

# INFO WORLD

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High-End Accounting Software



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THE WEEKLY FOR PERSONAL COMPUTING PROFESSIONALS

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## IBM's Cannavino Signals a Return To 'No Comment'

BY ALICE LAPLANTE AND ED SCANNELL

BOCA RATON, FL — After a year-long flirtation with glasnost, IBM trotted out a new microcomputer management team here February 17 that clearly will exhibit a much more reserved manner in discussing future product directions.

A year ago, former president of IBM's entry systems division, William C. Lowe, startled analysts and members of the press with forthright comments about the company's product and pricing plans.

In stark contrast, his successor, James A. Cannavino, brings a much more controlled and traditional approach to the sub-



James Cannavino said he'd rather talk about current products than long-range plans.

ject, making it clear that the days of openly talking about upcoming PS/2 products, prices, and strategic milestones are over.

Instead, the old Big Blue, famous—or infamous—for its "no comment" approach to the world, appears to be back in charge. In an interview with

See IBM, Page 10

## Compaq Pulls Plug on Businessland

Customers Say They Would Rather Switch Dealers Than Vendors

BY ALICE LAPLANTE AND RACHEL PARKER

Compaq's decision last week to drop Businessland as one of its distributors has shocked PC users, most of whom said that if forced to choose between Compaq and Businessland, they would probably stay with Compaq.

The Houston-based computer maker said it had reached an impasse with Businessland, and would pull its machines off the reseller's shelves by mid-April. The move leaves Businessland with the IBM, Apple, and Wyse lines, and removes the single largest national reseller from Compaq's dealer list.

"It's an unfortunate decision, and there are no winners," said

Ivan Brass, vice president and director of information systems at Manufacturer's Hanover Trust, in New York. Brass' company was in the process of negotiating a large contract for Compaq machines with Businessland when the news broke.

"I've already gotten a number of calls from dealers who knew I was in the market for a large order of Compaq ma-

chines," said Brass, who added that "absolutely, positively" Compaq customers would rather switch dealers than vendors.

Many questions still remain about how Businessland customers who have large Compaq populations will be supported after the official cutoff date of April 21.

See Compaq, Page 93

## HP, 3Com Join Forces on LAN Manager Strategy

BY MARK STEPHENS

NEW YORK — Joining forces to take a larger piece of the enterprisewide networking business, 3Com Corp. and Hewlett-Packard Co. announced last week a strategic alliance that will bring the same LAN Manager look, feel, and features to a broad range of server platforms.

3Com will license its OS/2-based 3+Open LAN Manager network operating system to Hewlett-Packard, which will sell the product under the name HP3+Open LAN Manager, according to 3Com chairman Bill Krause.

While both companies have licensed Microsoft Corp.'s OS/2 LAN Manager code, HP has decided to invest in 3Com's specific improvements to the generic Microsoft product, according to HP executive vice president Doug Chance.

3Com will also work with HP on the latter company's LAN Manager/X product, which is a



3Com will license its 3+Open LAN Manager to HP, said 3Com chairman Bill Krause.

Unix version of LAN Manager being jointly developed by HP and Microsoft for delivery in the second half of this year.

3Com's involvement in the Unix product will be limited to compatibility testing with 3+Open LAN Manager, according to Eric Benhamou, general manager of 3Com's software products division.

"The point is to offer a common architecture across a broad

See Strategy, Page 8

## Lotus Ships Beta of 1-2-3, Release 3.0

BY ED SCANNELL

CAMBRIDGE, MA — Offering some positive news about Lotus 1-2-3, Release 3.0 for a change, Lotus Development Corp. said last week it has finally shipped beta copies of the program to selected users.

Although Lotus remained vague about the program's basic hardware requirements and about whether a DOS extender will be bundled with 1-2-3, Release 3.0, the company is planning to make an announcement sometime in the next month to six weeks that will

clear up those issues, according to sources close to the company.

Speaking at a Boston Computer Society meeting last week, Frank King, senior vice president of Lotus' software products group, said the shipment of Release 3.0 beta copies was the first step toward "whittling down" the firm's list of vaporware. "We are still on schedule for a second-quarter release [of Release 3.0]," King said.

Lotus has released the beta version to about 70 sites, and will invite the testers to join in various training workshops and "feedback sessions" with the Release 3.0 development team over the next few months, a spokesman said. The company

See Lotus, Page 93

Product Line	Qty 1	Qty 2	Qty 3	Qty 4	Total
Widgets	22,000	25,000	25,000	25,000	97,000
Mail	22,000	25,000	25,000	25,000	97,000
Ski	22,000	25,000	25,000	25,000	97,000

Beta testers are finally getting copies of Lotus 1-2-3, Release 3.0, which includes three-dimensional worksheets.

## AT DEADLINE

## Other Firms May Get IBM OS/2 EE

Last week, senior IBM and Microsoft officials divulged future plans for OS/2 and Extended Edition as well as tools to make applications development in those environments easier.

Lee Reinsig Jr., IBM entry systems division's director of software strategy, said IBM is "consid-

Graphic Programming Interface. The statements were made to attendees at Microsoft's annual Systems Software Seminar last week in Redmond, Washington.

Microsoft also said that developers' kits for the 80386 version of OS/2 will ship this year, with the

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performance file system, which will support disk partitions as large as 2,000 gigabytes, is scheduled for the 80286 version of OS/2 this year.

Other features will include extended file attributes and object-oriented enhancements. The new version will run existing OS/2 applications, said Bill Gates, Microsoft chairman and CEO.

In addition, Microsoft announced it will release object-oriented languages and tools to simplify writing windowing applications for users and developers.

Microsoft also demonstrated a version of Windows/386 — apparently running in the 80386's protected mode — that was clearly marked V3.0 at the bottom of the screen. (See "Windows 3.0 to Manage Memory Better," January 2, Page 1.) After loading DOS, Windows/386, Excel, and a large spreadsheet, the computer still showed that it had 836K of user memory free — more than the 640K limit under real or virtual modes.

— *Stuart J. Johnston and Peggy Watt*

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## Database Vendors Add SQL Links

Zanth Information Inc. of Ottawa, Ontario, will develop a version of its ZIM database management system that accesses data on Gupta Technologies' SQL Base Server, the two companies announced last week. Beta testing of the new version will begin in June.

Meanwhile, sources close to Revelation Technologies of New York City said that Revelation will announce support for Novell's Network SQL at NetworkWorld this week.

In other news, Micro Decisionware of Boulder, Colorado, announced that its PC/SQL-Link product, which lets users download mainframe data using SQL into standard PC formats, has added support for IBM's MVS/CICS environment, making it the first such product to provide CICS access to DB2. PC/SQL-Link, Version 3.2 also supports APPC and LU 6.2 and will be available early this year.

— *Scott Mace*

## Enable Acquires Higgins Package

Enable Software of Ballston Lake, New York, last week announced it has acquired the Higgins groupware packages from Conetic Systems of San Leandro, California.

"We will meet the market's long-range needs with a unified structure and user interface" for both product lines, said Howard Case, marketing vice president for Enable's newly formed Higgins Group in San Leandro.

The Higgins groupware packages include electronic mail and scheduling modules. Enable sells Enable/OA with integrated spreadsheet, word processing, databases, and telecommunications modules.

No enhancement release dates were disclosed, nor was the amount of cash Enable paid for Higgins.

— *Scott Mace*

## First Supercard Stackware to Ship

Brightstar Technology Corp. of Bellevue, Washington this week will become the first Supercard developer to announce a version of its program under Supercard, Silicon Beach Software's Supercard work-alike that goes beyond the Apple program to support color.

The company is offering Super Animator to current licensees of its Hyper Animator program and plans to release a full end-user version in August, said Brightstar founder Elton Gasper. Like Hyper Animator, the program allows users to synchronize speech with an on-screen actor.

With Super Animator, however, users can create color actors and can use as many as 127 facial expressions. Under Supercard, users were limited to 16 facial expressions because of the program's memory requirements, he said.

Because Supercard and Hypercard files are compatible, users can run color actors under Hypercard.

— *Lawrie Flynn*

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## Telebit Multicarrier Modem Supports 19.2-KBPS Data Rate

BY SCOTT MACE

Telebit has announced a high-speed V.32 modem compatible with existing dial-up modems and multicarrier PEP (Packetized Ensemble Protocol) modems.

The T2500 PEP modem offers both synchronous and asynchronous communication, supporting all major modem standards. It can communicate with other multicarrier PEP modems at up to 18,000 bps without data compression and up to 19,200 bps with data compression.

When communicating with V.32 modems, the T2500 supports error-free transmission speeds of up to 9,600 bps with Trellis-Coded Modulation. The T2500 offers downward compatibility with CCITT V.22 bis, V.22, V.23, V.21, and Bell 212A and 103J modems at speeds from 300 to 2,400 bps.

Compatible with V.42 data compression, the T2500 supports error correction and data compression through MNP Class 5 for speeds of 9,600 bps and below. At higher speeds, the Telebit modem

employs PEP 16-bit CRC error-detection and control protocols.

PEP lets the modem take advantage of the entire bandwidth of the telephone line. Like all other PEP modems, the T2500 adjusts its speed in 100-bps decrements when faced with deteriorating lines, rather than halving its speed as do non-PEP modems.

The T2500 will sell for \$1,695. The stand-alone model will be available in April with asynchronous functions. It will be upgraded in the second quarter to add

synchronous functions. Upgrades are available for Telebit's Trailblazer Plus.

The T1000PC, an internal modem card for IBM PCs and compatibles, supports asynchronous communications of up to 9,600 bps using PEP. T1000 modems can adjust their operating speeds to communicate with 2,400-, 1,200-, and 300-bps modems as well as other Telebit and PEP modems. MNP Class 5 error correction and data compression is used at speeds of 2,400 bps and below.

The T1000PC costs \$745; a rack-mount version is \$795. Both will be available in the second quarter.

Telebit Corp., 1345 Shorebird Way, Mountain View, CA 94043-1329; (800) TELEBIT, (415) 969-3800 in CA.

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## Software Dynamics OS/2 3270 Emulator Allows 5 Logical Units

Software Dynamics Inc. is shipping an OS/2 version of its SDI3274 LAN Gateway software.

The \$295 software emulates IBM's 3174/3274 SNA/SDLC communications controller and can be used on a single PC or with a LAN where mainframe sessions are distributed to users.

The SDI3274 communicates with a mainframe and permits the user to configure up to five logical units, the company said. The logical units may be configured as 3270 terminals or printers. The SDI3274 supports both Netbios and named pipes and can run concurrently on a server with LAN Manager, according to Software Dynamics' president Ted Hamlin.

Another option under OS/2 is to have more than one SDI3274 copy running at once on the server, each one attached to a different kind of connection.

Software Dynamics Inc. of Florida, P.O. Box 247, Dunedin, FL 34697; (813) 733-8784.

— Robert Snowdon Jones

## Drivers Link Interlan Data-Link Controllers, DEC's DEC-Net DOS

Interlan Inc. introduced two software drivers that let the company's data-link controller series work with Digital Equipment Corp.'s DEC-Net DOS. The Digital networking product lets any PC be used as a workstation on DEC-Net.

The new drivers work with Interlan's NI5210 and NI9210 data-link controllers. The NI5210 is intended for IBM PC, XT, AT, and compatibles, while the NI9210 is designed for IBM PS/2s.

The advantage of the new products is that Interlan users can connect to DEC-Net with no modifications and no loss of investment in hardware as well as take full advantage of mainframes without sacrificing PC functionality, according to Susan Crum, product manager.

Both systems cost \$78. Kits to install