

Basic-2C[®] Connection

News and Information from the Basic-2C Community

Volume II, Issue 4

July 1991

Niakwa Announces Release 3.2

Mundelein, IL - Niakwa is pleased to announce Release 3.2 for Basic-2C on all platforms currently supported with Release 3.0 as well as all new platforms supported in the future.

Enhancements

Program Load/Resolution Performance Optimization

A major enhancement to the RunTime internal logic will substantially improve program LOAD and resolution performance for most Basic-2C applications. For some applications, particularly with large programs, program LOAD and resolution could take several seconds with Release 3.0. The enhancements made with Release 3.2 will, in some cases, improve resolution performance by five fold or more. That is, a program that formerly took 5 seconds to LOAD and resolve on a particular machine may now LOAD and resolve in less than 1 second.

No modifications to the application are required to take advantage of this enhancement.

More Variable Names

Release 3.2 will support nearly five times as many unique variable names as previous versions of Basic-2C. Current versions of Basic-2C support the use of a single alphabetic character followed by a single numeric character (or blank) to represent unique variable names within each class of variables (A\$, @Z0\$, X9(), and so on). This yields 286 unique variable names per class. Release 3.2 extends the numeric component of the variable name to a maximum value of 49 (A33, B24\$, X49(), and so on). This yields 1300 unique variable names per class.

More Line Numbers

Release 3.2 will support nearly three times as many unique line numbers as previous versions of Basic-2C. Current versions of Basic-2C support unique line numbers in the range of 0000-9999. In Release 3.2, this will be extended to 0000-27999.

**RELEASE
3.2**

Improved Security

Security for new Basic-2C installations supporting MS-DOS/Novell, and upcoming Windows and Phar Lap versions will be enhanced to allow enabling of additional installs via phone or fax. This will greatly reduce the need to physically replace RunTimes in the field when the hard disk install is lost for any reason.

Other Release 3.2 Features

In addition to the major features described above, Release 3.2 will include the following:

- An environment variable may be used to specify the location of the Basic-2C directory.
- Three new \$PACK/\$UNPACK field formats will be supported:
Ddnn - Unsigned small-endian binary (equivalent to Intel Integer format)
Ednn - Signed small-endian binary
F50x - Will produce alphanumeric values that can be sorted
- A new \$OPTIONS byte can be

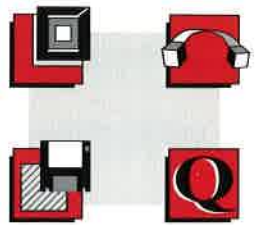
used to specify to the RunTime that all variables must be explicitly dimensioned.

- A modified form of the multi-program LOAD statement will allow a single LOAD statement to load programs from different diskimage files.
- The LOAD statement will be modified to allow specification of multiple line number ranges to be cleared.
- The interpreter will support a new command, RENAME V, that allows a variable to be renamed.
- UNIX versions will support the ability to suppress the implicit \$OPEN that occurs on DATA LOAD statements. This will enhance disk I/O performance for applications that do not utilize explicit \$OPEN statements.
- IBM MS-DOS/Novell versions will support the optional use of XMS memory. HMA memory will be supported on 286 and 386 machines. UMBs will be supported on 386 machines. Utilization of this feature will require the use of third party memory management products.

(continued on page 16 – see Release 3.2)

INSIDE...

Niakwa announces IQ Name That Product – A Contest to Rename Basic-2C



Basic-2C Connection

News and Information from the Basic-2C Community

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Basic-2C Connection invites Basic-2C users to submit articles for publication regarding commercial successes, technical successes, technical tips, new product releases, and/or other subjects of interest to the Basic-2C community. Niakwa reserves the right to edit or not print articles submitted. Articles contributed to the Basic-2C Connection may contain information on hardware or software products not necessarily tested or endorsed by Niakwa.

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News

KDS, Inc. Installs 16-User with Niakwa's Data Manager

Salinas, CA - Knopf Data Systems, the author of LEADS, which automates the records/crime analysis systems for police stations, has just completed a very successful installation of the new Niakwa Data Manager on a 16-user Novell network at the Santa Cruz Police Department.

KDS, involved with the Niakwa Data Manager from the beginning, signed on to be a beta test site. They began to implement the beta version of the Data Manager as soon as they received it.

"We had the Data Manager implemented and functional in 15 days after we began to work with it," explained Bill Knopf, President of KDS.

Bill went on to explain the main reasons why KDS implemented the Data Manager:

"It was because of the improved performance that it would give us over our old access method. In addition, the ability to have dynamic expansion of our data files was a must. With the nature of how our software is used, it was very

exciting to see the performance increase that we gained by using the Data Manager."

"Currently we have realized an increase of more than 200% in the performance of our software by using the Data Manager."

"We are very excited about the Data Manager and the benefits that we have gained by utilizing it in our software. We plan to upgrade all of our current installed base to the Data Manager." BC

Actuarial Systems Corporation to Use Niakwa's Data Manager and IQ

Los Angeles, CA - Actuarial Systems Corporation, supplier of employee benefit valuation software to firms nationwide, is pleased to announce that it will use Niakwa's Data Manager and Intelligent Query (IQ), to develop its third generation of programs. Currently being beta-tested by Actuarial's programmers, the Data Manager and IQ promise to be invaluable complexities of the third generation.

Alan Gould, President of Actuarial Systems Corporation, said that the third generation of Actuarial's employee benefit valuation software is intended to handle complex deferred compensation plan functions. These include an advanced loan administration tracking system that will be fully integrated with the existing 401(k) transaction system. Mutual fund-type accounting, including daily average balances, will also be available in the third generation.

"We can't wait to get started!"

"Actuarial Systems Corporation has always been at the 'high end' of benefit valuation software packages," explained Mr. Gould. "To maintain our competitive edge, we needed a product like the Data Manager. The third generation will make our system even more attractive to sophisticated benefit plan administrators."

Development of the third generation became necessary in response to increased pressure on Actuarial's end-users to provide more data more often to their clients. In addition, as with the

second generation, the constantly changing laws governing benefit plans reached a critical point. Modifying the existing system structure for these changes has become so unwieldy that only a complete rewrite would keep the programs manageable.

"The Data Manager, and especially IQ, should eliminate much of the custom programming we do for our users now," pointed out Chief Programmer Mike Boecher. "In fact, many programming requests - like bar graphs or file formats readable by Lotus and dBase - that we couldn't do before will be available under the Data Manager and IQ. We can't wait to get started!" BC

Bullets

- **Omaha, Nebraska** - Orion Systems, Ltd, installed their Basic-2C software on a Wyse 9000i with four 486 CPUs in one box, running 110 terminals at Budget Rent-A-Car.
- **Pairs, France** - Microsynthese recently converted a clothing store installation, KORN Company, from 3 Wang 2200 MVPs, three 80 Mb disk packs, 24 terminals, and printers to 2 Altos 2000s with 500 Mb Hard Drives, 30 terminals, 11 printers with communication to an Altos 1000, 150 MB Hard Drive, 9 terminals, and 3 printers at another site. Even with the increase of 15 users with 5 more printers, the system runs between 6 to 10 times faster than the previous system.
- **Carmel, Indiana** - Total Systems, Inc., temporarily installed a 32-user Wyse 5000i running Basic-2C at Hendricksen, The Care of Trees, Inc. This system will be replaced with a 64-user Wyse 7000i, once the Wyse 7000i is available.
- **Cheshire, U.K.** - Cleric Computer Services has installed an Altos 5000, 32-user, Basic-2C RunTime Package to support their Patient Scheduling System at Cambridge-shire Ambulance Service. Their Niakwa Master Distributor is Digital Dynamics, U.K.

Upgrading to SuperDOS From a Wang 2200

Aurora, IL - A \$12 million hydraulic components distributor, Hahn Industries' daily transaction processing is the heart of their business. This being the case, their computer is understandably a very critical element. Paul Mefford, Vice President and General Manager of Hahn Industries, states "... right now there is absolutely no comparison between a Wang 2200 running Basic-2 and SuperDOS system running Basic-2C."

Hahn had originally computerized with a Wang 2200 LVP with 512K memory and 8 terminals running a T.O.M. Software distribution system. As their business grew they eventually multiplexed a second CPU, a CS/DS, added a Phoenix drive, and then a dozen additional terminals. Hahn later added a memory expansion board to one of the CPUs so they could utilize the CAYLX Enhancements with their application. All this resulted in extremely poor performance on the system. On the lighter side, however, the Wang repairman had spent so much time at Hahn Industries that Paul's daughter is now dating him!

Anyway, some time later a Chicago-area Bluebird Reseller, John Flynn of Franklin Systems, introduced Paul and Hahn Industries to SuperDOS and Basic-2C. They were sold. The Wang system was turned off on Thursday afternoon and John began transferring their data over to SuperDOS. On Saturday John installed a SuperDOS system on a 25MHz 386 system with a 327MB SCSI disk and 8MB memory, and then reconnected the original 20 Wang terminals and cabling, plus 10 more terminals.

When the employees began work Monday morning, no one realized that Hahn Industries' computer systems had been changed. Everything worked just like it did before, *only much faster*. No one had to be retrained on new

keyboards or different application software, since the operation was exactly the same. The only difference was that now they saw immediate response from data entry and program sorts instead of a lot of dead time.

"... just ask me how much I like SuperDOS" - Paul Mefford

Hahn Industries has now expanded to 16MB of memory with 8MB used for a RAM Disk operation, a second 327MB disk, and a 1.2 Gigabyte tape backup. They are currently running 41 users including remote access from their regional offices in Wisconsin, Ohio, and Texas. Their data files now handle in excess of 30,000 part numbers, over 5000 customers, and over 600 vendors.

"It's hard to believe, but our current 41-user SuperDOS system is a minimum of 5 times faster than our original 20-user Wang 2200 system," reports a very satisfied Paul Mefford.

If you would like to talk with Paul, please feel free to call him at (708) 859-3606. He is more than happy to discuss his computer system. BC

Factor and SuperDOS - Complete Satisfaction

Chickasha, OK - Factor, a division of the W.R. Hess Company, is one of Bluebird Systems' largest and most successful Resellers. They sell accounting and inventory control systems to retail convenience stores and service stations.

Factor originally sold these systems using Wang 2200 computers, and then,

with the success of Basic-2C, migrated to microcomputer platforms using PC networks. Factor found that networks met their needs in the marketplace; however, they also found that it became very expensive for their customers to expand those networks as their business grew. In addition, a substantial number

"SuperDOS is more economical than networks"

of their customers require remote communications, which is a costly and difficult proposition when utilizing a network.

About three years ago Factor switched from a network to SuperDOS running Basic-2C, and have never regretted that decision. The SuperDOS systems have performed very well, and have proven to be extremely reliable and easy to maintain. Remote communications are a breeze under SuperDOS.

Tom Hess, Director of Systems Development for Factor, states, "A SuperDOS system is much more economical than a network, not only for the initial installation, but for additional growth as well. We've even replaced some mainframe systems with SuperDOS!"

Factor, an Industry Remarketer for IBM, finds that SuperDOS is a perfect 4-user solution on a PS/2 Model 30. Not only do they get good response time on the Model 30, but the overall cost of the system is very attractive to their customers. For larger customers Factor sells IBM PS/2 Model 80's, the average installation between 6 and 8 users, with the largest at 18 users. Factor is rapidly approaching 300 SuperDOS installations and rarely installs networks anymore. BC

Niakwa Crowned as a Top Software Vendor



Mundelein, IL - Niakwa recently joined the club of great software companies receiving ICP's Million Dollar Awards - the "Academy Awards of the Software Industry." It is said that a company winning an award from ICP has proven its excellence in producing a product that earns widespread marketplace acceptance. The awards are for companies whose product had aggregate sales at milestones beginning at \$1 Million and topping at \$500 Million.

Niakwa's two awards this year were for Basic-2C hitting the \$10 Million mark and for selling over \$1 Million during the first year of Basic-2C, Release III.

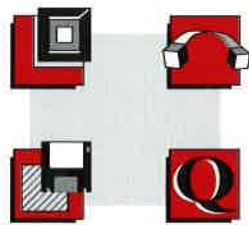
We would like to take this opportunity to thank all of our valued customers for their comments and support throughout the years. BC

ACAN Wins Large Install

Essex/East Anglia, U.K. - ACAN Systems, one of the major suppliers of software to the freight forwarding industry, with nearly 100 sites in the U.K., is pleased to announce they have recently completed the installations of two large companies dealing in the import, export, warehousing and distribution of freight worldwide.

The Basic-2C software package developed by ACAN is FREIGHTNET - THE TOTAL SOLUTION. This package is now installed on two of the very latest Hewlett Packard 486 tower systems, each with 670MB hard disk drives using SCO UNIX as the operating system for the multi-user platform.

With 32 active users on each system (including remote sites) the companies Interserve International Freight Plc. based in Ilford Essex, and Thrapston Warehousing Company of Kettering, Northamptonshire, both agree that the very high level of performance from the hardware and software has dramatically increased the efficiency and processing speed of their business in the very short time since installation. BC



Electronic Mail for SPEED I based Systems

Newport News, VA - K&R Custom Software, Inc. has announced JetMail, an electronic mail package for Basic-2 or Basic-2C systems which use the SPEED I Utility.

JetMail Release 1, available in June, provides a full-featured intra-office mail system operating on a single CPU, multiplexed CPU's, or a Novell Network. Two major JetMail options are planned for the third calendar quarter of 1991. Option 1 includes peer-to-peer electronic mail using asynchronous telecommunications between multiple computer systems, including transfer of programs and files. Option 2 adds automatic FAX output capability using a dedicated PC as the FAX interface. Interfaces to other mail systems will be evaluated as demand dictates.

JetMail functions are separated into routine read/send operations which are available to all users, and utility operations which are restricted to authorized mail administrators. The mail administrator is responsible for maintaining user lists, distribution lists, and other system-related files such as terminal types and keyboard maps. All users may read mail from incoming or outgoing mail boxes, file mail to private or public folders, and reply to messages or forward mail to one or more recipients. New messages can be created using the internal editor, from D.A.T.A. 3500 documents, or from ASCII text files on Basic-2C Systems.

According to Tom Rees, president of K&R, "Perhaps one of the most intriguing features of JetMail is available on Basic-2C platforms. Suppose you print a report to disk as a native ASCII text file. From JetMail, you can reference that file as the text for a message or convert it to a message, and send the report electronically to any number of users (only one copy is maintained on disk). Each user can call up the report and step through it on the screen, or print any part of it. Reports up to 512 columns wide can be viewed without the annoying wrap to the next line."

JetMail runs with SPEED I Release 3.0+. Prices start at \$349 for a single-user license of JetMail Release 1. Discounted dealer evaluation copies are available and dealer inquiries are encouraged. For more information, call (804) 595-5400.

K&R Custom Software, Inc. has been a Wang Software Vendor and/or VAR since 1975, and a registered SPEED I reseller since 1978. Other products include the popular JetPOWER Series of laser printer interfaces for Basic-2 and Basic-2C applications. BC

JetMail features include:

- A modern wrap-around menu system.
- Automatic mail notification at any SPEED menu.
- Sending to multiple addressees by user login, by nickname, by distribution list, or by mail folder.
- Carbon copy and blind carbon copy to multiple users, distribution lists, or folders.
- Optional verifications returned for undeliverable mail.
- Optional verifications when mail is read.
- Interactive message editor with help, format control, search, move/copy, and up to 10,000 pages of message text.
- Message printing to any printer by page number range.
- Efficient management of disk space, retaining one copy of the message text for any number of recipients.

Platforms

Niakwa Supports the Wyse 5000i, 7000i, & 9000i

Mundelein, IL - In April, Niakwa announced support of the WYSE Series 5000i, 7000i, and 9000i, operating under WYSE UNIX System V/386 (Wyse's OEM version of the AT&T UNIX Operating System).

The Wyse-designed family of UNIX-based systems supports up to eight Intel 386 and 486 microprocessors and is based on Wyse's enhanced version of UNIX System V/386 Release 3.2. Among the added features of WYSE UNIX System V/386 are local paging of virtual memory, a 4KB Fast File System, and bit-mapped block allocations.

The Wyse Series 5000i Model 510s is a multiuser computer supporting up to 2 active users. Based on the industry standard 32-bit Intel 80386 microprocessor, the Series 5000i Model 510s provides performance and expandability in a completely open system. The Model 510s adheres to the Industry Standard Architecture, and the chassis has eight 16-bit and three eight-bit ISA-compatible expansion slots.

The Wyse Series 7000i Model 740 is a multiuser system and network server. As a dedicated UNIX-based multiuser platform, it can support up to 64 active users through an Intel 80486 processor. The Series 7000i Model 740 has True Symmetric Multiprocessing architecture, combined with WYSE UNIX System V/386, allowing the Model 740 to be upgraded to incorporate up to three processors, letting it handle more than 100 active users. Industry standard SCSI (Small Computer System Interface) peripherals and EISA I/O slots provide expandability necessary in network and database server environments.



The Series 5000i Model 510 and Series 9000i Model 920 are the first in a new family of Wyse-designed UNIX systems that can support from two to 128 active users, with connectivity of up to 288 serial devices.

The Wyse Series 9000i is Wyse's high-performance UNIX-based Multiuser System. This system has one to eight tightly-coupled Intel 80386 or 80486 microprocessors for up to 100 MIPS. The Series 9000i comes in two models. The 80386-based Model 920 supports up to 128 active users, while the 80486-based Model 940 supports over 300 active users (Basic-2C currently supports up to 255 users). 80386 and 80486 processors can be combined in the same system.

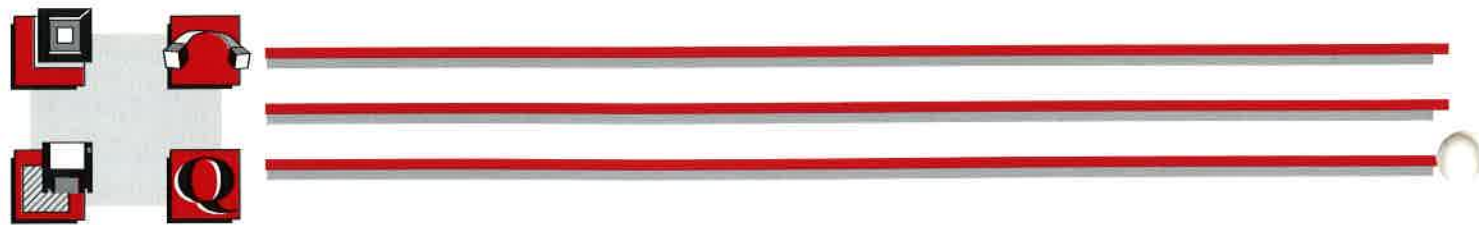
Basic-2C for the Wyse Series 5000i, 7000i, and 9000i supports all Basic-2C Release III features plus Release 3.01 enhancements such as color serial

terminal support, and an enhancement to the \$OPEN statement.

Please feel free to contact your authorized Niakwa Reseller to order Basic-2C for the Wyse 5000i, 7000i, or 9000i.

For more information about any of the WYSE Systems contact your local Wyse sales office.

NOTE: Basic-2C is supported under WYSE UNIX V/386, ver. 3.2. Basic-2C has not yet been tested under WYSE UNIX V/386, ver. 4. BC



Niakwa Announces Support for AT&T UNIX

Mundelein, IL - Niakwa is pleased to announce the availability of Basic-2C version 3.01 under AT&T UNIX System V on Niakwa approved Intel compatible systems. The AT&T UNIX System V version of Basic-2C is intended for use on AT&T UNIX System V revision 3.x and 4.x on Niakwa approved Intel compatible systems. This version is a true 80386 version of Basic-2C.

The vast majority of Intel AT&T UNIX System V operating systems are sold bundled with a particular manufacturer's hardware systems. These version of AT&T UNIX System V have been modified by the hardware manufacturers. Because these modifications could affect the operation of Basic-2C, Niakwa must test each implementation.

We have tested and now support the UNIX V.4 (NCR's OEM version of AT&T UNIX) on the NCR 3000 family of computers and Wyse UNIX System V/386 (Wyse's OEM version of the AT&T UNIX Operating System) on the Wyse Series 5000i, 7000i, and 9000i.

The NCR System 3000 is a seven-level family of microprocessor-based, object code compatible systems that provides scalable performance for computing at all levels within an enterprise. The family includes three uniprocessor levels and four multiprocessor levels. The NCR System 3000's new, high performance mass storage subsystems are based on leading-edge, Redundant Array of Inexpensive Disks (RAID) technology to provide continuous data availability.

The Wyse-designed family of UNIX-based systems supports up to eight Intel 386 and 486 microprocessors. Among the added features of the Wyse UNIX System V/386 are local paging or virtual memory, a 4KB Fast File Systems, and bit-mapped block allocations.

The list of Niakwa approved compatible systems for Intel AT&T UNIX will have additional systems added as new equipment is evaluated and approved by Niakwa.

If you have a system running Intel AT&T UNIX System V and wish to use Basic-2C, contact your authorized Basic-2C Distributor or Niakwa's Sales

Department. They will either verify that the system is approved or not approved.

If the system is not approved, we recommend purchasing a Basic-2C RunTime to test and evaluate. If problems arise, you may return the undamaged Basic-2C RunTime within 30 days for a full refund, according to Niakwa's standard policy.

For more information on the NCR 3000 family of computers and the Wyse 5000i, 7000i, 9000i refer to Niakwa Marketing Bulletins No. 16-I and 17-I for the International market. For the North American market, please refer to No. 17-NA and 18-NA respectively. BC



The NCR 3000 Family of Scalable Processors.

Altos 400/700 Systems Approved

Niakwa recently had the opportunity to evaluate and test the new Altos System 400 and 700 UNIX based systems.

The System 400 is a small footprint 20MHz 80386SX based system running an OEM version of SCO UNIX 3.2.2. This system can be configured with an 80MB or 210MB fixed disk and up to 16MB of memory. Altos has added a disk mirroring enhancement to the operating system and is also providing the drivers necessary for support of the Adaptec SCSI interface which is standard on this system.

The System 400 is targeted as entry level 4 to 8 user UNIX system. This system is capable of running off the shelf SCO UNIX, however, the user would need to acquire the SCSI drivers through Adaptec directly.

The System 700 is an 33MHz 80386DX ISA based system running the same operating system as the System 400. The System 700 can additionally accommodate an 800MB hard disk and 24MB of memory.

As expected, Basic-2C encountered no problems with these machines. Basic-2C security was installed, de-installed, and re-installed several times with no problems. Raw diskette access (reads and writes) was performed without fail on a 720k 3.5" disk. All screen attributes were checked and verified as well as a variety of CPU tests.

At the conclusion of our testing we found these systems passed our evaluation for Basic-2C compatibility. Niakwa is pleased to endorse these systems as being well suited for operation of Basic-2C. If you are anticipating an installation on either of these machines, contact your Niakwa Sales Representative for order information. BC

Platform Update - Multi-User

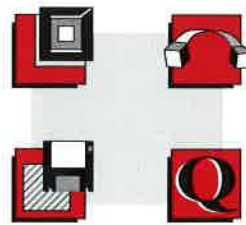
Shared Logic Systems

Computer	Operating System
ALTOS 686, 886, 1086, 2086, 3086	XENIX 3
ALTOS SERIES 2000	XENIX V
ALTOS 400, 500, 600, 700, 1000, 2000, 5000	SYSTEM V
BLUEBIRD SL/DH/TW SERIES	SUPERDOS
BULL XPS 100	UNIX V
BULL DPX/2 200	BOS
BULL DPX/2 300	BOS
BULL MICRAL 600/ix	BOS 386
DEC MICROVAX II	VMS
DEC VAX SERIES	VMS
IBM AT & IND. STANDARD 286	SCO XENIX V 286
IBM, PC, XT, AT	SUPERDOS
IBM PS/2 SERIES	SUPERDOS
IBM PS/2 SERIES	SCO XENIX V
INDUSTRY STANDARD 386, 486	SCO UNIX V/386, 486
INDUSTRY STANDARD 386, 486	INTERACTIVE 386/ix UNIX
NCR SYSTEM 3000 SERIES*	AT&T UNIX (NCR)
NCR TOWER 32	SCO UNIX V
NEC ASTRA-XL SERIES	ASTR-IX
WANG 280	SCO XENIX V 286
WANG 380	SCO XENIX V 386 AT
WANG APC	XENIX 3.0
WANG APC	XENIX V
WANG DX 2000 (DYNAMIX)	SCO UNIX V/386
WANG PC 300/33C SERIES	SCO UNIX V/386
WANG PC 480/25C	SCO UNIX V/386
WYSE PC 286 SERIES	SUPERDOS
WYSE PC 386 SERIES	SUPERDOS
WYSE 5000	AT&T UNIX (WYSE)

Distributed Logic Systems (Networking)

IBM & ALL APPROVED COMPATIBLES	NOVELL ELS I
(SEE SINGLE-USER MS-DOS)	NOVELL ELS II
	NOVELL ADVANCED NETWORK
	NOVELL E/TI NETWORKING
	SPERRY USERNET

*Intel 386 and 486 based systems



Announcements

Platform Update - Single User MS-DOS

Basic-2C has been tested on the following computers

- | | | |
|--------------------------|-----------------------------------|-------------------------------|
| AMSTRAD PC1512 | HONEYWELL PC AP | NEC APC IV |
| • ARCHE/RIVAL 286 | HP VECTRA | SPERRY PC/IT |
| •+ AST PREMIUM 286 | HYUNDAI SUPER 286C | TANDY 3000 |
| AT&T 6300, 6300 PLUS | •+ IBM PC, XT, AT | TELEVIDEO TELE-PC |
| BLUEBIRD SL/DH/TW SERIES | • IBM PC, XT, 286 | TELEVIDEO TELE-XT |
| COMMODORE PC-10, PC-20 | •+ IBM PS/2 MODELS 30,50,60,70,80 | TI BUSINESS PRO |
| COMPAQ DESKPRO | 30/286, 50S, 70Z/386 | • TOSHIBA T3100, T3200 |
| COMPAQ PLUS | ITT XTRA XP | TULIP COMPACT |
| COMPAQ PORTABLE | • KAYPRO 1610 | UNISYS PW2/500-12 |
| • COMPAQ PORTABLE III | • KAYPRO 16/E | • UNISYS PW2-500 |
| • COMPAQ 286 DESKPRO | NEC APC IV | UNISYS PW2-800 |
| • COMPAQ 386 PORTABLE | • KAYPRO PC, PC10, PC30 | •+ WANG PC, APC |
| • COMPAQ 386 DESKPRO | • KAYPRO 286i | •+ WANG PC280 |
| • COMPAQ 386/S DESKPRO | • KAYPRO 386+ | •+ WANG PC380, 382 |
| • COMPAQ 386/20E DESKPRO | • KAYPRO 2000+ | •+ WYSE PC, PC286, 2108, 2200 |
| • COMPAQ 386/25 DESKPRO | LEADING EDGE PC (D) | 3216, 3225 |
| • COMPAQ LAPTOP SLT/286 | MAI/BASIC 4 PC | XEROX 6060PC |
| COMPUTERLAND PC | • MULTITECH LAN 500 (ACER) | XEROX 6065 |
| DEC VAXMATE | •+ MULTITECH 700, 710 (ACER) | ZENITH 150 SERIES |
| DELL SYSTEM 220/286 | •+ MULTITECH 900, 910 (ACER) | ZENITH 248 SERIES |
| EPSON EQUITY I, II, III | • MULTITECH 1100 (ACER) | • ZENITH SUPER SPORT/286 |
| | NCR PC6 | |

- Tested and passed for 2.01. To date no previously approved compatible has failed the 2.01 compatibility testing.
- + Tested and passed for Release 3.00. To date no previously approved compatible has failed the 3.00 compatibility testing.

Basic-2C is currently operating on the following computers*

- | | | | |
|-------------------------|---------------------|--------------------|----------------|
| AMAX 286 | COMPUADD 286 | MITSUBISHI 286 | TOSHIBA T5100 |
| AMSTRAD PC1640 | CORDATA AT | NEC POWERMATE | ULTRA COMP 386 |
| AMSTRAD PC2086 | DTK 286-12 | NEC POWERMATE 286+ | VOLLEMAN 3.XX |
| APRICOT 660I | DTK 286-16 | NIMBUS | WANG LAPTOP |
| ARCHE TECHNOLOGIES | EPSON PC/AX2 | NOVELL 386 NETWARE | WANG PC240 |
| AST PREMIUM 386 | EVEREX STEP SYSTEMS | OLIVETTI 386 SX | WANG PC250 |
| AT&T 6386 | G2 | OLIVETTI PCS 286 | WANG PC260 |
| BITAC | GATEWAY 2000 | PACKARD BELL 286 | WANG PC350 |
| CDS AT | INTEL 386 | PARTNER AT | ZENITH 286E |
| CLUB AT 210 | LASER | PARTNER PC XT | |
| COMMODORE PC 30, 40, 50 | MITAC MISTATION 35 | PHILIPS NMS | |

* It has been reported to Niakwa that Basic-2C operates properly on the following computers. Be advised that Niakwa has not tested Basic-2C on these machines and therefore cannot be responsible for incompatibilities or other problems that may arise when using Basic-2C on these computers.

Niakwa asks Basic-2C users to supply information about known compatible and noncompatible PCs running with Basic-2C that are not on the Platform Update Status chart.

Intelligent Query

The Intelligent Query (IQ) products will be the second group of products introduced for the new Niakwa Development Tools (refer to *Niakwa Committed to Development Tools in the November 1990 Basic-2C Connection*). The IQ products allow Basic-2C/Data Manager users to give end users the flexibility to create ad hoc inquiries and create customized reports generated from Basic-2C applications.

IQ is a powerful retrieval tool that helps analyze data from Basic-2C applications. IQ is simple. Users don't need to be computer wizards to use it, yet it's powerful enough for professional programmers.

With IQ, reports can be created quickly, reliably, and accurately generated allowing immediate access to Basic-2C application data with the capabilities of unlimited queries and reports. This allows the developer to spend more time where it belongs – developing applications.

Features

IQ offers simple, English-like access to Basic-2C application's information – without the time and expense of special programming. All of this is done by selecting menu options. Working in a Read-Only mode, IQ assures safe, easy and error-free queries.

As reports are defined, the system displays the search criteria in easy-to-follow, pop-up windows. These unique menus literally walk the user through every step, using very few keystrokes. This allows the user to learn the features and capabilities of IQ as queries are built. Even computer novices can produce immediate results, without knowing the intricacies of the application.

Alternatively, IQ has a step-by-step tutorial with detailed instructions and sample data files. Of course, context-sensitive help is available throughout the program.

With IQ, customized reports can be created on the fly as well as reports that can be saved and used again. In today's fast paced work place, this flexibility is needed to react quickly and effectively. IQ gives them this ability without hours of customized programming.

IQ allows Basic-2C application data to be presented in four different ways:

- Pre-formatted reports and queries.
- Custom reports in the format and with the headings they want.
- XY-Graphs or histograms for visual interpretation.
- Data transfer to data formats like ASCII, Lotus 1-2-3 and dBase.

Product Benefits

With a Basic-2C RunTime, IQ

provides immediate retrieval of vital information – any time and in any form. No custom programming required!

IQ also allows Basic-2C application data to be merged with standard ASCII, Lotus 1-2-3, or dBase files for even more useful information. For instance, comparing this month's sales with inventory levels, aged receivables, and projecting this out to next month using a Lotus 1-2-3 financial analysis. IQ allows users to combine information from multiple files and produces reports that help users make informed decisions. At the same time all the data is maintained by a Basic-2C application.

The unique command language extends IQ's sophistication providing the most useful capabilities of a structured

(continued on page 16 – see IQ)

Marketing Bulletin

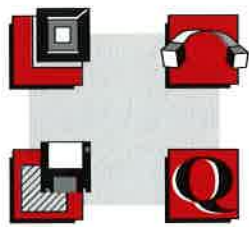
North American

- | | |
|----|--|
| 16 | April 12, 1991 |
| | Niakwa's Support of AT&T UNIX |
| 17 | April 12, 1991 |
| | Niakwa Supports the NCR 3000 |
| 18 | April 12, 1991 |
| | Niakwa Supports Wyse 5000i, 7000i, and 9000i |
| 19 | April 12, 1991 |
| | Channels of Opportunity - East Coast |
| 20 | May 17, 1991 |
| | Basic-2C Screen Change |
| 21 | May 29, 1991 |
| | "Name That Product" - A Contest to Rename Basic-2C |
| 22 | May 29, 1991 |
| | Basic-2C Release 3.2 |

International

- | | |
|----|--|
| 15 | April 12, 1991 |
| | Niakwa's Support of AT&T UNIX |
| 16 | April 12, 1991 |
| | Niakwa Supports the NCR 3000 |
| 17 | April 12, 1991 |
| | Niakwa Supports Wyse 5000i, 7000i, and 9000i |
| 18 | April 12, 1991 |
| | Channels of Opportunity - East Coast |
| 19 | May 17, 1991 |
| | Basic-2C Screen Change |
| 20 | May 29, 1991 |
| | "Name That Product" - A Contest to Rename Basic-2C |
| 21 | May 29, 1991 |
| | Basic-2C Release 3.2 |

Marketing Bulletins are mailed to Resellers of Basic-2C. If you are not a Reseller of Basic-2C, but would like to receive a specific Marketing Bulletin, please contact an authorized Niakwa Reseller, or Niakwa directly.



The Data Manager Is Here!!!

Niakwa is pleased to announce that first customer shipments for the Niakwa Data Manager operating under MS/DOS and Novell were made available on June 24, 1991.

As has been discussed in previous editions of the *Basic-2C Connection*, the Data Manager is the first of a group of products that will form Niakwa's Development Tools product line – a product line that will bring features similar to those found in fourth generation languages to users of the Basic-2C Programming Language.

The Data Manager makes it possible for Basic-2C Developers to use sophisticated, state-of-the-art access method technology by providing an application program interface to Btrieve, and in the near future to other popular ISAM products such as C-ISAM by Informix and Sdtrieve by Bluebird Systems.

Basic-2C developers who use the Data Manager will realize several significant benefits:

Data Independence

Once an industry standard access method is in use, data files become independent because they are no longer stored in a

proprietary format. This allows third party products that employ standard access methods such as Informix, Focus, SQL, Query systems, and a wide variety of other products to share data files with Basic-2C applications. This level of data independence will allow Basic-2C developers to add new functionality to their application software with minimal effort and improve the salability of their applications because the applications can

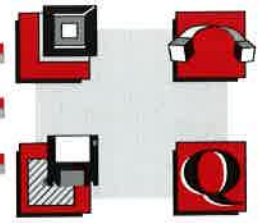
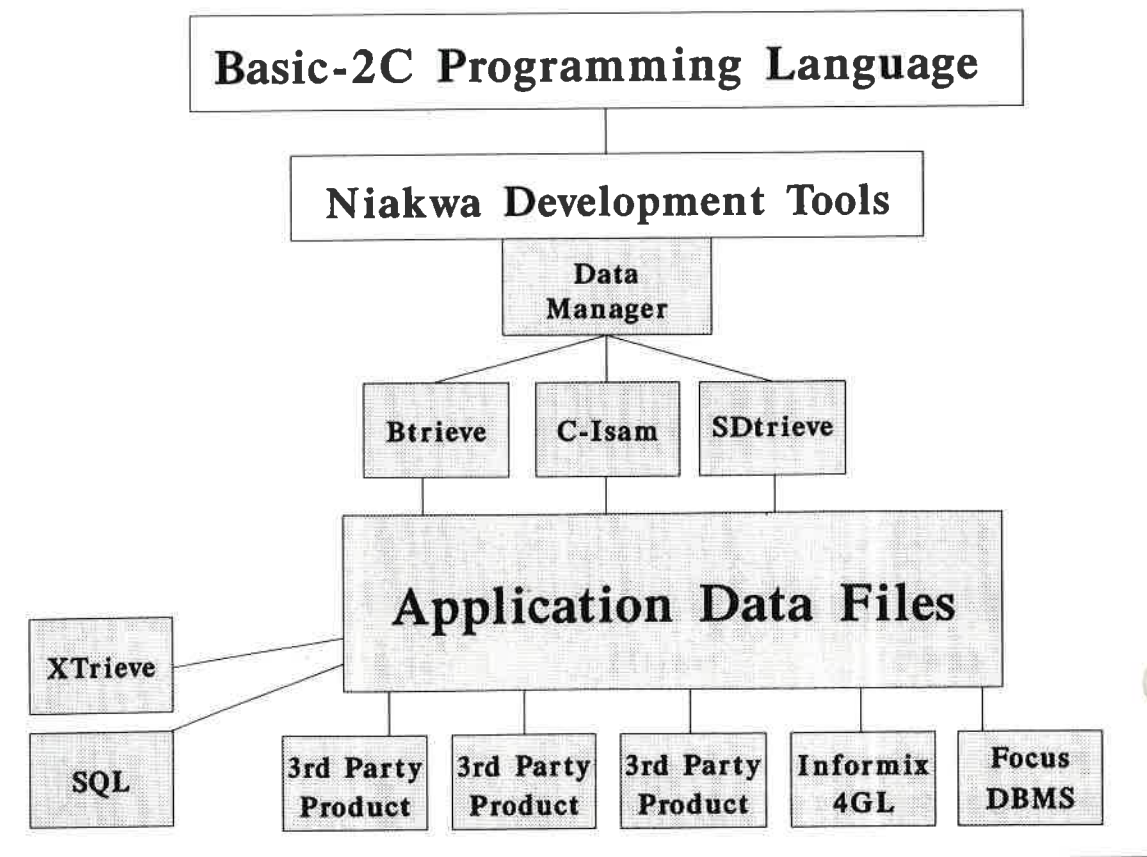
now comfortably coexist with popular third party software products.

At another level, Niakwa's Data Manager provides independence from the ISAM itself. As an example a Basic-2C Developer can install the same application software on a Novell network using the Btrieve ISAM for one user, and on a UNIX based system using C-ISAM for another user without making modifica-

(continued on page 13 – see NDM)

The Niakwa Data Manager provides a consistent interface to commonly used ISAM products, such as, C-ISAM, Btrieve, and Sdtrieve. The primary feature of the Data Manager is Data Independence. Data Independence is possible because Basic-2C files are no longer stored in a proprietary format. Therefore, Basic-2C applications can share files with popular third party products such as SQL because Basic-2C files are stored in a standard format.

The Niakwa Development Environment



NDM

continued from page 12

tions to the application software because the Data Manager makes the ISAM in use transparent to the application.

Improved programmer productivity

The cost of developing and maintaining Basic-2C application software will be reduced because developers will no longer have to be concerned with maintenance of an access method. The "extra" time can be devoted to making application software stronger thereby improving revenue opportunities.

Additionally, the Data Manager has advanced features not often found in the "home grown" access methods used by many Basic-2C application programs. These sophisticated features can potentially add new functionality at a relatively low cost.

Improved Performance

Most Basic-2C applications will see performance improvements when using the Data Manager because the \$OPEN bottleneck has been eliminated and capabilities of the native ISAM such as buffering and caching will be available.

Please contact Niakwa or an authorized Niakwa Master Distributor for a more complete discussion of the features and benefits of the Niakwa Data Manager and for pricing and configuration information for the Data Manager operating on MS/DOS and Novell.

The Data Manager for SuperDOS operating with Sdtrieve and Intel XENIX/UNIX operating with C-ISAM will be available in the near future.

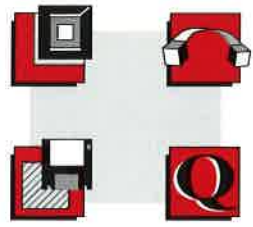
If you are interested in participating in the beta test process for these platforms please contact Andy Warzecha at Niakwa. BC

Primary Features of the Niakwa Data Manager

- Supported ISAM's - Btrieve by Novell, C-ISAM by Informix*, Sdtrieve by Bluebird Systems*
- Multiple indices** - 9 indices per file/8 segments per index/Up to 24 total segments per file
- Key length** - up to 120 bytes
- Record length** - up to 4096 bytes
- Maximum file size - limited only by the host operating system. All files are expandable.
- File locking
- Record locking
- Read by key supports =, <, >, =<, => equivalences
- Read by position supports Next Record, Previous Record, Start of File, End of File
- High performance field type conversion
- Data dictionary support
- ISAM independent error codes
- Support for extended native ISAM features, including transaction processing and dynamic index creation
- Sophisticated utilities including data dictionary maintenance, port utility (platform to platform), and browse utility for user data files
- Example programs
- Comprehensive documentation

* Contact Niakwa for availability dates. Other ISAMs may be supported in future revisions.

** File limits may be extended where supported by the native ISAM.



Niakwa Data Manager Training

Niakwa is pleased to announce the completion of its first training classes for the new Niakwa Data Manager product in May.

The Niakwa Data Manager is the first group of products to be released for the Niakwa Development Tools product line. For more information on the Data Manager please refer to *Niakwa Committed to Development Tools* in the November 1990 *Basic-2C Connection* and *The Data Manager Is Here!* in this issue.

During the two day class students received in-depth training on the programming concepts of the Data Manager. Some of the topics that were covered include Data Manager Utilities, working with the Data Dictionary, Data Manager basic commands, reading by key, record locking, and many other important items.

The class was designed to give the student the maximum amount of hands on work. Each section of the class covered general information and explanations of the underlying concepts. Then the students were put to work with sample files and data. They got the chance to work with every aspect of the product. Needless to say, they went home prepared to begin implementing the Data Manager into their application immediately and enjoy its benefits.

Overall, it was a very successful class. The students were very impressed with our instructors, Paul Brown and Dana Schwartz. Most of them could not believe that this was the first time they had run the class. BC



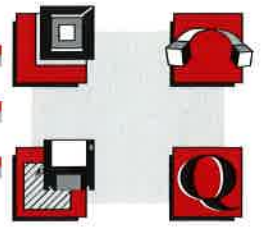
Above: Niakwa Data Manager training was held right at Niakwa. From left to right: Damon Kilgore with Hydratec, John Grady of John Grady, Inc., Ed Ritsema and Pete Rasmussen of Action Wholesale.



Right: Paul Brown explains the ins and outs of the Niakwa Data Manager.



Driebergen, Netherlands was one of our International training sites. Master Distributors attending this class included GFA, SCIA Belgium, and Segment Data; International Resellers included Adifo, Anma Software, BM Computeradvies, Computek Assistance, D & W Management, Group 2000, IP-Multisoftware, Rudolf Klostermeyer, Roger Norberg, Unitema, and Bluebird.



Niakwa's Data Manager Goes on the Road



Although the trip was grueling, some time was found for sightseeing. This picture was taken in front of the Golden Tulip in Amsterdam (the location for Niakwa's International Conference on September 23, 1991). Pictured left to right are Cyndee Philyaw, Ira Siegel, Dana Schwartz, Paul Brown, and his new wife Geri Brown.

At our recent customer conference held in California, some of our developers expressed an interest in a Niakwa sponsored training class for our new Data Manager product.

In answer to that request, we immediately got to work and put together a two-day training class. Our first introductory training was delivered to a small audience at Niakwa's own training facilities in Mundelein, Illinois. The class was a success.

During this same period, word also spread in Europe of a possible Data Manager training class being offered in the States, and we received several

requests for a training class to be offered in Europe as well.

What resulted was not one, but three training classes in Europe: one sponsored by Niakwa in Driebergen, the Netherlands, and two others sponsored by two of our Master Distributors for their individual customers - GFA in Wiesbaden, Germany, and SCIA, France in Paris, France.

Niakwa's training team of Paul Brown and Dana Schwartz, accompanied by Cyndee Philyaw, Niakwa's International Account Manager, conducted the two-day training classes which were held over a two week period at the end of May,

with an average class size of 15 students.

The popularity of the Data Manager reaffirms that Niakwa is headed on the right path in bringing fourth generation capabilities to a very strong third generation language. The Data Manager, which utilizes the external call feature of Niakwa's Basic-2C Release III, provides a consistent access method for the first time to Basic-2C Developers.

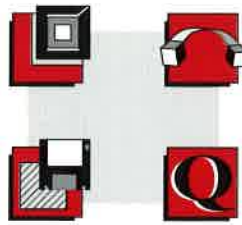
What this means to Niakwa customers is that they now have the ability to use the vast number of third party tools such as Lotus, Word Perfect, PC Focus, and Informix to analyze and manipulate their data. In addition, they have the ability to share data with other Basic-2C applications, as well as with third party products.

Once a supported industry standard access method is in use, the data files become independent because they are no longer stored in a proprietary format, thus allowing third party products to access your files.

The access method for MS-DOS and Novell, the first to be released for Data Manager, is Btrieve. For Intel Unix versions, the C-ISAM access method will be implemented. Niakwa is delivering true Data Independence to our customers.

The 1980's called for Hardware Independence, which Niakwa has consistently and successfully delivered throughout Basic-2C's history.

The 1990's call is for Data Independence. And once again, Niakwa is at the lead by being able to provide our Resellers with a fully portable development environment - the Development Environment of Choice. BC



Welcome...



Michelle Coskey joined Niakwa in March as an Administrative Assistant.

Michelle currently resides in Lake Villa, Illinois, with her family. Her education includes two years at the College of Lake County, where she received her Associate of Science degree, and one year at Northern Illinois University, where she was enrolled in science course.

Michelle's main responsibility at Niakwa will be on-line order entry. This includes entering customers orders over the phone, confirming the order, and preparing shipping invoices. Other responsibilities include phone relief, filing and other administrative duties.

In March of this year, Carolyn Winiarski joined the Niakwa team as head of our shipping department. In this capacity, Carolyn prepares all



Domestic and International shipments, handles all commercial invoices, airbills and other necessary documents for shipment. In her spare time, Carolyn provides all back-up receptionist and secretarial support.

She brings with her more than 20 years experience as a Private Secretary and Research Assistant with K's Investigations.

She has 2 children and is looking forward to her son's 8th grade graduation in June. BC

Release 3.2

continued from page 1

Further details on all new features will be provided in technical documentation shipped with the product.

Problem corrections will include a correction to the problem with hard disk installs being lost on Netware 386 systems and improved control over the size of the "handle" table. This will allow developers to better control memory utilization in environments with small task sizes and avoid A01 and 200 errors.

Availability

Tentative availability of Release 3.2 is scheduled for MS/DOS, Novell and SuperDOS platforms in August with updates for all other Release III platforms available by year's end. All future platforms will support Release 3.2 features.

Ordering Procedure

Even though Release 3.2 offers substantial benefits, Niakwa did not feel a full upgrade process was justified with the upcoming Release IV. This upgrade process will be substantially easier than previous Basic-2C upgrades. With this in mind, each platform will have a single Release 3.2 upgrade diskette that will be available at a one-time minimal charge to Basic-2C Resellers. This diskette can be copied for use by existing 3.0 RunTime Package users.

All of the above listed enhancements were originally scheduled for Release IV, but we have decided to package them into Release 3.2 because many Basic-2C Resellers will benefit from their early release. Work on Release IV will continue.

Further information, and upgrade forms, will follow as the delivery date nears.

Please contact your Niakwa Account Manager for further information. BC

IQ

continued from page 11

query language (SQL) without the complexity. IQ offers the best of all worlds: It's easy enough for occasional users, yet powerful enough for sophisticated requests.

IQ enhances your applications by giving new and more effective ways of retrieving company information. Snapshot views of essential data allows people to be more responsive, productive, and profitable all without any development work on your part. Simply stated, you can keep the programmers working on applications instead of customizing reports for single customers while still giving them the flexibility they demand.

Product Status

The Niakwa Development Tools IQ RunTime Package and Platform Specific Development Package for MS-DOS and Novell are currently being scheduled for beta test. The SuperDOS version of IQ will be available through Bluebird Systems; IQ for Intel based XENIX/UNIX and other platforms supported by Basic-2C will follow on a phased basis.

If you are interested in being a beta site for these products, please contact your Niakwa Sales Representative. BC

Tech Corner

Technical Notes Summary

During the past year, Niakwa's Technical Support staff has been publishing Technical Notes in order to announce new technical information, as it happens. On April 1, 1991, Niakwa's Technical Support staff published eight new Technical Notes (No. 14 - 21) and included a Technical Notes Index. Following is a brief summary of the most recent Technical Notes.

Tech Note No. 14 discusses how to get the BEST support and provides a Basic-2C Problems/Comments/Suggestions Form to help you gather the pertinent information the Support Analyst needs before calling. A recent study of our phone logs shows that the average Basic-2C problem is resolved within 15 minutes and greater than 95% of support calls are handled in less than two hours.

Tech Note No. 15 provides a solution for a performance degradation problem with DATA 3500 under UNIX. This occurs when the polling form of the KEYIN statement is used.

Tech Note No. 16 announces the support of the Altos 6010 terminal. This terminal is functionally the same as the Wyse 60 terminal and works under the following operating systems supported by Basic-2C: XENIX/UNIX, AT&T UNIX, UNIX V, and SuperDOS.

Tech Note No. 17 discusses Basic-2C's underlying support on color consoles operating under Intel XENIX/UNIX environments. **Tech Note No. 18** discusses a raw diskette problem that was reported when using a DTK BIOS.

Tech Note No. 19 discusses how to set an asynchronous port on XENIX/UNIX when using the limited serial communication option in Basic-2C.

Tech Note No. 20 announces the availability of a patch for SuperDOS. This patch corrects several bugs in the Basic-2C Release 3.01 RunTime under SuperDOS that were discovered after the general release date of April 1, 1990. This patch is automatically incorporated with any Basic-2C RunTime operating under SuperDOS shipped after December 10, 1991.

Tech Note No. 21 discusses many Basic-2C considerations when running under Novell NetWare. These considerations are:

- Installation Requirements.
- Location of the Basic-2C Development Package and RunTime Package files.
- Installation of the RunTime security on single volume networks.
- Installation of the RunTime security on multi-volume networks.
- Execution of the Basic-2C RunTime and RunTime applications.
- Establishment of unique #TERM and #PART numbers on Novell networks.
- Novell NetWare 386 RunTime security problem status.
- Common Novell installation problems. BC

Technical Notes

- 14 April 1, 1991
How to get the Best Basic-2C Support
- 15 April 1, 1991
Performance of DATA 3500 on UNIX Systems
- 16 April 1, 1991
Altos 6010 Terminal Support
- 17 April 1, 1991
XENIX/UNIX Underline Attribute Support on Color Consoles
- 18 April 1, 1991
DKT BIOS Problem
- 19 April 1, 1991
XENIX/UNIX Asynchronous Port Setting Considerations
- 20 April 1, 1991
Basic-2C RunTime Patch for SuperDOS
- 21 April 1, 1991
Basic-2C RunTime and Novell Network Considerations

Technical Notes are mailed to Resellers of Basic-2C. If you are not a Reseller of Basic-2C, but would like to receive a specific Technical Notes, please contact an authorized Niakwa Reseller, or Niakwa directly.

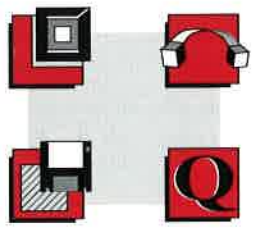
Ask Andy

? *I currently have several installations running my Basic-2C applications under SCO UNIX. Occasionally my clients complain that when printing long reports, they lose some of the report at varying times in the print job. The problem only occurs when the users are printing from a terminal printer. Is there anything in Basic-2C that could be causing this problem?*

A: The problem you are having is not all that uncommon when using Local printers under XENIX or UNIX. The problem that you describe is a temporary disruption of flow control between the terminal and system. This can normally be resolved by setting the stty parameter "ixany" to an off state. For example, stty -ixany could be inserted in the user's profile or executed directly from a command line prompt.

When enabled, the ixany parameter instructs UNIX to interpret any incoming value as an 'XON' but only a true HEX(13) as an 'XOFF'. What this means is that while your long report is printing, any stray signal to the operating system at the wrong time (such as an operator pressing a key on the keyboard) could cause it to send data to the terminal before the printer has signaled the terminal that it is ready for more data. By disabling the ixany parameter, UNIX is now instructed to interpret only a true HEX(11) as an 'XON' as well as the true HEX(13) for an 'XOFF', thus eliminating the erratic problem your clients have been encountering with their terminal printers.

Refer to your XENIX/UNIX Commands Reference manual for further discussion of the stty parameters. Refer to Chapter 7 of the Basic-2C XENIX/UNIX Supplement details regarding terminal configuration.



How to Get the Best Basic-2C Support

At Niakwa, we are dedicated to keeping our customers satisfied – not only with quality products, but outstanding support as well.

To better serve you when problems arise, Niakwa has made a substantial investment in technical support staff and their training. But, the level of support and speed of response we can provide is directly dependent on the information we are provided with.

Customers can obtain the best product support by following the steps shown in the box below **prior** to calling Niakwa's technical support.

Support Analysts will answer questions about Basic-2C and its functions, operation, installation, and can guide developers through difficult procedures. We can also advise customers about the appropriate solution to any limitation known to exist in earlier versions of our software. We will also attempt to answer your questions on the setup of Basic-2C on the specific hardware you are working with.

NOTE: Upgrading or ordering questions should be directed to the Niakwa Basic-2C sales staff. Sales should also be contacted with suggestions for future upgrades of Basic-2C and additional system ports to be considered.

It is your responsibility to have a technically proficient person available for each Basic-2C platform you are supporting. We do not provide help for loading operating systems, operating system level problems, or hardware problems. When encountering problems of this nature it will be necessary to seek technical support for the operating system. Some operating system suppliers such as Bluebird Systems (SuperDOS) provide the support directly while others offer support through their distribution

network (i.e., if a printer does not work from the operating system level, it will not work with Basic-2C).

Technical support for Basic-2C is available at (708) 634-8700, from 8:00 a.m. to 5 p.m. (Central Time). You may also FAX or Telex your questions to us at (708) 634-8718 or 3719965 respectively.

NOTE: We are happy to extend our services to all distributors/resellers so they can better help their end users. Please, do not tell your end user to call us. We are not equipped to handle all of

our distributor's/reseller's end users directly.

Support Analysts are always ready to explain a situation, solution, or offer some suggestions. Niakwa aims to provide Basic-2C customers with the most comprehensive technical support available. If we don't know the answer, we **WILL** find out! BC

The format of this article is based on Product Information & Advice, Symantec., Autumn 1990.

The 1, 2, 3's to the Best Basic-2C Support

- 1) Refer to the manuals, bug reports, and technical notes to see if the problem is covered there.
- 2) Run the program in question without other programs in memory to see if the problem continues.
- 3) Use the Basic-2C Problems/Comments/Suggestion(s) Form to write down the required information on the problem system.
- 4) Have available all configuration details: CONFIG.SYS and AUTOEXEC.BAT for MS-DOS; profile, login, PATH and BASIC2C_TERM for XENIX/UNIX; CONFIG.P for SuperDOS; etc.
- 5) Be ready to describe the problem clearly and in detail (make notes if necessary).
- 6) Call from a phone near the computer, the Support Analyst may have questions about the system.
- 7) Make sure the software in question is running on the computer and have related manuals nearby.
- 8) Please, have patience. Other customers may have questions, and Niakwa wants to help everyone.

NOTE: A recent study of our phone logs shows that the average Basic-2C problem is resolved within 15 minutes and greater than 95% of support calls are handled in less than two hours.

The Back Page

"Name That Product" – A Contest To Rename Basic-2C

From the time Niakwa introduced the Basic-2C Compiler and then complemented it with the Release II Interpreter, we have been told by our customers "Hey, you guys have something here – you should take this language to the world."

They went on to say, "What other language offers the true portability and power of Basic-2C?"

Although we were able to recruit non-Wang developers on the strength of Basic-2C's portability alone, we recognized there were a few missing pieces (such as an access method) that would make it impossible for us to penetrate the general market with Basic-2C.

Not to be discouraged, we developed a master plan that would prepare Basic-2C for general distribution. The first step was Release III, which provided significant enhancements including the external call facility. The next step was the creation of the Development Tools product line that will give Basic-2C developers Data Management and Query Systems in the first phase and vastly improved Screen Management and reporting capabilities in upcoming releases. The third step is Release IV, which will bring structure to the language and completely revised documentation.

As this strategy is unfolding it is becoming increasingly clear that Basic-2C has outgrown its name — it is no longer simply a compiled version of Wang Basic-2.

As we discussed this subject with some of our customers, Jean-Pierre Rammant of SCIA Belgium, suggested we ask our customers to give Basic-2C its own name. Of course, we thought, who else knows the product better than those who use it?!

How will the contest work?

Phase 1 - The Nominations

Participants should send us their nominations in writing, letter or fax, to the attention of "Name That Product." In case of duplicate names, the first one received by Niakwa is eligible for the prize. All nominations must be received by August 31, 1991.

Phase 2 - The Voting

The "Name That Product" committee will sort through the names submitted and publish a list of all acceptable names. Names that we know are trademarked by other software companies or that have unsuitable definitions will be deleted.

Phase 3 - The Selection

The votes will be tallied and, along with other criteria, the "Name That Product" committee will select a new name for Basic-2C. The winning name will be announced by Niakwa after it has been cleared for use with the United States Copyright and Trademark Office.

The Prize

The person or company submitting the winning name will receive a fully loaded and integrated 16 MHz 386sx system. The value of this system is \$3,095.00.

Final Thoughts and Ideas

The "Name That Product" committee will carefully consider the meaning and/or implications of nominated names to be sure they properly reflect the image of the Niakwa Development Environment. As an example, one worthwhile idea to develop with the new name is the concept of Basic-2C's access to advanced technology. This includes access to hardware and operating system portability, access to native ISAM's, interchangeable data (i.e., portable data files), etc.



*The Prize
16 MHz 386sx system with 1 MB memory, 30 MB hard disk, 14" color VGA monitor, VGA card, 5 1/4" floppy drive, 101 Keyboard, MS DOS 3.3, Microsoft Windows 3.0, and a Microsoft Windows 400 DPI serial mouse.*

Another idea is to stress the platform portability of Basic-2C.

Yet another idea is to elude to the power and functionality of the language.

And yet another idea is to use acronyms to create a name.

Whatever path you take in nominating a new name for Basic-2C, do not delay. Send in your suggestions and be eligible to win a 386sx PC.

Fine print.

The contest is open to all of your company employees, so please hand out the nomination forms freely. Niakwa and Bluebird employees and their families are not eligible to win the prize but are encouraged to submit nominations.

The winning name will not necessarily be the name receiving the most votes.

The decision of the "Name That Product" committee will be final.

Niakwa reserves the right to use names submitted that do not win this contest for future products without awarding additional prizes.

The winning name must be available for trademark protection. BC

Profile

John Grady, Inc.

Introducing John Grady, Inc.

In 1975, a personal friend and Wang Sales Rep, possibly a bit over zealous for a sale, promised a fuel oil distributor that he would set up all of the software to run his business in exchange for a hardware order. Shortly thereafter John Grady was "consumed" by the installation, and the rest as they say is history.

John enjoyed several years of strong sales but saw that support services were suffering. In 1984 he formed John Grady, Inc. which is based in Saratoga Springs, NY, with the goal of providing the best possible ongoing software support and service to his customers.

With the technical expertise of Richard Shetron, they have followed that course exclusively with Wang 2200/CS series hardware. However, with increasing demands for better performance, modern hardware, and increased capacity requirements coming from his larger users, another platform was sought out.

John chose Niakwa's Basic-2C operating with SuperDOS to fill the need. So far - so good.

The Hardware Perspective

"SuperDOS gives us the ability to replace a Wang 2200 while preserving all of the existing Wang terminals and providing increased performance. We can replace a 2200 over a weekend with no impact on the user except the application runs about 10 times faster than before. We don't have to retrain the users at all," explained John.

The Software Story

John Grady, Inc. offers vertical market application software, which by tracking weather conditions and other factors, forecasts when fuel oil and L.P. Gas

customers need deliveries.

In addition to scheduling deliveries, the software prints delivery tickets in a pre-routed and optimized order, complete with driver instructional aids and specific customer requests noted on the delivery tickets; automates credit scanning; handles invoicing; tracks the accounts receivable; manages inventory and produces the general ledger.



John Grady

The First Sale

Once he decided to use SuperDOS, John went to his largest customer first. He proposed the best configuration he could put together: A SuperDOS 486 tower, with 1.2GB disk drive, 1.2 GB Tape Drive, and 8 MB of memory. John figured that if he was going to try SuperDOS, he would be better off, putting the biggest and fastest machine into his largest installation.

John stated, "If the installation goes successfully, I will be able to show the rest of my customer base exactly what Basic-2C and SuperDOS can do."

John called the customer, and after telling him what he had to offer, was

given the go ahead over the phone! How many software providers have earned that level of trust from their customers?

The Installation

The installation was planned for the first week of May because the customer's end-of-month process usually takes a long two days. John figured that by doing the installation before the end-of-month process, they could take immediate advantage of the anticipated performance improvement.

It was risky but they were not disappointed! The balance forward update was reduced from forty-five minutes to seven, sales reconciliation was cut in half and the summary accounts receivable went from twenty minutes to five minutes. The month-end closing went from a few days to a few hours!

Almost without exception everyone's initial response upon turning on their workstation was: "This is fast!"

The Next Sale

The customer was so pleased with the results, that he turned to John and ordered an identical system for their second location with plans to move all three locations to Basic-2C and SuperDOS.

With the first success in hand, and armed with the cold hard facts on performance, John picked up the phone and made calls to the next three customers... and had three more orders for SuperDOS and Basic-2C.

We expect to hear a lot from John in the months to come - and who knows, he might even get a chance to do a demo some day.

Welcome to the family, John!!!