

Basic-2C[®] Connection

News and Information from the Basic-2C Community

Volume II, Issue 5

November 1991

Niakwa Announces Port To IBM's RISC 6000

Mundelein, Illinois - Niakwa is pleased to announce the port of the Niakwa Development Environment to the IBM RISC System 6000.

The RS/6000 was introduced in early 1990, replacing the IBM PC-RT as IBM's entry to the workstation market. Because it provides the power and performance required, the RS/6000 has done well as a workstation solution for scientific and engineering users. It is based on IBM's second generation proprietary RISC (Reduced Instruction Set Computer) processor yielding excellent CPU performance. Although the RS/6000 is designed to be a workstation, over half of its market is commercial users. The RS/6000 will be the first platform supported by the new "C" version of the Niakwa Development Environment.

Niakwa currently supports Assembler versions of Basic-2C for Intel, Motorola, and VAX technologies. These products have served us well by providing superior performance on the computer industry's most popular computer platforms. However, several years ago we identified an emerging problem. Hardware suppliers were employing a variety of RISC based processors in their computers, each of which would have required a new assembler version of Basic-2C - a prospect

that would have limited the future portability of the Niakwa Development Environment. Faced with this dilemma, Niakwa began work on a port of our

Basic-2C because it is an important IBM platform that is in transition from the workstation market to the commercial market, thereby giving it a broader appeal to the Niakwa network.

In cooperation with IBM, we confirmed the feasibility of an RS/6000 port by conducting a complete evaluation at IBM offices. If you are interested in participating in the testing of this exciting new product contact Andy Warzecha at (708) 634-8700.

The priority of future platforms to be supported by the "C" version of the Niakwa Development Environment will be determined by the demand from the reseller network. Please advise Niakwa's Sales Department of additional platforms that you would like to see supported by the Niakwa

Development Environment. BC

RISC System/60000 POWERservers

Model	Processor	Cache			Memory Bus	Memory RAM	Storage Standard*
		Data Cache	Memory Cache	Memory Cache			
320	20 MHz	32K	8K	64 bit	8-128 MB	120 MB	
520	20 MHz	32K	8K	128 bit	8-512 MB	355 MB**	
530	25 MHz	64K	8K	128 bit	16-512 MB	355 MB***	
540	30 MHz	64K	8K	128 bit	64-256 MB	640 MB	
550	41 MHz	64K	8K	128 bit	64-512 MB	800 MB	
930	25 MHz	64K	8K	128 bit	32-512 MB	670 MB****	

*Contact IBM for additional storage options

**670 MB on async server package

***1.3 Gigabytes on async server package

****2.3 Gigabyte 8mm Tape Drive

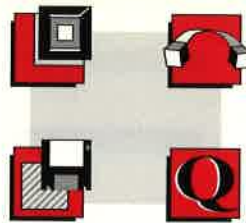
source code to "C" which would allow us to move the Niakwa Development Environment to different platforms relatively quickly.

When porting languages to "C," performance loss is always an issue. We intend to minimize performance loss by leaving certain performance sensitive routines in Assembler and by leaving the entire Intel version of Basic-2C in Assembler.

We chose the RS/6000 as the first target platform for the "C" version of

INSIDE...

Investigate the Possibilities with Niakwa



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Volume II, Issue 5

November 1991

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.

Comments, questions, and suggestions can be directed to the Editor, Basic-2C Connection, Niakwa.

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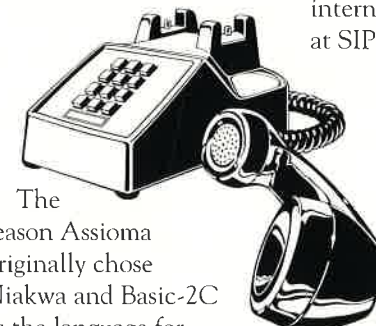
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Assioma Hooks-Up Italian Phone Company

Rome, Italy - Rome wasn't built in a day, and neither was this large sale by Assioma to the Italian Telephone Company known as SIP. In fact it was a full year in process before the first DEC installations were begun. Back in the summer of 1990 was the first Niakwa heard of the large potential sale by Assioma of their custom software package. This package was written to handle project management of telecommunications networks, and is based on a combination of Niakwa's Basic-2C and Assioma's Multi File Integrated System Management (MF-ISMA). The MF-ISMA package is basically a porting of Wang's IDEAS, plus limited extensions for the custom SIP software.

The initial sale to SIP is composed of 17 DEC 32-User Systems, as well as 17 Development Kits of Basic-2C to be used in conjunction with MF-ISMA. Assioma's MF-ISMA is their own application development environment which was written entirely in Basic-2C,

and is targeted specifically to the porting of Wang 2200 systems using IDEAS. The MF-ISMA product is said to increase the speed of the development of applications using Basic-2C by a factor from 100% to 150%. MF-ISMA with Basic-2C will be used to develop a large corporate project internally at SIP.



The reason Assioma originally chose Niakwa and Basic-2C as the language for MF-ISMA was for its portability, speed of development, and debugging tools. MF-ISMA is available for all Niakwa platforms. To date, Assioma has approximately 50 Basic-2C systems installed under MS-DOS, Novell, and DEC VMS. This Italian company also has a wide range of internally developed

programs which cover such areas as personnel management, accounting, hospitals and private clinic needs, project planning, civil engineering, furniture factories, and breeding stables. However, Assioma views themselves as a supplier of solutions, not just software packages. They will continue their focus on vertical markets, providing the customer with numerous value added services. These services include the areas of software training of both packaged and custom software, design and installation of LANS, custom programming and support on all platforms, and use of multiple development program tools.

Looking to the future, Assioma believes that an important role will be played by partnerships. They are seeking international partners willing to share know-how, technology, and products, in order to achieve the common goal of opening new markets. Assioma is an International Sublicensed Distributor through SCIA nv, Belgium. BC

Niakwa Files Suit Against MTI and Quiq Systems

Lake County, IL - In separate actions, Niakwa has filed lawsuits against Medical Technologies (MTI) of Columbia, Maryland, and its chief officer, Robert Riley, and Quiq Systems of Westmont, Illinois, and its chief officer, Larry Filetti, among others, for allegedly illegally copying Niakwa RunTime Packages. The suits seek recovery of all profits gained through the alleged illegal copying, attorney fees, and punitive damages, as well as other damages.

MTI allegedly violated Niakwa rights by using illegal copies of Niakwa SCO

"We are confident that the investment in these suits is well placed."

XENIX RunTimes with their software that automates doctor offices. Most improper installations are alleged to have been made in the eastern United States.

The other suit alleges that Quiq Systems used illegal copies of Niakwa

RunTime Packages with their software that automates Labor Union offices.

Shortly after the suit was filed in district court Niakwa's General Manager, Richard Drew, said, "Niakwa's revenue would be undermined if we tolerated the theft of our copyrighted, proprietary products, forcing us to make difficult decisions regarding pricing and services."

"Although lawsuits are expensive, we are confident that the investment in these suits is well placed if it allows us to maintain the same level of product development, service, and support that is expected from Niakwa!" BC

Bullets

- **Essex, U.K.** - Acan Systems recently converted another Wang 2200 User from an 8 to a 16 User system under SCO UNIX running on Wyse 486 machines. The freight company, PEF Express Ltd, a freight forwarder in Far Eastern trade, wished to break beyond the 56K partition barrier, expand the number of users on their system, and improve performance - all was successfully accomplished!
- **Mundelein, IL** - Basic-2C Revision 3.2 for MS-DOS, Novell NetWare, and SuperDOS was released on September 9, 1991. The popularity of this release was evident with over 60 orders for the 3.2 Update software received *prior to the release date*. That number grew to well over 100 Update orders in the week following the release date!
- **St. Petersburg, FL** - Marathon Systems recently converted the Corporate Office of 35 Taco Bell Franchisees and 50 Kentucky Fried Chicken Franchisees from their old Wang CS 386 to a Precision 486 running TOM Software under Basic-2C for SuperDOS, and in the process, reduced the Financial Statement Calculation Processing time from 8 hours to 5 minutes.
- **Greensboro, NC** - FiTECH Systems recently closed a deal involving their Mortgage Lending System (MLS) Package, written in Basic-2C running under Novell. The sale, to Central Fidelity Bank of Lynchburg, Virginia, consisted of several multi-user RunTime Packages for Central Fidelity Bank's seven branches.

Universal FAX Output Capability by K&R Custom Software

Newport News, Virginia - K & R Custom Software, Inc. has announced a FAX output product which is compatible with nearly all multiuser computers and operating systems on the market. The host computer need only support ASCII printers through a serial port (RS-232 asynchronous) or a parallel port. The product, called JetFax™, provides a simple and easy-to-use interface which looks like a printer to the host system and software.

Text messages can be sent to the FAX device as easily as they would be directed to a printer. The JetFax™ software monitors the data stream to extract telephone numbers and information for the automatic cover sheet. Simple commands are imbedded in the word processing document, text file, report, or program to provide the control information.

All FAX processing is handled by a FAX workstation. The minimum FAX workstation is an industry-standard PC with a keyboard, monitor, hard disk, and serial port, plus JetFax™. JetFax™ consists of a FAX card and interface software. Optional FAX workstation components include a scanner and a printer. FAX transmission handling is performed by a background task on the FAX workstation.

Once a message to be sent is received at the FAX workstation, the text is converted to FAX graphics format. The message is then scheduled for transmission. The software will make several attempts to get through to the specified number or numbers, and will reschedule if initial attempts fail. A log is kept of all outgoing calls.

Although messages sent by the host computer are limited to text, graphics files resident on the FAX workstation can be easily included with any outgoing

FAX. According to Tom Rees, president of K & R, "FAX machines have had a major impact on the way many offices communicate. Many of the packets that used to be sent by next-day delivery services, special courier, or runner are now being sent by FAX, in minutes, and often at a much lower cost. In fact, long distance charges for a FAX can be as low as five cents per page, which is less expensive than first class postage for a few pages."

"However, many offices with high FAX activity have a bottleneck at the FAX machine or machines," continued Rees. "Personnel time wasted at the FAX machine can dwarf other savings. Instead of being considered both fast and inexpensive, many people consider FAX a necessary nuisance to be used only when an immediate response is required. By allowing anyone to send a FAX without leaving their terminal, JetFax™ saves time and money."

"Of course, K & R did not originate the concept of interfacing a FAX machine to a computer. There are a number of FAX boards and 'gateways' available for specific computers. What sets JetFax™ apart is compatibility with a broad range of hardware and software."

"There was a definite need in the market for a product like JetFax™," says Rees. "We are proud to offer one of the first FAX products with broad-based compatibility."

K & R Custom Software, Inc. has been serving customers in a wide range of businesses since 1975. Other products include laser printer interfaces for multiuser word processing and data processing applications, and a highly portable electronic mail package (JetMail™) with an interface for JetFax™. For more information, call (804) 595-5400. BC

VCR Acquires AIMS

Products

AIMS-5 was announced with critical new features like 250 fields, 255 users, B+TREES to replace FM Sorts, 10 Link & Alternate files, 3 byte binary addressing to handle larger disk platters, faster BATCH processing, quicker ADDing of records and several other much needed performance features. VCR will make AIMS "state-of-the-art" by taking advantage of new products being offered today. AIMS-5 will float to use features that it finds in its local environment. For example, under Niakwa's Basic-2C, VCR

"Products will be enhanced. Prices were reduced. Contracts were simplified. Support has been dramatically improved. Barriers have been eliminated."

intends to make use of, if available, Flex Windows, Niakwa Data Manager (which VCR helped Niakwa create) and C calls to improve performance.

Marketing

VCR simplified how AIMS is marketed. Complicated agreements and up front costs were eliminated. The old AIMS User Agreement, with lots of *fine print* to sign, was replaced with a simple explanation of rights put in the front of the manual. AIMS Dealer Licenses, once the size of a small book, was replaced with a simple one page agreement, written in plain English. There is no license fee to become an AIMS dealer, nor is there an annual renewal fee to remain a dealer.

Support

As always, AIMS users should try to call their local consultant for help first. For USER ID's, they should call VCR directly. However, if a user is no longer supported by a local AIMS dealer, they

should call VCR. Every effort will be made to recruit a new local AIMS consultant or to find one close by who can help them. VCR will help any AIMS user until a dealer can be found.

Training

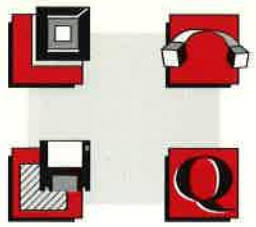
VCR will hit the road and conduct free one day seminars in several centrally located cities to share tips about how to use AIMS and to show AIMS-5. These sessions will also be used to learn directly from AIMS users what other changes VCR should make next, both to the product and support. VCR has scheduled AIMS training in both Austin and in other regions of the country.

For more information about AIMS, contract VCR at (512) 892-6115, Fax (512) 892-6185. BC

Cardinal Data Systems, Inc. Opens New England Office

Montvale, NJ - Cardinal Data Systems, Inc., a Niakwa Reseller and a privately held corporation in the business of providing and supporting office automation solutions, has recently opened another office in Methuen, Massachusetts.

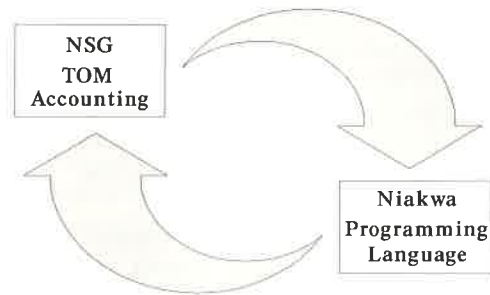
This office being the first location out of the State of New Jersey for the 13 year old company, will be managed by Albert Grant. Albert Grant was formerly with Wang Laboratories as an R&D Manager. This office in New England will be solely responsible to provide support to UNIX and Wang customers. For more information contact Dolores Tripp, Marketing Director at (201) 391-2830. BC



NSG and Niakwa - A Packaged Deal

Tukwila, WA - Northwest Source Group (NSG) and Niakwa have entered into a six month agreement where NSG will distribute special three user Niakwa Programming Language RunTimes bundled together with SPEED I and three TOM accounting modules: accounts receivable, accounts payable, and general ledger. This bundled package will be available under XENIX, UNIX, Novell, Novell/Windows and SuperDOS.

This is the second distribution agreement of this kind reached between Niakwa and NSG. Currently NSG distributes a single user bundled package containing the Niakwa Programming Language, SPEED I, and the same three TOM Accounting modules. In fact, the



sales of the single user bundle has been so successful that the agreement has been implemented on a permanent basis.

The idea behind this new agreement is to allow TOM resellers to compete with "canned" off-the-shelf accounting packages. The three user version of TOM

and Niakwa will give these resellers the ability get in on the ground level. Once they have accomplished this, they can give the end-user the ability to grow to a larger system or move to a different platform - two of the real benefits of the Niakwa Programming Language.

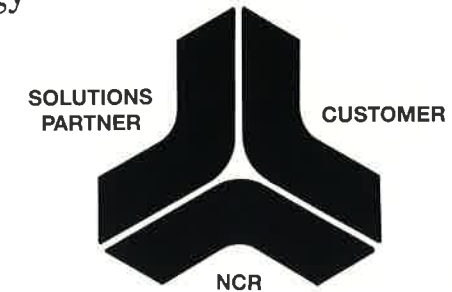
If this combination is as successful as the single user bundled package, Niakwa and NSG hope to make it a permanent option, too. In the first week of the agreement's announcement NSG sold four Novell bundles.

For more information on pricing and availability, contact Northwest Source Group at: (Phone) 206-244-6205, (FAX) 206-244-9929. BC

Niakwa and NCR - Solutions Partners

Niakwa, Inc. and NCR

NCR Synergy



Working together to create value

Mundelein, IL - In July, Niakwa proudly announced their relationship with NCR as a Solutions Partner.

A Solutions Partner is an independent software vendor that NCR works with in cooperative marketing, promotional activities, mailings, trade shows, and seminars. NCR selects independent software vendors whose products fit NCR's strategic development plans. To date, NCR has established approximately 35 Solutions Partners. NCR announced the Niakwa/NCR relationship in a mailing delivered to over 7,000 NCR field sales and support personnel in early July.

The Niakwa/NCR relationship is based on referral selling and cooperative marketing activity. NCR sales representatives will be encouraged to market the Niakwa Development Environment to their customers. The Niakwa Development Environment

(consisting of the Basic-2C Programming Language and the Niakwa Development Tools) allows Wang 2200/CS users to operate on the NCR System 3000 family of computers and the NCR TOWER line.

As NCR sales representatives discover qualified sales opportunities for the Niakwa Development Environment, leads will be passed on to Niakwa Resellers. BC

The 1991 Amsterdam Conference Through Pictures



Clockwise from upper left: Amsterdam was the setting for this year's conference; A canal boat trip proved to be a grand success for all - Robert Matz, Christen Matz, Gisella Matz, Rainer Gaenslen; Also on the boat trip - Monica de Tomas (Ignacio de Tomas' daughter), Mari Sol Martin, and Nicasio de Tomas; The conference attendees from the speaker's point of view; Maurice van Cawnberg of Group 2000 discusses recent Basic-2C successes.

Microsoft Windows Special Offer

Mundelein, IL - Basic -2C, Revision 3.20, for Microsoft Windows under MS-DOS or Novell began shipping October 14, 1991.

As a special offer to Niakwa Developers, Niakwa has purchased a supply of mouse pads to assist you in your application development with Basic-2C for Microsoft Windows.

These impressive looking mouse pads bear the "new Niakwa" look; jet black with an electric blue swoosh and a bright white Niakwa popping out. They not only make an attractive desk accessory, but will help your development with

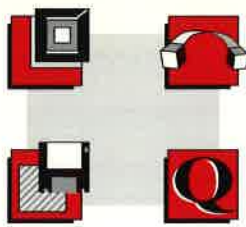


Your development will roll right along with a Niakwa Mouse Pad to help.

Basic-2C for Microsoft Windows roll right along!

These mouse pads cannot be purchased anywhere! But, they will be delivered on a complimentary basis to Niakwa Resellers who ordered their Basic-2C for Microsoft Windows Development Package by October 31, 1991, or while supplies last.

Please refer to Marketing Bulletin No. 29 for all of the details on features, requirements, and ordering procedure. Or call your Niakwa Account Manager, today. BC



Wyse 150 & 160 - Supported

Mundelein, IL - Niakwa is pleased to announce support of the Wyse 150 and 160 terminals under Revision 3.20 of Basic-2C.

The Wyse 150 and 160 terminals are excellent terminals for use with Basic-2C. They contain several features including:

- 14 inch flat screen.
- User-programmable label-line, function and edit keys.
- Serial port.
- Centronix Parallel port.

Niakwa will support these terminals as though they were Wyse 60 terminals (new support files are provided with Revision 3.20).

Specifically the Wyse 150 and 160 terminals support the following features under Basic-2C:

- Full Basic-2C character set support via downloadable fonts.
- Full Basic-2C attribute support.
- Full keyboard support on both ASCII and PC style keyboards.
- Local printing support.
- Character box graphics support.

For more information about the Wyse 150 and 160 terminals contact your local Wyse distributor or contact Wyse directly.

For more information on the availability of Revision 3.20 of Basic-2C please contact your Niakwa Sales Representative. BC

Platform Update - Multi-User

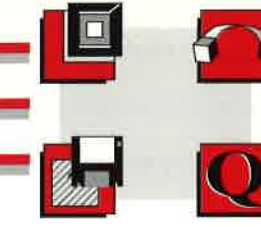
Shared Logic Systems

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 NETWARE
	NOVELL E/TI NETWORKING
	SPERRY USERNET

*Intel 386 and 486 based systems



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.

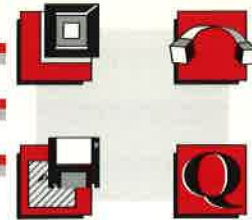
Basic-2C is currently operating on the following computers*

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.

Announcements



Investigate the Possibilities with Niakwa

Who, What, Where, When, Why

As any good sleuth knows, the answers are apparent when the right questions are asked...

WHO?

All Niakwa Resellers!

WHAT?

Niakwa's 1992 Conference, in conjunction with Bluebird Systems.

WHERE?

San Diego, California, at the Pan-Pacific Hotel.

WHEN?

February 23, 24, 25, and 26, 1992.

WHY?

To be at the cutting edge of development. For example, take a look at some of last year's conferences. You will see the value in attending Niakwa's Conference just by browsing through the highlights listed.

February 1991 - San Diego, CA

- Niakwa declares their \$1,000,000 commitment to development of the Basic-2C language.
- Niakwa Data Manager and IQ unveiled for the first time in the United States.
- Microsoft Windows under Basic-2C introduced.
- Data Manager training classes suggested (and delivered later that same year).
- Resellers appreciated opportunity to spend two days with Niakwa. "Let's do it again!"

June 1991 - Natick, MA

- Niakwa announces Release 3.2 for Basic-2C to much applause.
- Niakwa's new look displayed.
- "Name That Product" - A Contest To Rename Basic-2C, instituted.
- An indepth discussion on Release IV took place, and development schedule prioritized.
- A Niakwa Bulletin Board System was suggested with widespread agreement (As such, Niakwa is currently

evaluating said BBS).

September 1991 - Amsterdam

- Niakwa makes formal commitment to a port to the IBM RISC 6000 in early 1992.
- Niakwa presents actual results of their \$1,000,000 commitment to Basic-2C through indepth demonstrations of Niakwa Data Manager, IQ, Release 3.2, and Microsoft Windows.
- Niakwa and Resellers chart long-term goals for the Niakwa Development Environment.
- Phar Lap DOS Extender product unveiled.

February 1992 - San Diego, CA

As you can see, Niakwa has its proverbial ear to the ground and nose to the grindstone.

Why, you ask, are our body parts so

busy? Because Niakwa is committed to bringing you the latest and greatest application language capabilities available.

During each conference, more and more information is exchanged. All of us benefit.

The 1992 Investigate The Possibilities Conference won't be different. More development plans will be discussed. And you can be there to add your needs, thoughts, and ideas.

You will have opportunities to network with other Basic-2C Resellers, exchange successful business strategies, develop working relationships, and have a great time.

This conference is bound to exceed its predecessors. Come and be a part of it all you'll kick yourself if you miss this one!

Watch for your registration packet, or call Niakwa now! BC

Marketing Bulletin

North American		International	
23	June 6, 1991 The Niakwa Development Environment	22	June 6, 1991 The Niakwa Development Environment
24	June 6, 1991 Niakwa's Data Manger for MS-DOS and Novell	23	June 6, 1991 Niakwa's Data Manager for MS-DOS and Novell
25	July 22, 1991 Niakwa And NCR Relationship	24	July 8, 1991 Channels of Opportunity Conference - Amsterdam
26	August 9, 1991 Basic-2C Release 3.2 for MS-DOS/NetWare and SuperDOS	25	July 22, 1991 Niakwa And NCR Relationship
27	September 1, 1991 New Niakwa Product List	26	August 9, 1991 Basic-2C Release 3.2 for MS-DOS/NetWare and SuperDOS
28	August 21, 1991 New Niakwa Order Forms	27	September 1, 1991 New Niakwa Product List
29	September 16, 1991 Basic-2C for Microsoft Windows - IBM MS-DOS and Novell NetWare	28	August 21, 1991 New Niakwa Order Forms
		29	September 16, 1991 Basic-2C for Microsoft Windows - IBM MS-DOS and Novell NetWare

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.

A Few Notes From Administration...

On-Line Order Entry

In an effort to provide our customers with only the best service, we have implemented a new, on-line order entry system. We have designed our new system so we may expedite your orders in the most efficient and streamlined manner - from the time you place your order to the time it leaves our Shipping Department. Effective September 5, 1991, you can have your order shipped within 24 hours, or we are also able to offer same day shipping, on orders placed by 12 P.M. Central Standard Time. Please refer to Niakwa's September 5, 1991, Product List for current rates.

All telephone orders will be taken on-line. At that time, you will be provided with a confirmation number, all current pricing, and any RMA numbers associated with your order. You will also be furnished with two copies of all RMA documents, one for your records and one for you to enclose with the return product. We will even contribute the return address labels! When you place your order, whether it's by telephone, mail, or fax, it will be necessary for you to provide us with your account number *and* the serial number of the product you are replacing, upgrading or exchanging. If the product is not presently identified with a serial number, we will need your end-user's name. These details will be required before your product can be shipped. If you would like to use a purchase order number, we will be happy to include this on your copy of the order. These few steps on your part will allow us to ship your order in the fastest manner possible.

Field Level Replacements

Field level replacements of the Niakwa Cold Key security are now available for each Basic-2C Revision 3.20 MS-DOS/Novell NetWare standard RunTime installation. A Field Level Replacement form indicating all of the necessary information we require before we can

issue a reset code, is available upon request. Once you have all of the necessary information, just give us a call and receive your reset code by telephone. If you prefer to receive your reset code by mail or fax, please copy the Field Level Replacement form, send it to us by fax or mail, and we will process it as soon as we receive it.

☹ Old RMA'S

With the release of Revision 3.20 for MS-DOS/Novell, we urgently need your assistance in cleaning up all previous replacement RunTimes. As you know, these upgrade or replacement RunTimes were shipped to you, in advance, so that you would not experience any interruption in your business operations, and they were to be returned within 30 *

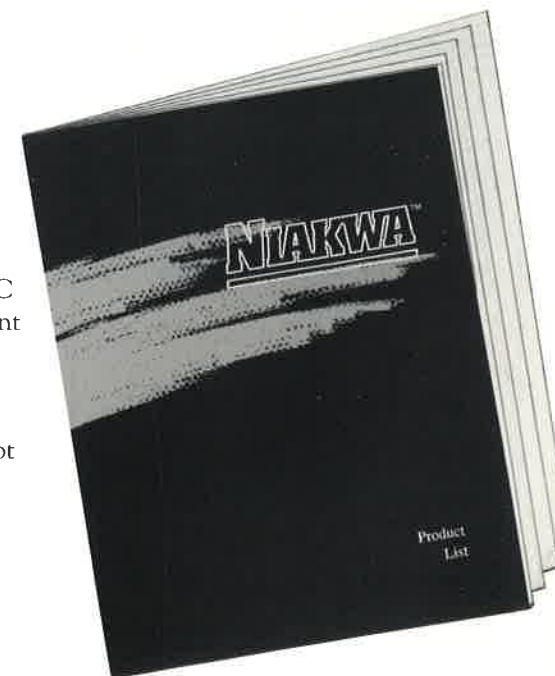
days. We understand that this time limit is sometimes prohibitive, and we have tried to be as flexible as possible. However, we now have a very serious problem as our new system has been designed to alert the operator when an order is entered if there are any RunTimes more than 60 days past due. It will then generate an invoice for the full, current retail price of the overdue RunTime. The operator then will have to receive an Account Manager's approval before your new order can be processed. This entire process can be very time consuming and could possibly delay your order. So please, take the time now to see that all RunTimes are returned immediately and avoid any future inconveniences. BC

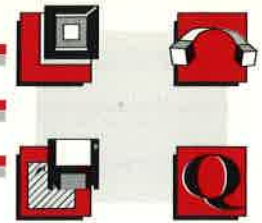
Niakwa Mails New Product List To Resellers

Niakwa recently mailed its new, revised 1991 Product List to all of their Resellers.

The previous Product List, dated 1/1/90, had grown from a four page product list to a 24 page booklet. This change represents the strong commitment that Niakwa has made to the Basic-2C language and the Basic-2C community. A \$1,000,000 commitment to new development has resulted in several new product announcements during the last few months.

If you, as a Niakwa Reseller, have not received your copy of the new Product List, please contact your Niakwa Account Manager immediately. BC





Ask Andy

Are there any problems running Basic-2C under MS-DOS 5.0?

A: Niakwa has extensively tested Basic-2C under MS-DOS 5.0. No problems were noted. Therefore, Niakwa fully supports the use of Basic-2C under MS-DOS 5.0. Refer to Tech Note No. 27 for details.

In some cases when upgrading from older versions of MS-DOS to MS-DOS 5.0, the Microsoft upgrade program may reorganize and relocate files on disk. This could cause the installed Niakwa security "fingerprint" to be lost. To avoid this, Niakwa strongly recommends that the Basic-2C Gold Key security be recalled prior to upgrading a system to MS-DOS 5.0. Once the upgrade is complete, simply reinstall the RunTime security.

In the event the RunTime security is lost during the MS-DOS 5.0 upgrade process, you should: restore the previous MS-DOS version from the backups made by the upgrade procedure, recall the RunTime security, reinstall the MS-DOS 5.0 upgrade and then reinstall the Niakwa RunTime Gold Key security.

Question & Answer - Niakwa Data Manager

The following is a list of commonly asked questions related to the newly released Niakwa Data Manager (NDM).

Q: If a file is already open, can it be opened again in a more restrictive way?

A: No, an NDM error 43 - "File in use" is generated. The file must be closed first and then reopened.

Q: When records are deleted from a file, can the freed up space be reused? Does the size of the file decrease?

A: This is highly dependent on the native access method. For example, under Btrieve the size of a file **does not** decrease when records are deleted, but the empty space can be reused after deleting records. The file's size will not increase when adding new records until the empty space is used.

Q: If an index is corrupted, can it be restored?

A: Using the BUTIL under Btrieve, an index can be restored. Under C-ISAM there is a utility called BCHECK that will restore corrupted indices. Relative to other ISAMs that will be supported, we'll provide more detailed information as we approach the release of these products.

Q: Will the function call **31360 NDM_READ_RECORD_BY_KEY** when the lock parameter is specified as "L" unlock a previously locked record?

A: Yes.

Q: Will the start of fields be recalculated automatically in the NDM UTILITIES when the fields are not overlays?

A: Yes, the start positions of fields are recalculated by pressing R (reorg file) in the Access Data Description File Utility. This function changes the start position of corresponding fields to close any

"holes" (created by deletion of fields) and/or fixes overlapping fields for conversion table 0. For all the other conversion tables, the start position is changed relative to the fields in conversion table 0 to keep fields and subfields in the correct position.

Q: Can the same field be used in more than one key?

A: Yes.

(continued on page 13 - see Q&A)

Technical Notes

22 May 15, 1991
Problem De-Installing
XENIX/UNIX Security

23 May 15, 1991
Motorola 68000 Upgrade

24 May 15, 1991
MS-DOS and Novell Niakwa
RunTime Security Screen

25 May 15, 1991
Proper Setup of the
/usr/BASIC2C/ttys File

26 May 15, 1991
Wyse 60 Emulation Under PC-
Connect

27 August 5, 1991
MS-DOS 5.0 and Basic-2C

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 Note, please contact an authorized Niakwa Reseller, or Niakwa directly.

Q&A

(continued from page 12)

Q: Can a non-case sensitive search be performed?

A: Case sensitive is dependent on the native ISAM in use. Under Btrieve any search is sensitive to the upper or lower case used in the search criteria.

Q: Can Btrieve data files be accessed with Xtrieve?

A: Yes, but it will be necessary to build special Data Dictionary files for Xtrieve to be able to understand the contents of the data file.

Q: Any plans to introduce SQL commands?

A: No immediate plans, but there are third party products that can be used in conjunction with NDM product, (like Novell SQL).

Q: If new fields are added to an existing data file, how are the new fields initialized?

A: The Copy User Data Utility will initialize any new fields in the output file to blanks (HEX(20)) for alpha fields and zeros (0) for numeric fields.

Q: In reality, how fast are the conversion routines?

A: The conversion routines implemented in the NDM software are the same assembler routines that are used by the RunTime for \$PACK and \$UNPACK. They are highly optimized and, being coded in assembler, are very efficient.

Q: Do the NDM manuals document how to properly set Btrieve to work with NDM applications?

A: Yes. The Novell NetWare using Btrieve Platform Specific Addendum documents in Chapter 2, how to install BREQUEST and Start Up Options. The MS-DOS using Btrieve Platform Specific Addendum also in Chapter 2 discusses the Btrieve installation and Start Options. However, it is best to have a Btrieve Installation and Operation Manual handy when first installing Btrieve.

Q: Are transaction calls supported on all NDM platforms?

A: Transaction calls are supported under Btrieve, SDtrieve and C-ISAM. But, please be aware that there may be issues that will be ISAM specific. In addition, there is no guarantee that future native ISAMs supported by NDM will support transaction calls.

Q: If a record is not locked, NDM for Btrieve returns an error 38 during a **31380 NDM_REWRITE_RECORD** if another user has modified the record between the time it was read and rewritten. Is this true for the other ISAMs?

A: SDtrieve will perform the same way, but C-ISAM will not. Niakwa recommends that the applications should not depend on this feature. The application should explicitly lock the record it intends to rewrite.

Q: If a record is locked can other terminals read it?

A: Yes, under all ISAMs supported by NDM a locked record can be read by other terminals.

Q: What methods are available to unlock a record or a file that is opened exclusively by another terminal? This type of situation can occur if, for example, a terminal is disconnected or an operator turns off the terminal in the middle of a data entry screen where a record is locked.

A: Under Novell, BRESET can be used to unlock records and/or files. Relative to other ISAMs that will be supported, we'll provide more detailed information as we approach the release of these products.

Q: Will IQ run in other languages than English?

A: Niakwa will provide files for French, German and Spanish. Other languages may also be available in the future. BC

Odering Information for Novell's Btrieve

There has been much confusion generated on exactly what NDM developers for MS-DOS and Novell must order from Novell to work with NDM (i.e., Btrieve). The Niakwa NDM developer for MS-DOS or Novell NetWare must get the following from Novell for work with Btrieve:

- Novell's Btrieve Developer Products (toolkits for developing Btrieve-based applications)

- Btrieve for DOS

Novell part numbers for this are:
883-411110-400 for 3.5" media
or
883-411100-400 for 5.25" media

This product has a suggested retail price of \$595 and is available from an authorized Novell Dealer.

NOTE: Novell does offer a Professional Developer's Program that allows members to order Novell products at a reduced cost and many other privileges. For more information on the program, contact Novell at (800) SAY-HELP. BC

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

As mentioned in the last edition of the *Basic-2C Connection* Niakwa is on a mission, at the urging of our respected Resellers, to change our product name from Basic-2C to a more dynamic name which would more accurately reflect the power of the language as it has evolved over the past seven years.

As you know, Niakwa has an extremely portable language, with powerful debugging capabilities, and a language which gives high performance and is still easy to use. Over the recent past it has been reported that it was difficult to get this message out with only the name Basic-2C to work with.

So we initiated "Name That Product" - A Contest to Rename Basic-2C. Over 280 nominations came pouring in from Niakwa Resellers and end-users alike. All of the nominated names have been closely guarded, until now. **Now is the time to VOTE!**

Of the 280+ names, only 11 duplications were received. The nominations did, however, include 65 names with reference to Basic, and 57 names that are already in use by other software companies (according to *Data Sources*, 1991).

Stitched into this newsletter is a self-addressed, postage paid, postcard. Please take the time to read over all the nominations and make your selection. Take advantage of the postcard enclosed, send us a fax, or phone in your vote, **now**.

As you look through the names, notice the positive feelings and pride Basic-2C users have in their language.

Votes will be accepted through December 31, 1991. So hurry, make your choice known!

A special note for the international market, if you can, it is advised to use the latter of the three methods of voting. The postcards could take weeks to arrive at our office. BC

"Basic" Nominated Names

++BASIC
Advanced Basic Language (ABLE-2C)
BANG! (Basic-2C derived from Wang)
Basic Answers
Basic EX
Basic Niakwa
Basic Solutions
BASIC 2000+ (basic for the 20th century, and beyond)
BASIC Access
BASIC Advantage
BASIC BLUE
BASIC TOOLBOX
BASIC Vision
Basic-4GL
Basic-Advanced (BASIC-A)
Basic-Plus
BASIC-PLUS
BASIC-TOOL
BASIC-TOOL 2C
BASIC-TOOLS
BASIC-TOOLS 2C
Basic-X (for eXtended)
BasicPLUS
Basics Best
Best Basic
Better Basic
BEYOND BASIC
BLUE BASIC
BPL (basic programming language)
BRAIN (Basic Rapid Access Idiom by Niakwa)
BUSINESS-BASIC-PLUS
Expert Basic
FIRSTBASIC
FUTURE BASIC
INTUITIVE BASIC
Master Basic
MEGABASIC
Multi-BASIC
NAB (Niakwa And Basic, or Not Another Basic)
NB (Niakwa Basic, or Not Basic)
NBasic (for Niakwa)
NBL2 (Niakwa Basic/Bluebird Language 2 generation/partners)
NEW BASIC
Newbas (Niakwa Extended Wang Basic)
Niakwa Basic Language Environment (NIBLE)
NIAKWABASIC
Nimbas (Niakwa Interpretive Maximized Basic)
NUBASIC
OMNIBASIC
PC-BASIC
PortaBasic
Portable BASIC
Power Basic
Power BASIC
POWER-BASIC
POWER-BASIC-PLUS
PROBASIC

QUICK CODE BASIC
Structured Basic
SUPERBASIC
T.B.L.R. (The Basic-2C Language Renamed)
UFB (user friendly basic)
Ultra Basic
UNIBASIC
Xtra Basic

Names In Use By Other Companies

APEX
APOLLO
BasicPLUS
BASIS
BASIX
BEYOND BASIC
Bridge/Port (Portability, Productivity, Power.)
BUSINESS-BASIC-PLUS
CASCADE (starting small, always getting bigger/wider)
CC
CC+
Complex
Compose
D
DESIGN
DYNAMIC
Envision
EXCALIBUR
F.D.S. (Fast Development System)
FREEDOM
Future
Future 4
Gemini
HARMONY
INTEGRATOR (Integrates applications on all platforms)
ISIS (Interfacing Smart Intelligent Systems)
LINK (Language Interfacing New Knowledge)
MEGABASIC
Nimbas (Niakwa Interpretive Maximized Basic)
Nomad
Nucleus
OMEGA
OPUS X
P.D.S. (Portable Development System)
PC-BASIC
PDL (Portable Development Language)
PLI
Port 2C
PORT POWER
PORT-2C
Power
Power Basic
POWER
POWER-C
PRIDE
PROGRESS
Quartet
Quest

RESULTS PLUS
SIMPLEX
Structured Basic
TECH-2
TECH-2C
THE BRIDGE
Thunder
TOOLBOX
UniBasic

All Other Nominations

"Porta" CODE
2 Omega (2Ω)
2B (or not)
2C (twice as easy as 'C')
2C+
4-WARD
4GL
Access 2C
ACMIC
ADVANCE
Advanced Programming Environment Plus (APEP)
ADVANCED PROGRAMMING
ALL-MACH
ALL-RIGHT
ANYWHERE
^RIEL
kain (Niakwa backwards)
b (it came before 'C', like B)
B2C
BCODE
BL2
Blue Chip Complete (B2C)
Bluebird Special
Bluebird2C
BRAINS (the brains of a working application)
BRANC
BRITESPOT
BS2
C-2200
C-TWO
Cardinal
Cardinal the 4GL
Cardinal V4GL
CENTURY
CISAB (basic backwards)
CO-EX PORT
COMEBACK
Commend
COMPUGRAM
CONQUEST
D++
DARWIN
Data Case
Dataflage (pronounced like "camouflage")
DATASTREAM (the "definition" of Niakwa)
DEPART (Developing Expert Programs Applying Real-time Technology)
EQS2C (Data Management Query System 2C)
EBA (End All Be All)
Easy Does It
EASY-2C
EASYFAS (Easy and Fast)
EMinence
ENDEAR

ENGINE (the heart of a working machine)
ENVIRONMENT (APE)
EXCELPOR
EZ123
FACEAL
Fathom
Flexsis
Focal
Fulcrum
FUTURAMA
GALAXY4
Genius (General Expanded Niakwa Interchangeable Utility System)
GREAT!
Groundwork
H/OSPital (Hardware/Operating System Portability, "For the ultimate in hospitality")
Handle
HANDSHAKE (systems/platforms meeting each other)
Handyman
ICEBERG (you are getting much more than what you see)
ITS-IT!
L-EGANT
LEADER
Luster
MASTER PLUS
META-EASE
MPPL (Multi-Platform Programming Language)
N.A.A.D. (Niakwa Advanced Application Development)
N.D.E. (Niakwa Development Environment)
N2C
NAIK-C
NDE-4GL
NDL (Niakwa Development Language)
NDT-4GL
NEDL (Niakwa Easy Development Language)
NEXOS
Niakwa 4GL
Niakwa Advantage
NIAKWA COMPLETE
Niakwa Gold
Niakwa Interconnectivity Environment (NIE)
Niakwa Nucleus
Niakwa Programming Enhancement (NPE)
Niakwa Programming Language (NPL)
Niakwa-2C
NiakwaLang (Niakwa Language)
NIASIC
Nifty
NILANG 6
NPL (Niakwa Programming Language)
Omega 2 (Ω2)
PADLE (Portable Application Development Language)
PANSYSDBL
PATH-2C
Pazazz
PORTA
PORTA-b
PORTACODE
Portage
PORTLANG

PORTWARE
POWER2C
POWERFUL
PPF (Powerful, Portable, Functionality)
PROCYON
PRODUCE
Programmer's Dream Language (PDL)
PROTOTYPE
PROWESS
QwkDev (could vary the spelling of quick in various ways) - stands for quick development, a major strength of Niakwa's product
QwkWrite
R2D2
REACH-2
Renew
Revere (as in Paul Revere - for "data independence")
REX-2
REX-2C
SCIL (pronounced Skill, System Compatible Intelligent Language)
Simply Complete
SIMPORT
STAR*BASE
STAR*BASE*2C
TAURUS
Tele/Port
Trans/Port
TRANSPUTER (Transportable computer)
TURBOGATE
TWO-C
ULISIS (pronounced Ulysses, Universal Language Interfacing Smart Intelligent Systems)
UltraDev (this refers to a superior or ultimate development system)
UNIBAS
UniDev (alludes to the universality of the language because of the portability of applications without changing from one hardware platform to another)
Unity (Basic-2C unifies the hardware under one language - also there is a single language (unity) for the hardware platforms)
UniWrite
UPL (Universal Programming Language)
Utilityman
UTOPIA
Vitality

Fine print.

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

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

AKZO Systems Nederland bv

Introducing AKZO Systems

AKZO Systems, located in the Netherlands, shares the Niakwa history of being a WANG VAR in the early 1980's and selling the early models of the WANG 2200 to its customer base. Happily for us both, AKZO became a Niakwa International Reseller soon after the first Basic-2C compiler was announced in 1984. Among their early software programs was a car information product for body shops, a calculations program, and a bookkeeping package.

The Big Picture

AKZO Systems is actually a division of the larger AKZO Corporation, which encompasses both a Chemical Division with an extensive range of medical related products, and a Paint Coatings Division. The primary business focuses around producing products in the areas of paints, salt, medical fiber, polymer, and more. There are approximately 70,000 employees that make up the AKZO Corporation, with AKZO Systems Nederland composed of 150 employees.

AKZO Systems Nederland occupies a large and modern building which they moved to in 1990. Their primary Basic-2C package is their car information software (Car Info), originally written in Basic-2. This package is also sold out of the three other companies, in Belgium, Germany and Switzerland. To date, Car Info sales have been primarily focused in these three countries with some sales in the U.K., but AKZO is already making plans to expand its market out beyond their current territory.

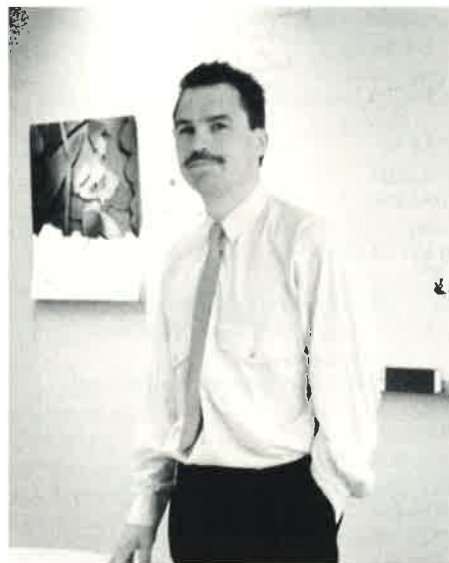
Hardware Success

AKZO Systems success has been accomplished via a Direct Sales Force and through good "Partnership" relations with their two hardware suppliers: Wang and IBM. AKZO has maintained its strong connection with Wang from the beginning. The strength of this

relationship is evident with 90% of AKZO's hardware sales going to Wang hardware running MS-DOS, Novell NetWare, or SCO UNIX.

Outside of the Netherlands, the primary Basic-2C related hardware sales are on IBM machines, with one third on Wang hardware.

Being a big corporation, the name



AKZO's Research and Development Manager, Bert van Duinkerken.

AKZO is easily recognizable, adding to the success of their sales force. Some advertising is done in trade magazines, as well as representation at an occasional computer show.

Software Success

The key software of the AKZO Systems Group, Car Info, was originally designed to provide car parts and color information to Body Shops. The normal size of a Body Shop is from five to fifteen persons, therefore small sized systems operating under MS-DOS or SCO UNIX are most common.

More recently, the Car Info package has been expanded to include a wide

range of automotive information. In fact, early this year AKZO Systems successfully moved their extensive database information to a CD-ROM. This has now become the key sales vehicle because it will produce recurring revenue.

These CD-ROMS contain 500 Mb of information, and are continually updated to reflect additions or changes of available car paints and parts. To receive this continual stream of updates every 3 to 4 months, AKZO charges a monthly fee to its customers who chose this service.

As of June, there were an estimated 1000 systems sold which included this new CD-ROM, with a longer term goal of having 1500 active CD-ROM installations within three years.

Future View

The Car Info CD-ROM will be continually expanded with more car related information on more models. Additionally, the performance will be improved with an initial interest in Basic-2C Revision 3.2. Currently the CD-ROM takes 30 to 70 seconds per search. The Niakwa Data Manager may also be used to increase performance and functionality for the future. According to Bert van Duinkerken, Research and Development Manager, "I can always rely on Basic-2C to be error free." Regarding the new CD-ROM package, "AKZO Systems has learned from Niakwa the benefit of creating a recurring revenue."