

NIAKWA

NIAKWA MANAGEMENT SERVICES OF AMERICA INC.
3000 Dundee Road, Northbrook, Illinois 60062
Telephone (312) 291-0850 Telex 3719965 NIAK UB
FAX (312) 291-0948

Newsletter

NUMBER 3 - MARCH 15, 1986

BASIC-2C PRODUCT STATUS

Since Niakwa's initial release of the Basic-2C compiler for the Wang PC in October, 1984 the Basic-2C compiler has evolved into an entire family of products. The Basic-2C compiler is now supported in the following environments:

SINGLE USER MS-DOS SYSTEMS

IBM PC	SPERRY PC	COMPAQ PORTABLE
IBM PC-AT	AT&T 6300	COMPAQ 286 PORTABLE
IBM PC-XT	TELEVIDEO TELE-XT	COMPAQ DESKPRO
WANG PC	COMMODORE PC10	COMPAQ 286 DESKPRO
WANG APC	COMMODORE PC20	COMPAQ PLUS
ZENITH 150 SERIES	SPERRY PC IT	

NETWORKED MS-DOS SYSTEMS

NOVELL NETWORKING

MULTI-USER XENIX SYSTEMS

WANG APC

COMPUTER ADDED TO IBM COMPATIBLES LIST

We are happy to announce that the following computer is now supported by the IBM and "Approved" compatibles version of the Basic-2C Compiler and RunTime Package.

SPERRY PC IT

The Sperry PC IT is an IBM AT compatible using an Intel 80286 processor operating at 8 mhz. This makes the Sperry PC IT about 30% faster than an IBM AT. Operation of the IBM MS-DOS version of the Basic-2C compiler and RunTime Package is fully supported on the Sperry PC IT under MS-DOS.

Note that the GOLDKIBM.COM program will be required for the security check on the Sperry PC IT with a 1.2 MB disk drive, just as on the IBM AT with a 1.2 MB disk drive. Please refer to Bug Report #2, 6/15/85, for details on using a 1.2 MB disk drive for the RunTime security check.

DEMONSTRATION RUNTIME PACKAGES

With the DEMONSTRATOR RTP you can supply a prospective client with a fully functional copy of your software for evaluation. If the prospect chooses to purchase your software simply replace the DEMONSTRATOR RTP with a standard RunTime Package. If not, the DEMONSTRATOR RTP will expire after 40 accesses, thus disabling your software. The DEMONSTRATOR RTP is copy protected the same way as a standard RTP for your protection. Each DEMONSTRATOR RTP contains a fully functional Rev. 1.03 RunTime program and one use is consumed each time the DEMONSTRATOR RTP is invoked. DEMONSTRATOR RTP's come in packages of 25 for both the Wang and IBM MS-DOS versions of Basic-2C. Consult your Basic-2C License Agreement for prices.

VISA AND MASTERCARD NOW AVAILABLE

As a service to our licensees, Niakwa will be accepting orders for Basic-2C products via Visa and MasterCard. This applies to domestic as well as international Niakwa licensees. This method of purchase should make it easier for those "rush" situations and for occasions when C.O.D. is inconvenient or not available.

NIAKWA IS GROWING!

Niakwa is pleased to announce the following staff assignments:

Harry Cohn joins the R&D staff for the compiler division.

Harry has been with Niakwa for over five years and has served in a variety of technical positions, most recently as Product Manager in the Compiler division. He will be concentrating his talents on the development of new and exciting products for the compiler division.

Barry Slotten is named Product Manager for the Compiler division.

Barry has been with Niakwa for over four years. His most recent position was Programming Manager in Niakwa's Commercial division. Barry and his staff will be providing technical support services for the Basic-2C compiler products.

Jim Mulcahy joins the Compiler Division as a Technical Support Analyst.

Jim is a recent graduate of the College of St. Francis with a bachelors degree in Management Information Systems. Jim has been with Niakwa about six months as a programmer in our Commercial division. He will be responding to your requests for technical support on the Basic-2C compiler as well as preparing technical documentation for new compiler products.

Larry Fredrich announced as Sales Manager of the Compiler division.

Larry joins Niakwa and the Compiler division with over 11 years industry experience. His strong data processing background includes 5 years with IBM and 4 years with Wang in both sales and technical support positions. Larry and his staff will be responsible for all sales and marketing of the Basic-2C compiler products.

Jeffrey McGregor joins the R&D staff for the Compiler division.

Jeff come to Niakwa with extensive formal training on language compiler construction and simulation during his five years academic training in Computer Science at the University of Manitoba, Canada. Jeff was the recipient of numerous awards and medals while studying for his degree. He will be concentrating on new product development in the Compiler division.

SOFTWARE SELLS HARDWARE

Companies in search of a computer solution to a business problem typically select their software before they commit to the hardware to run it. The fastest, most state-of-the-art computer without readily available software isn't worth its shipping costs. The following publications are good software reference guides for the computer hardware distributor, as they may help you sell more systems.

Wang 2200 Consultant Software Directory

This directory, which can only be obtained thru a Wang Sales Representative, lists hundreds of application software packages written using the Basic-2 language. These packages tend to be proven, well-documented systems with several installations apiece. Coupled with the Niakwa Basic-2C compiler virtually all of these packages will now execute on all computers supported for use with Basic-2C. By contacting the authors of these packages directly you may be able to cross-license these packages in your area. Just being aware of quality Basic-2 application software packages is likely to help you sell more systems. (Wang Publication 700-9947).

The Networking Software Guide

This exhaustive directory of software for Local Area Networks (LAN's) is an excellent reference for MS-DOS based software that will run within the Novell Netware operating environment (up to 50 users). For those that have a need for MS-DOS applications in a multi-user environment, (in addition to Basic-2C software) Novell Netware software has been endorsed by IBM as the approved LAN software for the IBM PC. The Networking Software Guide is published by Micro Information Publishing, Inc. who can be reached at 1-800-328-0196. (ISBN # 0-912603-63-1, price approximately \$50)

TOM GUIDE

TOM Software (Seattle, WA) publishes a catalog of 60 software applications written in Basic-2 that are available for cross-license. These packages have been so well accepted that over 14,000 modules have been licensed, by over 5,000 users worldwide, since 1974. TOM Software can be reached at 206-246-7022.

DISTRIBUTION OF PRODUCT INFORMATION

As a service to our licensees, Niakwa will on occasion distribute product information from a Niakwa licensee to our Basic-2C users. The enclosed literature on Flex 3.1, distributed by FlexSystems Ltd., is an example of this. Please contact FlexSystems LTD. directly for additional information. Niakwa assumes no responsibility for these products, nor implies suitability for any purpose. If you would like to have your product literature distributed to Basic-2C users please contact Mark Phinick, Account Manager at 312-291-0850. We request you keep the mailing to under five pages, and provide it to Niakwa "ready-to-mail". There will be no charge for this service except for our actual postage charges. This is an excellent opportunity to reach 500 software distributors for under 50 cents each.

TRAINING SEMINARS ANNOUNCED FOR XENIX/APC VERSION OF BASIC-2C

In conjunction with the initial shipments of our Xenix implementation of the Basic-2C compiler, we are happy to announce that two one-day training seminars have been scheduled for Basic-2C licensees.

Each seminar will be identical in content and will provide participants with a working knowledge of the Basic-2C compiler under the Xenix operating system. The seminars will be taught on a Wang Advanced Professional Computer (APC) to ensure hands-on training.

The two seminars, which will be conducted at our Northbrook, Illinois office, are targeted towards the novice Basic-2C user. Attendees should have programming experience in Wang Basic-2 and should possess some familiarity with the MS-DOS and Xenix operating systems.

Attendance will be limited to 10 per session to provide each participant the greatest individual exposure to materials.

Topics to be covered include:

- Introduction to Basic-2C
- Introduction to the Xenix operating system
- Installation of the Compiler under Xenix
- Porting of Programs and Data
- Program Compilation
- Basic-2C program operation under Xenix
- Configuration of End-User Systems
- Advanced Topics - if time permits

The fee for each seminar will be \$100.00 per person. Discounts apply for multiple attendees from the same company.

These seminars are scheduled for April 2nd and 3rd, 8:30-5:30 p.m. Seminars will be limited to a maximum of 10 people each, so sign up now!

FOR MORE DETAILS, AND TO CONFIRM YOUR ATTENDANCE, CONTACT MR. MARK PHINICK AT (312) 291-0850.

HOPE TO SEE YOU THERE

CORRECTION

In our recent product announcement of January 24th, which described the Xenix and Novell implementations of Basic-2C, we neglected to include a Winchester controller card (APC-PM029) for each of the Wang APC configurations in our hardware configuration comparisons. Wang list price on this product is \$595.00. Niakwa regrets this oversight.