

Chicago Association for Microcomputer Professionals

C.A.M.P. serves the needs of Midwest Information Centers, MIS connectivity people and MIS developers.

C.A.M.P. programs include:

C.A.M.P.'s Micro-Manager Subscription Series provides four-hour afternoon sessions. There are usually one to three speakers followed by a focused discussion on a number of timely topics. This series addresses micro hardware/software choices and Information Center policies. The sessions are usually held every one to two months. The sessions are normally held in hotels near O'Hare airport. All CAMP events are held on weekdays during normal work hours.

The **LAN/Development Subscription Series** has a similar format to the Micro-Manager Series. The topics are usually connectivity or MIS systems development. The sessions are also usually held every one to two months. The year begins on the date of sign-up.

The C.A.M.P. **Conference/Vendor Fair** is held twice a year. All members of the Micro-Manager or LAN/Development series are invited to this free event.

C.A.M.P. **Seminars** include instruction on technical and managerial concepts. Past seminars have included LAN Installation, Introduction to Hardware, and Hewlett Packard LaserJet & Application Software. There is an extra fee charged for each seminar. These seminars are usually one to two days in length.

To join the other 325 companies active in CAMP, please photocopy and fill out the form on the previous page. By joining one or both subscription series, you will be automatically placed on the mailing list for the seminars and the Conference/Vendor Fair. Most CAMPers join both groups.

Our 1990 events have included:

Jan. 10	Troubleshooting LANs Using Time Domain Reflectometry
Jan. 23	Freeing up MIS: A Trend Toward User Programming
Feb. 7	Integrating Macs and MS-DOS Systems; LAN Protocol Analyzers
Feb. 20	Desktop Publishing Support Issues; Word Processing the New Generation
Mar 21	Ninth Conference/Vendor Fair
Apr. 5	Automating micro-mainframe links
Apr. 16-17	Intro to Micro Hardware - Two day seminar
Apr. 23	Information Center tools; Windows v.3 vs. OS/2; IC Structure/Policy/Training
May 1-2	HP LaserJet, DeskJet, PaintJet and Application Software - Two day seminar
May 30	What OS/2 Can Do For You - Intro to Dynamic Data Exchange
June 18	Netware 286 vs. Netware 386 vs. OS/2 Lan Manager
June 26	Intro to Client Server; SQL Database Server Comparisons
July 17	LAN Bridges, Routers and Gateways; Uninterruptible Power Sources
July 31	Developing a corporate Windows v3 strategy.
Aug. 8	Industry Strategies, Laptop strategies
Sept. 6	Windows and connectivity, Email
Sept. 18	Groupware, Adobe Postscript
Oct. 3	Formulating Information Center Policies -one day seminar
Nov. 3	Digging deeper into SQL servers, Integrating distributed databases

Future events:

LAN/Development Series

Dec 13	LAN case studies, UNIX overview
Jan. 9	OS/2 Extended Edition, LAN Interoperability

Micro-Manager Series

Nov. 27	User support strategies and Training policies
Jan. 23	Upgrading old PCs, Configuring 486s and 386s

Other future topics currently being planned:

Intro to fiber-optic cabling
Tips on developing LAN business apps
Integrating Macs and Intel-based PC
Windows development tools

In addition to the topics above, our meetings usually include clinics and discussions on timely topics.

Chicago Association for Microcomputer Professionals

C.A.M.P. is an organization serving the needs of Information Center people and M.I.S. developers.

C.A.M.P. participants have come from many parts of the country. The various programs are described below.

C.A.M.P.'s Micro-Manager Subscription Series provides four-hour afternoon sessions. There are usually one to three speakers followed by a focused discussion on a number of timely topics. This series addresses micro hardware/software choices and Information Center policies. The sessions are usually held every one to two months. The cost is \$95 per year for two people. The year begins on the date of sign-up and continues for the next twelve months. The sessions are held in Chicago-area hotels. All CAMP events are held on weekdays during normal work hours.

The **LAN/Development Subscription Series** provides a similar format to the Micro-Manager Series. The topics are usually connectivity or MIS systems development. These sessions are also usually held every one to two months. The cost is \$95 per year for two people. The year begins on the date of sign-up.

The C.A.M.P. **Conference/Vendor Fair** is held twice a year. It features major industry executives discussing future strategies. A large number of vendors exhibit their latest products. All members of the Micro-Manager or LAN/Development series are invited to this free event. Bill Gates has been a featured speaker at three of these events. Other past speakers include the presidents of Compaq, Novell, Intel and other companies.

C.A.M.P. **Seminars** include instruction on technical and managerial concepts. Past seminars have included Breaking the 640K Barrier, Introduction to LANs, Introduction to Hardware, and Hewlett Packard LaserJet & Application Software. There is an extra fee charged for each seminar. These seminars are usually one to two days in length.

To join over 3300 IC and MIS people who have attended CAMP events, please fill out the form enclosed. By joining one or both subscription series, you will be automatically placed on the mailing list for the seminars and the Conference/Vendor Fair.

Some of our past events: (all events are 1-5pm unless otherwise indicated)

1. Jan. 10, 1990 Troubleshooting LANs Using Time Domain Reflectometry
2. Jan. 23 Freeing up MIS: A Trend Toward User Programming
3. Feb. 7 Integrating Macs and MS-DOS Systems; LAN Protocol Analyzers
4. Feb. 20 Destop Publishing Support Issues; Word Processing the New Generation
5. Mar 21 Ninth Conference/Vendor Fair with Dave House Pres. Intel; Mike Swavely President, Compaq; (full-day event)
6. Apr. 5 Automating micro-mainframe links
7. Apr. 16-17 Intro to Micro Hardware - Two day seminar
8. Apr. 23 Information Center tools; Windows v.3 vs. OS/2; IC Structure/Policy/Training
9. May 1-2 HP LaserJet, DeskJet, PaintJet and Application Software - Two day seminar
10. May 15-16 Breaking the 640K Barrier - Two day seminar
11. May 30 What OS/2 Can Do For You - Intro to Dynamic Data Exchange
12. June 18 Netware 286 vs. Netware 386 vs. OS/2 Lan Manager
13. June 26 Intro to Client Server; SQL Database Server Comparisons
14. July 17 LAN Bridges, Routers and Gateways; Uninterruptible Power Sources
15. July 31 Developing a corporate Windows v3 strategy. DOS futures.
16. Aug. 8 Industry Strategies, Laptop strategies
17. Sept. 6 Windows and connectivity, Email
18. Sept. 18 Groupware, Adobe Postscript
19. Oct. 3 Formulating Information Center Policies - one day seminar
20. Oct. 30 Tenth Conference/Vendor Fair with Bill Gates . (full-day event)
21. Nov. 7 Digging deeper into SQL servers, Networking distributed databases
22. Nov. 27 User support strategies and Training policies
23. Dec. 13 LAN case studies, Downsizing strategies, LAN Support, LAN Manager

In addition to the topics above, our meetings usually include clinics and discussions on timely topics.

Chicago Association for Microcomputer Professionals
LAN and Development Subscription Series
Thursday December 13, 1990 1:00PM - 5:00PM

**UNIX™ Standards in
Today's Computing Environment**
Don Oehlert, Apple Computer, Inc.

Don will present an overview of the various flavors of UNIX available today, with an emphasis on standards, and why they are important. Some of the terms and concepts to be discussed include "Open Systems", POSIX, OSF, Unix International, BSD, and AT&T System V. The year 1989 marked a strategic point in the history of mincomputer-based multi-user operating systems—UNIX outsold VMS for the first time. Come and see why UNIX may be in your computing future.

Don Oehlert is a Senior Systems Engineer with Apple Computer Inc., located in the Rosemont regional office. Don provides pre-sales technical support to the Chicago reseller district and to the State of Illinois, as well as local and county government agencies. His specialties include Local Area Networks (LANs) and A/UX™, Apple's implementation of the industry-standard UNIX operating system. Don has been a member of the computer industry since 1982, and has been with Apple since 1987.

LAN Case Studies

In addition to Don Oehlert's and Paul Bandrowski's presentations we will have one or more shorter "LAN Case Studies". One of these is described below:

1. Converting to LAN Manager
2. LAN Support

In our first case study Doug Jensen of Baxter Healthcare will split his presentation into two topics: Baxter's conversion from Netware 286 to OS/2 LAN Manager, and an overview of how LANs are being internally supported. More specifically for the first topic, why LAN Manager was selected as the network operating systems standard at Baxter, and what was learned in the conversion process. The second topic details the internal LAN support role and how Baxter's internal publication - The LAN Handbook - helps support LANs.

Doug Jensen is a LAN consultant at Baxter Healthcare. He has headed up the LAN support function within their IC for the last four years.

**Downsizing Issues Involved in Implementing
LAN Based Technology**
Paul J. Bandrowski, Sara Lee Corp.

This presentation will explore the issues involved in implementing an enterprise-wide network that is based on a diverse set of technology including various LAN products, wide area connectivity, and mainframe and mid-range host integration. This discussion will also focus on the difficulties and advantages of downsizing from large scale systems to LAN based technology using both the client-server architecture and distributed processing. Furthermore, this discussion will address the issues involved in integrating Macintosh and Unix platforms into existing DOS networks to provide a homogeneous computing environment.

Paul J. Bandrowski combines his experience in networking of PCs and large-scale computing systems with a knowledge of distributed database technology and software development. Before joining Chicago based Sara Lee Corporation as a Senior Microcomputer Analyst, Paul was the Manager of Software Development and Networking for Northwestern Michigan College. As a Senior Analyst at Sara Lee, Paul acts as an internal consultant to the corporation's domestic divisions in areas such as network design, distributed database development, office automation, and other computing issues facing IS organizations.

The schedule may change, but this is our current plan:

1. Clinics on NOSs from Novell and Microsoft
2. Problem of the day.
3. Don Oehlert's presentation
4. Paul Bandrowski's presentation.
5. Doug Jensen's presentation.
6. Discussion and/or other case studies

Please note: The electronic bulletin board may be unavailable for a short time in late December or early January.

The meeting is limited to employees of companies that have subscribed to the LAN / Development Subscription Series. If we run out of space in the room only those with reservations will be admitted. Please RSVP by mailing or FAXing the form below. You can also RSVP via the CAMP electronic bulletin board.

The meeting will be held at the Holiday Inn-O'Hare/Kennedy at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708.671.6350. It is two blocks south of the CTA River Rd. rapid transit station. The route runs between the Loop and O'Hare.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367
I will be attending the Thursday December 13, 1990 LAN and Development session.

Name: _____ Company: _____ Phone: _____

Desktop Support in the '90s John Chapman, AMOCO

This session will summarize material that John presented to the IBM USA management team responsible for desktop systems support. It represents a large customer's perspective of support requirements for the 1990s. Issues include electronic support, tools for support within a distributed and decentralized enterprise, and strategies for interconnection to improve support.

We will also have a discussion on various support policies.

John has been a data processing professional since 1969. He began work for AMOCO in 1973 as a systems programmer specializing in performance and capacity management, and has held technical positions in telecommunications, application development, and planning and client support. He has worked in the Chicago Data Center, Systems Development, the Corporate Information Center, and Technical Evaluations and Standards. He is currently a Senior Technical Consultant.

Our meetings are normally limited to employees of companies that have subscribed to the Micro-Manager Subscription Series. **Guests may attend one meeting free, but they must be employed in the Information Center or MIS development department of an end-user company. (Vendors of hardware, software, training and consulting services are excluded.)** If we run out of space in the room only those with reservations will be admitted. Please RSVP by mailing or FAXing the form below.

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C.A.M.P. is in its seventh year serving the needs of information centers and MIS development departments. During the past three years over 3000 micro professionals from over 325 companies have participated in C.A.M.P. events.

Negotiating Your Way to Cost Effective Training Sally Crawford, President, Crawford & Assoc.

Sally will discuss the following issues:

In-house or Outside Vendor: Which Makes Sense?

- .Trends.
- .Typical in-house solutions
- .Cost saving opportunities.
- .Problems.

Outsourcing all or part of the training.

- .Scenario 1: Occasional classes from outside.
- .Scenario 2: Short term support for in-house staff.
- .Scenario 3 Outsource all training.

Getting the most from outside training dollars.

.Issues.

Selection process.

Getting the best price.

What YOU can do to insure quality.

Maintaining quality control.

Sally Crawford founded Crawford & Associates, Inc. back in 1982. Under her leadership, the firm has grown into a two million dollar operation, with over 40 staff members servicing the central United States. The firm specializes in computer training on IBM, Apple and Wang computer systems. Ms. Crawford won the 1988 female Entrepreneur of the Year award sponsored by Ernst and Young. Her firm is located in Rosemont, IL.

Following Sally's talk we will have a discussion on how the attendees accomplish training in their own corporations.

We will also have support clinics from software company representatives, including Lotus Development and Word-Perfect Corporation.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367

☐ I will be attending the Tuesday, November 27, 1990 Micro-Manager session.

☐ I cannot attend this meeting but would like additional information on C.A.M.P.

Name: _____ Title: _____ Company: _____

Address: _____

City: _____ State: _____ Zip: _____ Phone: _____

**Datasource Integration
and Client/Server Environments**
Kevin Conway, VP, Software Publishing Corp.

Data is not information. Although these terms are commonly interchanged, it is very important to keep their differences in mind. Plenty of data is available, residing in a variety of datasources throughout the organization, but it is not easily accessible to the user.

Datasource integration, a new software application category, has the ability to turn raw data into useful information. By offering organizations the ability to access and manipulate current information from multiple sources of data in a common graphical view, datasource integration improves their ability to respond quickly with better informed decisions in today's competitive business environment.

In his presentation Kevin Conway will discuss how datasource integration addresses the needs of end users in your organization. He will discuss the advantages of it in a client/server environment, citing current corporate implementations. Kevin will also provide you with a future perspective on where datasource integration can lead us as it relates to the future of client/server computing.

In addition to Kevin, a senior systems engineer will be available to elaborate on technical elements.

Kevin Conway is vice president and general manager of Software Publishing Corporation's Information Access Division. Prior to SPC he spent 17 years at IBM. He is currently responsible for overseeing the development and introduction of Software Publishing's information access product line -- InfoAlliance.

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Digging Deeper Into Database Servers
Richard Finkelstein,
President, Performance Computing

The presentation will cover key features which should be considered when purchasing an SQL database server such as: SQL implementation, data integrity features, utilities and monitoring tools, and connectivity options. Oracle, SQL Server, SQLBase, OS/2 Extended Edition Database Manager and others will be analyzed. This is a follow-up to his last appearance with much new information and more of a tutorial on database server concepts. It will be of interest to those new to database servers as well as those already immersed in the technology. Attendance at Richard's previous session is not required for this talk.

Richard has appeared before C.A.M.P. on three previous occasions. All were extremely informative and entertaining.

Mr. Finkelstein is President of Performance Computing, Inc., a consulting group specializing in relational technology trends, cooperative processing, micro-mainframe connectivity and SQL database products on micro and mini computers. He is a recognized authority on the subject of SQL and database server technology. His clients include most of the leading relational database vendors and many Fortune 500 corporations. He is a regular columnist for many industry journals including Computerworld, DBMS, Data Based Advisor, Database Programming and Design. He has lectured around the world on topics relating to database technology and is editor of Database Review, a bimonthly newsletter. Performance Computing, Inc. based in Chicago provides consulting and educational services to support the evaluation, design and implementation of relational database systems.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367
I will be attending the **Wednesday November 7, 1990** LAN and Development session.

Name: _____ Company: _____ Phone: _____

Postscript Printing

Glen Cross, Adobe Systems

The PostScript Standard: A discussion of the fundamentals of the PostScript language as it relates to printing applications in today's business computing environment. This will include a discussion of the benefits provided by the use of a PostScript printer in a networked environment and a look at the future of the recently announced PostScript Level 2 language enhancements.

Fonts, Bitmaps, Outlines, Type and Hype: A discussion of Adobe Systems' font technology as it relates to the PostScript language standard and the introduction of Adobe's font strategy for the Macintosh, Windows 3.0, and OS/2.

How a Graphics Interchange Standard Enhances Information Sharing

Glen Cross, Adobe Systems

Corporate Computing environments increasingly consist of several types of computer systems - Microcomputers, minicomputers, mainframes - representing products from several vendors - IBM, Apple, Digital. For users in such an environment, the problem of sharing and outputting files created on different platforms is becoming more complex - often including user-created graphics and scanned images, as well as text in different fonts - the task of transferring a fully editable file from one system to another is becoming more difficult.

In his presentation, Glen Cross, Director of Strategic Business Development, Adobe Systems Inc., will discuss approaches to information sharing in heterogeneous computing environments. Topics he will address include:

- The benefits of device and vendor independence in a document interchange standard
- The advantages and disadvantages of the range of network solutions available, from a low-cost solution offering just printer sharing to a full-featured solution offering internet-work communications.
- The nature of a graphics interchange standard like the Encapsulated PostScript File (EPSF) format.

As Director of Strategic Business Development, Glen Cross is responsible for developing technology partnerships with Adobe's corporate customers. Prior to Adobe Systems, Cross was an Account Manager, National Accounts at Lotus Development Corporation.

At this meeting, Adobe Systems will be raffling a PostScript Cartridge for the Hewlett-Packard Laserjet Series II printer.

Reserve October 30 for Bill Gates, Jim Seymour, Cheryl Currid, Sam Whitmore and our Tenth Vendor Fair.

Groupware

Stuart Bard, the Vice-President of Office Automation at Balcor and a frequent C.A.M.P. participant, has been one of the pioneers in the successful implementation of groupware. He now has 650 people in his company using a groupware product called the Coordinator. In one operating area alone, Balcor achieved a \$1.5 million decrease in operating overhead because of this system.

According to Stuart:

"Traditionally, microcomputers have been used as tools for individuals. Even with the introduction of local and wide-area networks, the majority of applications are designed to support one person working alone. I claim that the computer has shown up for most of us historically as a sophisticated extension of the calculator, day-timer, and typewriter,

A new class of applications generally - and vaguely - referred to as 'groupware' has appeared on the horizon over the last few years. Typical applications range from off-the-shelf products designed to enable a group of people to share their comments about a single document, to expensive customized systems that are critical to the business's operations.

What is common to these applications from my standpoint is that, as a class, these tools bring the microcomputer out of the realm of personal computing into a truly networked, community oriented computing environment."

At this meeting, Ken Zoline, of Kenneth O. Zoline & Associates, will chair a panel discussion on groupware concepts and applications. This panel will consist of Stuart Bard and two well-known LAN experts, Wylie Crawford, President of Kenwood Associates, and Mark Tebbe, President of Lante.

CAMP

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I will be attending the Tuesday, September 18, 1990 Micro-Manager session.

FAX: (708) 291-1367

Name: _____ Company: _____ Phone: _____

Windows 3.0 and Connectivity

John Nevius, Attachmate Corporation

Review of Windows 3.0

- Memory types (conventional, extended, expanded)
- Operating Modes (real, standard, enhanced)
- How Windows 3.0 manages TSR's

DOS Connectivity and Windows 3.0

- Real mode (advantages and disadvantages)
- Standard mode (advantages and disadvantages)
- Enhanced mode (advantages and disadvantages)

Windows connectivity

- Real mode (advantages and disadvantages)
- Standard mode (advantages and disadvantages)
- Enhanced mode (advantages and disadvantages)

Windows 3.0 and Automation

- Dynamic Data Exchange (DDE)
 - what it is
 - what it isn't
 - how it works

Connectivity and DDE

- what's different about connectivity
- how to make it work

What automation tools are available

- General purpose languages
- Macro generators
- Special purpose languages

As product marketing manager at Attachmate Corporation, John Nevius is responsible for coordinating product development as well as all aspects of marketing for EXTRA! Connectivity Software. Before joining Attachmate, Nevius held product marketing manager positions at Applied Microsystems Corporation, Aldus Corporation, and John Fluke Manufacturing Company. Prior to these positions, Nevius was a senior software engineer at Systematix Controls.

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Wide Area Network (WAN) E-mail:

How to Make the Connection

Molly Calkins, Attachmate Corp.

What Does Connectivity Have To Do With Electronic Mail?

- Connectivity Considerations
- E-mail's impact on the effectiveness of your WAN

WAN E-mail Alternatives From The Corporate Perspective

- Centralized vs. distributed
- Advantages and disadvantages of each approach
- A look at the multiple tier e-mail system:
 - Mainframe, midrange, and LAN

Making E-mail Work On Your WAN

- Identify your communication needs
 - Who should be connected to the e-mail system
 - Capabilities/limitations of the current e-mail system
 - Future communication requirements

Fitting into your WAN hardware environment

- Utilizing existing links
- Making your e-mail span a heterogeneous WAN

The working relationship of e-mail in the WAN

- Application features and functionality
- E-mail as part of the total solution office integration
- Incorporating file transfer

WAN E-Mail Needs Today and Tomorrow

Working with the system you have today

- The importance of maintaining industry standards
- Ensuring system compatibility when making tactical decisions about e-mail for your WAN

Molly Calkins' areas of expertise include cooperative and distributed processing, SNADS technology, office connectivity solutions and integrating LAN e-mail in the IBM mainframe environment. As Manager of Applications Marketing at Attachmate, Molly Calkins is responsible for marketing the company's emerging applications products, with a focus on office technology software as it relates to PC-mainframe connectivity.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367
I will be attending the Thursday, September 6, 1990 LAN and Development session.

Name: _____ Company: _____ Phone: _____

CAMP

Chicago
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**Portable Computing
Technology and Management Policies
Gene R. Talsky, Computer Products Plus**

Gene Talsky will provide a presentation and will chair an interactive dialogue on portable computing. He will present an understanding of where portable technology and packaging (form factors) are heading and when they will get there. He will discuss portable connectivity - both on the road and in the office, including wireless LAN developments. Gene will provide a few examples of advanced portable applications.

Additionally, management issues will be discussed, including portable chaos - managing the distribution and use of portables by field offices and people, by contracted third-parties and by in-house personnel. We will also discuss 'Outplacement' - the upgrading of older, larger, heavier and less capable portables with new-technology units, with minimal financial loss.

Gene R. Talsky is a 35 year veteran of the computer industry. He consulted on the design, development and initial marketing of the very first portable computer - in 1981! He has written numerous articles on portables as Contributing Editor for the magazine Mini-Micro Systems (now Systems Integration). He has chaired the panels on portables at virtually all of the major industry shows. Few people have been involved with portables as long as Gene or have the perspective based upon tracking every portable manufacturer since Adam Osborne introduced the concept in 1981.

Gene is currently Vice-President for Business Development of Computer Products Plus, Inc., CP+ provides peripherals, accessories, upgrades, maintenance services and other products for portable computers.

**Software Industry Futures
David Readerman, Shearson, Lehman,
Hutton**

All of us have the job of choosing software companies for our users' needs. When we choose a product or company we are making a long-term investment of our employer's money and time. David Readerman's job is advising Shearson Lehman Hutton's clients on where to invest their own capital. His weekly investment advice on Computer Software and Services is read and acted on by a large share of the investment community. Some of the companies he has analyzed this year include Ashton-Tate, Autodesk, Microsoft, Oracle, Software Publishing, Lotus Development, and Informix.

At his last CAMP appearance he described how to analyze a company's financial performance. During the Q&A he demonstrated his excellent insight of software industry strategies. Many of you requested that we bring him back to focus on his views of the software industry.

David is a First VP of Shearson Lehman Hutton. He is a Chartered Financial Analyst(CFA). He has an MBA in Finance from New York University(NYU) and a BA in Economics from Colgate.

Discussion:

Our discussion will center on laptops and software choices. We will cover spreadsheets, word processors, database, graphics and CAD. We also plan to cover training policies.

The meeting is limited to companies that are subscribers to CAMP's Micro-Manager series. Reservations are necessary.

The meeting will be held at the Holiday Inn-O'Hare/Kennedy at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708-671-6350. Please RSVP using the form below or the CAMP bulletin board.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367

I wish to RSVP for the Micro-manager Lecture-Discussion on WEDNESDAY August 8, 1990

Name: _____ Company: _____ Phone: _____

Chicago Association for Microcomputer Professionals
Micro Manager Subscription Series
Tuesday July 31, 1990 1:00PM - 5:00PM

Windows 3.0

Developing a Corporate Computing Strategy

Paul J. Bandrowski, Sara Lee Corporation

This presentation will explore the issues involved in developing a corporate computing strategy based on Windows 3.0 in relation to end user's, microcomputer support personnel's and in-house application developer's requirements. Paul will also discuss the differences between OS/2, Unix, DOS task switchers, and Windows 3.0 in view of these current computing issues. An outline of his talk is below

Sara Lee's Computing Environment

- . Current application software
- . Multi-platform strategy
- . Networked environment

End User Issues

- . Graphical User Interface
- . Integration of multiple applications
- . Multitasking
- . Software availability
- . Cross platform interoperability

Microcomputer Support Issues

- . Support overhead
- . Support of I/O and peripheral equipment
- . End user training
- . Memory management
- . Network integration
- . Cost of implementing strategy

In-House Application Development Issues

- . Standard set of GUI features
- . Common set of fonts
- . Device independent I/O support
- . Centralized memory management
- . Software development tools available

Issues Involved in Moving to Windows 3.0

- . Cost of upgrading hardware
- . Networking with Windows
- . Availability of application software
- . Font and other printer issues
- . Application Functionality Comparison
- . Software Installation Costs
- . Compatibility with complex DOS applications
- . Conversion of current documents and files
- . Performance issues
- . Training of support and end user personnel

Macintosh and Windows Integration

- . Similarity of GUI
- . Multi-Application Integration
- . Cross platform interoperability

Windows 3.0 - Ask Microsoft

Greg Lowney, Windows Program Manager

At this meeting Greg Lowney, Program Manager for Windows 3.0 will answer your questions and solicit your input for the next version of Windows. At our "Breaking the 640K Barrier" seminar, we heard Greg give a two hour course on Windows memory management. We were all impressed with his technical depth, presentation style, and sense of humor.

This is an opportunity to directly input your organization's needs to Microsoft. Please bring your wishlist to the meeting.

In order to maximize the value to you of this meeting, please send us your questions beforehand. At the meeting Greg will answer those questions first followed by ones from the floor. Please mail them, or send them to our FAX at 708-291-1367 or to the CAMP bulletin board. If you are using or planning to use Windows you need to come to this unique event.

Discussion:

Our discussion will center on Windows. Attendees, who are willing, will provide insight on their company's experiences with Windows 3.0 and what their future plans are for Windows, OS/2, UNIX, Macs and "just plain DOS".

The meeting is limited to companies that are subscribers to CAMP's Micro-Manager series. Reservations are necessary. The computer trade press is excluded from this event.

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If you are a member of our LAN/Development group you will soon get an announcement regarding a September meeting. One of its two topics will be Windows and 3270.

Conclusion

- . What is the actual cost of moving to Windows
- . Implementation on a departmental basis
- . Possible implementation schedule

Speaker:

Paul Bandrowski combines his experience in networking of PCs and large-scale computing systems with a knowledge of distributed database technology and software development. Before joining Sara Lee Corporation as a Senior Microcomputer Analyst, Paul was the Manager of Software Development and Networking for Northwestern Michigan College. As a Senior Analyst at Sara Lee, Paul acts as an internal consultant to the corporation's domestic divisions in areas such as network design, distributed database development, office automation, and other computing issues facing IS organizations.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367
I wish to RSVP for the Micro-manager Lecture-Discussion on TUESDAY July 31, 1990

Name: _____ Company: _____ Phone: _____

☐ I have attached my questions for Microsoft regarding Windows 3.0.

**Connecting LANs Using
Bridges, Routers, and Gateways
Kenneth O. Zoline**

When Dorothy visited the make believe LAND of OZ, she had to deal with lions, tigers, and bears - oh my!! Today micro-managers wishing to connect their LANs to other computers and networks may share Dorothy's apprehension because they must deal with bridges, routers, and gateways. Dorothy found the solution to her connectivity problem by following the yellow brick road to see the Wizard of OZ. Perhaps you can find your LAN connectivity solution by attending this CAMP meeting. Ken Zoline will discuss the application and functionality of repeaters, bridges, routers, and gateways.

PRESENTATION OUTLINE

Typical LAN Connectivity and Expansion Needs.
LAN Connectivity Tools.

Repeaters, Bridges, Routers, Gateways.

Functional Comparison of the Tools.

Representative Applications of the Tools.

Representative Products.

for Ethernet and Token Ring

for Novell, 3Com, and IBM

for IPX, SNA, TCP/IP, XNS, 3270, and 802.2 LLC

for asynchronous and synchronous communication

SPEAKER

Kenneth O. Zoline is President of Kenneth O. Zoline and Associates, a research and consulting firm located in Chicago. His firm specializes in the planning, design, and integration of local area and wide area network systems. Mr. Zoline has an extensive background in network architectures, protocol design, distributed processing, software engineering, project management, and personal computing. He has been actively involved in computing and communications for the past 17 years.

Mr. Zoline holds an M.S. degree in Computer Science from the Illinois Institute of Technology and a B.S. degree in Computer Science from the University of Illinois. He is an adjunct faculty member of the Computer Science department at the Illinois Institute of Technology, and a member of the Association for Computing Machinery as well as the Institute of Electrical and Electronics Engineers Computer and Communications Societies. He is also a frequent CAMP lecturer.

**Uninterruptible Power Supplies (UPSs)
for Computers
Kurt Gallo, American Power Conversion**

If you have ever experienced data corruption, keyboard lockups or disk loss, you will want to attend this presentation. Kurt Gallo will explain the computer problems experienced by black-outs, spikes, surges and the most common of all, brownouts (87% of all power problems are due to brownouts). An overview of the industry's solutions to these problems and how they differ will also be given as well as specific networking options. You will be surprised to learn the many misconceptions relating to power problems.

Kurt Gallo is the Midwest Regional Sales Manager for American Power Conversion.

The meeting is limited to employees of companies that have subscribed to the LAN/Development Subscription Series. If we run out of space in the room only those with reservations will be admitted. Please RSVP by mailing or FAXing the form below. You can also RSVP via the CAMP electronic bulletin board.

The meeting will be held at the Holiday Inn-O'Hare/Kennedy at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708.671.6350. It is two blocks south of the CTA River Rd. rapid transit station. The route runs between the Loop and O'Hare.

See the reverse side for a map.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367
I will be attending the **Tuesday, July 17, 1990** LAN and Development session.

Name: _____ Company: _____ Phone: _____

Chicago Association for Microcomputer Professionals
Micro Manager Subscription Series
Tuesday June 26, 1990 1:00PM - 5:00PM

**The Client Server Revolution,
Systems for the 90s**

Arun Gupta, President, Dataease International

So far, we have made progress in developing the various pieces to increase the effectiveness of the Information Worker. The most important glue in putting the pieces together is SQL Client-Server. It is a simple concept. All of the computers we have can be divided into two classes—one a very personal computer, a natural extension of our mind, that sits on our desktops. That is the client computer. The other is the Server representing the fountains of information we find around our organizations. This can be the Group Server sitting in a closet, or a Mainframe sitting in an airconditioned room. The personal or client computer will be connected to all of the server computers using a common language which is SQL.

Arun Gupta will describe the Client Server architecture's features and the benefits it brings to us. He will also describe how we will migrate to it while coexisting with today's systems. The migration issues include hardware, networking, software, people and methodology.

Arun Gupta is the Chairman and CEO of Dataease International. His company's software is used by over 200,000 users worldwide, making it the second largest database. Mr. Gupta is well known internationally as an authority on database management, SQL, and distributed computing.

At our May 30 meeting it was decided to switch our discussion from a roundtable to a standard discussion. This month we will continue that change. Our topics will be **database management, Windows version 3** and any other topics that are timely.

Prospective subscribers may attend one meeting free. The meeting is limited to management or staff from Information Centers and MIS development departments. Reservations are necessary.

The meeting will be held at the **Holiday Inn-O'Hare at 5440 North River Rd. in Rosemont, IL**. The hotel's phone number is 708-671-6350

**SQL Database Servers,
Rich Finkelstein, President,
Performance Computing**

SQL database servers provide the missing link between mainframes and micros. Organizations can now seriously contemplate moving mission critical systems off mainframe DBMS systems and onto micros. By doing this applications become more cost effective without losing any mainframe reliability.

Success stories for database servers are found in the airline, brokerage, banking, retail marketing and oil industries. Production systems on micro-based database servers are handling multi-gigabyte databases, processing thousands of transactions a day.

Several OS/2 and UNIX database servers have broken out from the pack. Organizations can choose between IBM's OS/2 Extended Edition, Microsoft/Sybase's SQL Server, Oracle, and Gupta Technologies SQLBase and Ingres. We will examine the strengths and weaknesses of each product in this "no holds barred" seminar. We will also discuss how vendors produce their benchmarks.

Richard Finkelstein, president of Performance Computing, Inc. in Chicago is a recognized expert in the area of client/server and relational database technology. He has been featured in Computerworld, Byte, DBMS and many other industry and financial publications. He has lectured at most major industry conferences. Richard will be making his third appearance at C.A.M.P. Those fortunate enough to have heard his previous talks know that he is an extremely entertaining and informative speaker.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367

I wish to RSVP for the Micro-manager Lecture-Discussion on TUESDAY June 26, 1990

Name: _____ Company: _____ Phone: _____

Netware 386 vs LAN Manager vs Netware 286

Microsoft and Novell, two pioneering LAN giants, are engaged in a triangular conflict over which network operating system will dominate the future LANscape. In one corner we have LAN Manager, which seamlessly extends OS/2 server functions and Microsoft's new high performance file system to OS/2 and DOS workstations. In the second corner we have NetWare 386, Novell's flagship network operating system which provides mainframe file system capabilities and a 32-bit multitasking operating system that provides a broad range network services for DOS, OS/2, and AppleTalk. In the third corner we have NetWare 286, Novell's stalwart multi-tasking network operating system competing against its newer sibling. Caught in the middle of this conflict are micro-managers and users, who are concerned about implementing, migrating, and integrating LAN systems in the 1990's.

Speaker:

Kenneth O. Zoline is President of Kenneth O. Zoline and Associates, a research and consulting firm located in Chicago. His firm specializes in the planning, design, and integration of local area and wide area network systems. Mr. Zoline has an extensive background in network architectures, protocol design, distributed processing, software engineering, project management, and personal computing. He has been actively involved in computing and communications for the past 17 years.

Mr. Zoline holds an M.S. degree in Computer Science from the Illinois Institute of Technology and a B.S. degree in Computer Science from the University of Illinois. He is an adjunct faculty member of the Computer Science department at the Illinois Institute of Technology, and a member of the Association for Computing Machinery as well as the Institute of Electrical and Electronics Engineers Computer and Communications Societies. He is also a frequent CAMP lecturer.

The meeting is limited to employees of companies that have subscribed to the LAN/Development Subscription Series. **Prospective subscribers may attend one meeting free.** If we run out of space in the room only those with reservations will be admitted.

The meeting will be held at the Holiday Inn-O'Hare/Kennedy at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708.671.6350. It is two blocks south of the CTA River Rd. rapid transit station. The route runs between the Loop and O'Hare.

The session will cover the following:

Product Overview and Positioning

- LAN Manager
- Netware 386
- Netware 286

Comparison of Product Features and Capabilities

- Support For DOS, OS/2, Unix, and AppleTalk
- RAM Usage (for DOS Users)
- File Sharing Services
- Printer Sharing Services
- Communication Services
- Security and Auditing
- Application Program Interface Support
- Interoperability

Product Installation, Operation, and Support Differences

Product Migration and Integration Scenarios

Choosing the Right Network Operating System

Choosing the Right File Server Platform

- A Desktop 286 PC (ISA/Microchannel)
- A Desktop 386 PC (ISA/EISA/Microchannel)
- A Desktop 486 PC (ISA/EISA/Microchannel)
- Compaq Systempro
- Mitac Series
- Netframe NF-series

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367
I will be attending the **June 18, 1990** LAN and Development session.

Name: _____ Company: _____ Phone: _____

LAN/Development Series, June 18, 1990, 1:00-4:30

1. Introduction - Julian Horwich
2. Problem of the Day
3. Netware 386 vs. LAN Manager vs Netware 286, Ken Zoline, President, Kenneth O. Zoline and Associates

4. Break
5. Clinic
6. Discussion

Topics:
NOS Choices
Server choices
Windows and LANs
MACs and LANs
Network Utilities

Support
Buying decisions

Network Interface Cards
Wiring

Backup hardware/software
email software
CD-ROM use
Workgroup software

Other topics will be covered

Reserve October 30 for the C.A.M.P Tenth Conference/Vendor Fair with Bill Gates

Fall Seminars:
October 5 - Information Center Policies

November 4 - Advanced DOS for the Information Center

Micro-Manager Lecture Discussion Series May 30, 1990 1:00-4:30

1. Problem of the day. (Please present any questions to the group)
 2. OS/2: What it Can Do For You, Marty Cawthon, Pres. Cawthon Software Group
 3. Break
 4. Lotus Development Clinic - Georg Lamp
 5. Roundtable discussion:
Please describe any experiences you have had with OS/2.
What are your organization's plans for OS/2?
What are your organization's policies regarding maintenance?
How does your organization handle software and hardware upgrades?
- *. *(anything else you would like to share

Ground rules:

Please stand, face the audience and speak loudly. Mention your name and company (optional).
Try to answer as many questions as possible. Spontaneous discussions are encouraged.
You can pass.
Tasteful humor is encouraged.
Limit your presentation time to 5 minutes or less. (excluding spontaneous discussion time)
Try not to be redundant. If someone else has already described what you wanted to say, just refer back to their presentation.
Don't read the question if you are skipping it.
The press is not to quote anyone by name without their permission.

Marty Cawthon is also a nationally recognized authority on the bagpipe and other Scottish culture. He has kindly consented to demonstrate the use of the bagpipe after the meeting and to answer questions regarding his cultural heritage.

Future events:

LAN/Development Series:

June 18 - Netware 286 vs. LAN Manager vs. Netware 386
July 17 - Bridges, Routers and Gateways, Electrical Power Problems
Sept. 6 - Integrating email and WANs

Micro-Manager Series:

June 26 (date change) - Intro to Client Server; SQL Server Comparisons; OS/2 Extended Edition
August 8 - Industry Strategies
Sept. 18 - Postscript

Reserve Oct. 30, 1990 for Bill Gates and our Tenth Conference/Vendor Fair.

Please keep an eye on your purse and/or briefcase.

Information Center Tools

Managing and maintaining personal computers is becoming more and more complex. Information Centers and PC departments within large organizations are constantly facing new issues when it comes to servicing, upgrading, and simply keeping track of all the PCs in their organization. Michael J. Miller, editor of InfoWorld, the weekly for PC Professionals, will present an overview of the kinds of software available to help the Information Center Manager. This includes programs for keeping track of PCs and components, diagnostic programs, and programs that help you set up new software and peripherals by showing you what is in a computer, and how it is using memory, interrupts, etc.

OS/2 vs. Windows

Personal computer users and managers will be facing a major choice of operating environments in the next few months. Microsoft will be introducing Windows 3.0, which may be enough to make Windows a standard operating environment for many PC users. But OS/2 is improving as well, and many people are quite satisfied with character-based DOS applications. InfoWorld Editor Michael Miller, Executive Editor (Reviews) Rafe Needleman, and Associate Reviews Editor Serge Timacheff will discuss OS/2 and Windows 3.0.

They will address such issues as:

- What's new in Windows 3.0?

- Will this become the standard operating environment?

- What Windows applications are coming?

- How does Windows differ from OS/2?

- Is OS/2 a realistic choice now? If not, then when?

- What are the pros and cons of Windows, OS/2 and good old DOS?

The meeting is co-sponsored by Infoworld, the weekly for PC Professionals.

Roundtable Discussion: Our discussion this month will focus on Information Center structure and policy.

Admission for this event is free to employees of Micro-Manager Lecture Discussion Series subscriber companies. Please RSVP using the form below. Please note that in the event we run out of space in a room, only those with reservations will be admitted. Also, if we have to change the location of a meeting we can only notify those for whom we have phone numbers.

Prospective subscribers may attend one meeting free. The meeting is limited to management or staff from Information Centers and MIS development departments.

The meeting will be held at the at the **O'Hare Marriott** at 8535 W. Higgins in Chicago, IL. The hotel's phone number is 312-693-4444. It is at the Cumberland Avenue North exit of I-90. See the map on the reverse side. Note the different location and day of the week!

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360 FAX: (708) 291-1367
I wish to RSVP for the Micro-manager Lecture-Discussion on MONDAY April 23 at the O'Hare Marriott.

Name: _____ Company: _____ Phone: _____

1. Problem of the day. (Please present any questions to the group)
2. Information Center Tools, Michael J. Miller, Editor, InfoWorld
3. OS/2 vs. Windows, Rafe Needlema, Executive Editor Reviews, InfoWorld
Serge Timacheff, Associate Reviews Editor, InfoWorld
4. InfoWorld Feedback, Michael J. Miller
5. Break
5. Roundtable discussion:

What tools do you use IN your Information Center? *-30-45*

What are your feelings about OS/2 and Windows? *-60 min*

How many people are in your IC? Is it growing in proportion to PC population and technical complexity?

(The following questions were contributed by Lisa Twitchell)

How is your IC structured?

Are IC responsibilities split by product brand?

Do all IC personnel report to one person or are there several managers within the IC?

What problems have occurred because of your current structure?

Who does the IC manager report to? Who does that person report to?

Are you centralized or decentralized IC? If decentralized, are there any dotted line relationships?

Is the overall IS organization centralized or decentralized? Is the company centralized or decentralized?

Do you have 'Super Users' or 'Power Users' in your user departments? What are their responsibilities?

How is the help desk function addressed within your structure?

Is EUC training internal or external?

Have you restructured your IC lately? Why?

How would you like to see the IC structured?

*. *(anything else you would like to share

Ground rules:

Please stand, face the audience and speak loudly. Mention your name and company (optional).

Try to answer as many questions as possible. Spontaneous discussions are encouraged.

You can pass. Tasteful humor is encouraged.

Everyone has information of value to someone else, no matter what the experience level.

Don't read the question if you are skipping it.

The press is not to quote anyone by name without their permission.

Spring Seminars:

May 1-2 HP LaserJet, DeskJet, PaintJet and Application Software
May 15-16 Breaking the 640K Barrier; RAM Cram

Please keep an eye on your purse and/or briefcase.

Desktop Publishing/Presentation Support Issues for Microcomputer Managers

Aaron Howard, Vice President, Aldus North America

Aaron Howard will cover the major topics that a micro-manager needs to consider in supporting desktop publishing and presentation.

1. File formats: Mac and PC
TIFF, WP formats (Word, Wordperfect, RTF, ASCII), CGM, PICT and PICT 2, EPS, Bit map, DRW, NAPLPS
2. Networking and workgroup publishing
Multiuser vs. workgroup applications
File locking vs. network aware vs. multi user vs. workgroup functions
Tools available to assist with pubs with multiple authors: ODMS
In mixed environments (Macs, PCs and OS/2)
Netware, Token Ring, Local Talk
3. Content vs. Design
How do you teach nondesigners page and presentation layout techniques? (Autotemplates, Templates)
Relationship between the designer or corporate graphics arts dept. and the typical office user.
4. Which is the best platform for graphical applications? (There is none)
5. Aldus current and future plans to address these issues
6. Manufacturers responsibility in supporting the microcomputer manager (Aldus Corporate Services Plan)

Aaron Howard, vice-president of Aldus North American, has extensive experience in technical and program management. Before joining Aldus in 1987, he was business unit manager for Eldec Corporation, which develops computer systems for aerospace projects. Prior to Eldec, Howard was group product director for Advanced Technology Laboratories, a company that develops and markets medical ultrasound equipment. He holds B.S. and M.S. degrees in electrical engineering from the University of Washington.

Word Processing, the New Generation

Said Mohammadioun, President, Samna Corporation

The speaker is the founder of Samna and designer of Ami, the first word processor for Microsoft Windows. He will describe the future of word processing and what the next generation of word processing means. He will particularly describe how the new generation will be different. Said Mohammadioun will also talk about operating environment choices, particularly Windows, Presentation Manager and Motif.

Roundtable Discussion: Our discussion this month will focus on desktop publishing and word processing topics. By the end of the discussion we will learn how these applications are supported in a number of companies and universities. We will also be covering Windows and OS/2 Presentation Manager.

Admission for this event is free to employees of Micro-Manager Lecture Discussion Series subscriber companies. Please RSVP using the form below. Please note that in the event we run out of space in a room, only those with reservations will be admitted. Also, if we have to change the location of a meeting we can only notify those for whom we have phone numbers.

The meeting will be held at the at the **Sheraton International-O'Hare** at 6810 North Mannheim Rd.. in Rosemont, IL . The hotel's phone number is 708.297.1234. Note the different location!

Reserve March 21 for our Ninth Conference/Vendor Fair. See the latest products from Aldus, Samna, Hewlett-Packard, QMS, and dozens of others.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360

I wish to RSVP for the Micro-manager Lecture-Discussion on **TUESDAY, February 20 at the Sheraton Int'l O'Hare**

Name: _____ Company: _____ Phone: _____

1. Problem of the day. (Please present any questions to the group)
2. Desktop Publishing/Presentation Support Issues for Microcomputer Managers,
Aaron Howard, VP, Aldus North America
3. Word Processing, the New Generation, Said Mohammadioun, President, Samna Corporation
4. Break
5. Roundtable discussion:

What desktop publishing hardware/software do you recommend to your users?

How do you teach nondesigners page and presentation layout techniques?

What word processor do you recommend to your users? Are you considering a change?

What training and support do you provide in regard to word processing?

Are your users using Microsoft Windows? What have been your experiences, challenges, etc.?

Are you using any utilities with Windows (e.g., front ends like Command Post)?

What are your plans for OS/2 PM? Any experiences yet?

*(anything else you would like to share

Ground rules:

Please stand and speak loudly. Mention your name and company (optional).

Try to answer as many questions as possible. Spontaneous discussions are encouraged.

You can pass. Tasteful humor is encouraged.

Everyone has information of value to someone else, no matter what the experience level.

Don't read the question if you are skipping it.

The press is not to quote anyone by name without their permission.

Future Events:

Micro-Manager Lecture-Discussion Series:

April 24: Tools for the Information Center

LAN/Development Lecture-Discussion Series

April 5: Automating the Micro-Mainframe Link

March 21 -C.A.M.P./PC Week Ninth Conference/Vendor Fair

featuring Intel and Compaq presidents and a panel of PC Week editors/writers.

including exhibits of the latest technology. Currently we have 66 exhibitors with lots more expected.

A partial list:

Aldus, Samna, IBM, Lotus Development, Microsoft, Ashton-Tate, Quarterdeck, Intel, Baler, 800-Software, Symantec, Hayes, Novell, DCA,QMS, ABT, Pen-Den, Welcom, Funk, Dartek, Persoft, Sola,ConnExperts(ACT), Magicsoft, Programmers' Shop, Cawthon, Hughes LAN Systems, Corporate Software, Prodigy, Software Spectrum, Symbollogic, Lattice,Borland, American Power Conversion, InterNet, Softmart, Comark

dozens of new products: Lotus Notes, 123G, Cellular telephone communication software, CICS-like system, Expert System development tool.

Over 40 door prizes including 386SX computer, modems, printers, etc.

Spring Seminars:

April 16-17 Intro to Micro Hardware

May 1-2 HP LaserJet, DeskJet, PaintJet and Application Software

May 15-16 Breaking the 640K Barrier; RAM Cram

Please keep an eye on your purse and/or briefcase.

**Chicago Association for Microcomputer Professionals
LAN and Development Lecture Discussion Series
WEDNESDAY February 7, 1990 1:00PM - 5:00PM**

**Analysis of LAN Down-Time in
Fortune-1000 Companies
Introduction to Protocol Analyzers**

Rick Nelson, President, Quad Technologies

Rick Nelson will start his talk by providing the results of a study on the real costs of LAN down-time in Fortune-1000 companies. The study included charts of the number of network disabilities per year, the length of down-time, lost productivity, lost revenue and direct expenses.

Rick will also provide an introduction to protocol analyzers. He will describe what protocol analyzers do, and how they are used to troubleshoot LANs. He will also describe some of the less obvious but equally valuable uses. The coupling of protocol analyzers with spreadsheets and other popular personal computer software allows the analyzer to become a high-level management tool.

Rick Nelson, President of Quad Technologies, has been conducting seminars for Fortune 500 companies on LAN diagnostics for the last two years. His company is a technical sales organization specializing in LAN and WAN connectivity issues.

Integrating Macs and MS-DOS Systems

Don Oehlert, Systems Engineer, Apple Computer

Don will present an overview of selected products that assist corporations integrate the Macintosh and MS-DOS based systems. Cross platform integration areas to be discussed include data file compatibility, media exchange, application execution and network resource sharing. Don will be discussing such products as the FDHD, Novell Netware, Token Ring, Ethernet, the Dayna File and multiplatform applications and file servers.

Don Oehlert is a systems engineer for Apple Computer Inc. He provides pre-sales technical support to the Chicago reseller district and the Illinois state and local government channels. His specialties include Local Area Networking and AUX, Apple's version of AT&T's UNIX operating system. Don has been a member of the computer industry since 1982.

Roundtable Discussion: Our discussion this month will focus on LAN diagnostics, LAN administration, LAN training, Apple Mac topics and development environments..

Admission for this event is free to employees of LAN/Development Lecture Discussion Series subscriber companies. Please RSVP using the form below. Please note that in the event we run out of space in a room, only those with reservations will be admitted. Also, if we have to change the location of a meeting we can only notify those for whom we have phone numbers.

The meeting will be held at the at the Holiday Inn-O'Hare at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708.671.6350. It is a few blocks south of the CTA River Rd. rapid transit station. This route runs between the Loop and O'Hare.

Reserve March 21 for our Ninth Conference/Vendor Fair.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 708-291-1360

I wish to RSVP for the LAN/Development Lecture-Discussion on **WEDNESDAY February 7, 1990** at the Holiday Inn-O'Hare

Name: _____ Company: _____ Phone: _____

Chicago Association for Microcomputer Professionals
Micro-Manager Lecture Discussion Series
TUESDAY, January 23, 1990 1:00PM - 5:00PM

Freeing up MIS: A Trend Toward User Programming.

Selwyn Rabins, Alpha Software

Historically, only programmers could create database applications. The level of expertise required to program applications was such that most business professionals who were not programmers by trade did not have the programming skill or the time to invest in creating applications. However, there is a new trend in the PC marketplace. More and more often, business professionals are creating their own applications freeing up the MIS department to tackle the organization's more complex computing needs.

This trend raises the question: When can a user design his/her own application and when should an MIS professional be called in? Several factors must be taken into account when this decision is made (e.g., the user's level of experience, complexity of programming code, immediacy of the user's need, whether a user has unique knowledge critical to appropriate application development and others).

In his presentation, Selwyn Rabins the Executive Vice President of Alpha Software will discuss this issue and the related issue of how to get users to document their applications.

Selwyn Rabins cofounded Alpha Software Corporation in 1982 to develop and market application software for the IBM PC. Mr. Rabins runs the company's product development effort.

dBase, Clipper and Foxbase: Futures, Issues, and Third Party Tools

Doug Grimsted, Robert Douglas and Co.

In Doug's second appearance at CAMP, he will discuss the current state of the dBase world. He will discuss current issues and futures for dBase III and IV as well as for Foxbase and Clipper. He will discuss some of the dominant Clipper tools for communications, graphics and general purpose coding libraries. Several of the tools to be covered were introduced in the last few months. He will also touch on Foxpro, Foxbase's new product.

Examples of the tools to be covered include: dGE, Flipper, FUNcky, Silvercomm, NetLib and others.

Doug and other employees from Robt. Douglas will also provide a clinic on various dBase related products.

Robert Douglas and Co. is a leading developer of custom applications for major corporations. They specialize in the use of Clipper and Foxbase.

Roundtable Discussion: Our discussion this month will focus on database topics. By the end of the discussion we will learn how database applications are developed and supported in a number of companies and universities.

Admission for this event is free to employees of Micro-Manager Lecture Discussion Series subscriber companies. Please RSVP using the form below. Please note that in the event we run out of space in a room, only those with reservations will be admitted. Also, if we have to change the location of a meeting we can only notify those for whom we have phone numbers.

The meeting will be held at the at the Holiday Inn-O'Hare at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708.671.6350. It is a few blocks south of the CTA River Rd. rapid transit station. This route runs between the Loop and O'Hare.

Reserve March 21 for our Ninth Conference/Vendor Fair.

To: CAMP, Box 380, Deerfield, IL 60015 708-926-8288

I wish to RSVP for the Micro-manager Lecture-Discussion on **TUESDAY, January 23** at the Holiday Inn-O'Hare

Name: _____ Company: _____ Phone: _____

Troubleshooting LANs Using Time Domain Reflectometry (TDR)

Christopher Bell, Tektronix

In the past several months, a great deal of emphasis has been placed on the use of protocol analyzers to trouble shoot and decode complicated protocol suites implemented in local area networks. While these machines are extremely useful, it is our speaker's experience that 60% to 70% of the problems are media related.

Time Domain Reflectometry is a technique used to maintain and trouble shoot the cabling systems used in local area networks. The technique can be used in all types of wiring systems. This two hour talk will explore the fundamental principles and LAN applications for TDR. Attendees will also learn the basics of TDR trace interpretation, and how to implement a TDR into their maintenance routine. The attendees will also participate in a case study.

The speaker, Chris Bell, is a Sales Engineer with Tektronix. He has been selling and supporting TDR's for 3 years and has trouble shot dozens of LANs.

Roundtable discussion topics:

LAN diagnostics, Choice of wiring, Bridges, Routers, Gateways, Amplifiers and Repeaters, Connecting MS-DOS machines to MACs, LAN Manager.

Please bring your own problems for solution by the group.

The meeting will be held at the Holiday Inn-O'Hare at 5440 N. River Rd. in Rosemont, IL. The hotel's phone number is 708-671-6350. It is a few blocks south of the CTA River Rd. rapid transit station. This route runs between the Loop and O'Hare.

The meeting is limited to employees of companies that have subscribed to the LAN/Development Lecture-Discussion Series.

The bulletin board will be unavailable from approximately December 16 thru December 26, 1989.

Future Events:

March 21 - CAMP/PC Week Ninth Conference/Vendor Fair,
with the President of Compaq and other industry leaders.

January 23 - Micro-Manager Lecture Discussion Series - Database Management

February 7 - LAN-Development Lecture Discussion - LAN Diagnostics

February 20 (tentative) - Micro-Manager - Desktop Publishing, Word Processing, Windows

To: CAMP, Box 380, Deerfield, IL 60015 708-926-8288

I will be attending the **WEDNESDAY January 10, 1990** LAN and Development session.

Name: _____ Company: _____ Phone: _____

1. Introduction - Julian Horwich
2. Problem of the Day
3. Troubleshooting LANs Using Time Domain Reflectometry(TDR)
Chris Bell, Tektronix
4. Break
5. Novell Netware Questions - Ken Jacobson, Novell
6. Lotus Development Questions - Georg Lamp, Lotus Development Corp.
7. Roundtable Discussion

Topics:

-Please mention your name and company

What hardware/software do you use for diagnosing LAN problems? How well does it work?

What is your wiring standard(s)?

Are you using bridges, amplifiers, routers or gateways? Whose do you use and how have they worked?

Have you connected any MS-DOS machines to Apple Macs? How did you do it? How well did it work?

Are you using LAN Manager or IBM LAN-Server? What have been your experiences?

Are you using Netware-386? What have been your experiences?

*. * (Anything else you would like to share)

Roundtable Ground rules:

Please stand and speak loudly.

Spontaneous discussions are encouraged.

You can pass if you're shy or have laryngitis.

Everyone has information of value to someone else.

Tasteful humor is encouraged.

The press is not to quote anyone by name without their permission.

Please keep an eye on your purses and briefcases.

Future Meetings:

LAN/Development

February 7 - LAN Diagnostics

Connecting MACs to PCs

Micro-Manager

January 23 - Database Management

February 20 - Desktop Publishing, Word-processing

March 21 - PC-Week/CAMP Ninth Conference/Vendor Fair featuring:

The U.S. president of Compaq, a high-level executive of IBM, and Sam Whitmore editor-in-chief of PC Week and about a hundred vendor exhibits.

Some of the vendors are: Novell, InterNet, Quarterdeck, HP, Cawthon, Hayes, Microsoft, ABT, SAS and many more.