems	710
Local Networks	711
Distributed Networks	712
Communications Processors	713
Terminals	720

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REPORTING STYLE

The in-depth individual hardware and software product reports closely follow a standard and highly disciplined structure. Because of this uniformity the subscribers can immediately extract technical data within a product line and make meaningful comparisons across many product lines. The reporting style is based on a consistent set of editorial symbols. These symbols are illustrated and explained as follows:

■ CLOSED BOX HEADINGS

The solid or closed box heading is used for major sections within a report.

□ Open Box Heading

The open box heading is for secondary-level divisions within a solid/closed box section of a report.

Straight Heading

The straight heading is a third-level division within an open box portion of a report.

BOLD HEADING

The bold heading is used to indicate a major category of information about a specific product.

Non-Bold Heading

The non-bold heading is used to indicate a subset of information within a bold heading.

PRICE LINE

The price line indicates the single-unit purchase price, or one-time license fee, monthly lease or rental charge, and monthly maintenance or service charge.

WHERE DO I START MY SEARCH?

Just about anywhere! Almost every section of COMMUNICATIONS SYSTEMS is designed as an entry point that will lead you to the information you need. So, when planning to make a purchase, you can:

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1. Start with the index for the broadest possible view.

2. Look at the newsletters for recent enhancements and new product announcements.

3. Read the technology reports for background and for the pointers on evaluation, purchase, and installation that you need to successfully integrate a new product into your shop.

4. Examine the user ratings to see which products others like best.

5. Study the surveys to discover your options FAST.

6. Turn directly to the product reports for comprehensive factual information and hard-hitting independent analyses by the industry's largest and most experienced technical editorial staff.

INDEXES

You don't have to know the name of a product to find it in COMMUNICATIONS SYSTEMS.

If you're looking for a certain kind of product, but don't know all (or any) of the brands, just turn to the Master Index that immediately follows the Contents page (see Exhibit 5). At a glance, you'll see everything that is available and find out where to locate what you need. Also, immediately following the "Products by Vendor" tab, you will find a complete, current listing of the detailed product reports in those sections (see Exhibit 6).

If you can't find something in the Master Index (see Exhibit 7), turn to the Supplementary Index that precedes it. Recent updates will be listed there.

WHAT ARE SOME TYPICAL USES OF THE SERVICE?

Listed below are some frequent, typical uses of our service. Along with these major question types, we have included simple step-by-step instructions for answering each of these inquiries.

Task	Solution
A. What type of products does a particular vendor manufacture and how can I contact him?	Consult Vendor Directory for specific company information.

```
    990-T320-5540
      Telex TC 270 Series
        990-T333-0270


              - K -        Local Area Networks
                             * Technology Vol 1 * Local Area          A Local Area Networks
  Key Telephone System         Networks (LANs) 400-715               (LANs) Technology Report in Volume 1
    * Surveys Vol 2 *
      Systems 745
                             * Surveys Vol 1 * Local Network          A Local Area Networks (LANs)
              - L -           Architecture 711                        Survey Report in Volume 1

  Limited Distance Mode
    * see Modems             * Products Vol 2 *
                                Contel ContelNet  920-C385-0027
  Line Drivers                  Datapoint ARCnet  930-D363-0000
    * see Modems
                             * Products Vol 3 *
  Local Area Networks           Interactive Systems/3M
    * Technology Vol              Videodata 950-I577-0159
      Networks (LANs)          Interactive Systems/3M
    * Surveys Vol 1 *            Videodata LAN/1
      Architecture 71            950-I577-0160
    * Products Vol 2           Interlan NET/PLUS                     In-depth Product Reports on
      Contel Contel             950-I626-0103                       key Local Area Networks
      Datapoint ARC          NSC HYPERbus 970-N485-0060             in Volumes 2 & 3
    * Products Vol 3         NSC HYPERchannel 970-N485-0062
      Interactive S         Sytek LocalNet 20
        Videodata             980-S970-2040
      Interactive S        Ungermann-Bass Net/One
        Videodata             990-U275-0152
        950-I577-0           Wang Laboratories WangNet
      Interlan NET/           990-W070-0100
        950-I626-0           Xerox Ethernet 990-X253-0041
      NSC HYPERbus
      NSC HYPERchan
      Sytek LocalNe
        980-S970-2
      Ungermann-Bass
        990-U275-0
      Wang Laborator
        990-W070-0
      Xerox Etherne

              - M -

  Modem Eliminators
    * see Modems
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EXHIBIT 5 • If you're in the market for Local Area Networks, just turn to the Master Index —filing sequence number 100. Then look under the generic entry Local Area Networks. There you'll find several reports on important vendor products.

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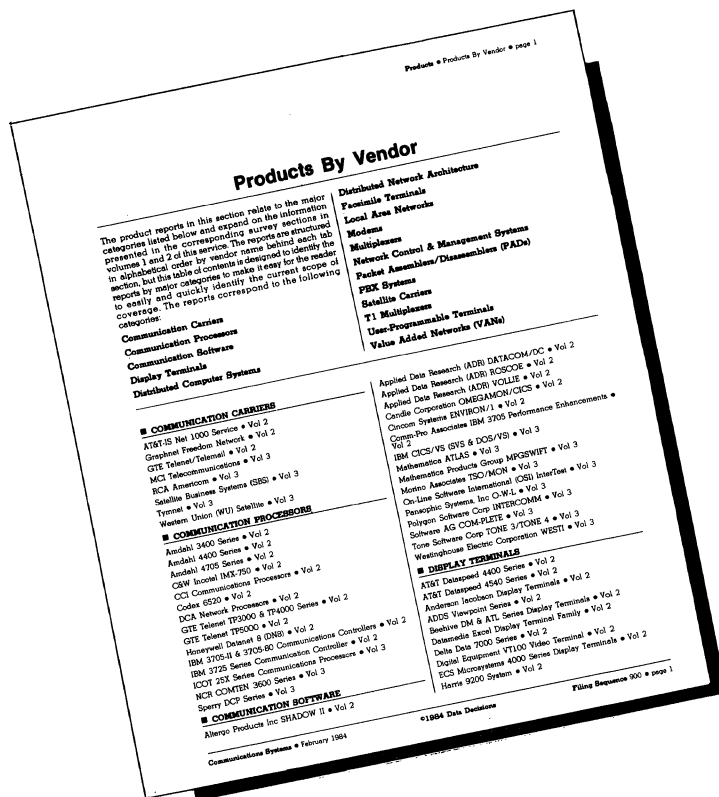
EXHIBIT 6 • The Products By Vendor section (900 tab) easily points you to communication products and services you are searching for.

B. How can I locate information on the major statistical multiplexers in the marketplace today?

C. How can I find in-depth information on local area networks.

D. What were the most significant communication-related announcements made last month?

E. Are there any good trade shows being scheduled for the coming months that will give me an opportunity to examine new equipment?

F. How can I get a quick, clear picture of the differences among the various models of Timeplex statistical multiplexers?

G. What would a medium scale configuration of an IBM 8100 Information System cost?

H. How can I educate myself about modern digital PBX systems?

I. I need a 3270 protocol converter to connect my ASCII terminals to my 3274 controller. What models are available?

Consult Master Index for a complete listing of reports under multiplexers category.

Look up local area networks in Products By Vendor index.

Read the current newsletter. If a specific product is on your mind and you don't see it, check the index and then call Telephone Consulting if necessary.

Read the current newsletter. The last section lists a Calendar of Events.

Access product report on Timeplex Multiplexers. Read □ Systems Overview section of ■ HARDWARE.

Access product report on the IBM 8100 Information System. Locate □ Packaged Systems section of ■ HARDWARE section for detailed pricing.

Consult the Digital PBX Report of the Technology Section in Volume 4.

Refer to the dot chart in the Device Emulator/Protocol Converter survey to find available products. Then turn to survey listing for more detailed information.

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IBM System/370 SSP/ACF/NCP/VS R21 * Surveys-Systems Vol I
* Communications & Networking Software 600
IBM System/370 VCNA * Surv
* Communications & Network
IBM System/370 VM/3270 Pas
* Communications & Network
IBM System/370 VSE/3270 Pa
* Communications & Network
IBM Systems/370 115/125 * R
* Communications Hardware/
IBM Systems/370 138/148 * R
* Communications Hardware/
IBM Systems/370 158/168 * R
* Communications Hardware/
IBM TPNS V2R2 * NEWS Vol
IBM TSO * Ratings-Software
* Communications Software
IBM Version 3 NPDA * NEWS
IBM/DPD Displays * Surveys-
722
IBM/DPD Modems * Surveys-
IBM/DPD Teleprinters * Surv
* Terminals/Teleprinters 724
IBM/DPD 3704 Communicatio
* Distributed/Communication
IBM/GSD Displays * Surveys-
* Terminals/Displays 722
IBM/Information Systems Gro
* Surveys-Services Vol 2 * Co
IBM 303X * Ratings-Hardwar
Hardware/Computers 522
IBM 3084 * NEWS Vol I * No
IBM 3101 Display Terminals
    * Ratings-Hardware V
    526
    * Products Vol 3 * IBM
    * NEWS Vol I * Apr I
IBM 3270 * NEWS Vol I * Ap
IBM 3270 Personal Computer
IBM 3270/Compatible Termin
* Communications Hardware/
IBM 3270 Plug-Compatible Pr
* IBM 3270 Plug-Compatible
IBM 3270 Series Information
* Products Vol 3 * IBM 3270
IBM 3275 * Ratings-Hardware
Hardware/Terminals 526
IBM 3276 * Ratings-Hardware
Hardware/Terminals 526
IBM 3277 * Ratings-Hardware
Hardware/Terminals 526
IBM 3278 * Ratings-Hardware
Hardware/Terminals 526
IBM 3279 * Ratings-Hardware Vol I * Communications
Hardware/Terminals 526
IBM 3704 Communications Controller * Surveys-Systems Vol I
* Distributed/Communications Processors 713

IBM 3270 Personal Computer * NEWS Vol I * Nov 1983 200
IBM 3270/Compatible Terminals * Ratings-Hardware Vol I
* Communications Hardware/Terminals 526
IBM 3270 Plug-Compatible Products * Surveys-Systems Vol I
* IBM 3270 Plug-Compatible Products 726
IBM 3270 Series Information Display Systems
* Products Vol 3 * IBM 3270 950-1048-3270
IBM 3275 * Ratings-Hardware Vol I * Communications
Hardware/Terminals 526
IBM 3276 * Ratings-Hardware Vol I * Communications
Hardware/Terminals 526
IBM 3277 * Ratings-Hardware Vol I * Communications
Hardware/Terminals 526
IBM 3278 * Ratings-Hardware Vol I * Communications
Hardware/Terminals 526
IBM 3279 * Ratings-Hardware Vol I * Communications
Hardware/Terminals 526
IBM 3704 Communications Controller * Surveys-Systems Vol I
* Distributed/Communications Processors 713
IBM 3705-II Series Communications Processors
    * Products Vol 3 * IBM 3705-II 950-1048-3705
    * Surveys-Systems Vol I * Distributed/Communications
    713
IBM 3705-80 Series Communications Controllers
    * Products Vol 3 * IBM 3705-80 950-1048-3705
    * Surveys-Systems Vol I * Distributed/Communications
    713
IBM 3770 Series Data Communications Systems
* Products Vol 3 * IBM 3770 950-1048-3770
IBM 3774 * Ratings-Hardware Vol I * Communications
Hardware/Terminals 526
IBM 3774/3775 * Surveys Vol I
* Personal Computers & User-Programmable Terminals 720

An in-depth report in the
Products By Vendor section
under "I"

Survey report behind
Communications Processors
tab 713

EXHIBIT 7 • If you are looking for information in IBM Communications Controllers in the Master Index, you will find that Communications Systems contains survey coverage and in-depth reports.

J. I'm looking for information on 2400-bps full-duplex 2-wire modems. Where can I find this information.

Refer to the Modem dot chart in the Modems Survey Section to find products that are available. Then turn to survey listing for more detailed information.

K. I'm considering Lee Data 3270-compatible display terminals. How can I interface them to an IBM SNA environment?

Reference □ Communications section of the Lee Data Product Report.

WHAT IF I CAN'T FIND THE INFORMATION I NEED?

If you have researched the solution to your problem with the aid of our Master Index and Supplementary Index, and still cannot locate the necessary information, then why not contact us directly? If the answers to your problems are less time-critical, you can jot down your questions or problem on the INQUIRY SERVICE FORM following this User's Guide. Our job is to make sure that none of your information needs go unanswered, and our analysts will research your problem and respond with the required information, either by telephone, telex, or by mail. As a subscriber, you can be assured that all your information needs will get our immediate attention.

Of course, if your problems are time-sensitive, you can telephone our consultants directly, FREE of charge. Our phone number is (609) 429-9393.

WHAT ELSE DO I GET?

• **Monthly Newsletters** that highlight late-breaking industry happenings, discuss new product announcements, and provide a calendar of events. The COMMUNICATIONS SYSTEMS Newsletter also contains two special features:

"Spotlight" — calls your attention to a significant communication product, service, or issue that we consider will have an impact on the industry.

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"Announcements and New Products"—capsule summaries of newly introduced products and services, and key issues.

- **Industry Spotlight** as a complement to our newsletters, the INDUSTRY SPOTLIGHT focuses on major industry events that we believe will have a profound effect on the computer/communication industry, and consequently on you, our subscriber. Our objective with this feature is to provide in-depth analyses of major new products in a timeframe that our regular publishing schedule may not allow.

- **Vendor Directory** with over a thousand informative profiles on companies offering communication products and services of all types.

- **Unlimited Free Telephone Consulting** by communication experts whose only job is to provide quick answers to your questions.

COMMITMENT TO EASE-OF-USE AND CURRENCY

Data Decisions pledges to you, our subscriber that the information in this service will be kept current and that every aspect of the service will ensure ease-of-use. We pledge ourselves to the timely updating of every product report so that no product report is ever more than 12 months old; updates will be performed sooner in case of significant product changes within that time period. Reports are revised immediately on a best effort basis, generally within 90 days of a major announcement. Newsletters will carry important event reports within 30 days. Our consultant service, which is FREE to subscribers, can be contacted by telephone. The telephone number is (609) 429-9393.

HOW CAN WE IMPROVE OUR SERVICE?

This service was designed for the corporate buyer and/or user of software products. If you have any suggestions on ways to improve our service, we are more than willing to seriously consider your valuable ideas. Following the Inquiry Service Form at the back of this User's Guide is a self-mailing USER COMMENTS/SUGGESTIONS form. Our Editorial Review Board will welcome your input. In particular, we'll be especially pleased to hear from you about specific software products that you'd like us to evaluate. Call the Communications Systems Managing Editor, (609) 429-7100 for even faster, more direct input.

OTHER DATA DECISIONS SERVICES

In addition to this monthly updated COMMUNICATIONS SYSTEMS reference service, Data Decisions publishes the following reference services:

- **COMPUTER SYSTEMS**—a monthly updated 3-volume reference service with an emphasis of coverage on mainframes, minis, vendor-supplied software, program development aids, terminals, and peripherals—all the interacting components of an actual system.

- **SOFTWARE**—a monthly updated 3-volume reference service that reports on and analyzes thousands of vital, currently available software packages for mainframes and minicomputers. In addition, **Software** subscribers have unlimited telephone access to the **Software Dataline**—Data Decisions own proprietary $8 million application software database.

- **MICROCOMPUTERS**—a monthly updated 3-volume reference service with hands-on evaluation of hardware/software products and contains reports on microcomputer systems, microcomputer peripherals, expansion boards, local area networks, modems, software, etc. Each evaluation is conducted in our own testing lab by our team of microcomputer experts, under conditions that mirror those at your own site.

- **PC Communications**—a monthly updated 3-volume reference service with hands-on evaluation of PC-to-Mainframe communication products, local area networks, asynchronous communication packages, and modems. Each evaluation is conducted in our testing lab by our team of microcomputer experts who use a highly structured methodology which closely parallels the real-world business environment. **PC Communications** also provides expert analysis of microcommunication trends on products—such as PBXs, multiuser systems, security hardware/software and online search services.

Please call or write for details.

INQUIRY SERVICE FORM

Dear Subscriber:

Our job is to make sure that none of your communication information needs ever go unanswered. If the answer you seek cannot be located in our published reports, then you can contact us directly to get the required information. Please state your information needs as concisely as possible in the space provided. Identify yourself and then simply fold this form, seal it, and drop it in the mail. Our analysts will research your problem and contact you directly, either by telephone or by mail. You can be assured that all your questions will get our immediate attention. If your information needs are time critical, you can telephone us directly.

(ADDITIONAL COMMENTS ON BACK)

Name: _____

Title: _____

Organization: _____

Telephone: _____

Address: _____

_____

☐ I am a current subscriber.   ☐ I am evaluating the service for a possible subscription.

(SIGNATURE)

PLEASE USE THIS SPACE FOR COMMENTS
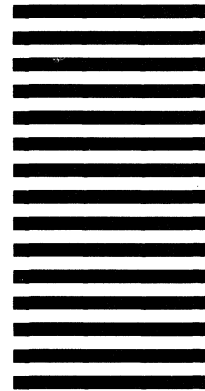

FOLD HERE

BUSINESS REPLY CARD
First Class   Permit No. 3838   New York, N.Y.

Postage will be paid by addressee:

Data Decisions™

20 Brace Road
Cherry Hill, New Jersey 08034

Attention: COMMUNICATIONS SYSTEMS Consultants

FOLD HERE

USER COMMENTS & SUGGESTIONS

Please evaluate our Service from these four perspectives:

ACCURACY	10	9	8	7	6	5	4	3	2
CURRENCY	10	9	8	7	6	5	4	3	2
EASE OF USE	10	9	8	7	6	5	4	3	2
COMPLETENESS OF COVERAGE	10	9	8	7	6	5	4	3	2

(Please circle; 10 = Excellent, 1 = Poor)

Comments & Suggestions (About any aspect of our Service):

(ADDITIONAL COMMENTS ON BACK)

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☐ I am a current subscriber.   ☐ I am evaluating the service for a possible subscription.

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PLEASE USE THIS SPACE FOR COMMENTS

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