



NIAKWA NEWS

NEWS AND INFORMATION IN THE COMMUNITY

VOLUME III, ISSUE 7 OCTOBER 1992

Niakwa Shows Release IV to Strasbourg Audience

Niakwa is proud to once again be able to hold a European Conference that brings new and exciting developments to our customers.

In 1990 we brought Basic-2C Release III success stories to the La Jolla conference. This release gave developers the external call facility, providing access to third party products.

In 1991, during our Amsterdam Conference, we introduced the Niakwa Data Manager and Intelligent Query. Just two of the Niakwa Development Tools.

And now, in 1992, we will show Basic-2C Release IV to the Strasbourg audience. But that's not all, Our parent company, Bluebird Systems, will also join us in Strasbourg to demonstrate their new imaging product, imageABLE.

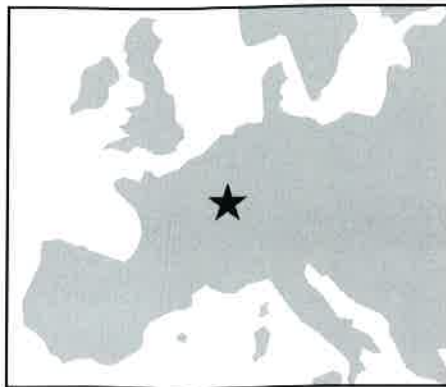
This conference not only presents new Niakwa products, it will show that Niakwa has arrived. Dick Drew, Niakwa's General Manager said it best, "Over the last two years we have been involved with an extremely heavy development schedule. Our commitment to the language allows Niakwa Resellers to be competitive by providing them with the latest technologies - technologies we will be discussing and showing at this year's conference."

The conference begins on Sunday, October 11, 1992. The group will gather for a relaxing canal boat trip down the beautiful River Ill. Attendees, presenters, and exhibitors will all have an opportunity to mingle during the cocktail reception being held on the boat.

On Monday morning, October 12, 1992, Niakwa will open the conference with a presentation on what is hot in the industry today. Immediately after this event, John Varnau, General Manager of Bluebird's

Imaging Division, will show **imageABLE** running on an RS/6000. John will discuss how imaging features can be integrated directly into applications.

Then, the moment we've worked so hard for, Niakwa will demonstrate **Release IV**. This will be the very first public viewing of Release IV. Harry Cohn, Niakwa's Director of Product Development, will focus on



Release IV's primary benefit - improving programmer productivity. According to Harry, improved programmer productivity can be directly related to four main features that will be introduced with Release IV:

- 1) Long variable names
Long subroutine names
Long statement identifiers
- 2) Program modules
- 3) Function interface
- 4) Structured constructs

Monday morning will close with an introduction of the Exhibitors - please see the enclosure for a summary of each Exhibitor.

Hal Tilbury, President of Bluebird

Systems, will honor us with a keynote address during lunch. There will be choices to be made after lunch, for the Exhibit Hall will open and breakout sessions will begin. Niakwa will hold at least three breakouts, while leaving room for the Exhibitors to hold their own sessions.

After the evening meal, and a good night's sleep, it is time for Tuesday, October 13, 1992. Tuesday morning's general session kicks off with a fun look at Niakwa through the years. Afterward, Dick will present a business review. The rest of the morning will be filled with customer participation as we go through discussions on platforms, the language itself, and tools.

Tuesday afternoon will prove busy with six breakouts by Niakwa and more exhibitors holding their own breakouts.

That wraps up what will be a mutually beneficial two days. Niakwa thanks all who have come to our conferences. It is at meetings such as these that your ideas and our ideas become *our* ideas.

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- Niakwa and Avnet Form Alliance

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An End-User Proceeds to Profit ... with a little help from Basic-2C

Wiesbaden, Germany Niakwa's Basic-2C language has been able to service the needs of a very large base of customers. To date, there have been 47,000+ installations of Basic-2C, representing an estimated 200,000 end-users worldwide. In the first years that Basic-2C was available, the primary source of these sales were generated as a result of the large amount of Wang 2200/CS users looking for a conversion path to the newer and lower cost systems introduced in the mid 1980s. Many end-users made substantial investments in their original software and developed highly customized applications which met the very complex and specific needs of their businesses.

One of these specialized users is Procedo, located in Wiesbaden, Germany, which is the largest German factoring company. Factoring is the process of purchasing and administrating the accounts receivable of another firm. The factoring company pays cash on an immediate basis as required daily for other company's sales, and Procedo protects companies 100% against credit risks. Procedo has a strong emphasis (79%) on export factoring. Procedo manages more than 12,200 accounts for their clients in more than 30 countries of the world, and takes care of collection and related correspondence in most local languages as well as legal proceedings, wherever and whenever required. Most of Procedo's clients are German companies, but there are also companies from other European countries, most of them exporting to various parts of the world. In 1991, the total turnover of Procedo was DM 2.4 Billion, equivalent to

1.5 Billion US\$.

Of course, this important monetary business needs to be carefully coordinated with a reliable computer system and Distributor. Through a process of gradual computer expansion and continual software enhancements by its Basic-2C Distributor, GFA, Procedo has been able to do more transactions from an increasing base of customers, and in less time. (GFA is also a Niakwa Master Distributor in Germany.) Their original computer system, in the 1970s, was a Wang MVP with three active



Procedo's new Headquarters constructed in 1991.

users, using a customized Speed I based application. Procedo's expanded computer needs resulted in a total of four mini-computers (two Wang MVPs, and two Wang CS machines) supporting up to 28 users. By 1988, they were ready to eliminate the high cost of hardware maintenance and the user limitations which they were rapidly outgrowing. It was at this time that GFA was able to use the portability of Basic-2C to move Procedo's software to the popular lower cost PC systems, with the ability to expand as needed.

At present, Procedo has a total of three Novell Networks to serve specific functions of the company, but also connected together so that they can share information. The individual network functions are:

- Customer Transactions
- Legal and Customer Correspondence
- Research and Development

There are about 45 total users on all three systems. On the R & D network, Microsoft Windows 3.1, supported by Basic-2C, is being utilized to run up to four tasks at each terminal, providing a more efficient way of

handling some of the larger print and backup jobs at Procedo. This change alone has had a dramatic impact on increasing the efficiency of this department, since time is of such high importance in this business focused on the timely processing of other peoples' money.

Procedo recently completed a modern office building in Wiesbaden which houses themselves and additional companies. It is in this same building that GFA is located to provide immediate assistance and support, as well as ongoing system and

software enhancements.

Procedo will mark its 22nd birthday in 1992, and one may guess where the name "Procedo" came from: the company's founder and President, Mr. Dieter Klindworth, thought it would be an appropriate name for a small company willing to "proceed." It seems he foresaw his company's progress - it proceeded to be Europe's leading export factoring house today. *h*

POINTS
of
INTEREST

Chile Adana Ltda. has replaced a Wang 2200/CS in Argentina with a Novell 32-User RunTime along with his Expert Software program, which provides support of KPAM and Sort 4 for over 16-Users. This sale to a Public Health Institute represents Adana's second major installation in Argentina and his expansion from the Chile marketplace where he has sold many Basic-2C systems in the past.

Netherlands Vekoma International, a leader in the field of leisure industries, utilizes a Basic-2C application in the custom design of their rollercoasters, including two major attractions at the recently opened Euro Disneyland in Paris.

Aurora, IL Gilmore Research, Inc., recently converted a roofing and insulation company, M. Walter Roofing and Insulation Co., Inc., from a Wang 2200 to a SuperDOS system, running Basic-2C on a Wyse computer. The company reports that file updates that used to take 90 minutes now take 5 to 10 minutes and a payroll post was reduced from 45 down to 5 minutes.

Durango, CO An integral part of Data West's sales strategy is the use of working model demos of their public utility and municipal fund accounting software shipped to a prospect and left for evaluation. Most recently this resulted in the sale of a 4-User Novell system to the City of Holbrook, Arizona.

MS-Windows Allows Radio Stations to Tune In to New Technology

Reedsport, OR In the spring of 1991 when Niakwa announced its plans for a MS-Windows RunTime, Custom Business Systems Inc. (CBSI) Oregon realized MS-Windows would allow them to provide several new and important features to their application. CBSI sells business applications for the broadcasting industry that are used by 1400 radio stations throughout the United States, Canada, and overseas. The application allows radio stations to computerize their accounting, commercial placement, and advertising billing. Over the years users had requested some new features that could not easily be implemented under the standard MS-DOS environment, but under MS-Windows these features were possible.

Soon after Niakwa announced its port to MS-Windows, CBSI decided that it would modify its application software to take advantage of the new features provided by the MS-Windows environment and Niakwa's MS-Windows RunTime. CBSI also decided to use Basic-2C's external call features to further enhance the features of its MS-Windows product. In addition to the Basic-2C MS-Windows RunTime and language enhancements provided by Release 3.2, CBSI wrote a unique Dynamic Link Library (DLL) in C++. All of these tools enabled CBSI to produce a very impressive and powerful MS-Windows application. Because of the ease of use of MS-Windows, and its popularity, the time needed for their end users to learn how to use the new features is minimal. This is important. Most radio stations maintain very hectic schedules and don't have the time to learn complicated new features.

Wesley Lockard, Vice President of Systems Development for CBSI feels that the use of MS-Windows has allowed CBSI to provide features that would not have otherwise been possible. Wes had considered using other tools or techniques to allow users the ability to task switch, but liked the MS-Windows solution the best. Wes says, "MS-Windows is easy to use and

easy to teach to end users. Its graphical user interface is very consistent and inherently easy to understand. We would not have been able to provide the same features using other platforms."

CBSI's MS-Windows application offers its customers many "extra" features such as:

- A Button Bar, similar to the Niakwa SFKeys, but containing several buttons bearing the name of some frequently used functions. The button bar is always within the window and does not obscure any part of the screen image. Rather than having to remember the CBSI for MS-Windows keyboard equivalent, the user can just place the mouse cursor over the button and click.

"MS-Windows is easy to use and easy to teach to end users."

- The ability to copy text to and from the MS-Windows Clipboard.
- CBSI Window Grouping, which controls the initial size and position of each new window as it is opened.
- Proportional Sizing, which provides more font and window resizing support than what is provided in the standard Niakwa MS-Windows RunTime.
- CBSI View, which allows the opening of a new CBSI Window without using the MS-Windows Program Manager.
- Several Help functions, including mouse control of CBSI's context-sensitive help system, a MS-Windows style help system for the MS-Windows environment itself, and an "About CBSI" section that displays the current software release version and CBSI telephone numbers.

CBSI is encouraging all of its customer base to convert to the new MS-Windows

Continued on page 5, see MS-Windows

Unitema Installs First IBM RS/6000



Sweden Unitema, one of Wang's largest resellers in Sweden, recently installed their first IBM RS/6000 system to a former Wang 2200 user. Their customer needed a system which would allow them plenty of room to grow in users, both now and in the years ahead, and with strong performance, even at larger user levels. The IBM RISC System 6000 was the obvious choice.

The end-user, a textile firm specializing in curtains and cloth, imports their materials from Asia to produce and sell their products in the Swedish Market. Their primary interest was to have a state-of-the-art system, with the accompanying high performance. This led the customer to chose a RISC based machine, and the IBM

name behind it added to their decision. They were able to realize growth in both capability and performance from the start. Their system size increased from 12 users to 20 users, while performance increase has gone from 5 minutes down to 10 seconds on special applications.

Unitema, who is licensed as a Basic-2C Distributor through Segment Data, reports that delivery of the IBM RS/6000 was reliable through the Wang Distributor channel, and the system was easy to install. Unitema confirms that the RS/6000 is the best performing system they have installed to date. They hope to see further installations on this very capable platform.

Unitema has a current installed base of 250 installations on a wide variety of platforms. Their Basic-2 based applications center around bookkeeping, invoicing, and stockholding, with some customization. Besides their recent addition of support for the RS/6000, they also see a growing

interest for Windows. Unitema has made a commitment to have "Open Systems", and have chosen two different system platforms as their main course of direction for the future; one is Unix, and the other is Netware/MS-DOS. This range of systems will offer a good choice to their customer base, while still allowing Unitema to provide the high quality service their customers expect. As part of their desire for open systems, Unitema plans to implement the Niakwa Data Manager into their applications in the near future.

Editors Note: With the recent announcement of Wang entering into Chapter 11, we made some inquiries and have learned that the Wang subsidiary companies in several major European countries are still committed to continuing to provide the products and services to their customers to the best of their abilities. Since subsidiaries are governed by the laws in their native countries, many have protected assets.

MS-Windows Continued from page 4

version, and is selling the MS-Windows version as its primary product. Radio stations that have already switched have improved employee productivity by not having to wait for one function to finish before starting another function. And Wes reports that sales demonstrations of the CBSI software, done on 486 computers in color under MS-Windows, are more attention-getting than ever!

In conclusion, by the use of Niakwa's MS-Windows RunTime and their own radio station application software, CBSI has provided its customers the latest in computer software technology. CBSI is very excited about the benefits that MS-Windows has provided to them and their customers.

TOP SECRET - Don't look until you've tested your knack for NIAKWANEWS. This box contains the answers to the puzzle on page 19. Simply turn this page upside down to read.

1) LAJOLA	12) UNITEMA
2) RELEASE IV	13) AVNET
3) IMAGEABLE	14) SCAN
4) PROCEDO	15) NDM
5) NOVELL	16) IC
6) ROLLERCOASTERS	17) DEBBIE
7) SUPERDOS	18) BRIAN
8) DATA WEST	19) FRANK
9) MS WINDOWS	20) PAUL
10) EDFSOFIT	21) BBS
11) CADCAM	22) PORTABILITY

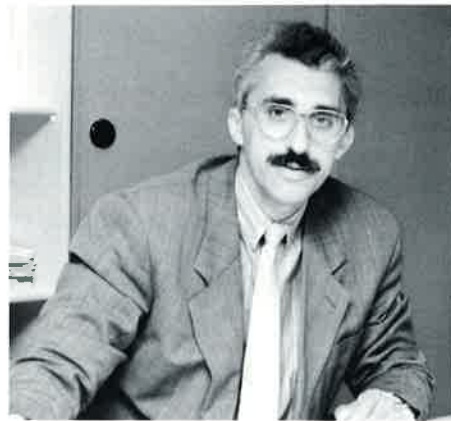
SCIA and Niakwa Build Bridge to the CAD-CAM World

Belgium SCIA n.v., a Niakwa Master Distributor since 1984, is headquartered in Belgium with branches in the Netherlands, Germany and France. With its 55 employees, SCIA is targeting 2 major markets: steel construction fabricators and structural engineering offices. The SCIA software is also distributed in Austria, Switzerland and in former East Germany through sales agents.

Very similar to Niakwa and to many other distributors, SCIA has its roots within the Wang community and grew early thanks to the 2200 applications. Dr. Jean-Pierre Rammant, SCIA's General Manager, remembers the old days, "Strolling around Wang's corridors in Lowell, grey bearded angry men like Jerry Dederich and Darrell Lynds met with more civilized engineers like myself. Niakwa changed the direction of SCIA drastically. The company grew rapidly and through its growing pains found its market niche within the technical CAD-CAM world (computer aided design - computer aided manufacturing). Competing in that dynamic market is only possible if the software has proven its value."

Some may not think of Basic-2C as being the right language for the CAD-CAM market. SCIA did. In the early eighties Eddy Backx, one of the SCIA Directors, developed a virtual memory management system and a special out-of-core equation solver. This was needed to be able to analyze and design large building structures within a limited memory space (remember the early 16 Kbytes). Although the Golden Gate Bridge in San Francisco was not designed with the SCIA software, similar structures later were erected thanks to detailed statics and dynamics by SCIA software.

According to Dr. Rammant, "The software technology is very demanding: interactive graphics are now essential in CAD-CAM applications. SCIA developed this software in C, integrated the Basic-2C applications entirely and focused on 32 bit expanded memory strength. Sure, we pushed



Dr. Jean-Pierre Rammant.

Harry a bit further and got the Phar Lap version of the RunTime. Being so convinced about sound underlying tools while developing software, Wouter Veelaert, SCIA's R&D manager, wrote a GUI (Graphical User Interface) to bring portability of the applications over basic drawing packages and operating systems."


You might think that engineers have a boring technical life. Not according to SCIA. Driving on a roller coaster at 40 MPH to prove the validity of one's software shakes your head. One of SCIA's customers VEKOMA, is constructing amusement park attractions all over the world, from Orlando over Moscow toward Paris. There is "no kidding" with controlling organizations since these kinds of structures **must** be safely designed: Basic-2C software analyzes the speed and acceleration of you and me, while we are cramped in a seat of the rolling train. The underlying steel structure, made out of hollow tubes covering an average surface of about 70 x 90 m, is safely designed with SCIA's CAD-CAM modules. No accidents up to today!

Last year, a large amount of SCIA customers participated in the construction of Euro Disney near Paris. SECOB, an engineering office in France, designed the

drive-in screens for the park. Dr. Rammant added this, "These screens are three dimensional structures 20 meters high and 20 meters wide. Wind loadings (sometimes near 95 MPH) must be withstood, whilst young couples discover how Snow White could handle seven dwarves. Thanks again to the Basic-2C application, bolts and anchors (securely) tie the structure to the ground."

SCIA has taken the direction of Novell. The largest sites (including SCIA's own modem interconnected 4 networks with 50 PCs) often reach more than 30 PCs. The need for speedy applications made SCIA choose COMPAQ hardware. An important issue is the functionality of Basic-2C applications. SCIA is integrating within steel fabricator shop floors the design engineers, the CAD draughtsmen, the work preparation people, the NC machines (drilling, punching, flame cutting), the time registration machines and of course the accounting people. The ease of programming for machines is unsurpassed. Servicing clients all over Europe within long distances is nowadays made easy thanks to modem support.

In closing, Dr. Rammant has this to say, "A slumping worldwide economical recession can only be fought through an improved service offer. The product quality, the functionality, together with the bright ideas of the company's staff and timeless efforts in helping and training customers are the assets. Niakwa's concern towards product quality and improvement makes you feel in good hands. The restless pressure by all of us on Niakwa's staff is the driving element.

"To end with a last word on the good life within the Niakwa family: countless hours were spent to discuss what we should do and not do with our business. In Las Vegas casinos and top clubs, in Chicago's dark food-fighting restaurants, in fancy Paris restaurants, Niakwa listened to SCIA's demands. No distributor can miss the Niakwa events. Let us discuss about our mutual future." 

EDEFSoft: Not Soft On Growth

Spain EDEFSoft, S.A., located in Spain, became a Niakwa Master Distributor in early 1986. When EDEF first started to work with the Wang 2200 in 1981, they were about eight people. They have now grown to 42 employees in two offices, one in Castellon (near the Mediterranean Sea), and the other in Madrid in a large and modern building which they moved to in 1991. This staff is a mixture of seven distinct departments, ranging from Marketing to Hot-line support and training.

The history of EDEFSoft goes back to 1981, when they began as a Wang VAR in order to provide "Turn-key solutions" for commercial environments. Two brothers, Ignacio and Nicasio de Tomas, partners of EDEFSoft, S.A., met Niakwa's people in a meeting in Brussels, and soon after traveled to Chicago in February 1986. According to Nicasio, "That was the moment we thought... it is time to change." They made a major decision to change from a proprietary systems market approach, and moved to an open market concept, with the help of Basic-2C. Of course, this did not mean they had to throw away the five years of programming efforts that had brought them to this point.

Their first experience in the new software distribution position was with Wang Dealers only, selling the Wang/APC. The first results in moving to a different hardware platform proved good, but with increasing demands for better performance, modern hardware and increased capacity requirements coming from a new market, another platform was sought out. At this time EDEFSoft decided to move to MS-DOS, SCO Xenix, and Novell platforms, making agreements with various hardware manufacturers such as Olivetti, Hewlett Packard, and Nixdorf.

With this widening of possibilities came a wider vision of what services EDEFSoft could be offering their new found markets. They organized their business and selling techniques to include:

- A Full Week of Training
- User Friendly Documentation
- Hot-Line Support
- Free Software Updates

These services made a big impact in increasing the marketability of EDEFSoft. Customers could see that they were buying from a company that had their total system and user needs in mind.

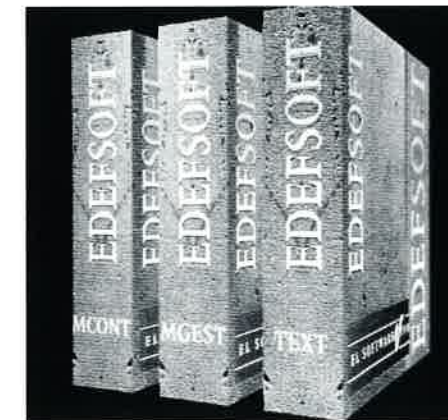
EDEFSoft now has an extensive line of Business Software Packages, all with roots in the Basic-2C language, which can be purchased as full systems, or as separate modules which can be expanded as desired. These packages include:

EDEFSoft (Business Software)

- MCONT - Multi Account
- MGEST - Multi Wholesale Invoicing, Stock Control
- MTPV - Shop's Invoicing
- MMOR - Multi Amortize
- MBASE - Multi Data Base
- NOMI - Salary

EDEFSoft (Vertical Market)

- MCER - Wholesale, Tile Factory
- MPRO - Promotor and Builder
- MLEG - Lawyer
- MCOR - Traveling Salesman
- TRAN - Transportation
- MERCA - Wholesale Merchant



At the present time, EDEF sells these packages through a network of 80 dealer's located throughout Spain and Portugal. The




number of installations is about 3,500, with an estimated 10,000 modules in use.

A third brother, Santiago de Tomas, Marketing Director and Partner, is responsible for a completely new image for EDEFSoft. In the early years as a Wang Dealer, EDEFSoft kept Wang's blue colors as their own. But after taking a new direction with the portability and growth offered by Niakwa's programming environment, their new image includes a colorful and vivid array of colors which include salmon, gray and light green. Besides this flashier look, EDEFSoft revamped their software manuals into smaller and more manageable volumes in order to help end-users find easy solutions to their application needs. The new image runs throughout all of EDEFSoft's materials including the manuals, brochures, stationary, advertisements, and business cards.

With Niakwa's latest Release 3.20, EDEF has been able to make significant improvements to their software making nicer looking input screens, linking in C routines with external calls for added functionality, and all with the benefit of increased speed.

According to Nicasio de Tomas, Technical Manager, "Right now we are developing under Windows the image database, integrated with our Business Software running under Windows, in order to give solutions for taking under control all documentation of the company."

It is not by accident that EDEFSoft has taken the phrase "El Software Vivo", the living software. 

Niakwa Forms Alliance with Avnet Computer - Providing Sole Source for VARs

Mundelein, IL Niakwa, Inc. is pleased to announce a new alliance with Avnet Computer. The new program currently being implemented for Niakwa's North American Resellers, will provide a new source for hardware products and services at competitive prices from a leading computer distributor.

The Niakwa/Avnet program started on August 17, 1992. Jonathan Thompson, the Avnet Computer Liaison (ACL) has a permanent office in the Niakwa Building. Jonathan has been with Avnet Computer for over three years and is very knowledgeable about Avnet's products, services, and policies. As the ACL, Jonathan will support the Niakwa Resellers in all issues relating to hardware quotes and purchases from Avnet Computer. Because he is located in the Niakwa offices, Jonathan will be able to coordinate with Niakwa personnel when required.

Who is Avnet?

Avnet Computer, located in Culver City, CA, is a division of Avnet, Inc., a Fortune 100 service company listed on the New York Stock Exchange with sales exceeding \$1.7 billion. As the leading value-added supplier of computer systems in the U.S. and Canada, Avnet Computer has installed over \$4 billion in information technology solutions throughout North America.

Niakwa/Avnet Program Benefits

The Niakwa/Avnet alliance will help Niakwa and Niakwa Resellers be more competitive. By leveraging the large size of the combined Niakwa Reseller base, each Niakwa Reseller will be able to purchase hardware at highly competitive prices.

Each reseller will have a new single source for hardware. But that is not where the benefits stop. Avnet can also provide warehouse space, hardware technical support, and monthly newsletter to keep Niakwa Resellers on top of the newest announcements. With the Avnet representative located in the Niakwa Building, all it takes is one phone call to accomplish several tasks.

Avnet Computer will benefit from the program also. Even though Avnet has established relationships with some Niakwa Resellers, the combined group of Niakwa Resellers represents a large new market.

Hardware Product Available


An Avnet product list has been distributed to all North American Niakwa Resellers. Products available include CPUs, disk drives, printers, modems, etc. from high quality manufacturers such as Apple, Archive, AT&T, Hewlett Packard, Intel, 3M, Motorola, Seagate, and Wyse - just to name a few. As the need arises, more products will be added to the list available

to Niakwa Resellers. If you have a particular request, please let us know.

Avnet is also making available the Vertos line of computer systems. The Vertos systems have been developed by Avnet to be of high quality at prices competitive with Dell, Gateway, and others.

Orders and Quotes

Orders for hardware from the Avnet product list can be placed by calling Niakwa's phone number (708) 634-8700 and asking for Jonathan Thompson. He is available to answer questions, provide current price quotes, delivery estimates, and place your hardware order. Jonathan will also be contacting Niakwa's North American Resellers to learn more about specific areas where Avnet Computer can be of service.

Everyone at Niakwa and Avnet Computer is looking forward to the start of the program and encourage each Niakwa Reseller to try the program. If you have any suggestions or comments regarding the program, please call Jonathan Thompson, Paul Brown, or Frank Ehrhardt at (708) 634-8700. 

Note: This program is targeted at the North American Reseller base. Avnet Computer does not currently have the specific mechanisms in place to try this program internationally.

A Look at imageABLE

Carlsbad, CA Bluebird Systems recently entered the Document Image Processing (DIP) market, and has announced the availability of its product imageABLE. imageABLE runs on an RS/6000 host, with PC Windows workstations. The product is designed to image-enable existing Windows-based applications. Niakwa is currently evaluating how imageABLE can be used by Basic-2C developers. The following interview was conducted by Dick Drew, Niakwa's General Manager, with Hal Tilbury, President of Bluebird Systems.

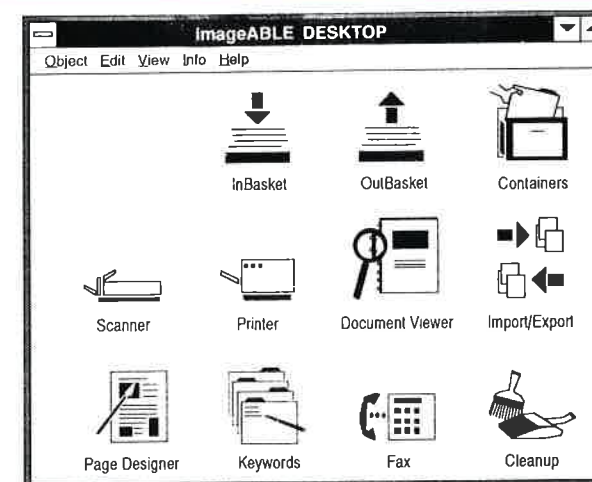
Drew: There's a lot of talk about imaging these days. Can you explain in basic terms what imaging is, and how it relates to a reseller selling in a specific vertical market?

Tilbury: Imaging is a methodology that allows organizations to easily store and access information that's been previously stored on paper, microform, or magnetic storage medium. Basically, imaging allows you to scan information currently stored on paper, converting the stored information onto magnetic or optical disk in a digital format. The images can be linked to your customer's existing application database. Optical disk is a very efficient storage media, thus greatly improves the way an organization operates. Once stored on optical disk, access to information through a PC workstation can occur within seconds of the request. Out-of-file, misfile, and re-filing paper documents is now a thing of the past.

By integrating imageABLE with vertical market application software, VARs can broaden the appeal of their software significantly. Imaging is a way for VARs to differentiate themselves from their competition.

Drew: Who's buying this technology - is it only big companies?

Tilbury: You'd be surprised. Many types



The imageABLE Desktop has a completely intuitive user interface, so you can start using it immediately.

of organizations are using imaging, including state, local, and federal government agencies as well as nearly every sector of the commercial market. Basically, any organization that needs to store and access information on a frequent basis can use imaging technology to their advantage. So it's a very large and growing market at the moment.

Drew: What's motivating end users to look at this technology?

Tilbury: If you ask any person that's using paper as a storage media, they'll tell you that paper is an inefficient way to store information. Look at all the work involved in finding a single piece of information: A typical file request consists of going to the file cabinet, pulling out the drawer, pulling the file, searching for the right document, going to the copy machine to make a copy, then putting it all away (studies indicate that up to 40% of the material being stored is copies of existing documents). Once a file is pulled, it's no longer available to anyone else in the organization. Imaging eliminates all these concerns. And these are not trivial matters - every successful business relies on having the right information at hand when it's needed, and having it stored for future

access in an organized, safe and secure manner.

Drew: Typically, are imaging systems sold as stand alone systems, or part of an existing system?

Tilbury: In some cases, a stand alone pilot project will be purchased to familiarize the organization with the technology. It might be placed in one department for a specific paper-intensive function. Or it may be integrated into an enterprise-wide network system that's already in place. However, some products, such as imageABLE, are designed to specifically integrate with an existing application. Thus, a customer can tie imaging and document manage-

ment features to the software applications they're already using. This is a preferable scenario, and studies have indicated that having imaging capabilities within a company's existing business software rated as the top criteria for buying imaging system.

Drew: OK, tell me more about imageABLE.

Tilbury: imageABLE is so named because it is designed to image-enable a VAR's existing application software. It currently supports the RS/6000 as the data base server, with other UNIX ports on the development table. imageABLE includes an extensive library of 268 APIs and a high-level scripting language that allows developers to integrate document imaging features directly with their Windows-based application software in a client/server architecture. In fact, there are several levels of integration - developers may want to have imageABLE and their application simply co-reside and available to a user, under multiple windows, or developers can choose to use the APIs and/or scripting to proceed with integration.

Drew: This sounds like a good opportunity. *Continued on page 10, see imageABLE*

Porting NDM Applications

Did you know that it is very easy to move your NDM based applications from one operating system to another?

NDM based applications are Niakwa Programming Language programs that make use of one of the Niakwa Programming Tools, the Niakwa Data Manager (NDM). This modern tool is based on the availability of independent third party indexed sequential access methods (ISAMs) that bring increased performance, data integrity, ease of code maintenance, and data independence (the data files are accessible by any third party products that support the native ISAM in use).

Each of the Revision 3.20 Niakwa supported platforms support the industry leading ISAM available for that particular platform (Btrieve by Novell for DOS/Novell NetWare/MS-Windows, C-ISAM by Informix for Intel UNIX and AIX, SDtrieve by Bluebird Systems for SuperDOS, etc.), thus many third party products can also

access the data structures being used.

In addition to the above mentioned features, NDM also conforms to Niakwa's requirement of transparent portability of code and data from operating system to operating system. Thus it is possible to move NDM programs, their data files and the controlling data dictionary files easily from platform to platform. This is accomplished with the Utilities provided with the NDM Development Package. These utilities, among other very useful services, perform the transfer of the data and data dictionary files from one system to another using diskimages temporary storage.

To accomplish this amazing feat, the following easy steps must be followed:

1. On the source system, the NDM Convert Native Files to B2C Format Utility is used to transform and store the native ISAM and supporting data dictionary files to a diskimage with the

name of your choice.

2. The diskimage can now be ported to any Revision 3.20 Niakwa supported operating system along with the program diskimage by any of the standard means (i.e., backup, raw diskettes, serial communications, etc.).
3. On the target system, the NDM Convert B2C Files to Native Utility is used to extract the data from the diskimage and automatically create the data and data dictionaries files for the new native ISAM.

That's all there is to it! The only restriction is the obvious one, you need the NDM product and the supported native ISAM (not provided by Niakwa) on both the source and target systems. *h*

TIP: Once your applications are storing data in native ISAM file formats, remember all the third party products, like Niakwa Intelligent Query product, can make use of that data for queries, reports, etc.

imageABLE *Continued from page 9*

tunity for VARs to upgrade existing clients.

Tilbury: Absolutely. Document imaging revenues in 1991 were \$3.7 billion in the U.S., and are expected to grow to \$12 billion by 1995. End users, for the most part, have not yet heard of DIP, but it is only a matter of time until they will be asking the Basic-2C VAR about it. This is a fantastic opportunity for our VARs to capture that upgrade business. Moreover, when competing for new business, imaging gives our VARs a very distinctive competitive advantage - even if they don't end up selling it! Most companies realize once they see the software that there's a great deal of time, space, and money they can save. DIP is new, exciting and a great way for our VARs to separate themselves from the competition.

Drew: Are there specific features of imageABLE that set it apart?

Tilbury: The first thing a user will notice is how easy it is to use. imageABLE runs under Windows, so every Windows convention applies: drag and drop, sizing and scaling windows, cut and paste, etc. This means that there's very little, if any, training needed to get going on the system. It's just very intuitive.

Second, and resellers will appreciate this, imageABLE has a powerful indexing capability that is commercially available. This allows organizations to customize and build an application with index parameters that they specify. Since it's all residing on a SQL-compliant database, it is very easy to manage and manipulate a database or application once you've built it.

Third, imageABLE is truly a world class product dedicated to being standards compliant.

Drew: How are Basic-2C applications

image enabled?

Tilbury: Initially with the DDE interface, and then hopefully through the use of the APIs provided by imageABLE. At press time several senior members of Niakwa's technical staff were attending a training/orientation class on imageABLE. By the time we publish the next edition of NIAKWANEWS we should have a better understanding of the integration issues.

If you want more information on imageABLE, contact Frank Erhardt, Niakwa's Sales Manager, at (708)634-8700. He'd be happy to tell you more about the imaging market and how you can leverage your business by offering imageABLE to your customers. We are also interested to know what the interest level is for an imaging product. *h*

Note: The next issue of NIAKWANEWS will explore the use of imageABLE with Basic-2C applications.

Niakwa Releases NDM for UNIX, Windows, and IBM RISC System/6000

Mundelein, IL Niakwa is pleased to announce availability of the Niakwa Data Manager for Intel UNIX, Microsoft Windows, and the IBM RISC System/6000.

The Niakwa Data Manager is an Application Program Interface (API) that allows Basic-2C applications to utilize state-of-the-art native ISAM products to store data, while retaining full portability. This API consists of a set of subroutines that can be called by the application program by use of simple GOSUB statements. The API offers the following features:

- Multiple indices
- File and record locking
- All data is stored in stand alone native files
- Transaction Start, End, Abort
- Data conversion functions are provided
- Series of data dictionary files
- Utility programs
- Special API functions

Included in the Data Manager is: The Data Manager Program Guide, the Data Manager Platform Specific Development Package, Data Manager RunTime Package, and the Data Manager Starter Kit. The Starter Kit includes everything you need to begin using the Data Manager with the exception of the native ISAM, which may be purchased directly from the respective author.

The Intel UNIX version shipped June 29th, 1992. Both the Microsoft Windows version which also contains the MS-DOS version of the NDM, and the RS/6000 version shipped in September, 1992. *h*

Platform Update as of October 1, 1992

Shared Logic Systems

ALTOS 686, 886, 1086, 2086, 3086
 ALTOS SERIES 2000
 ALTOS 400, 500, 600, 700, 1000, 2000, 5000
 BLUEBIRD SL/DH/TW SERIES
 BULL XPS 100
 BULL DPX/2 200
 BULL DPX/2 300
 BULL MICRAL 600/ix
 DEC MICROVAX II
 DEC VAX SERIES
 IBM AT & 100% COMPATIBLE* 286
 IBM PC, XT, AT
 IBM PS/2 SERIES
 IBM PS/2 SERIES
 IBM 100% COMPATIBLE* 386+
 IBM 100% COMPATIBLE* 386+
 IBM RISC SYSTEM/6000 SERIES
 NCR SYSTEM 3000 SERIES
 NCR TOWER 32
 NEC ASTRA-XL SERIES
 WANG 280
 WANG 380
 WANG APC
 WANG APC
 WANG DX 2000 (DYNAMIX)
 WANG PC 300/33C SERIES
 WANG PC 480/25C
 WYSE PC 286 SERIES
 WYSE PC 386 SERIES
 WYSE 5000

XENIX 3
 XENIX V
 SYSTEM V
 SUPERDOS
 UNIX V
 BOS
 BOS
 BOS 386
 VMS
 VMS
 SCO XENIX V 286
 SUPERDOS
 SUPERDOS
 SCO XENIX V
 SCO UNIX V/386, 486
 INTERACTIVE 386/ix UNIX
 AIX
 AT&T UNIX (NCR)
 SCO UNIX V
 ASTR-IX
 SCO XENIX V 286
 SCO XENIX V 386
 XENIX 3.0
 XENIX V
 SCO UNIX V/386
 SCO UNIX V/386
 SCO UNIX V/386
 SUPERDOS
 SUPERDOS
 AT&T UNIX (WYSE)

Distributed Logic Systems - Client/Server (Networking)

IBM & 100% COMPATIBLE*
 IBM & 100% COMPATIBLE* with MS-WINDOWS
 IBM & 100% COMPATIBLE* with PHAR LAP 386

NOVELL NETWORK ELS I
 NOVELL NETWORK ELS II
 NOVELL NETWORK 386
 NOVELL ADVANCED NETWORK
 NOVELL E/TI NETWORKING
 SPERRY USERNET

Single User MS-DOS

IBM & 100% COMPATIBLE*
 IBM & 100% COMPATIBLE* with MS-WINDOWS
 IBM & 100% COMPATIBLE* with PHAR LAP 386

MS-DOS
 PC-DOS

* Niakwa no longer performs testing on PC compatible systems due to the high level of compatibility of the Niakwa Programming Language in the PC compatible marketplace and the tremendous infusion of compatibles on the market.

Current Product Revisions

The following is a complete list of the current Niakwa Development Environment products and their respective revision numbers as of September 25, 1992. If your version is not current, contact the Niakwa Sales staff for an update.

NOTE: New releases since the last Basic-2C Connection are shown in bold.

PRODUCT NUMBER	PRODUCT NAME	DEVELOPMENT PACKAGE REVISION NUMBER	RUN TIME PACKAGE REVISION NUMBER	REVISION DATE
1A	WANG MS-DOS	2.01.20	2.01.20	7/15/88
		3.00.02.00.W	3.00.02.05.W	5/15/89
1A-DEM	WANG MS-DOS Demo	NA	3.00.05.05.W	7/15/88
1A-SCD	WANG MS-DOS SCD	NA	2.00.00	7/15/88
2A+B	IBM MS-DOS	2.01.20	2.01.20	7/15/88
		3.20.02.00.I	3.20.02.00.I	9/9/91
2A+B-DEMO	IBM MS-DOS Demo	NA	3.20.02.00.I	9/9/91
2A+B-SCD	IBM MS-DOS SCD	NA	2.00.00	7/15/88
3A	WANG APC XENIX 3 or V	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
3A-SCD	WANG APC SCD	NA	2.00.00	7/15/88
4A+B	Novell NetWare	2.01.20	2.01.20	7/15/88
		3.20.02.00.I	3.20.02.00.I	9/9/91
5A	ALTOS XENIX 3	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
6C,D,E	DEC MicroVAX	2.01.02	2.01.02	6/15/87
7A+B	SuperDOS	2.01.17	2.01.17	5/15/88
		3.20.02.00.S	3.20.02.00.S	9/9/91
8A	Bull XPS-100	3.01.03.04.U	3.01.03.04.U	8/1/91
9A	ALTOS 2000 XENIX V	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
10A+B	SCO XENIX V	3.20.13.00.X	3.20.13.00.X (286 RTP)	12/6/91
13A	WANG APC XENIX V	Merged with 3A	NA	NA
14A	NEC ASTR-IX	2.01.09	2.01.09	8/9/88
15A	ALTOS 600, 1000, 2000	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
16A	ALTOS 400, 500, 700	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
18A+B	SCO System V 386 UNIX	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
19A	Bull DPX/2	3.01.03.04.U	3.01.03.04.U	8/1/91
20A+B	INTERACTIVE UNIX	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
21A	NCR TOWER 32	3.01.03.04.U	3.01.03.04.U	8/1/91
22A	ALTOS 5000	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
23A+B	AT&T UNIX (Intel)	3.20.14.01.A	3.20.13.00.A (386 RTP)	12/6/91
24A+B	MS-Windows/ MS-DOS	3.20.02.00.I	3.20.11.00.N	10/14/91
24A+B-DEMO	MS-Windows/ MS-DOS Demo	NA	3.20.20.00.N	6/1/92
25A+B	MS-Windows/ Novell NetWare	3.20.02.00.I	3.20.11.00.N	10/14/91
26A+B	DOS/386/ MS-DOS	3.20.02.00.I	3.20.15.00.P	2/7/92
27A+B	DOS/386/ Novell NetWare	3.20.02.00.I	3.20.15.00.P	2/7/92
30B	IBM RS/6000	3.20.15.11.U	3.20.15.11.U	8/26/92
102A+B	NDM for MS-DOS	1.00.06	1.00.04	1/15/92
103A+B	NDM for Intel UNIX	1.00.13	1.00.10	6/29/92
104A+B	NDM for Novell NetWare	1.00.06	1.00.04	1/15/92
202A+B	IQ for MS-DOS	1.00.00	1.00.00	12/23/91
204A+B	IQ for Novell NetWare	1.00.00	1.00.00	12/23/91

Enhancing Your Product Offerings with IQ

by Kurt Skaronea

Since its release, I have had countless discussions with developers regarding the many uses and benefits of the Niakwa Data Manager product. In all my conversations, the one benefit that comes up time and time again is the ability to access your universally accessible native ISAM data files with third party products. Niakwa's offering of Intelligent Query (IQ), produced by Programmed Intelligence of Norcross Georgia, is a user friendly query tool that demonstrates the potential marketability of this new found accessibility for you and your end users.

Let me be honest, gang. At first I was skeptical of the claims made about this product. I mean really, how many products have we seen that truly live up to their user friendly labels. It's usually too much of this or not enough of that, with the product ending up right back where it started from — on the shelf!! But as time went by, I began to really enjoy working with this product. In fact, I would say next to Word Perfect, IQ has become the most actively used program at Niakwa. With five years of sales history available at their fingertips, all departments at Niakwa are continuously referencing one of the three IQ data dictionaries maintained in house. Sales utilizes IQ to track customer and sales activity while marketing can utilize it to acquire numbers for a trend analysis. Production can track the activity of any or all products and use this for projecting new raw materials purchases. And all managers utilize it heavily for budgetary considerations.

IQ's seemingly limitless search and sort capabilities allow you to extract and sort even the most obscure data relationships you can

conceive. IQ offers a variety of output options that allow you to display, print, graph or export your data to a Lotus, dBASE or ASCII file format. Its report generator facility is simple to use and yet powerful enough to generate the most complex multiple break reports. IQ's relational capability gives you the power to link multiple files, giving your users the ability to reference a broader range of data, while opening up new avenues of data relationships.

"You'll be cranking out reports quicker than you can say FAST."

In short, once you begin working with IQ, you and your customers will be cranking out reports quicker than you can say FAST. And since this product is a passive data tool (READ ONLY), any end user (and developer) fears of damaging data files can be put to rest.

Getting Started


The first step in getting started with IQ is the creation of a Data Dictionary. An IQ Data Dictionary contains information regarding the characteristics of one or more native ISAM files. This process is where the bulk of IQ's setup time is spent. To eliminate this bottleneck, Niakwa has provided an option in the Niakwa Data Manager utilities to streamline this process. If you have created your own external routines to work with native ISAM files, IQ can still be used to access these files, but you

will need to setup the IQ Data Dictionary file manually.

The "Export User Data Dictionary To IQ" utility will automatically create the IQ Data Dictionary using file definitions created with the Niakwa Data Manager. The export utility uses the Key Description and Data Description files of the NDM User Data File to build the IQ Data Dictionary. Using this utility will save you hours of repetitive file definition entry.

It should be noted that this utility will build a standard IQ Data Dictionary. Each NDM User Data File in the IQ Data Dictionary is called a category. If you wish to establish relationships between two or more categories, you will need to do this manually using the IQ data dictionary maintenance program DDMAINT.EXE. The only requirement of linking two IQ categories together is that each category must have a common key field. Once the link field is identified, the actual process is straightforward and documented step by step. Additionally, you can link Lotus and dBASE files with your NDM files.

You should also be aware that IQ requires all linked categories to have unique field names. To avoid field name conflicts between categories of an IQ Data Dictionary, simply prefix your field names with a descriptive character. For example, a customer master file may have the field C-CUST-NUMBER while an order history file would have the field O-CUST-NUMBER, thus avoiding conflicts between potential link field names.

Next time I'll discuss using the IQ program and its various features. If you have any specific questions, drop me a line on the BBS. 

Administration Says Hello! and Good Bye

You may have noticed a new voice in Order Administration when placing your orders.

Michelle, a familiar voice to many of you, has left us to join forces in a new venture with her husband. In the interim, Debbie O'Brien, our Office Manager, has been manning the order desk.

Now, a new Debbie has joined our team.




She is **Debbie Benson**, who is the new Order Administrator. Debbie comes to us with extensive order processing experience. Most recently, she acted as a coordinator of fund

raising activities for Ducks Unlimited, a conservation organization for water fowl and wetlands. Debbie has been on board since June 30 and is very excited to talk to all of you personally to get to know you.

The only thing she asks is that you be gentle with her until she becomes accustomed to your account. In a very short period of time she will be fully up to speed and able to handle your needs in the same manner in which you have become accustomed.

Should you have any special requirements or needs, please feel free to contact your Sales Representative, Paul Brown for Domestic Accounts or Cyndee Philyaw for International Accounts.

Thank you in advance for your patience and understanding, and join us in welcoming Debbie to the Niakwa team. 

Editor's Note: We, at Niakwa, would like to extend our good wishes to Gary Rapp. He accepted another position within Bluebird Systems. Gary is now an area manager with Record Data West - a company Bluebird recently acquired.

Welcome...



Brian Funke joined Niakwa this past May as a Product Analyst. Brian is a 1986 graduate of Illinois State University with a Bachelor of Science degree in

Business Administration. His previous work experience includes positions at the College of Business at ISU and Pivar Computing Services, which brought him a vast array of technical experience on a variety of platforms.

As a Product Analyst, Brian is responsible for technical support, production setup, documentation, as well as other projects. Brian is looking forward to challenges for himself at Niakwa.



Frank Ehrhardt joined Niakwa as Sales Manager on May 18, 1992. With sixteen years of sales and marketing experience, and twelve years experience in the


computer field, Frank is bringing a lot to Niakwa. Under previous employment, Frank sold system solutions in a variety of markets, including distribution,



manufacturing, not-for-profit, local government, and document imaging.

Niakwa is pleased to announce the promotion of **Paul O. Brown** to North American Sales Representative. Paul has been with Niakwa since November 1990, working in the Technical Support Department, as a Senior Product Analyst.

Paul has a Bachelor of Science in Computer Science from the University of Illinois, and over 10 years of computer industry experience, helping small business and VAR's.

Feel free to contact Paul with concerns and needs, and ideas for new platforms and products. 

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Niakwa Data Manager For Intel UNIX, Microsoft Windows & IBM RS/6000
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Niakwa Data Manager For Intel UNIX, Microsoft Windows & IBM RS/6000
- 41 **July 6, 1992**
Investigate the Possibilities Conference - Strasbourg, France

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.

Winners of Windows and RunTime Contest Announced

Niakwa is pleased to announce the winners of the Windows RunTime contest and promotion. Between April 6, 1992 and June 5, 1992 all Niakwa North American Developers were able to purchase a Basic-2C MS-Windows RunTime package for the price of an ordinary Basic-2C MS-DOS RunTime package.

In addition, each developer who ordered a RunTime package got a Basic-2C MS-Windows development package for FREE. But that was not all, because for just ordering the Windows package, each developer was entered into two special contests.

First, a free MS-DOS MS-Windows RunTime was awarded for every 20th order placed. That means that a prize was awarded for the 20th, 40th, 60th orders placed.

Second, at the end of the contest ALL orders placed were placed in a hat for a drawing. One entry was placed in for each user of the RunTime ordered. So a developer placing an order for a 64 user MS-Windows RunTime, got 64 entries for the contest. The

winner of this contest received a 8 user MS-Windows RunTime for FREE!

The first winner of a free MS-Windows RunTime was John Cooney of Data




Frank Ehrhardt and Paul Brown selecting the lucky Windows winner.

Processing Associates. When he found out that he had won he said, "Really, I have never won anything before in my life". Congratulations, John, and keep selling those RunTimes.

The winner of the 8 User MS-Windows RunTime was Max Stalnaker of Astar Computer. When notified that he was the winner he said, "I will have immediate use for it." Congratulations, Max.

Actually everyone who ordered MS-Windows were winners in this contest, because by ordering, promoting, and selling the Windows RunTime we all got the opportunity to ride on the coattails of a MultiMillion Dollar advertising campaign. Over the first few months after the release of Microsoft Windows 3.1, Microsoft will spend \$8,000,000 on prime time advertising for MS-Windows. Over the next year, Microsoft will spend a total of \$31,000,000 promoting MS-Windows. So, by just ordering the Windows RunTime you were able to cash in on a great promotion.

Even if you didn't order a MS-Windows RunTime during the contest you can still cash in on the Microsoft advertising blitz. To do so you have to do one thing, order a MS-Windows RunTime today. 

Niakwa Announces New Demonstration Diskette Possibilities

We picked up a great idea from Data West a few months ago. The idea is this: lower the cost of sales and increase the effectiveness of your most accomplished sales people. Pretty hard to dispute an idea like that. The problem is, "How do I do that?"


If you really want the answer to that question, pay attention to this article, and open up your mind to a new way of finding and qualifying your prospects.

What is the most perplexing problem in sales? The answer to this question is easy, it is another question every salesperson must ask themselves everyday. "What do I do now?" The question is often preceded by "I don't have any prospects, what do I do now?" or "I have two hot prospects, they both want to see me the same day, they are

at opposite ends of the country, what do I do now?" or "This prospect is highly technical, wants an extremely detailed demonstration and explanation, our technical support/ demonstration system/whatever is already committed to something else, what do I do now?"

This question has one common underlying cause and that is the limitations we suffer as human beings. We can only be in one place at a time. We are limited in our own knowledge and capacity and frequently need assistance. Nothing, absolutely nothing, gets done or happens as quickly as we want it to. This is particularly true with conditions beyond our control such as whether or not the prospect feels an urgent need to act.

The purpose of all of this preliminary discussion is to get you to open up your mind to one new idea and make the effort to make this idea work for you.

This idea is so deceptively simple that we know it can't work. But before you discard this idea, please keep this in mind. It is working for Data West, a Niakwa Reseller. Niakwa helps you achieve this goal by offering demonstration diskettes for our MS-DOS product and for the MS-Windows product. We offer these diskettes with either 11 uses per diskette or 40 uses per diskette. These offerings are available at a very reasonable cost as presented in a Marketing Bulletin on the subject. If you have any questions, contact your Niakwa representative. 

ASK ANDY

Q: Does Niakwa support Wang 2236 terminals on the IBM RS/6000?

A: No. The hardware of the RS/6000 does not handle the native flow control sequences of the Wang 2236 terminals. Although not currently supported, DigiBOARD has informed us that a future release of their DigiCHANNEL products for the RS/6000 will provide support for these terminals.

DigiBOARD already provides support for these terminals on their DigiCHANNEL ISA C/X Host Adapters installed in Intel UNIX based platforms (refer to Tech Note #47.)

Q: I have a customer with a 16 user standard Novell RunTime. However, the client wishes to run the Windows/Novell RunTime on five workstations. What do I need to order?

A: You will need purchase a Revision 3.20 Windows Upgrade for Novell. This new RunTime will allow up to 16 users running in any combination of Windows or Standard RunTimes. For example, five workstations may run Windows RunTimes, while 11 may run Standard RunTimes. Remember that additional Windows RunTimes running on the same desktop/workstation do not count against the overall user count.

Q: How can I pass error codes from \$SHELL commands back to the RunTime?

Continued on page 17, see Ask Andy

Using Niakwa RunTime with X Windows

Microsoft Windows has long been a popular graphical user interface (GUI) available to users in the MS-DOS world, but when it comes to UNIX, the X Window System is quickly becoming the GUI of choice for those wishing a more graphical "windowed" environment. With the release of the AIX version of Basic-2C for the IBM RS/6000, the demand for use of the Niakwa Programming Language within an X Window System has become more apparent. Although the X Window System is not supported directly by Niakwa, there are ways of operating the RunTime successfully within this powerful GUI.

The X Window System, commonly known as "X," was developed by a group of researchers at the Massachusetts Institute of Technology as an experiment in windowing systems. It has quickly grown from being a laboratory experiment into a widely accepted menuing and mouse-pointing environment, and is the basis for a wide variety of new applications, forming an entirely new market. The most current version is X version 11 Release 5, (X11R5). References and techniques mentioned below are using AIX 3.2 for the IBM RS/6000 and X11R4 with OSF/Motif Window Manager. This is not an issue, considering that the Niakwa Programming Language is character-based under AIX, and not graphic dependent.

One of the useful functions of X in terms of the Niakwa RunTime is its ability to support multiple terminal emulation windows. X accomplishes this with the program aixterm, an ansi "pseudo-terminal" emulator. When a terminal window is opened, a new shell is invoked, and a unique tty device name is assigned. For example, the first window opened has a tty name of "/dev/pts/0", a subsequent window has "/dev/pts/1", etc. This requires these names to be added to the /usr/BASIC2C/ttys file for the RunTime to determine the terminal number.

A typical ttys file should look as follows...

```
xxhft/0 {HFT screens}
xxhft/1 " "
xxhft/2 " "
```

```

.
.
.
xxtty0 {Serial ASCII Terminals}
xxtty1 " "
.
.
.
xxpts/0 {X Window Terminals}
xxpts/1 " "
xxpts/2 " "
.
.
.

```

Be sure enough pseudo-terminal entries exist for as many windows that may be active at any one time. To allow 16 windows, there should be entries for pts/0 through pts/15.

Once the /usr/BASIC2C/ttys file is Continued on page 17, see X Windows

Technical Notes

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- 49 August 4, 1992 Novell Netware 3.11 Security Files Patch

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.

X Windows Continued from page 16

complete, the next step is to determine the terminal type that will be used by the RunTime. The aixterm terminal emulator can emulate two types of terminals: IBM's High Function Terminal (HFT) or a DEC VT102. Aixterm falls into the realm of using any emulators with the Niakwa Programming Language: you won't get everything to work quite right at first.

By default, aixterm closely emulates an HFT terminal, and is the easiest to configure to work with the Niakwa Programming Language. To accomplish this, set the BASIC2C_TERM environment variable as follows...

```
BASIC2C_TERM=hft
export BASIC2C_TERM
```


This can be entered at the prompt, or added to the global /etc/profile, or the user's \$HOME/.profile.

Ask Andy Continued from page 16

A: Only certain platforms have this capability. By adding an additional alpha-variable to the \$SHELL statement, any error codes returned will be placed in this variable in binary format. For example, in XENIX, UNIX, or AIX:

```
10 DIM R$
20 $SHELL "script",R$
30 HEXPRINT R$
```

In this case, R\$ contains the binary return code that was returned after executing the command "script" in a native shell. If the "script" command ended with an "exit 2" statement, line 30 would print 0002.

NOTE: Return codes will not work on DOS-based platforms, as COMMAND.COM has no capability of passing error codes to parent shells. Refer to the appropriate Supplement to determine the support of \$SHELL. 

Almost everything coded into the SCREEN.hft and KEYBOARD.hft files will work, but there are a few minor exceptions. The default mapping of Niakwa key SF'15 is Alt-F4. Under X Windows with the Motif Window Manager, this key sequence instantly terminates the active window, shell, and everything running within it. This is very undesirable for applications that might use SF'15. Use the Niakwa Utilities to correct SF'15 to some key other than Alt-F4. Also, certain character attributes are not available using the HFT terminal type. Only the normal and underline attributes work correctly. There is no way of displaying blinking, reverse or bright characters. Certain colors cannot be displayed either. All other characteristics function as described in Section 7.4.4 and Release Notes of the Niakwa Programming Language Platform Specific Supplement for the RS/6000.

Multiple windows can be started either by mouse, or program control. Clicking with the mouse on the root (background) window brings up a menu. The following AIX command can also be entered from an existing window or within a program:

aixterm &

The ampersand "&" is necessary and is used to launch the aixterm program as a background task, essentially freeing up the "parent" window, so that both windows are accessible. Other options are available, such as specifying colors, borders, fonts, and scroll bars. Refer to AIX Commands Reference for more details. Some options may produce undesirable results when used with the Niakwa Programming Language. For example, changing fonts will lose the box graphics characters used by the RunTime to display box tables.


An alternative RunTime terminal type is to use the Niakwa "vt100" type in conjunction with the compatible VT102 emulation mode in aixterm. To start a VT102 window, use the syntax:

aixterm =80x24 -v &

The "=80x24" parameter sets the columns and lines, as the Niakwa Programming Language only supports 24 lines on the VT100 type terminals. The "-v" option invokes VT102 emulation within aixterm.

The only advantage to using aixterm's VT102 emulation is to obtain relatively better screen attributes. Normal, reverse, and underline characters can be displayed, but bright does not work reliably. 132 column mode is supported, but the font does not change size. If 132 column mode is set, the window has to be "stretched" to 132 columns across, otherwise, data beyond column 80 will not wrap and appear to be missing. The screen font that is used is much smaller than the default "Roman-14" font used in HFT mode. The font can be modified, but box graphics characters will potentially be lost.

Keys will initially be a problem, as aixterm completely remaps the keyboard. This requires remapping most special keys with the help of Niakwa's Utilities. All other terminal characteristics for the VT100 series are supported as described in Section 5.7 of the Niakwa Programming Language Operations Manual.

Depending on exactly how you want your Niakwa program to look, either the VT102 emulation (using Niakwa's VT100 terminal type) or standard HFT emulation should be chosen. VT102 emulation provides better attributes, but a less pleasing font, and requires remapping many keys. The HFT emulation uses a more readable font, and an already supported keyboard translation. With a little experimenting and clever programming techniques, an otherwise antiquated program can be turned into a more exciting and commercially acceptable multi-windowed application. Combined with the power of X Windows and AIX, the possibilities are endless. 

SCO UNIX Patch Now Available

The Santa Cruz Operation has recently addressed a problem experienced by some of our developers operating the Niakwa RunTime under SCO UNIX Release 3.2 version 4.0. Attempts to print "boxes" or other extended characters will result in alphabetic characters being displayed. This happens because of a change in SCO's console driver in an effort to become X/Open compliant.


A patch has been provided by SCO which contains modified console drivers to correct the display problem. Niakwa is distributing this patch with installation instructions. It is available via the Niakwa BBS, or at the developers request, via mail. The installation process involves saving the original driver, copying the new driver, and re-linking the kernel.

To download the files from the Niakwa BBS, simply follow these steps...

1. Dial (708) 634-6227

2. Enter your first and last name.
3. Enter your password.
4. Enter: "J 4" (to join conf. #4).
5. Enter: "F" (to show file menu).
6. Enter: "1" (for Menu).
7. Enter: "D" (to Download).
8. Enter filespec "SCOPATCH.*".
9. Enter the appropriate protocol information to complete the download.

The patch, SCOPATCH.TAR, is in UNIX tar format. To transfer this file from DOS to UNIX, use doscp. To extract files use the command... tar xvf ./scopatch.tar Refer to the text file 324con.txt for further installation instructions.

This patch is provided by The Santa Cruz Operation "as is." Niakwa is providing this solely as a temporary solution. SCO will address this problem in future releases of their product. 

A Correction from Craig Freeman MEMORANDUM

TO: Harry Cohn, Niakwa
FROM: Craig Freeman, SSC
SUBJECT: DR DOS 6 Correction

My article which appeared in your April, 1992 issue of Basic-2C Connection stated that I regretted two sessions of Basic-2C were not possible using TASKMAX. That has proven to be incorrect.

The DOS SHARE command protects us against share violations and most B2C software writes as well as reads at some point in its operation. Thus, you can not have two simultaneous sessions using the same data files.

What IS possible is to share any number files that are used read-only (as with program platters) and to use separate data files for each session. Thus, I am able to have SSC's internal accounting up as a task, a copy of a vertical market package as another and a system in development as a third, etc.

Further experimentation is in order. However, the fast and easy way out I found was to make a copy of any files you need in 2+ sessions and simply redirect the BOOT file accordingly. This proved very handy when I wanted to enter live data in one task and do file look-up of reference data on another.

Thought you might want to know.

Software Systems Company
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Niakwa BBS: An Update


The NBBS was designed to provide our developers with the most recent news from Niakwa on a timely basis as well as provide a method for developers to exchange information with each other. The Niakwa BBS has been on-line for over 4 months and many developers have already taken advantage of its use. The feedback we have received from you has allowed us to make the NBBS even better. Recent enhancements to the NBBS include the following:

- Availability of a series of very useful utility programs developed by Northwest Source Group (NSG) for the Niakwa Programming Language.
- A solution to bring programs from the Wang 2200 to the Niakwa Programming Language that use SORT4 utility developed by Wang for use with KFAM is provided by Mellon Software.

Also added to the BBS is a new conference that contains the latest information about Niakwa Programming Language bugs and their current status or correction.

Developers are encouraged to use the NBBS. Please feel free to leave public messages to other developers on topics or issues that you feel are important.

We feel the new enhancements will allow the NBBS to become more valuable to all of our developers and give you access to the latest information from Niakwa on a 24 hour a day basis.

Please continue to use the Niakwa BBS. If you have not done so, refer to Marketing Bulletin No. 35 for instructions on using our newest support tool. 

Do You Have a kNack for NIAKWANEWS?

How well do you remember what you've read? Here is a chance to find out. Below are twenty-five questions about different articles within this issue of NIAKWANEWS. Also included is a list of the answers, in alphabetical order (not question order). Simply fill in the correct answer to each question. When you've finished, go ahead and try the word scramble, too. Each of the twenty-five answers appear in the box of letters you see before you. Good luck, and have fun. You can find the answers on page 5.

- 1) In 1990, Niakwa brought Basic-2C Release III success stories to ____.
- 2) 1992's Strasbourg Conference will show ____.
- 3) ____ will be demonstrated by Bluebird Systems' John Varnau.
- 4) ____ is Germany's largest factoring company.
- 5) Adana, Ltd. has replaced a Wang 2200/CS with a ____ 32-user RunTime.
- 6) A Basic-2C application is used in the custom design of ____.
- 7) Gilmore Research Inc. recently converted a Wang 2200 to a Basic-2C ____ system.
- 8) Part of ____'s sales strategy is the use of working model demos shipped to prospects.
- 9) CBSI encourages all of its customer base to convert to ____.
- 10) "El Software Vivo" is the phrase used by ____.
- 11) SCIA n.v., of Belgium, uses Basic-2C for their ____ application.
- 12) ____ recently installed their first IBM RS/6000 to a former Wang 2200 user.
- 13) Niakwa recently announced a new alliance with ____ Computer.
- 14) Imaging allows you to ____ information currently stored on paper.
- 15) ____ conforms to Niakwa's requirement of transparent portability of code and data from operating system to operating system.
- 16) ____ has seemingly limitless search and sort capabilities.
- 17) Niakwa's new Order Administrator is ____ Benson.
- 18) In May, ____ Funke joined Niakwa as a Product Analyst.
- 19) Niakwa's Sales Manager is ____ Ehrhardt.
- 20) Transferring from tech to North American Sales is ____ Brown.
- 21) Niakwa's ____ was designed to provide our developers with the most recent news from Niakwa.
- 22) ADIFO believes that the ____ of the Niakwa software is very important.

N C R A N I A K W A B S A L
O J O A D A V N E T B T R A
V A L A M P R N A C S U E J
E N L D A T A W E S T P L O
L A E E H B R I A N A O E L
L I R B A C A K A U M R A L
O M C B R A T D L T S T S A
U A O I A D A I Q F W A E O
N G A E A C L B O O I B I D
I E S K N A R F A S N I V E
T A T E S M I A I F D L J C
E B E A A D A P S E O I V O
M L R Z A R E T B D W T E R
A E S E R O H A C E S Y N P
Y C S U P E R D O S A W Q P

The Traveling Duo

Everyone remembers that the original Batman T.V. series had its Dynamic Duo of Batman and Robin and the Los Angeles Dodgers had a pitching duo of Sandy Koufax and Don Drysdale. And of course there was Lewis and Clark who explored uncharted areas of North America. Niakwa also has a North American duo, more accurately referred to as the Traveling Duo. During the summer Frank Ehrhardt and Paul Brown packed their bags and filled their briefcases and became Niakwa's Traveling Duo (NTD). They each made many visits to Niakwa's North American Distributors.

The purpose of these client visits was to present Niakwa's current and upcoming business plans as well as to survey developers on their opinions and ideas. Niakwa has always looked to their developers for input, and these sales visits are one of the more important ways to accomplish continued product improvement/enhancements.

The Travel Duo will visit parts of the United States and Canada through the end of November. Among the states and provinces they have already visited are: Indiana, Ohio, Michigan, Kansas, Oklahoma, Pennsylvania, Virginia, Kentucky, Ontario, Manitoba, British Columbia and, of course, Illinois.

Trips taken to date have been very successful and productive. As with any type of travel, Frank and Paul did encounter some very interesting situations. For


example, 20 minutes after visiting a client in Indiana, a tornado touched down 2 blocks from where Paul had been that same day! Frank spent 5 hours on the ground waiting for a storm to clear so his plane could take off. Then there was the endless airplane meals, bad hotel rooms, etc.

Frank, who joined the Niakwa staff this May, feels these trips provide an excellent way to meet his new customers and better understand their needs.

Paul feels that these trips provide him with a better understanding of his developers business needs and give him the opportunity to work with the "voices on the phone" whom he has assisted with technical needs.

If you were one of the developers that were visited, the Traveling Duo would like to take this opportunity to thank you for your time, hospitality, and cooperation. You have all helped Niakwa determine first-hand the current needs of our North American developers. The valuable feedback you have provided to us is being evaluated for use in future business decisions and plans.

If you were not visited, you're important, too. Niakwa simply has limited resources. After all, someone has to be here for you when you call in to order.

The next adventure for Niakwa is the European Conference. The conference will take place in Strasbourg, France, on October 11-14, 1992. 

AVNET
BBS
BRIAN
CADCAM
DATA WEST
DEBBIE

EDEFSoft
FRANK
IMAGEABLE
IQ
LAJOLLA
MS WINDOWS

NDM
NOVELL
PAUL
PORTABILITY
PROCEDO
RELEASE IV

ROLLERCOASTERS
SCAN
SUPERDOS
UNITEMA

ADIFO Systems

Introducing ADIFO Systems

ADIFO, a Belgian company, was founded in 1974 by Mr. Pieter De Lille, with a handful of employees, and has developed into an internationally recognized software house with over 60 employees and more than 900 customers worldwide.

A specialized sales company, OFIDA, was established in the Netherlands and an extensive dealer network carries out the worldwide distribution of ADIFO products.

Belgium and Holland are well known for their intensive modern agriculture and animal production. So it is natural that ADIFO specialized in agrarian software.

ADIFO has developed a large library of software under BASIC-2C. Originally, most of this software was intended to run on the WANG 2200. Once Niakwa's compiler and development language came about, the same software became portable to MS-DOS, Novell, SuperDOS, and is now primarily sold under SCO UNIX systems. With the release of the latest IBM RS 6000 Port from Niakwa, this may bring new business opportunities to ADIFO.

Agrarian Software

ADIFO offers four comprehensive software packages for the agrarian field:

- APROS, an animal production software for poultry (layers, broilers, parent stock and hatcheries), pigs (sows and fattening pigs), calves, and ration calculation;
- MILAS, an integrated administration for the compound feed industry and raw materials trade, which extends from general accounting to logistics, order entry, stockkeeping and the purchase of raw materials (long and short term contracts);
- BESTMIX, a powerful feed optimization software which is a most effective support to purchase planning, quality control and production management;
- LABORAS, a software package for the management and processing of feed mill laboratory information.



Mr. & Mrs. Pieter De Lille of ADIFO.

Initially, BESTMIX and LABORAS were developed by SCIA, the Belgian Master Distributor of Niakwa. When SCIA decided in 1988 to withdraw from this market, ADIFO was obviously the right partner to take the SCIA products over.

All the ADIFO packages are completely tuned into each other (modular construction) in order to realize highly competitive total solutions, adapted to the specific agrarian structure abroad where necessary, and are available in several languages.

ADIFO is now a leading softwarehouse in the agrarian sector. This achievement results from the continuity of the software development which is largely owed to the portability of the Niakwa software.

Other Packages

ADIFO also developed other packages with Basic-2C:

- ISYBUILD for the administration of building companies (main contractors and subcontractors), metal constructors, architects and consultants;
- SIPRES for all classic administrative tasks such as bookkeeping, invoicing, purchasing management, stock control, wages administration...

ADIFO's Philosophy

The thorough specialization in a vertical market, particularly in the agrarian market, is seen by ADIFO as its master card. Therefore, ADIFO engaged many specialists with agro education or experience able to provide detailed and specialized advice and

The portability of the Niakwa software is very important...

guidance to customers. Packages and organization are constantly adapted to the always evolving needs of the agrarian business on the home market as well as abroad.

Internationalization is also considered a necessity to remain competitive, as it is the only way to write-off the software development costs over a broader base.

For the same reason, ADIFO thinks that it is necessary to take advantage of the complementation of the markets of big and smaller projects. The portability of the Niakwa software is very important on that point as it offers the possibility to implement software for single user purposes on a PC, as well as for multi-user use under Novell and UNIX.

New Product Development

ADIFO continues to do new product development under the Niakwa language, which has enabled its programming resources to be dedicated to continual product enhancements and new program offerings. The ease of programming of the Niakwa language is very good compared to other programming languages. The overall quality of the programs and documentation is excellent, and the response time to support questions is quite astounding.

ADIFO's development goals are now to provide a more open system to allow for sharing of data with a wide variety of commonly used programs. For this reason, ADIFO is conducting a capability study of the Niakwa Data Manager as a way to reach the next step in their ladder to maintaining progressive software. *n*