OUT-THINK ™

The Datapoint Marketing Newsletter

"Out-thinking our competition to help your customers out-think theirs"
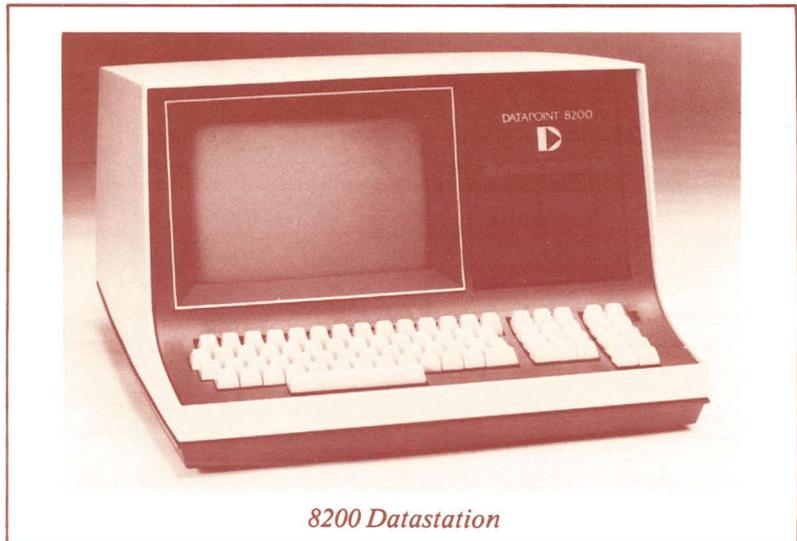
The Challenger! Datapoint's new 8200 Datastation!

If you're looking for a competitively priced Datapoint terminal with appealing extra features for your customers, look no further! The 8200 Datastation, our new general purpose, interactive terminal, is just that!
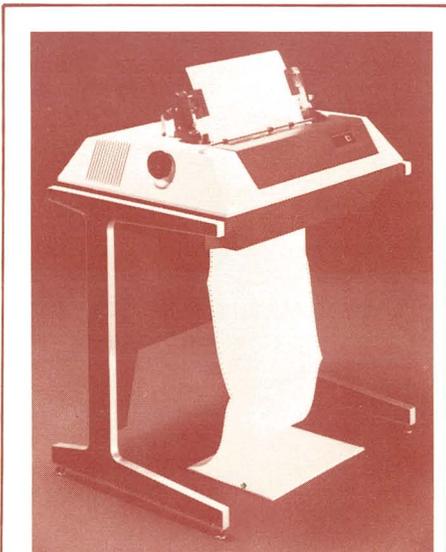
The 8200's user-oriented features include:

-User programmable function keys
-16 levels of screen brightness control
-Repeat action keys
-An indicator light in the SHIFT LOCK key to remind users that the keyboard is in the shifted position.

8200 Datastation

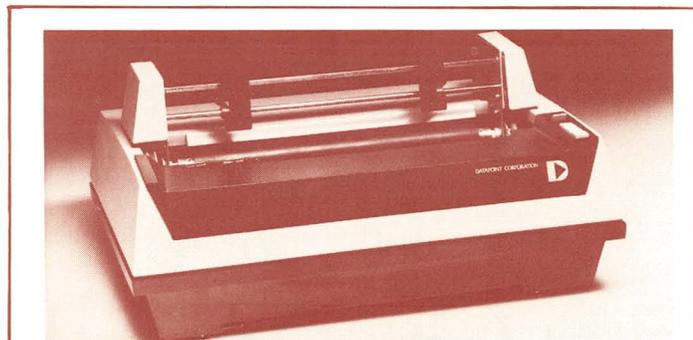## Two new printers added to Datapoint line

45 CPS Character Printer (with optional stand and tractor)

Now you can offer your customers a choice of two new, fully-formed character printers that provide letter-quality printing for a variety of applications.

Both platen-drive printers produce typewriter-quality printing with a 96 character bidirectional rotating print wheel.

30 CPS Character Printer (with optional tractor)

See Inside for Important Software Announcements

DATASHARE® V, Version 2 is here!

Now, the version of DATASHARE your customers have been asking for! DATASHARE V, Version 2 is a real user's version of DATASHARE ... an accumulation of the features users have asked for over the years. Among the new features:

- One DATASHARE release for all 5500 compatible processors (including 1800 and 3800). Now there's no more confusion about which interpreter works for which system. And this makes maintenance easier, too.

- Program length has been doubled - to 64K. The user data area of 4096 bytes has been increased to 7680 bytes. Because of these features, the need to CHAIN from program to program is less - and extra big programs can have a little breathing room.

- DS5SLAVE is more powerful than ever before. It now supports Sync and Auto-dial from the central facility as well as Async. Now, Datapoint has made this already advanced networking ability even better. Few others can offer your users a networking facility that can, via an applications program, edit and update records, dynamically create and delete files, generate reports and even more - and all with complete communications error checking. What's more, disk and printer handling functions can be performed at either a central or a slave site!

- A new disk I/O verb allows rapid changes of keys in a multiple key ISAM file without repositioning the original record. In addition, programs can now access file pointers - a powerful feature for advanced programmers.

- TRAP's repertoire has been expanded to sense function keys F1-F5, the Interrupt key and any character. This helps programmers and operators to get the most out of their DATASHARE system.

- Spooling of print files has been implemented. Automatic creation of /PRT files on disks means no more problems with local printer access. Spooled files can be printed during "off-hours" with LIST using the ;F option. As an alternative, a simple DATASHARE program can be written to allow a phantom port to perform printing during production.

- Addressing of pollable devices attached to the Multiport is now supported. Users may create a small Assembler routine which DATASHARE can call to access pollable devices.

Additional features include:

- The V2 interpreter is modular - so unused routines may be excluded, freeing memory for applications programs.

- ACALL and MULTILINK™ users have been given more power and flexibility than ever before

- The CALL stack may now be maintained by the DATASHARE program - a valuable plus for applications programmers.

- ARC™ users may now shut down an applications processor running DATASHARE and go directly to DOS. In some cases this means that the time-consuming job of creating a ROLLFILE can be bypassed.

Detailed information on the more than 35 changes to DATASHARE will be published in Source Data Number 2. New user's guides for DBCMPLUS and DATASHARE V, Version 2 will also be available in the near future. ∎

8200...

And there's more!

- This is a terminal the user can actually configure at the keyboard! The 8200 features a "Configuration Option Mode" and an Electrically Alterable Read Only Memory (EAROM) that stores the options users select until they are changed again. With this feature users can configure DATASHARE-parameters such as:

  ▶ Transmit and receive baud rates

    Fourteen different baud rates can be set by keyboard entry for both transmit and receive baud rate - so a Customer Service Representative need not be called each time a baud rate change is desired. And changes can be made easily and as often as the need arises.

  ▶ Double key action

    Here's an operator convenience option for users who have experience on 3601s. Selecting this option makes the F1 and F5 function keys work as extensions of the NEW LINE and INT keys - so users accustomed to the larger function keys of the 3601 won't find the 8200 function keys difficult to use.

  ▶ Cursor On/Off control

    With this option the user can determine whether the terminal will or will not respond to cursor on or cursor off characters received from the processor.

  ▶ The 8200 will even remember which of 16 screen brightness levels was selected if the choice was made while the terminal was in Configuration Option Mode.

- The 8200 Datastation is totally compatible with existing DATASHARE systems. A direct replacement for the 3601, 8200

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terminals can be mixed with 3601s in a single system - and no reprogramming is required.

● The cables and connectors used with the 8200 are the same as for the 3601.

● Five programmable function keys offer added user versatility - just in time for DATASHARE V, Version 2 (see page 2).

● The 8200 has a 24 line by 80 column antiglare screen. Its 5 x 7 dot matrix characters are displayed in high contrast green phosphor for exceptional clarity.

● Off-line diagnostics in the 8200 check memory and video display as well as keyboard and communication functions.

Public announcement scheduled for August 15

The 8200 Datastation is scheduled for public announcement on August 15, 1979. Production shipments will begin in September.

Concurrent with the public announcement of the 8200, the purchase price for the 3601 Datastation is being reduced to the new, lower rates shown in the accompanying price schedule. And 3601 lease, maintenance, and installation prices will be the same as the 8200 rates.

Ordering procedures

Initially, 8200s will be in shorter supply than 3601s. As 8200 production increases, however, the 8200 will become the more available terminal. As long as both terminals are in production, the following ordering procedures will apply:

● Orders will be accepted for both 3601s and 8200s.

● If the terminal ordered (either 8200 or 3601) is not readily available, the field office originating the order will be notified and given the current lead time for the terminal requested.

At this time the field office may, if desired, consult the customer to determine if delivery of the more available model would be acceptable.

● Some customers may want the terminal that can be delivered fastest. If this is the case, enter the model number of the preferred model (either 3601 or 8200) on the order form and add the statement shown on the sample form to indicate that the customer will accept whichever terminal can be delivered first.

Price Schedule

Model	List	Lease 1yr.	2yr.	3yr.	Rent	Maint.	Install.
8200	$1450	$56	$52	$47	$70	$18	$20
3601	$1370	$56	$52	$47	$70	$18	$20

For more information on the 8200 Datastation, the following documents are available:

8200 Datastation flysheet (Document number 60801, Customer price $ .35)

8200 Datastation Product Specification (Document number 60786, Customer price $ .75)

Guide to Operating the 8200 Datastation (Document number 60788, Customer price $ .95)■

The 45 CPS Character Printer

Here is a Datapoint printer for the user who wants letter quality output with speed and ease of operation!

This printer, with an average throughput rate of 45 cps at 158 columns per line, produces true typewriter-quality printing. And the 45 cps rate is even better than it sounds, since this printer slews across blank areas at a higher rate - making it even faster in many applications!

A Courier 72 font is standard on the 45 CPS Character Printer. More than

20 optional print fonts offering a variety of type styles and sizes are manufactured.

The 45 cps character printer uses single sheet paper, and has an optional cut-sheet feeder to speed paper feeding for big printing jobs. With this option, it's easy to produce a mass mailing that looks like each letter was individually prepared! Other options include a pin-feed tractor, a stand, a carbon ribbon (nylon fabric is standard), and a multipart form insertion guide.

This printer accepts configuration commands for:

-Character width
-Line spacing
-Line width (132 to 198 columns per line)
-Column width
-Form length
-Initialization
-Default values

The 30 CPS Character Printer

If your customer wants a printer with typewriter-quality print for smaller jobs, the 30 CPS Character Printer will meet that need.

This printer's 30 cps throughput rate is also enhanced by its ability to slew across blank spaces. Because of this feature, the 30 CPS Character Printer can match actual production rates of conventional printers with higher print speed ratings.

Standard features include:

-Courier 72 print font
-Single sheet paper feed
-nylon fabric ribbon

Options available include:

-alternate print wheels (more than 10 are manufactured)
-pin-feed tractor
-forms insertion guide

The 30 CPS Character Printer accepts configuration commands for length of form, line spacing, and character width.

Note: For both printers the parallel version includes cable; the serial version does not.

Product specifications, flysheets, and operator's guides for these printers will be available soon. Availability will be announced in a future issue of Out-Think.

Price Schedule (Purchase) 45 CPS Character Printer

Model	Quantities					Maint.	Install.
	1-3	4-10	11-25	26-50	51+		
9601 (serial)	$4950	$4550	$4000	$3800	$3600	$35	$125
9602 (parallel)	$5500	$5000	$4400	$4200	$4000	$35	$125

Lease rates

Model	1yr.	2yr.	3yr.	Rental	Maint.	Install.
9601	$170	$155	$145	$213	$35	$125
9602	$195	$170	$160	$238	$35	$125

Options available

Option	Purchase	Lease			Rental	Maint.	Install.
		1yr.	2yr.	3yr.			
Tractor with mechanical VFU (a stand is required with this option)	$200	$10	$8	$7	$13	$3	*
Forms insertion guide	$150	$5	$4	$ 3	$6	$2	*
Cut-sheet feeder	$1450	$54	$48	$44	$68	$15	*
Stand	$150	$5	$4	$ 4	$6	—	

*Minimum installation charge is $125. Installation of options is included in printer installation if options are ordered with the printer.

Price Schedule (Purchase) 30 CPS Character Printer

Model	Quantities					Maint.	Install.
	1-3	4-10	11-25	26-51	51+		
9611 (serial)	$2600	$2400	$2100	$2000	$1800	$30	$125
9612 (parallel)	$2950	$2750	$2400	$2300	$2200	$30	$125

Lease rates

Model	1yr.	2yr.	3yr.	Rental	Maint.	Install.
9611	$100	$90	$80	$ 150	$30	$125
9612	$125	$105	$95	$ 187	$30	$125

Options available

Option	Purchase	Lease			Rent	Maint.	Install.
		1yr.	2yr.	3yr.			
Tractor with mechanical VFU	$300	$10	$8	$7	$13	$3	*
Forms insertion guide	$150	$5	$4	$3	$6	$2	*

*Minimum installation charge is $125. Installation of options is included in printer installation if options are ordered with the printer. ■

Sneak preview!

MULTILINK DATASHARE to DATASHARE (MLDSDS) soon!

MLDSDS will be here soon. It's a communications interface to let any Datapoint port communicate with any other Datapoint port in a multidrop lease line network at baud rates up to 9600. And MLDSDS lets your customer establish a private packet-mode network.

MLDSDS will work for any DATASHARE system with MULTILINK capability. Equipment needed includes:

- A MULTILINK capable processor (such as a 5500 or 6600)
- A 9481 multifunction com adapter and modem
- At least one DATASHARE system with a modem capable of loopback

With MLDSDS up to 16 DATASHARE systems may par-ticipate in the network. And in that network anyone can communicate with anyone else ... at any time!

MLDSDS is ideal for such applications as:

- warehousing
- inventory control
- business record keeping

How can your cutomer use MLDSDS? Suppose he's a widget supplier with warehouses in 12 cities around the U.S. Usually each warehouse has a sufficient supply to fill orders in its territory, but once in a while more people need widgets then the area warehouse has on hand.

The Los Angeles warehouse has an order for 12 widgets. But yesterday they filled a large order so they only have five in stock today. With MLDSDS the Los Angeles facility can contact New York, Seattle, Boston, Miami and in fact all the other warehouses to locate the widgets they need. And once they find the other seven, they can advise the central office in Chicago that their supply has been depleted so that inventory adjustments can be made.

With MLDSDS the warehouse in Los Angeles saves time, fills its order, and reports its inventory condition - all with ease!

Look for release of this product in the near future. It may be just right for one of your customers. ∎

Enhanced 1500 DATABUS® compiler to be released soon!

DBCMP15 Version 2.1 based on DBCMPLUS is soon to be released! The compiler will configure itself for:

a) 64K stand-alone
b) 64K concurrent
c) 32K stand-alone

The same source program was compiled on DBCMP15, V 2.1 and DBCMP15, V1.2 and the results are fantastic! The new compiler is up to five times faster than the older version in a 32K configuration. In the 64K configuration it's up to 30 times faster. Speed for the concurrent 64K system is expected to be between that of the 32K and 64K system. Talk about improvement!

Other important features:

- The new release requires less than half the diskette space of the current compiler.

- In the 64K system the compiler will not require work files except for very large programs (in excess of 855 labels).

- The 32K system has space for about 165 labels in memory. More than this will probably cause a work file to be created on the diskette, lengthening compile time.

DBCMP15 V2.1 will be available during September 1979. The customer price is $20 and the model code for ordering is 40273. Be SURE to specify verson 2.1 on all orders. ∎

Did you know that more than 50% of current field-developed software will run on the 1500?

Double density diskettes provided by Datapoint are batch tested to assure good quality. We have had many unnecessary service calls as a result of the use of inferior quality double density diskettes. Please urge your customers to purchase Datapoint tested high quality diskettes.

DAAs added to Datapoint product line

Direct Access Arrangement (DAA) devices are now available in the Datapoint product line. The DAA's are fully FCC registered, and are available in two models.

The 9445 (1000A - CDT) is for use in applications which do not require automatic dialing or answering via Datapoint equipment. The 9446 (1001F -CBS) is used when Datapoint equipment automatically dials or answers the phone. Both the 9445 and 9446 are compatible with new Datapoint Communications adapters which require a DAA (i.e., 9401, 9402, 9408, 9409). Some older 9401 and 9402 adapters require 1001D DAAs.

Orders for the 9445 and 9446 DAAs may be placed immediately, but supply will be limited for the next 30 to 45 days. Units will be shipped based on customer need and impact.

Initial shipments for Millard Allen's and Dick Hahn's Operating Areas will

be coordinated by Steve Schnipper (7247) and Fran Moynihan (5508), respectively.

The following table summarizes the technical information needed for ordering telephone equipment to connect 9445 and 9446 DAAs to the telephone network. DAA interconnect will be the subject of an upcoming TECHFLASH.

	9445	9446
FCC registration number	AK396F-70014-PC-R	AK396F-62376-PC-N
Ringer equivalence	0	0.4B
Telephone jack USOC	RJ45S	RJ47S (with telephone) or RJ45S (without telephone)

A telephone set is required for the 9445 (CDT) manual DAA but is optional for the 9446 (CBS) automatic DAA. If a telephone set is required, a model 502 (rotary dial) or a 2502 (Touch Tone) * exclusion key telephone should be obtained from the telephone company. If an RJ47S jack is used, the DAA controls line or telephone controls line must be specified. If telephone controls line is specified, the ringer option must be specified DAA and telephone.

These options are explained in more detail in TECHFLASH #74. TECHFLASH #102 will contain additional information on DAAs. If you need more detailed information before you receive TECHFLASH #102, contact Terry McDaneld or Bill Dow at 5148.

DAA price information (effective immediately)

Product	Purchase	Lease 1yr.	2yr.	3yr.	Rental	Maint.	Install.
9446 (1001F)	$250	$10	$9	$ 8	$11	$3	$125**
9445 (1000A)	$175	$ 7	$ 6	$ 5	$ 8	$ 2	$125**

Quantity purchase

Product	1-3	4-10	11-25	26+
9446 (1001F)	$250	$200	$175	$150
9445 (1000A)	$175	$140	$120	$105

* Registered Trademark of A.T.&T.

**Installation charge if installed without modem/com box. ∎

New pricing announced

Memory prices have been reduced to us - and we're passing those reductions on to your customers. Now your customer can buy several Datapoint systems with memory priced at $20 a K ... which compares very favorably with recent price announcements by other companies.

And don't forget - when your customer buys Datapoint systems he gets systems that make really effective use of available memory. So, in effect, he gets even more for his money!

If you've got customers who like the 4620 or 4630 system but who really don't need all the memory right now, two new systems could be of interest. The 4625 is a half-memory (60K) version of the 4620 system and the 4635 is a half-memory (60K) version of the 4630. Pricing for both these systems is included in the accompanying price revision chart.

3820 and 6020 prices reduced, too!

The memory cost reductions being passed on to users of our other products are also available in ARC. See the price revision chart for these reductions.

Price Revisions Chart (Effective 8/1/79)

System	Purch	1yr.	2yr.	3yr.	Rent	1-3	4-10	11-25	26+	Maint.	Install.
4520	22500	690	640	600	863	22500	21500	20500	18933	207	650
4523	21000	639	594	562	799	21000	20150	19337	17671	190	620
4525	23400	721	668	625	901	23400	22450	21547	19690	217	650
4620	25300	745	685	637	931	25300	24300	22800	21800	217	650
!4625	24000	690	640	600	863	24000	23000	21500	20500	209	650
4630	33300	1025	925	827	1281	33300	31800	30300	28550	299	700
4633	31800	974	879	789	1218	31800	30300	28800	27050	281	670
4634	33300	1025	925	827	1281	33300	31800	30300	28500	286	670
!4635	32000	970	880	790	1213	32000	30500	29000	27250	291	700
3820	8250	296	259	230	370	8250	7550	6850	6250	48	150
6020	12916	458	402	360	572	N/A	N/A	N/A	N/A	74	150
4530	30607	1029	926	832	1286	30607	29000	27550	26100	289	700
4533	29107	978	880	794	1222	29107	27500	26050	24600	272	670
4535	31507	1060	954	857	1325	31507	29950	28597	26857	299	700

!New systems, pricing effective immediately

Refurbished equipment enhances sale

Mark Bargeron, SSR from the San Antonio Branch, used refurbished gear to enhance a sale in Austin, Texas. The order was for nine 1800s, but Mark needed quick delivery and stimulating pricing to close the sale. He found a solution on page 3 of Out-Think No. 11, which featured refurbished equipment.

Mark took one look at the 4520 prices and saw the way to deliver to his customer a product offering that would fit his immediate needs.

A refurbished 4520, a 9236 Freedom Printer, kits, and cables cost the customer only $22,850, and met his functional needs within the timeframe dictated.

Mark feels that the price/performance and capabilities offered by combining refurbished and newly manufactured equipment were an unbeatable combination in meeting this customer's needs.

Keep it moving!

Refurbished com adaptors now available

The following refurbished com adaptors can now be offered to your customers. As in the case of all refurbished gear, availability is on a first come, first served basis - and is limited to the refurbished gear on hand at the time of the order.

Product Model Number	Price
3400	$225
9401	$450
9402	$450
9404	$450
9420	$450
9453	$450
9455 (001)	$450
9460	$450
9455 (004)	$450

Please make note: The special software charge program announced in Out-Think No. 4 terminates on July 31, 1979. To qualify for the software charge waiver, orders must have been signed by the customer **and** date-stamped by Order Entry by July 31.

A formal announcement will be made shortly concerning those orders date-stamped after July 31, 1979.

Use refurbished gear to augment new equipment proposals!

A random sampling of refurbished equipment orders received in San Antonio indicates that other marketing personnel throughout the country are using refurbished equipment to enhance and augment proposals for newly manufactured gear. It appears that the imagination and creativity of Datapoint's sales force has expanded "traditional" ways of offering products.

Another note of interest: Thus far the 4220 system is the most requested system processed through Order Entry.

Keep selling - Out-Think the competition and use the refurbished equipment to complement your marketing effort and enhance your sales - you can bank on it!

For additional information on refurbished gear, contact John Tysall at 7852. ■

ARCPAC™ Sales

Have you sold ARCPAC yet? Here are some salespeople who have - along with the type of company that bought the system and a little information on how ARCPAC is being used.

Salesperson	System	Type Company	Reason for Buying ARCPAC
Tom Hooker	4734	Chemical Company	Program development and communications
Bill Bunce	4734	Wholesale distributor	Program development
Larry Santora	4754	Housewares	Multitube RPG and large disk capacity
Tom Martinez	4734	Service business	Order entry, billing, and invoicing (will be using channel adapter)
Charles Small	4734	Accounting fim	Program development, client accounting, internal education
Chuck Cauchey	4754	Chemical company	Order entry and inventory control
Larry Dowd	4734 & 4754	Service bureau	MULTILINK DATASHARE capability

Please Note: KSR Freedom Printers (Models 3551 and 3552) have been eliminated from the Datapoint product line. If this causes a problem for you, contact Product Marketing, Medium Systems, at extension 7151 for assistance.

New from Marketing Education!
ARC Sales Training course announced!

A new two day sales training course will premier August 6th and 7th in San Antonio. Designed expressly for Datapoint salespeople, this class provides the product knowledge so essential in selling ARC in two hard-hitting, action-packed days.

Subjects to be covered include:

- Hardware and software overview
- How ARC works
- Possible ARC configurations
- Software packages currently "on the shelf" for ARC use
- Explanations of Channel Adaptor Products and their relationship to ARC
- Real-life examples of ARC applications from which useful and practical conclusions are drawn

Don't miss this class. It could help you propose and win those really big sales.

This course is directed at sales personnel who have attended the Marketing Education DOS/DATASHARE course or who have and equivalent familiarity with the Datapoint hardware/software line. A pretty firm grasp on Datapoint basics is essential to get the most out of this course, so, if in doubt, attend the DOS/DATASHARE course first.

Reservations will be accepted on a firt-come, first-served basis by Anita or Terri at Marketing Education, extension 7015. ■

Be on the lookout!

For Datapoint ads in the August issues of the following publications:

ARC ads
 Business Week
 Wall Street Journal

ARCPAC ads
 Computerworld

1500 ads
 Mini-Micro Systems
 The Office

DATASHARE ads
 Computerworld

1800 ads
 Datamation

Customer Service Ads
 Data Communications

New literature

Also be on the lookout for the following Datapoint marketing literature:

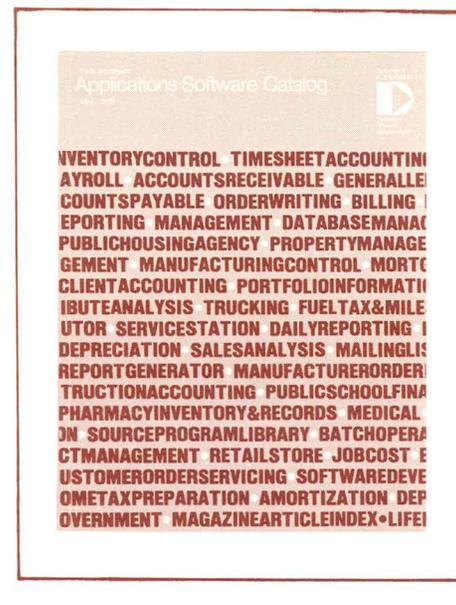1800 Product Specification and Hardware Reference Manual (60523, Customer price, $5.00)

EM3275 6-page Brochure (60796, Customer price, $1.50)

Customer Service 6-page Brochure (60799, Customer price, $ .95)

Systems Catalog (60471, Customer price, $1.75) ■

New disk planned

In the near future we'll have a new addition to the disk family at Datapoint.

It's a fixed disk with diskette backup for use on a small systems processor. Data storage planned is about 10MB.

Note: This information is for your account strategy use only and is not an announcement. ■

The next edition of the Field-developed Applications Software Catalog will be available about September 1, 1979. The Applications Software Catalog is document number 60306, and is priced to your customers at $3.50 a copy. ■

Significant order closings
(fantastic work column)

Salesperson	Branch	Total Value
Tom Martinez	Des Plaines	$751,135
Dave Albanese	Greensboro	$668,777
Jim Spicer	Indianapolis	$627,380
Tom Leslie	Toledo	$590,794
Don Prifogle	Indianapolis	$496,193
Jack Elkins	Tulsa	$369,467
Murl Talbott	Kansas City	$347,030
Ed Wood	Nashville	$324,540
Larry Brady	Pittsburgh	$290,261
Ron Briggs	Houston-Energy	$200,316

INFOSWITCH™ /ARC - voice and data combined

The Datapoint INFOSWITCH/ARC was introduced in September 1978, and integrates voice and data. Under INFOSWITCH/ARC, any INFOSWITCH product - LDCS and/or ACD, for example - can be added to the ARC system, increasing the capability of communications managers to run additional software packages on-line.

With INFOSWITCH/ARC, a customer may use software products such as the Telephone Directory, Equipment Billing, or Network Optymizer programs. The common voice and data files permit departments to access information from either area as it is needed.

Since its introduction, the INFOSWITCH/ARC system has been sold in such diverse industries as:

-Engineering   -Banking
-Freight Forwarding   -Petroleum
-Insurance   -Retail
-Airlines   -Car rental

The examples below show how some users have incorporated INFOSWITCH/ARC into their businesses.

Mexicana Airlines uses an INFOSWITCH/ARC system to handle reservations. The system at Mexicana employs an INFOSWITCH/LDCS and two INFOSWITCH/ACDs. ARC provides Mexicana with the ability to gather statistics on telephone use of their large agent force for both incoming and outgoing calls and to merge those statistical files into a composite report for management's information. The ARC is also able to provide backup for critical system elements if a hardware failure should occur.

Kaiser Engineers, Inc., one of the first INFOSWITCH/ARC users, employs their system in a configuration including the INFOSWITCH/SMDR and the INFOSWITCH/LDCS. Kaiser Engineers' Oakland, California, corporate complex has some 1500 telephone extensions. With the INFOSWITCH/ARC system the firm merges Data Processing and Voice Communications, and gains the ability to allocate costs in a composite report.

Telecommunications Design Corporation (TDC) of Santa Ana, California, uses the INFOSWITCH/ARC system to provide their customers with services in addition to long distance control. Through INFOSWITCH/SHARE, multiple customer sites are linked to the ARC system and its resources via a communications link, while additional processors in INFOSWITCH/ARC are used with the Telephone Directory Package and development of customer application software.
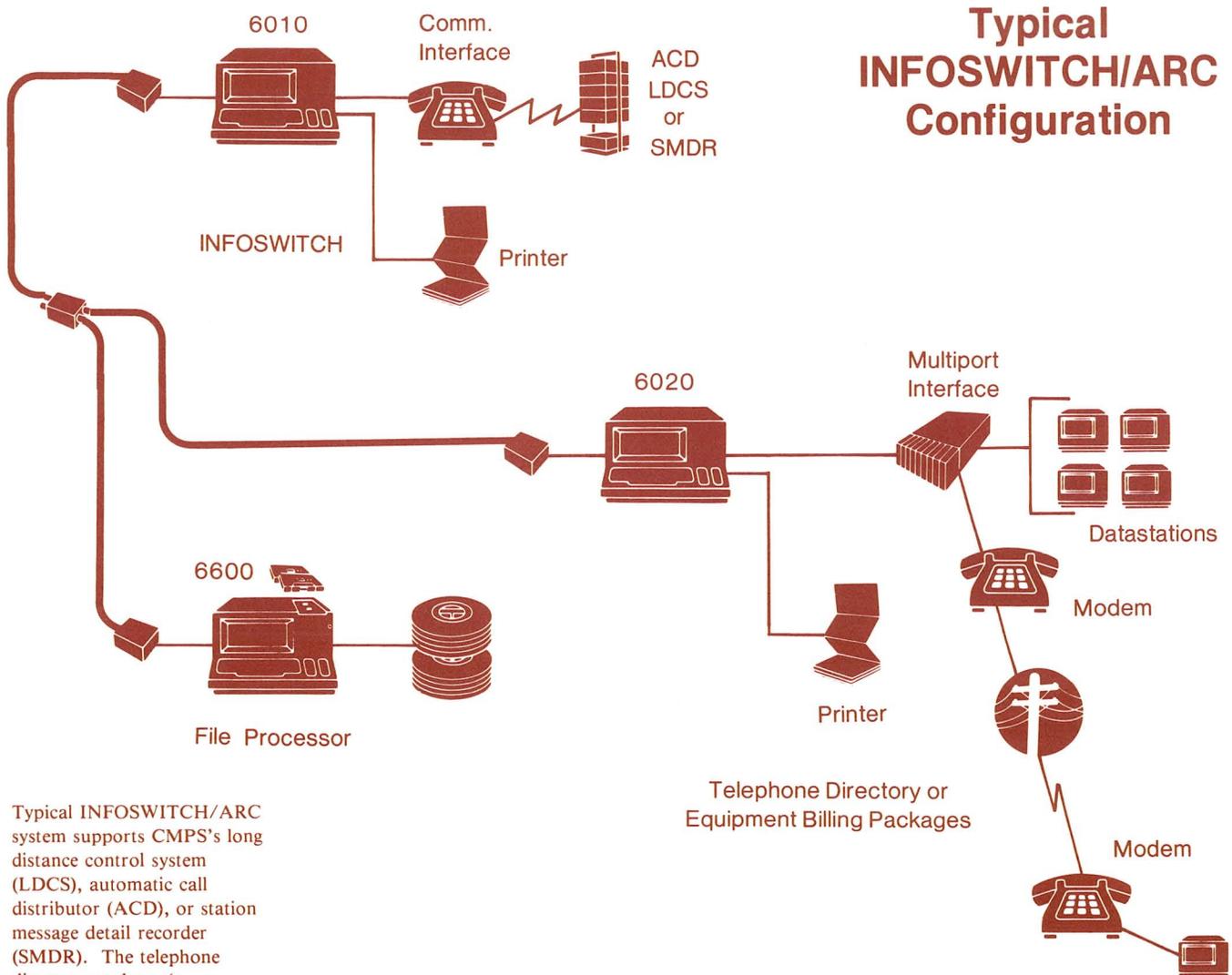
TDC's current configuration allows up to eight remote users to be attached to the system and the growth potential is nearly unlimited. TDC chose INFOSWITCH/ARC because of its modular design and ability to grow easily with their customer base.

Blue Cross/Blue Shield of Birmingham, Alabama, is a large writer of health insurance. This company uses INFOSWITCH/ARC in a configuration which includes two INFOSWITCH/ACDs and an INFOSWITCH/LDCS. All telephone traffic dealing with claims and memberships is logged on an ARC applications processor for subsequent processing into management information reports. Other applications processors provide Telephone Directory and Equipment Billing functions as well as system backup for continuous service to both membership and company management.

Blue Cross/Blue Shield of Birmingham plans additional applications for INFOSWITCH/ARC, too. Future plans include use of INFOSWITCH/ARC for development of applications software and the addition of a channel adapter for access to their mainframe.

Also among the INFOSWITCH/ARC system customers is Datapoint's own Corporate Communications Center which utilizes the ARC in a SHARE configuration, providing telephone service for both field and home offices. This system supports four remote intelligent switching subsystems at strategic locations in the United States and enables least-cost routing and cost allocations to the various departments within Datapoint Corporation. ■
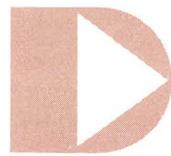
Typical INFOSWITCH/ARC Configuration

6010 — Comm. Interface — ACD LDCS or SMDR

INFOSWITCH — Printer

6020 — Multiport Interface — Datastations

Modem

6600 — File Processor

Printer

Telephone Directory or Equipment Billing Packages

Modem

Typical INFOSWITCH/ARC system supports CMPS's long distance control system (LDCS), automatic call distributor (ACD), or station message detail recorder (SMDR). The telephone directory package (a DATASHARE application) is usually run on a second application processor that also acts as a backup device.

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