

Q-Tips

A Free Newsletter from



Volume 16, Number 2

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A Quick Look Into What the IQ Suite Is

If you have a mainframe, chances are great that you run reorgs. The IQ Suite is what makes them run fast.

Don't waste company time trying to organize and run a multi-day reorganization, when you can do it with the IQ Suite in a fraction of the time.

The IQ Suite, consisting of I-QU PLUS-1 and I-QU ReorgComposer, can cut your reorg execution and development time by up to 90%!

I-QU PLUS-1, or "IQ" as we call it, is the world's best Unisys 2200 DMS database reorganization

and application development tool.

If that's not enough — to make your reorgs even easier, I-QU ReorgComposer works with I-QU PLUS-1 as an automatic database reorganization generation add-on.

I-QU ReorgComposer enables Database Analysts to easily identify and convert any field in any DMS 2200 database. ReorgComposer shows the effects of changing records in the database, and provides a listing of affected

programs and procedure libraries. And, ReorgComposer automatically creates the I-QU PLUS-1 programs and runstream that will run the reorganization.

To make what could be a long story short, I-QU PLUS-1 and I-QU ReorgComposer can save you a substantial amount of time and effort. So, unless you like spending countless hours of exasperating labor, call and ask us about the IQ Suite today.



FREE KMSystems Information CD for You

In order to give you the most information about our products possible, we have recently released the first edition of the KMSystems CD.

No matter what product you are looking for, if it's ours, it's on this free CD. On the CD you will find product documentation, interactive demos and slideshows, product fliers, and even free evaluation software so you can try our products first hand!

This CD is free to anyone who would like a copy. If you would like

information about anything KMSystems has to offer, but would like to take your time looking over everything at your own pace, this is the best way for you to do it.

To receive your free CD, please call us at (770) 857-8730, or email sales@kmsys.com.

Contact KMSystems
to receive your FREE
Informational CD



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From the Editor's Head

Earlier this quarter, we had a very special addition to our already wonderful sales team. Nicole Moffa has been moved up in the ranks to become the newest member, and she is very anxious to get on with her new position.

Nicole has been with KMSystems for some time now, and has a great understanding of how KMSystems works. She started in shipping and worked her way up through accounting and sales support to the position she holds today.

Many of you may be receiving calls from Nicole in the coming months, and we're sure you will enjoy working with her in the future. Way to go Nicole!

We will soon be moving into our new, custom-built facility, just down the road from where KMSystems first started. As you can see from the picture below, construction of the new KMSystems megafacility is still in its early stages (as of this printing), but will be ready for us to move in by August. (Not shown in photo are the satellite launch pad,

four-mile beach, and nuclear reactor.)

When a definite move-in date has been determined, you will be notified of the new address and any new phone numbers.

Finally, we'd like to thank our customers for your continued support and wish you a great summer (or winter south of the equator).



KMSystems Is
Technology
Solutions
for
Unisys
Users
Worldwide

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New Spring... Same Old Policies

How much is a tier upgrade fee? What is it based on? Is there a discount if I buy two copies? What if one of those copies is for disaster recovery? Read on.

Spring is here, and in full force. It's the time of year when people spend quite a bit of time, and money, on new projects around the house. Flowers get planted, yards get mowed, fences get painted, and we get attacked by pollen, just like we did last year, and the year before that. It seems like no matter how many times we go through it, we find ourselves relearning the same lessons over and over again.

It was this trend of needing to relearn things each year that inspired me to add this little column to the current issue of Q-Tips. Each year, as new systems are installed, and software is bounced from one machine to the next, and new software is added, and software maintenance is extended, we find ourselves asking and answering the same old questions. How much is a tier upgrade fee? What is it based on? Is there a discount if I buy two copies? What if one of those copies is for disaster recovery? And so on....

Thus, in an effort to answer some questions before they have a chance to be asked, I thought I'd review the different policies KMSystems' has in place for the more common situations.

Tier Upgrade

We call it a "Key Fee". Many companies assess a fee when the software they provide is moved from one system to another. Some base the fee on machine size, or performance. Some even require that the software be completely repurchased.

Our policy is much more basic and simple: When a company purchases a new system, and wishes to move its KMSystems software from the old machine to the new machine, and a new software key is required, we assess a charge equal to 5% of the current license fee.

For example, if "Ralph's Mainframe Video Games" moves software from a 2200/400 to a new Clearpath, and needs a new key to get the software up and running, we charge 5% of the current price of that product license. If the current license fee is \$10,000, the tier upgrade fee would be \$500.

In the event the customer cannot pay by credit card, we send a temporary 30-day key to allow time for processing the payment, then when we receive payment, we send the full key. Please be aware, however, that if we have to provide more than one temporary key, additional upgrade fees will be assessed.

Also, in some cases it is possible to upgrade machines without requiring a new key. If you have questions, just give us a call.

Disaster Recovery License

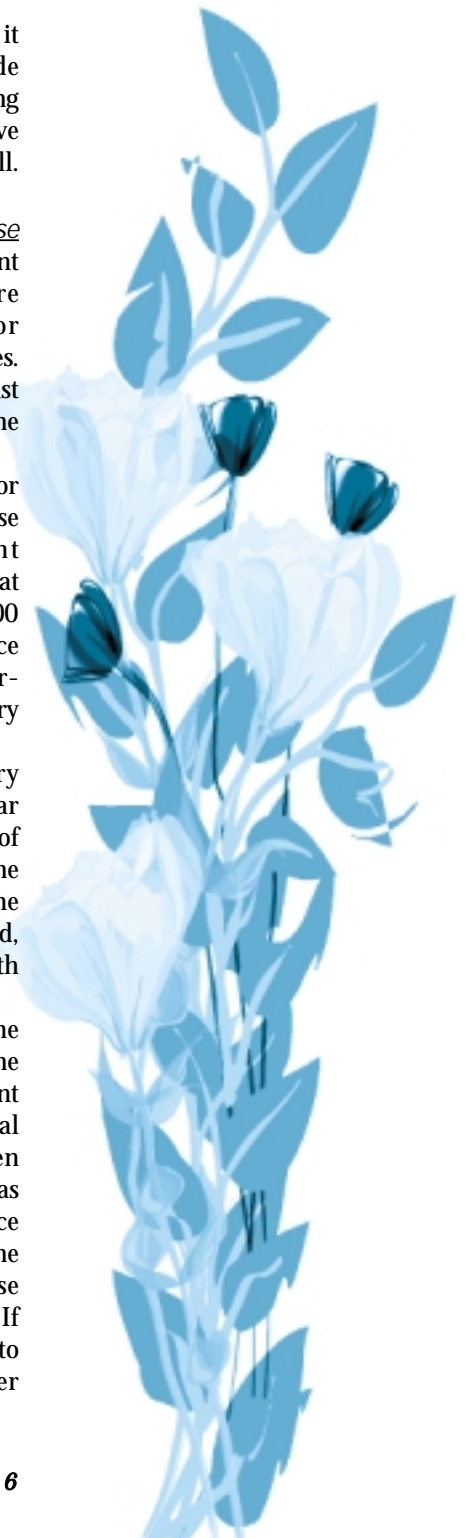
We do offer a discount for copies of software purchased strictly for disaster recovery purposes. To qualify, a company must neither own, nor lease, the disaster recovery system.

The discounted price for a disaster recovery license is 10% of the current perpetual license fee for that product. Therefore, a \$10,000 product would have a price of \$1,000 for the corresponding disaster recovery license.

The disaster recovery license is a single-year license that renews free of charge each year when the maintenance policy on the original license is renewed, and runs concurrently with that maintenance policy.

So, "Ralph's Mainframe Video Games" would pay the initial license fee equivalent to 10% of the perpetual license fee for a given product, then each year, as Ralph renews maintenance on the perpetual license, the disaster recovery license would renew for free. If maintenance is allowed to lapse, then the disaster recovery license expires.

Policies - continued on page 6



Customer Profile: Service New Brunswick

We've said that our emulation products are the best out there, and we have customers who agree with us.

I would like to thank Peter McKeil for his time and cooperation with this customer profile. Mr. McKeil is a Technical Analyst primarily responsible for the Desktop. His responsibilities encompass everything that touches the desktop (software & hardware approval and configuration). Secondary duties include project management and network infrastructure.

Please give an insight as to what Service New Brunswick does.

Service New Brunswick's (SNB) mandate is to provide government services and information to the citizens and businesses of New Brunswick. Currently, these services are provided over-the-counter, by mail, through tele services, and via the Internet.

Some of the services we provide are: topographical information for the province of New Brunswick, drivers licenses, motor vehicle registration, marriage licenses, real property assessment, property tax information, payment information on government services & programs, and corporate and personal property registry.

What are your mainframes primarily used for?

The primary use of our mainframes is to house a number of large databases that are used by more than one department. The mainframe we use is a Unisys Clearpath HMPX Series which houses information on motor vehicles, property tax and healthcare information.

What KMSystems product are you using?

...it was clear that [Express] was much easier to configure than the product we were currently using (INFOConnect)... it performed all of the functions that were required by our organization and took about 1/10 the time to install and configure. On top of this, it was much less expensive.

We currently use UTS Express Plus32 and UTS Express Plus32 Professional to access the information stored on these databases housed on the mainframe. The information obtained by using UTS Express Plus32 Professional is used to populate other GUI applications in our Tele Services

Centre.

Why did you chose to buy KMSystems products in the first place? How did it stand out from the competitors?

Our first exposure to KMSystems software was through a product demo presented to the Government of New Brunswick line department. From this demo it was clear that the product was much easier to configure than the product that we were

currently using (INFOConnect).

Further investigation showed that it [Express] performed all of the functions that were required by our organization and took about 1/10 the time to install and configure. On top of this, it was much less expensive.

How have UTS Express Plus32 and Professional helped you in your job, and/or helped the company itself?

The KMSystems products have greatly reduced the time spent on installation and support. When we required further functionality, our first stop was KMSystems. You had the product that could meet our needs (easily configured and inexpensive) with the same features.

Why do you continue to use KMSystems software?

The initial reason we came to use KMSystems products was the ease of configuration and the price. Since that initial purchase, the customer contact and support given by KMSystems has been excellent. There are very few software vendors that give this much attention to the needs of their customers, and when you find one, you like to stick with them.

Tell me a little about your experiences with the KMSystems technical support staff.

There is very little to tell about our experiences with KMSystems Technical Support.

We've really only had one issue during our initial rollout. One of our clients presented us with an issue which we could not resolve. The issue was relayed to the KMSystems Support Team and within a matter of two days they had a patch to correct the situation. This quick response is one of the key reasons why we continue to look to KMSystems for solutions to our mainframe access needs.

What about your experiences with KMSystems sales/customer service staff?

Most software vendors make a sale with little or no contact after the initial purchase. This is not the case with KMS. My Sales Rep (April Huskins) contacts me about once every three or four months to see if there is anything that they can do for us and to inform us of new products, pricing changes and generally to see how they might be of service.

Finally, do you have any other comments you would like to share that these questions may not have covered?

I have recommended KMSystems software to other government line departments and would also recommend [you] to other organizations looking for terminal emulation products. The service and support is second to none.



Who Says you Can't Teach an Old Dog New Tricks?

In several future issues, we will be looking at "Tips" to help you get the most out of our products. Today's lesson: **I-QU PLUS-1 Tips**

Here is an example of an I-QU PLUS-1 interactive session where the user is viewing and modifying data fields in a DMS 1100 database.

```
@IQU
INVOKE DEMO-SUBSCHEMA OF DEMO-SCHEMA
    ** Invoke Complete **
Command: IMPART
Error status=000000 Error Num=000 Current
Page/Rec 0000/0000
Command: OPEN AREA DEMO-ORD UPDATE
Error status=000000 Error Num=000 Current
Page/Rec 0000/0000
Command: SET DBDN ORDER-ANAME = 'DEMO-ORD'
Command: RDA OH-ORDER-KEY = 'A501229'
Command: FETCH5 ORD-HEADER-REC
Error status=000000 Error Num=000 Current
Page/Rec 0001/0002
Command: DISPLAY RDA OH-CUST-KEY 2100234001
Command: FETCH3 FIRST ORDER-HEADER-LINE SET
Error status=000000 Error Num=000 Current
Page/Rec 0001/0003
Command: DISPLAY RDA OL-PROD-CODE JX1234
Command:RDA OL-PROD-CODE = 'JX9999'
Command: MODIFY ORDER-LINE-REC
Error status=000000 Error Num=000 Current
Page/Rec 0001/0003
Command: DEPART
Error status=000000 Error Num=000 Current
Page/Rec 0001/0003
Command: EXIT
```

Note that I-QU PLUS-1 prompts for each command. For DMS1100 commands, the resulting status fields are also displayed

The following is an example of an I-QU PLUS-1 program. Commands are entered but not executed until the RUN directive is encountered.

```
@IQU,I
INVOKE DEMO-SUBSCHEMA OF DEMO-SCHEMA
DEF N REC-COUNT
    DISPLAY 'CUSTOMER NUMBERS FROM ORDERS'
    IMPART
```

```
OPEN DEMO-ORD
FETCH4 FIRST ORD-HEADER-REC DEMO00RD AREA
DO WHILE ERROR-NUM = 0
    DISPLAY RDA OH-ORDER-KEY +
    DISPLAY ` - ` +
    DISPLAY RDA OH-CUST-KEY
    REC-COUNT = REC-COUNT + 1
    FETCH4 NEXT ORD-HEADER-REC ;
        DEMO-ORD AREA
ENDDO
TRIMDISP `FOUND ` REC-COUNT ` RECORDS.`
STOP EXIT
RUN
```

Output of the above program would look like this:

```
CUSTOMER NUMBERS FROM ORDERS
A501000 - 210002990
A401000 - 220010200
...
FOUND 492 RECORDS
```



eQuate
The Application Cloaking Device

Are you prepared to go to the next level? eQuate gives you the power to transform your legacy applications into sophisticated GUI Windows applications that can interact with a host via a network or Internet connection.

Forget about that old stuff and jump into the future of application enhancement with eQuate.

The Last Spring UNITE Conference?

Well, the Spring Conference has come and gone, and from the talk around town, it looks like it may, unfortunately, be the last.



Sitting in Booth 14, KMSystems was represented by Robert Moffa, Lew Holley, Chris Moffa and me, Nicole.

We were impressing visitors with our new application enhancement product, eQuate, as well as our web emulator, QPlex, with its add-on QPlexView.

Lew gave an interesting, and very informative session regarding "Database Tools for the 21st Century", which intrigued many, leading to further demonstrations in our booth of I-QU ReorgComposer.

"Database Tools for the 21st Century" was just one of many interesting sessions

which led the hall of vendors to be bare of delegates at times.

Regardless of the "hard times", throughout the two days KMSystems was able to meet a lot of current customers as well as future ones (we hope)! Thank you to everyone who stopped by our booth, whether it was to grab a boxing glove key chain, tee-shirt, or to see a demo of our products.

We invite everyone to stop by our booth at the Fall Conference where we will be partying in New Orleans! I know I'll be the first one on the dance floor...see you all there!

— Nicole Moffa

Policies - continued from page 3

System Sub-Contracting

This situation is a little trickier than the first two. If a company, who owns its system, sells that system, and the new system owner wishes to run KMSystems software on that system, the new owner must purchase new software licenses. This rule applies even if the customer sells its system to a sub-contractor, then turns around and leases time back from that sub-contractor.

Additionally, if a customer, who owns its system, and has KMSystems software on that system, leases time on that system to

a third party, the third party lessee must purchase its own software licenses.

On the other hand, if a customer owns its system, but hires a sub-contractor to operate the system, no new software licenses are required.

Thus, when a copy of KMSystems software is purchased, it is licensed to one client only, and that client can not sell, lease, give, or otherwise transfer use or ownership of that software license to any other party.

Quantity Discounts

Yes, we offer different discounts for quantity,

special deals for upgrading from an older product to a newer one, a GSA schedule, and more. Just call and ask for pricing, and we will figure out the details for you.

Hopefully this recap of some of the policies will help you as you work on your Spring projects. As always, if you have any questions or would like more information, please feel free to contact us at any time. Happy Spring!

— Eric Buttica

From the DID YA' KNOW department:

Looking for a convenient energy reserve? When women soccer players at the State University of New York, Buffalo, ate 450 calories' worth of peanuts daily for a week, they were able to run almost a mile farther before exhaustion than when they ate the equivalent amount of carbohydrate-rich energy bars. Peanut eaters got a higher percentage of calories from fat, but neither group gained weight. Peanut butter or other nuts should work as well. say findings presented at a Federation of American Societies for Experimental Biology meeting.

—Carol Potera

Truly good news for us PBJ sandwich lovers!

32-Bit Upgrade with up to 64% Savings

As 16-bit applications are being phased out, we encourage users of our 16-bit Express products, UTS Express, UTS Express Plus and UTS ExpressNet, to take this opportunity to upgrade to their 32-bit counterparts: UTS Express Plus32 and UTS ExpressNet32. The following is how this special upgrade pricing will work:

- If upgrading from UTS Express to UTS Express Plus32 or UTS ExpressNet32, and currently under maintenance, receive a 32% discount and receive one year of free maintenance from the date of purchase.
- If upgrading from UTS Express to UTS Express Plus32 or UTS ExpressNet32, and NOT currently under maintenance, receive a 32% discount but must purchase one year of maintenance.
- If upgrading from UTS Express Plus to UTS Express Plus32 or UTS ExpressNet32, and currently under maintenance, receive a 64% discount and one year of free maintenance from the date of purchase.
- If upgrading from UTS Express Plus to UTS Express Plus32 or UTS ExpressNet32, and NOT currently under maintenance, receive a 64% discount but must purchase one year of maintenance.

This is a great opportunity to upgrade your older products at considerable savings to you, so please contact your KMSystems account representative today as this sale will last only until September 30, 2000.



Keeping Current

The following is a chart of the KMSystems current product levels and their Y2K compliant levels.

Product	Current Version
eQuate	Beta
InfoQuest **	5R5
I-QU PLUS-1	11R4
I-QU 2000	3R1
MasQ	3.2
Q-LINK	6R3
QPlex Client	2.x
QPlex Server	1.0
QPlexView	1.0
T27 Express Plus32	1.0
T27 Express Plus32 Pro	1.0
T27 ExpressNet32	1.0
UTS Express **	2.0
UTS Express Plus **	1.0
UTS Express Plus32	1.0
UTS Express Plus32 Pro	1.0
UTS ExpressNet **	1.1
UTS ExpressNet32	1.0

** No longer being enhanced

Maintenance -

Why Do It?

A major rule of the computer industry and the technology age is to keep informed of what is state of the art.

Keeping current with new product releases is as important as renewing yearly maintenance. Both of these practices help protect your company's investment in software, hardware, system development and application maintenance.

KMSystems abides by these principles for its own resources. We continually research the marketplace and listen to customers.

What we discover is in-

corporated into our products as enhancements and system performance upgrades.

Please refer to the list of KMSystems current product releases on the left.

If you are not using the listed releases, but would like to upgrade, contact your KMSystems account representative and request the latest version. If you are currently under a maintenance agreement, the products will be shipped to you. If you are not currently under a maintenance agreement, your account representative can get you started.



“...it was clear that Express was much easier to configure than the product we were currently using (INFOConnect)... it performed all of the functions that were required by our organization and took about 1/10 the time to install and configure. On top of this, it was much less expensive.”
—Peter McKeil



**KMSystems
Terminal
Emulation**

Save Time and
Money with the Express
Emulation Product Family



Your Complimentary Copy of...

