CAMP

Corporate Association for Microcomputer Professionals
Micro-manager Subscription Series
Wednesday, December 11, 1991 1:00PM - 5:00PM

Picking the Right Computer for Your Users' Needs

Dana Krelle, Marketing Manager, Intel Corp.

Our speaker will describe the Intel386™ and Intel486™ microprocessor families in detail. Specifically Mr. Krelle will explain the different features and capabilities (including performance application benchmarks) of the Intel386 SL, SX, DX, and Intel486 SX and DX processors. The presentation will also cover which processors are recommended for specific applications and market segments (i.e., notebooks, desktops, servers, etc.). Finally, the presentation will cover in detail Intel's new upgrade processor technology. This technology will enable systems based on the Intel486 SX processor to be upgraded with a single chip.

Training and Support Panel

The following will be 10 to 15 minute talks. After all of the talks are completed, we will have a discussion with the complete panel and the audience on training and support topics.

Centralized Administration and Support of Geographically Dispersed LANs

R. David Rahn, American National Can

Discussion will center around tactical strategies for centralized administration and support of LANs that are dispersed accross a wide geographic area. Included will be an overview of the current LAN environment at American National Can, planning LAN installations for ease of administration and some administrative and support strategies and tools.

Centralized Administration of Technical Training Across Multiple Computer Platforms

Marilyn P. Allendorph, American National Can

Organizing technical training across mainframe, micro, and minicomputer platforms is difficult enough without adding a dispersed population into the picture. Marilyn will discuss how she has met these challenges at American National Can and show how some innovative methods have been used to make this administration and support easier.

Using Internal User Groups to Leverage I.C. Support Time

Judy Brown, Fox Valley Technical College

Internal corporate user groups can offer relief to support staff shortage. Properly planned and supported groups are an excellent source to consider. Judy will discuss the many benefits available and caveats to be aware of when planning an internal corporate user group.

Evolution of the Kemper Micro Store

Jim Goroff, Kemper National Insurance Co.

Jim will discuss the evolution of the Micro Store to its current structure. Emphasis will be on support structure, the approach to training and how Kemper has reacted and modified its approach in these areas to address a maturing customer base. Jim will also discuss the evolution of Kemper's PC training from being totally inhouse to a mix of inhouse and third party companies in order to serve a broader base of customer needs.

Outsourcing PC Training - Keys to providing high-quality, affordable training with fewer gray hairs

Jan Marshall, Baxter Healthcare

There must be hundreds of PC training companies in the Chicago area as evidenced by the number of phone calls one receives from unheard companies selling their training services. A large percentage of these probably have some quality services to offer. But beyond quality and affordability, what other vendor components become important to the efficient administration of outsourced training?

Support Presentations and Clinics

Dell

During the Nov. 5 meeting, there were several attendees who mentioned they were buying Dell computers and wanted to understand the new corporate support services. Representatives from Dell's Chicago office will give a ten minute presentation on their new structure and will answer your questions.

Lotus

Georg Lamp will be available to answer your questions about Lotus products and policies.

See the opposite side of the page for more information.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367
I will attend the **Wednesday, December 11, 1991** Micro-manager Subscription Series Seminar

Name:_____ Company:_____ Phone:_____

C.A.M.P. Networking and Application Development Series, December 11, 1991, 1:00-5:00

Today's Schedule

1. Introduction - Julian Horwich
2. Problem of the day
3. Picking the Right Computer for Your Users' Needs - Dana Krelle, Marketing Mgr., Intel
4. Dell Clinic - John Broshar, Jay Watson, Chris Sampson
5. Lotus Development Corp. - Georg Lamp
6. Break
7. Training and Support Panel

> Centralized Administration and Support of Geographically Dispersed LANs - R. David Rahn, American National Can
> Centralized Administration of Technical Training Across Multiple Computer Platforms - Marilyn P. Allendorph, American National Can
> Using Internal User Groups to Leverage I.C. Support Time - Judy Brown, Fox Valley Technical College
> Evolution of Kemper Micro Store - Jim Goroff, Kemper National Insurance Co.
> Outsourcing PC Training - Keys to provide high-quality, affordable training with fewer gray hairs - Jan Marshall, Baxter

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Future Events:

Networking and Application Development Group

January 8	Migrating Mainframes to Client Server - Mike New, VP, Attachmate
	Network Management Tools - Dave Strom, Editor, Network Computing
February 5	Application Development - CASE - Rich Finkelstein

Micro-Manager Group

January 22	Collaborative Computing and the Bottom Line, Prof. Marvin Manheim, Northwestern University
	Scanning Applications
	HP Printer Clinic

One-day Seminars

January 27	LAN Concepts and Technology - Ken Zoline, Appleton, WI
March 26	Developing for the LAN Platform - Cheryl Currid, Chicago

Corporate Microcomputer Professionals Expositions
March 5
In addition to talks by major industry executives the following additional topics have been planned:
1. Perpetual Paychecks: How to Stay Indispensable in the 90s
2. Windows and Mainframe Communications
3. Troubleshooting and Optimizing Windows
4. Windows Development Tools
5. Internetworking tutorial - Bridges, routers, brouters
6. Advanced internetworking panel
7. LAN Troubleshooting
8. Averting LAN Disaster II
9. Understanding Interrupt and DMA Conflicts
10. Using REXX to Write Better Batch Files Under OS/2
11. PC Support Solutions in the '90s (training, help desk)
12. E-Mail - How to Choose and Support
13. Troubleshooting Macs
14. Integrating Macs to Intel-based machines
15. Integrating Macs to Mainframe, Mini, and Micro Databases
16. Developing for OS/2
17. Supporting and Optimizing OS/2

Please keep an eye on your purse and/or briefcase

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Downsizing and Upsizing: Mass Storage and Virtual Disks

Steve Muhlestein, President, SING, Inc.

Mr. Muhlestein has an extensive background implementing mainframe-size systems using LANs. He will describe mass storage concepts together with actual problems existing in Fortune 500 companies. He will cover cost containment and production issues, including justifying systems to management.

I. Biggest bottleneck in a LAN environment is DISK.
   - A. Does faster CPU or "Super Server" help?
   - B. Can you split the task efficiently between a fast disk and fast CPU?
   - C. What is the best combination?

II. How big can the disk environment be and still work?
   - A. NetWare supports 32 terabytes
   - B. Performance issues
   - C. Backup
   - D. Reliability with large disk storage

III. Backup - is it really necessary on the big disks?
   - A. Doesn't duplexing cure all ills?
   - B. How do I back up terabytes of data in a timely fashion?

Management of Multivendor Networks

Kumar Shah, Sr. Product Manager, Proteon, Inc.

In today's multivendor networks, the critical challenge for corporate MIS managers and network administrators is coordinating and managing all elements of an enterprise-wide network. Nowhere is this challenge more critical than at the Network Control Center (NCC). As networks have grown in both size and diversity, consolidating network management systems at the NCC has become increasingly vital.

The network management chaos of the '80s, when each vendor provided its own management system for its own device(s), is starting to settle down in a multi-tiered hierarchy of management systems, with IBM's NetView, AT&T's Accumaster, and DEC's DECmcc occupying the top tier as the enterprise management systems and the other vendors of LAN/WAN compnents, telecommunication devices, and system and applications, with their element management systems and management agents providing solutions that integrate into the enterprise management systems.

Mr. Shah will describe SNMP and what it means for LAN management. Our speaker will also help us understand the products and architectures of NetView, Accumaster, and DECmcc. He will detail how the diverse world of network products can be integrated with enterprise management products.

Please note the earlier starting time for this event. See the opposite side for the speaker biographies and other information.

Windows and NetWare

Ralph Mendicino, Systems Engineer, Novell Inc.

Mr. Mendicino will provide an approximately two-hour session on how to best use Windows 3.0 with NetWare.

Overview of Windows V3.0
   - Graphical User Interface
   - Memory Management
   - Operating Modes
   - DOS Applications
   - PIF Files
   - Swap Files
   - Smart Drives

Installation and Configuration on the file-server
   - EXPALL Batch File
   - Windows Supplied Files
   - Novell Supplied Files
   - Files and Attributes

Installation and Configuration on the work-station
   - Workstation environment
   - SETUP /N
   - Work-station Files
   - NetWare Shells
   - NetWare Switches

Print Queues
   - Printing to Network from Windows

NetWare hints (tips and Tuning)
   - Increasing Performance
   - Known Software problems
   - Known Hardware problems
   - NETWORKS.TXT, WININI.TXT Files

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This meeting will be held at the Holiday Inn-O'Hare/International 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. C.A.M.P.'s phone number is 708.291.1360.

Coming Attractions:

The December meeting of the Micro-manager series will have a panel of CAMPers discussing training and support. In addition, the manager of Intel's microprocessor division will provide benchmarks to help you decide which 386 or 486 is appropriate for your user's needs.

On January 27, 1992, Ken Zoline will repeat his all-day LAN Concepts and Technology seminar. This time it will be given in Appleton, Wisconsin. A mailing will be sent to all Wisconsin CAMPers in November.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the **Thursday December 5, 1991** Networking and Application Development Subscription Series

Name: _____   Company: _____   Phone: _____

C.A.M.P. Networking and Application Development Series, November 6, 1991, 1:00-5:00

1. Introduction - Julian Horwich

2. Problem of the day

3. Reducing Paperflow with Workflow Automation - Stuart Bard, Blackman - Kallick
4. Discussion - Workflow automation

5. Cookie Break

6. Object Oriented Programming for Windows, Zack Urlocker, Borland International
7. Door prize drawing
8. Discussion - OOPS, Windows development tools, Other development tools.

Future events:

Networking and Application Development Series

Dec.   Mass Storage & Virtual Disks / Terabyte file servers / Upsizing and Downsizing
              Management of Enterprise-Wide Networks
              Windows and Novell LANs

Jan.   The Role of the Mainframe in Client-Server Processing
              Picking the Right Tools for Managing Networks

Feb.   Planning for Downsizing; OS/2 EE

Micro-Manager:

Dec.   386 and 486 Benchmarking
              Training and Support policies

Jan.   TBD

Sprint '92 Corporate Microcomputer Professional Exposition (formerly Vendor Fair)
March 5, 1992 at the Rosemont Exposition Center

One-day   seminars
Nov. 12   MIS in the 90s; LAN Take Center Stage. Instructor: Cheryl Currid
              The Nov. 12 class is sold out, but we have opened up another class on Nov. 13
              also taught by Cheryl.

Jan. 27   LAN Concepts and Technology - Ken Zoline. A repeat of last June's seminar will
              be held in Appleton, Wisconsin.

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

Reducing Paper Flow with Workflow Automation
Stuart Bard, Blackman Kallick

Baxter Healthcare's Renal Division is committed to reducing paperflow and increasing productivity. Blackman Kallick's Consulting Division has developed a workflow automation pilot application for them that addresses this concern. The application allows for the creation and sending of purchase requisitions using electronic forms under Windows 3. Intermediary handling of the forms is managed by an electronic agent that coordinates the approval process via the company's electronic mail system. Once a form is approved by up to two people, the agent forwards it to Purchasing via electronic mail where the form can be read, printed and fed into the remainder of the purchase process.

Blackman Kallick believes that workflow automation is an emerging technology which will have a dramatic effect on productivity in the office. In the 1990's the very nature of work is changing due to the factors such as increased competition, customers demanding a higher level of service, and an increased pace of change. At the same time, companies are downsizing and/or asking for more from their workers. Against this background, the use of workflow automation presents itself as a significant opportunity by automating repetitive and unproductive work and mediating work-related interactions between people.

Stuart Bard is a Director of Operational Consulting in the Consulting Division of Blackman Kallick, a Chicago-based accounting and consulting firm. He is responsible for projects that improve office productivity through work re-engineering and workflow automation. Before joining Blackman Kallick, Mr. Bard played a major role in redesigning the management processes of a national real estate company using computer-based communications and information technology. His work enabled the company to save $1.5 million annually. He has implemented workflow automation and groupware technologies for the past several years, as well as directing the implementation of an enterprise-wide computing platform. Mr. Bard received his Bachelor's degree from Oberlin College in 1975.

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Object-Oriented Programming for Windows
Zack Urlocker, Borland International

This talk is aimed at managers, system analysts and programmers who wish to understand how to apply object-oriented programming (OOP) techniques to simplify Windows programming. No prior experience in OOP or Windows is assumed.

The talk begins by explaining the concepts of encapsulation, polymorphism and inheritance, as well as their benefits. The event-driven architecture of Windows is also explained to show how it fits naturally with object-oriented programming. Examples of object-oriented programming in Pascal and C++ show the use of language features such as virtual methods, constructors and destructors, as well as Windows features including menus, dialog boxes, graphics, fonts and so on. All examples are based on the language independent ObjectWindows class library.

A. Using OOP
    1. Why use OOP?
    2. Myths of OOP
    3. Impact of OOP
    4. Benefits of OOP
    5. Examples
B. Applying OOP to Windows
    1. Windows architecture
    2. Making Windows object-oriented
    3. ObjectWindows hierarchy
    4. User interface management
    5. Data management
    6. Examples in Pascal and C++

Zack Urlocker is product manager for Borland's Turbo Pascal product line. He is responsible for all aspects of the Turbo Pascal life cycle, from conception through shipment. Mr. Urlocker has taught object-oriented programming to hundreds of professionals and has written articles for several computer magazines and journals. Formerly, Mr. Urlocker was the manager of developer relations at the Whitewater Group.

Tentative Schedule:
1:00-2:00 - Workflow Automation
2:00-4:00 - Object-Oriented Programming
4:15 - Novell Clinic with Rich Kurtz
4:30 - Microsoft LAN Manager Clinic with Mike Maier

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CAMP Micro-Manager Series October 29, 1991   1:00-5:00

1. Introduction, Julian Horwich

2. Problem of the hour

3. OS/2 Windows, NT, and Pink: Choosing Your Company's Operating Environment Strategy, or Variations on a Theme by IBM, Apple, and Microsoft.
Stuart Johnston, Northwest Bureau Chief, Infoworld

4. Discussion - Operating environment choices, hardware choices, buying patterns.

5. Cookie break

6. Managing the DOS Environment - The Power Platform
Patrick Devlin, Dir. of Technical Service Operations, Qualitas

7. Discussion - How you optimize DOS in your shops, software utilities

CAMP's Networking and Application Development Group meets next week to discuss 1. Object Oriented Programming and Windows Development and 2. Using Electronic Agents to Minimize Paper Flow. The N.A.D. group's December meeting will cover Windows and Netware, Network Management, and Choosing File Servers.

The Micro-Manager meeting in December will cover 386 and 486 benchmarking with the Dana Krelle, the manager of the Intel microprocessor division. There will also be a panel of CAMPers discussing training and support topics.

Don't miss our November all-day seminar:
Organizing the MIS Department for the 1990s, LANs Take Center Stage with Infoworld's newest columnist Cheryl Currid. She will cover topics like LAN support, MIS management, and how to plan your own careers. Julian has already seen her slides and if you don't take the course you're missing a big opportunity for your own career needs. Our November 12 session is sold out, but we've opened a second class on November 13.

On January 27 Ken Zoline will repeat his LAN Concepts and Technology Seminar at Fox Valley Tecnical College in Appleton Wisconsin.   Call, fax, or send a bulletin board message to the CAMP office if you want more details.

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

Corporate Association for Microcomputer Professionals
Micro-manager Subscription Series
Tuesday, October 29, 1991, 1:00PM-5:00PM

CAMP

The Program

OS/2, Windows, NT, and Pink: Choosing Your Company's Operating Environment Strategy (or Johnston's Variations on a Theme by IBM, Apple and Microsoft)

Stuart Johnston, Infoworld

Mr. Johnston was a key member of the Infoworld reporting team that broke the IBM/Microsoft "divorce" story in September 1990, and has since written many pieces that helped flesh out the politics, mechanics, and rancor of the split. In October 1988, he was one of the first to report that the industry was not moving to OS/2 whole-sale as the vendors had predicted and, in October 1989, was first to report that users were adopting OS/2 as a server platform instead of a desktop environment. Also in October 1989, a story under his byline accurately predicted that Windows 3.0 would not be delivered until spring 1990. Mr. Johnston will present his own unique perspective on the latest shocks to the systems world, with a historical analysis, and discuss his viewpoint on large users' options.

Managing the DOS Environment - The Power Platform

Patrick Devlin, Qualitas, Inc.

This will be a no-nonsense solution-oriented discussion about how to configure and manage today's DOS power workstation. The focus will be maximizing system performance and potential on networked 386SX, 386 or 486 workstations using memory-management and other DOS software utilities. Mr. Devlin will show how to maximize performance without sacrificing system integrity or creating additional support nightmares. The solutions will apply to both a DOS based and a Windows 3.0 environment. The best part is that the suggested strategies involve proper implementation of software and hardware you already own today. Our speaker will provide example case-studies. There will also be time available to talk about your specific problems. Following the presentation and workshop we will have a discussion of what utilities attendees have used in their own corporations.

The Speakers

Stuart J. Johnston has been Northwest bureau chief of InfoWorld for nearly four years. His beats encompass the Pacific Northwest -- including Microsoft and Aldus Corp. -- as well as programming tools, languages, object-oriented programming systems, and computer-aided software engineering. He holds a B.A. degree in journalism from the University of Montana in Missoula, and previously worked as a writing consultant in large and small computers and modern management techniques for Weyerhaeuser Information Systems and Boeing Computer Services. He has more than ten years experience in personal computing. Stuart also spent more than ten years as a traveling professional musician/songwriter/entertainer who, as a solo artist, has opened concerts for Cheech and Chong, Juice Newton, Hank Williams, Jr., the Paul Winter Consort, and many others.

Patrick Devlin is Director of Technical Service Operations for Qualitas, Inc. - a world leader in memory management technology. In the fall of 1988 Patrick started at Qualitas in a technical support position. Over the last three years Patrick has had responsibilities at various levels at Qualitas in product support, design and positioning as well as product programming and development. Currently, Patrick is responsible for all customer and product services. He holds a BS degree in Industrial Engineering from Penn State University. Patrick was the principal instructor at our DOS 5 and Memory Management seminars this summer. The attendees proclaimed him one of our best-ever CAMP speakers because of his blend of presentation skills and deep technical knowledge.

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Please note that the CAMP bulletin board has been repaired.

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To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367
I will be attending the **Tuesday, October 29, 1991** Micro-manager Subscription Series

Name:_____ Company:_____ Phone:_____

C.A.M.P. Twelfth Conference and Vendor Fair
September 25, 1991, Holiday Inn O'Hare International

The program that we previously sent to you described a number of different speakers including Bill Gates, Philippe Kahn and Jim Manzi. An additional speaker has agreed to speak at our event. John Soyring has been quoted in many computer trade press articles as the spokesperson for IBM's OS/2 efforts. He will also answer your questions on IBM's operating system strategy. His talk will be given at 1:15pm. Following his talk there will be a clinic by some of IBM's technical people on OS/2 topics. An abstract of his talk is given below.

OS/2 Events at C.A.M.P. Twelfth Conference and Vendor Fair

1. System Solutions for the 1990s
John Soyring, Director, OS/2 Software Developer Programs, IBM Corporation
During the coming years, the majority of PC's purchased will be based on 32-bit processors. Mr. Soyring will describe how OS/2 Version 2 will allow these PC buyers to not only enhance their current huge procurement, development and user training investments in 16-bit applications, but he will also describe how these users can now better exploit their investments in 32-bit processors and advanced I/O architectures. During recent months, IBM has formed important business alliances related to OS/2. Mr. Soyring will describe the role of these alliances with OS/2.

John Soyring is responsible for providing a centralized focus for marketing and technical support of workstation and personal computer software products. Prior to his current position, John was director of the IBM Austin Programming Center which included responsibility for the worldwide development and business management of products such as IBM OS/2 EE and IBM OS/2 LAN Server. His undergraduate work was in electrical engineering with graduate work in computer science, electrical engineering and business administration.

2. Developing Better Corporate Applications Using OS/2 2.0
Marty Cawthon, President, Cawthon Software Group
IBM calls OS/2 2.0 the "platform of choice". How can you, the corporate application developer, best use this new platform to better your firm's information processing? Marty Cawthon, president of Cawthon Software Group and Chief Developer of ChipChat, will discuss the OS/2 2.0 platform: differences between the 16-bit OS/2 and the 32-bit OS/2 2.0, migrating applications to 32-bit OS/2 2.0 and how the new 32-bit OS/2 can integrate with OS/2, DOS, and DOS extender programs. Mr. Cawthon's talk will be given at 9am and 5pm to minimize attendee conflicts.

3. Exhibits
We will again have an "OS/2 Theme Row" with demonstrations by Cawthon, Imara and IBM.
IBM will demonstrate its 32-bit operating system, OS/2. Emphasis will be placed on existing DOS applications running in multiple virtual DOS mode (MVDM) and network requestor operation on an IBM OS/2 LAN Server 1.30.1 network. Examples of OS/2 programs to be shown include Describe, LOTUS 1-2-3/G, PageMaker version 3.0, ChipChat and Corel Draw for OS/2. Systems Engineers will be available for questions.

The show floor will, of course, also include the latest software for DOS, Windows, and UNIX. No matter what your company's microcomputer strategy, you should be able to find solutions at C.A.M.P.

If you have not already registered, please detach and fax the form below:

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C.A.M.P. Twelfth Conference and Vendor Fair
Sept. 25, 1991
To register, complete and mail to: (please print or type)
C.A.M.P., Suite 205, 950 Skokie Blvd., Northbrook,
IL 60062-4017   FAX:(708) 291-1367

Name_____

Title_____

Company_____

Mail Stop/Department _____

Address _____

City _____ State ____ Zip ___

Telephone _____ FAX # _____

Please indicate:

Number of micros in entire company_____
Number of those micros that:
        are on LANs:_____
        are Macs:_____
        communicate with IBM mainframes:____
        communicate with DEC VAXs:_____
        use Windows:_____
        use OS/2:____

The people listed on this form are all employed full-time in the management, support or development of microcomputer use within an end- user company, government agency or college. They are not involved in the sales or sales support of computer products or services. By attending the event they all consent to the use of photographs of them in future promotional materials related to the show.

Signature: _____ Date:_____

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Wireless LANs - WHY and HOW?

Wylie Crawford, President, Kenwood Associates, Inc.

Wireless techniques for connecting PCs have been around for years. But only recently have some serious entries come into the field which provide realistic speeds, adequate data security, and economical price points. Wireless technology is currently viewed as useful for situations involving frequent moves and changes of network stations, temporary installations, historic buildings, and hostile environments. But an argument can be made that wireless technology is the "wave of the future" (pun intended). This presentation will summarize the pros and cons of the existing technologies, using currently-available products as examples, and then will investigate the cost/benefit aspects of copperless and fiberless networks.

Distributed Network Analysis

Joann K. Davis, Network General

Distributed Network Analysis is the only way to effectively manage and/or support a network that has grown beyond a single segment or ring. It allows a single network professional to literally "clone" himself/herself and proactively monitor and solve problems on LANs that may be located across the country.

Baselining and Benchmarking

Joe Bardwell, Network General

Baselining and Benchmarking track network performance in order to more effectively optimize performance, plan for growth, and prevent problems from impacting user productivity. A Baseline can be compared to a baseline EKG - it provides information regarding the number of users, the amount of data, errors, and what percent of the network's total capacity is being currently used. A Benchmark could be compared to a stress test. It tells you how long specific network operations take at a given point in time. Both can be used to make buying decisions and to avoid inappropriate purchases.

This meeting is limited to subscribers to the Networking and Application Development Subscription series, but prospective subscribers may attend one meeting free. Another employee of the same company may substitute for the subscriber. To attend, one must be employed full-time in an MIS department or an Information Center in an end-user company. 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 respond via the CAMP electronic bulletin board.

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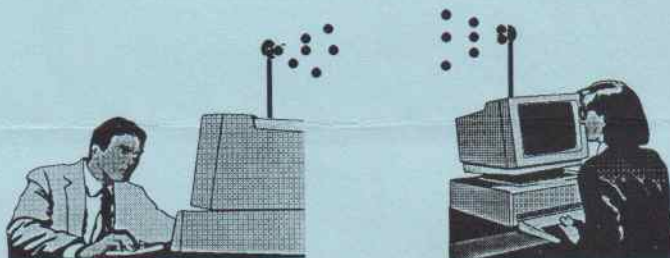
The Speakers

Wylie Crawford

Wylie Crawford is the president of Kenwood Associates, Inc. (USConnect of Chicago). Kenwood is a full-service network support organization, offering consulting and design, training, installation, phone support, and hardware maintenance services to organizations in the metropolitan Chicago area. Mr. Crawford is a past Chairman of LANDA (the Local Area Network Dealers Association) and for several years was a columnist on networking topics in Computer Reseller News. Mr. Crawford is known nationally for his expertise on networking and has shared his knowledge with CAMP at two prior sessions.

Joann Davis

Joann Davis has been involved in the computer industry for over 19 years, having served in management capacities at Honeywell, Compaq, and Network General. She is currently the Midwest District Manager for Network General.

Joe Bardwell

Joe Bardwell has been involved in the computer and networking industry for over 15 years. Mr. Bardwell has worked as a systems programmer and has experience working for a software developer as well as for micro computer dealers. Mr. Bardwell is a Regional Systems Engineer for Network General, and has conducted numerous public seminars on network management and troubleshooting.

Please save September 25 for CAMP's Twelfth Conference/Vendor Fair
Featuring: Bill Gates, Philippe Kahn, Jim Manzi, Sam Whitmore, and Marty Cawthon

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I will be attending the **Thursday, September 5, 1991** Networking and Application Development Subscription Series

Name:_____ Company:_____ Phone:_____

C.A.M.P. Micro-Manager Series Meeting

August 7, 1991 Meeting   1 to 5pm
Holiday Inn-O'Hare International
Rosemont, IL

Session: OS/2 Experiences

Objective: Provide attendees an accurate gauge of user
experiences with OS/2.

Format: Four to five panelists speaking from 10 to 20 minutes
each. Q&A and discussion will follow.

Individual topics:
Each speaker should talk about how OS/2 is being used in
their organization, what successes they've had, what
challenges they've had to overcome, what they'll be doing in
the future, etc.

Press coverage:
There is a moderate chance that a reporter will be there.
You can speak off-the-record if you don't want to become
famous.

Please send three sentences or more describing what you are
doing with OS/2. Also include a few sentences describing
your title and background.

FAX the information to Julian Horwich at 708-291-1367.
 Voice phone is 708-291-1360.
Thanks.

CAMP

Corporate Association for Microcomputer Professionals
Micro-manager Subscription Series
Wednesday, August 7, 1991 1:00PM - 5:00PM

What Does the Borland Acquisition of Ashton-Tate Mean to You?

A representative of Borland International will discuss the recent acquisition and how it will impact both Borland and Ashton-Tate accounts.

OS/2: Real-Life Experiences

A panel of CAMPers will describe their experiences with OS/2. Success stories and challenges will be covered. Marty Cawthon, CEO of Cawthon Software Group and one of the first OS/2 PM developers, will also be available to answer questions on current trends. At press time, our panel included the following three speakers:

Don Tabler, Associate Director, Contintental Bank. Mr. Tabler will describe why the bank developed for the GUI and OS/2 EE. He will describe how they implemented CUA. The use of OS/2 EASEL as a development tool to leverage COBOL programmers will be described. By coding in "C", the bank extended the power of EASEL. Mr. Tabler will conclude with a description of the benefits and issues encountered over the last three years.

Lee Spaniol, Systems Programmer, Consolidated Communications, Inc. C.C.I. utilizes OS/2 for two main purposes, Host access (5250 emulation and 3270 emulation) and LAN access. They utilize the EE Communications Manager component for this functionality, attached via token ring or directly. This also allows utilization of printers connected to the PC to be used as mainframe printers utilizing DFT, reducing the printing and distribution requirements of their Data Center.

Jim Murdoch, Research Consultant, Kemper Insurance. Mr. Murdoch will describe Kemper's current uses of and experiences with OS/2. All the LAN servers (around 50-70) are OS/2 1.2-based. They are in the process of developing a couple of cooperative processing applications using EASEL for OS/2. One is a major application, the other is a pilot Executive Information System. Any new desktop publishing systems are based on OS/2 to take advantage of PageMaker's multitasking features. Their OS/2 support group has tested OS/2 1.3 and is preparing migration plans. They intend to migrate all OS/2 systems to 1.3 soon.

Successful Outsourcing

If you have the need to hire outside help and don't know how to go about it, or already have outside help and don't know how to manage them, then don't miss this meeting! At this session, Barry I. Feldman, of The Consultant Connection, Inc., and Laura Dribin Werner, of DW & Associates, will chair a panel discussion on Successful Outsourcing. Topics for discussion will be:

I. Outsourcing - What is it?
    A. The Benefits
    B. The Detriments
II. To Outsource or Not To Outsource
    A. Identifying your needs
    B. Indentifying your in-house resources
    C. Defining the goals to be accomplished by outsourcing
III. Once You Have Decided to Outsource
    A. How to choose the appropriate consultant(s)
IV. The Project Plan and Contract - Your Road Map and Safety Net
    A Review of a sample development project plan and contract
    B. What project responsibilities will you and should you assume?
Open Discussion On Outsourcing

Speakers:

Don Tabler
Don Tabler is an 18 year MIS veteran. His mainframe background includes IMS, CICS, telecommunications, and assembler programming in a COBOL environment. He introduced PCs into the bank 7 years ago.

Lee Spaniol
Mr. Spaniol is a Systems Programmer with Consolidated Communications, Inc, with over 5 years of experience with all types of personal computing and communications. He has been working with OS/2 since December 1988, starting with OS/2 EE 1.1 up through the latest release. He is responsible for approximately 400 personal computers and the associated LANs and host connectivity for those personal computers.

Jim Murdoch
Mr. Murdoch has been at Kemper for 12 years. He started as an applications programmer then moved into the Development Center as a support technician and later became a DC supervisor. His current position is as a Research Consultant. His department is responsible for investigating new computing technologies to determine their fit into Kemper's strategic office automation architecture.

Barry I. Feldman
Mr. Feldman is the Referral Manager for The Consultant Connection, Inc., a computer consultant referral service. He has been an independent computer consultant for over 15 years. He has successfully managed, using standard project management techniques, many hardware and software projects from start to finish. He has also found that most of his business clients did not know how to find, hire, and/or manage the work of computer consultants. In September, 1989 he founded TCC to help businesses find, hire, and manage computer consultants.

Laura Dribin Warner
Ms. Dribin Warner currently runs DW & Associates, a microcomputer consulting firm specializing in software development in the Windows, OS/2 and DOS environments. Previously, she worked for Arthur Anderson in their consulting division and for Microsoft Corporation. She has developed mainframe applications and supported minicomputers. Her experience is in designing application software for microcomputers, database management systems, and communication design (local area networks and micro-to-mainframe).

Reserve September 25 for our Twelfth Conference and Vendor Fair featuring: Bill Gates, Philippe Kahn, Jim Manzi, Marty Cawthon and Sam Whitmore

This meeting is limited to employees of companies that have subscribed to the Micro-manager Subscription series, but prospective subscribers may attend one meeting free. To attend, one must be employed full-time in an MIS department or an Information Center in an end-user company. 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 respond via the CAMP electronic bulletin board.

This meeting will be held at the Holiday Inn-O'Hare/International 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. C.A.M.P.'s phone number is 708.291.1360.

Our plan is to present the sessions in the order described above, but we reserve the right to change the order at the last minute based on the speakers' availability.

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To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367
I will attend the **Wednesday, August 7, 1991** Micro-manager Subscription Series Seminar

Name: _____ Company: _____ Phone: _____

CAMP

Corporate Association for Microcomputer Professionals
Networking and Application Development Subscription Series
Wednesday, July 17, 1991 1:00PM - 5:00PM

Application Development for SQL Database Servers
Richard Finkelstein, President, Performance Computing

Richard Finkelstein will start with an update on SQL database servers. He will describe some recent user success stories and problems. How users are resolving some of these problems will be described. Some parameters from real-life experiences will be given, such as the number of users, sizes of databases, transaction rates, etc.

New front-end tools for application development will also be described, especially Dataease, Paradox, SQL Windows, Uniface, Ingres/4GL Windows, and dBase IV-SQL server. Richard will also describe the issues involving the following environments running on client workstations: OS/2 PM, Windows, DOS 5.0, and UNIX.

Discussion: Attendees will describe their experiences with database servers.

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, and Database Programming and Design. He has lectured around the world on topics relating to database technology and is the 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. Richard has appeared before C.A.M.P. on four previous occasions. All were extremely informative and entertaining.

This meeting is limited to employees of companies that have subsribed to the Networking and Application Development Subscription series, but prospective subscribers may attend one meeting free. To attend, one must be employed full-time in an MIS department or an Information Center in an end-user company. 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 respond via the CAMP electronic bulletin board.

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Future events:

July 10-11 - Memory seminar featuring DOS 5.0

August 7 - Micro-manager meeting - OS/2 experiences

September 5 - Networking and App. Development mtg.
   Wireless LANs
   LAN performance and diagnosis

September 25 - Twelfth Conference/Vendor Fair
Featuring Bill Gates, Philippe Kahn, Jim Manzi,
 Sam Whitmore and Marty Cawthon

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367
I will be attending the **Wednesday, July 17, 1991** Networking and Application Development Subscription Series

Name:_____ Company:_____ Phone:_____

Corporate Association for Microcomputer Professionals
Micro-manager Subscription Series
Wednesday, June 12, 1991 1:00PM - 5:00PM

CAMP ™

Managing the Migration to Windows - Julie Eddy, Corporate Software

Corporate Software will deliver a presentation which will focus on the issues associated with migrating users to a graphical user interface under Microsoft Windows. In 1990, Corporate Software, a reseller to Fortune 1000 corporations, conducted a pilot program in conjunction with Microsoft which involved 14 major corporations and more than 200 end users who were migrated to the Windows environment. The presentation reviews the results of the pilot program including the user learning curve experienced, support requirements and challenges identified as a part of the migration process. In addition, Corporate Software will review a number of Migration Services for Windows which were developed to assist large corporations in the effort to effectively migrate users to a Windows environment.

Trying Out NewWave on Windows - Chris Means, Baxter Healthcare

With HP's introduction of NewWave for Windows v3.0, IBM-compatible PC users are finally afforded the ability to orient their computer use around their work, rather than orienting their work around the computer and the limitations of DOS. This presentation will cover NewWave's capability to incorporate yesterday's, today's, and tomorrow's applications into the same working environment. Many believe its ease of use for novices as well as experts is better than anything currently available. Our speaker will present how to use NewWave as a migration path for ex-Macintosh users. He will also present the more esoteric benefits and pitfalls of moving to the NewWave environment, including Microsoft's OLE technology and the possibility of a competing or complementary technology.

Windows Use

We will have an extended discussion involving how attendees have planned and implemented a Windows migration strategy. We will also discuss what hardware configurations have been chosen. Windows utilities and applications will also be covered.

Please note the different time and location for this meeting.

Other CAMP events

Micro-manager Series
    May 29   1. Role of IC Manager in Managing Change 2. Software Licensing
Networking and Application Development Series
    July 17   App. Development for SQL database servers - Rich Finkelstein
Special All-day Seminars
    June 4   LAN Concepts and Technology
    June 5   Netware Implementation and Management
    June 20-21   Breaking the 640K Barrier - Appleton, Wisconsin
    July 10-11   Breaking the 640K Barrier - Rosemont, Illinois
Reserve September 25 for the CAMP/PC Week Twelfth Conference/Vendor Fair Featuring Bill Gates and Jim Manzi

The meeting is limited to employees of companies that have subscribed to the Micro-manager Subscription Series, but prospective subscribers may attend one meeting free. To attend, one must be employed full-time in an MIS department or an Information Center in an end-user company. 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 may also use the CAMP electronic bulletin board to RSVP.

The meeting will be held at the Sheraton North Shore Inn at 933 Skokie Boulevard in Northbrook, IL. The hotel's phone number is 708.498.6500. CAMP's phone number is 708.291.1360.

The Speakers

Julie Eddy
Julie Eddy joined Corporate Software in 1989 as a Consulting Engineer in the Information Services Group where she helped develop service programs directed at the corporate information center. Ms. Eddy managed Corporate Software's GUI Pilot Program and is one of the authors of the company's white paper, "Challenges in Migrating to the Windows Environment" and the "Windows Migration Project Planning Manual" which is a comprehensive guide through the migration process. Prior to Corporate Software, Ms. Eddy was a product manager for information center products at Cullinet Software responsible for Cullinet's micro, micro-mainframe and query and reporting products. Ms. Eddy holds an MBA from Northeastern University in Boston and a BA in Math and Economics from Smith College in Northhampton, MA.

Chris Means
Chris Means has been employed by Baxter Healthcare for over 5 years. The first 1 1/2 years in Corporate Human Resource Information Systems as a Data Analyst, and the past 3 1/2 years in the function of Network Administrator for the Renal Division. Chris has worked with Windows since v1.04, but after the release of v2.03 lead the division to move to the Windows interface in early 1988. Since then, the Renal Division has been a pioneer in the Windows/LAN arena. He has personally used NewWave as his base environment since it was first available under Windows v2.1x, now running under Windows v3.0a. Having a background of a programmer, and extensive knowledge of the Windows interface has afforded him the ability to be a beta tester for a number of Windows applications such as HP's NewWave, Microsoft Word for Windows, Channel Computing's Forrest and Trees, Da Vinci Systems's eMAIL, WallData's Rumba and others. This has given his division a technological edge in the Windows environment.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062-4017   FAX: 708.291.1367
I will be attending the Wednesday, June 12, 1991 Micro-manager session at the Sheraton in Northbrook

Name: _____ Company: _____ Phone: _____

CAMP™

Paul Flattery
Baxter

NEWS FLASH!

At our May 29 meeting, Ron Davis of Microsoft's corporate office will unveil Microsoft's new software licensing policies. Ron is the Group Manager of Corporate Marketing. The policies haven't gone to the printer yet, so your input could be very useful.

In addition, the following other executives have accepted our invitation:

Neal Goldman, Legal Dept., Lotus Development, Cambridge,MA
Madson Buchbinder, Mgr. US Sales, Ashton-Tate, Torrance,CA
Brian Embree, Regional Mgr., Word Perfect

Ken Wasch of the SPA will hand out videotapes for use in promoting user awareness of licensing issues.

Karen Lohss will describe how to Manage Change in the Information Center.

Your fellow micro managers will describe how they handle licensing issues in their own shops.

The meeting will be held on May 29 from 12:30 to 5:00pm at the Holiday Inn O'Hare in Rosemont.

There is still some space available. To RSVP, please FAX this form to CAMP at 708-291-1367.

Survey - May 29, 1991

Please fill out this form and leave it on the back table

A. What additional programs should we have?

B. What are your feelings about today's program and speakers?

Name (optional)_____

Company (optional)_____

The Role of the IC Manager in Managing Change
Karen Lohss

An IC Manager and the IC department are change agents within the organization, as well as the targets of many externally introduced technological changes. Change then, becomes the central focus of an IC's daily routine. If an IC is to run efficiently and effectively for the organization, all members of the department must understand the principles of change. The IC Manager must not only understand the principles of change, but must also manage the change process, so that each "change" achieves its stated objectives.

Our speaker will address the human issues of the change process. The talk will demonstrate how an IC Manger can integrate change methodology into the functions of the IC department. The presentation will provide IC Managers with a systematic process for managing the human elements critical to the long-term success of their internal programs, and the continued acceptance of the changes which will be demanded of them.

Karen Lohss has over twelve years of diverse experience in system design and implementation, combined with extensive consulting in the process of change. Karen's experience provides her with a strong foundation to speak on the tenants of change in technically based organizations. Karen consults with executives and senior managers, and conducts seminars and training workshops focusing on the change process. Prior to her affiliation with LaMarsh and Associates, Karen was a senior consultant in the systems and consulting practice of the largest CPA firm. She later moved to internal consulting in one of Chicago's largest manufacturing concerns, leaving as a senior manager in the information systems department, responsible for executive systems support. Her consulting and training clients include Millipore Corporation, Helene Curtis, Chemical Waste Management, the Federal Office of Personnel Management, Continental Food Packaging, the U.S. Department of Labor, Manufacturing Management Associates, and the Chicago Transit Authority. Karen received her Bachelor of Arts from Hanover College and her MBA from Miami University.

Software Licensing - Part Two

At our February 20 meeting, Katherine Borsecnik of the SPA gave a talk on Software Licensing. At that meeting, the participants expressed their interest in meeting with software vendors. At the May 29 meeting, representatives of Microsoft, Lotus Development, Ashton-Tate and Word Perfect will present a description of their current policies and their future plans. Attendees will be able to provide input to the vendors on what changes would be helpful.

In addition, Ken Wasch, the executive director of the Software Publishers Association, will show a new videotape from the SPA entitled "It's Just Not Worth the Risk," More than just an anti-piracy training film, the videotape is a drama that shows how the senior management of a company grapples with questions surrounding licensing, upgrades, home-use and general user attitudes about software piracy. Each attendee will receive a copy of the videotape. Ken will provide attendees with anti-piracy posters as well as the SPA Software Audit Kit.

We will also have a discussion with attendees of what steps have worked in their own companies in raising software licensing issues. Attendees will also present their experiences with LAN software metering systems. The computer trade press will be excluded from the meeting. This meeting is designed to allow the corporate micro professional community and the computer industry to work together to achieve our common goals.

Don't Copy That Floppy!

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Because of the importance of this meeting, one need not be a member of the Micro-manager subscription series to attend. One must be employed full-time, however, in an MIS department or an Information Center in an end-user company. 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 respond via the CAMP electronic bulletin board.

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To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367
I will be attending the **Wednesday, May 29, 1991** Micro-Manager Subscription Series

Name:_____ Company:_____ Phone:_____

C.A.M.P. Micro-Manager Series, May 29, 1991, 12:30-5:00PM

Today's schedule

1. Introduction - Julian Horwich

2. Problem of the day

3. The Role of the IC Manager in Managing Change - Karen Lohss, LaMarsh and Associates

4. SPA videotape - "It's Just Not Worth the Risk"

5. Ideal License Agreement - Ken Wasch, SPA

6. Discussion - Licensing in attendee companies - Education and audits - Julian Horwich

7. Discussion - LAN Software Metering - Julian Horwich

8. Software Vendor Licensing Presentations
   (in order by the most frequent flyer points earned coming to the meeting)

Microsoft Corporation - Ron Davis, Group Manager, Corporate Marketing, Redmond, Washington
Ashton-Tate - Nancy Kelso, Manager of Sales and Marketing Support, Torrance, California
Lotus Development - Gretchen Sommerfield, Legal Department, Cambridge, Massachusetts
WordPerfect - Brian Embree, Regional Manager, Chicago

9. Panel discussion - all speakers

10. General discussion

Upcoming events
Networking and Application Development Series
   July 17 - Application Development for SQL Servers - Rich Finkelstein

Micro-Manager
   June 12 - Managing the Migration to Windows; New Wave

One-day seminars
   June 4 - LAN Concepts and Technology - Ken Zoline
   June 5 - LAN Implementation and Management for Novell Netware - Ken Zoline

Special Two-day seminar - Breaking the 640K Barrier
   including representatives from Novell, Microsoft, Qualitas, Quarterdeck, Lotus Development, Ashton-Tate,
   DCA, Attachmate, discussing their products in relation to memory management with special attention to
   "the next version of DOS", Windows 3.0, and connectivity.
The seminar will be held twice:
   June 20-21 - Appleton, Wisconsin
   July 10-11 - Rosemont, Illinois

Reserve September 25 for our Twelfth CAMP/PC Week Conference and Vendor Fair, featuring Bill Gates' fourth
appearance and Jim Manzi, chairman of Lotus Development.

Network Printing - Part One
Novell will have two senior systems engineers present to cover tricks and tips on network printing as well as network optimization.

Network Printing - Part Two
Cornelius (Pete) Peterson, President and CEO, Digital Products, Inc.
If 1990 was the year of the LAN, then 1991 is shaping up to be a watershed year for network printing. Already this year three printers have been released that are specifically designed for use on Local Area Networks. Network printing, however, remains an area full of weaknesses for most users. High performance network printers demand a high performance print server that will enable users to take advantage of the printers' features and speed. During this session, some of the required elements/benefits LAN print servers must provide will be examined, including the ability to support the optimum speed of a printer when printing graphics, the ability to provide maximum flexibility and convenience in locating printers, the ability to offset degradation caused by printing on a file server or a non-dedicated workstation, and the ability to support more than one printer per server. Various contemporary hardware and software print server solutions will be examined.

A New Approach to Intra & Inter-Enterprise Networking: Connect with Your Company's Forgotten Users, as well as Customers, Suppliers, and Channels of Distribution
John C. Bacon, Chief Operating Officer, XcelleNet, Inc.
Many organizations tend to perceive needs of their clients in terms of known, existing technologies. As a result, we tend to talk about the "mainframe market" or LAN solutions" and so on. In his talk, Mr. Bacon will briefly trace the development of existing topology "solutions" and point out that there is a large unserved group of users that may exist within your company. Companies with large numbers of remote PC users who are not well served by conventional wide area network technology oftentimes fail to properly heed the requests of those users simply because there's no good commercial solution for their needs.

In his talk, Mr. Bacon will provide a checklist to help CAMP members determine if these conditions exist inside their companies, to identify the need to serve users outside their companies (customers, vendors, channels of distribution) and illustrate ways to construct a new kind of server-based extension to existing networks.

The meeting is limited to employees of companies that have subsribed to the Networking and Application Development Subscription series, but prospective subscribers may attend one meeting free. To attend, one must be employed full-time in an MIS department or an Information Center in an end-user company. 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 respond via the CAMP electronic bulletin board.

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Cornelius (Pete) Peterson founded Digital Products Inc. in 1984. As president and chief executive officer, he has positioned the company as the market leader in printer sharing and sub-LAN departmental connectivity. Prior to forming Digital Products, Mr. Peterson founded Distribution Management Systems, Inc. (DMS) in 1976. The company, based in Lexington, MA, is a major supplier of distribution systems for Fortune 1000 companies. In the spring of 1987, DMS was sold to Cullinet Corporation of Westwood, MA. In 1969, Mr. Peterson was a founder of Softech, a leading supplier of computer language and software development products and services. In 1973, he was named president and chief executive officer of Softech, which is located in Waltham, MA. Mr. Peterson previously held several sales and general management positions with New England-based technology companies. He received a bachelor of science degree from MIT and master of science degree from MIT's Sloan School of Management.

John C. Bacon is Chief Operating Officer of XcelleNet, Inc., an Atlanta software developer. Bacon, a graduate of the Georgia Institute of Technology, joined XcelleNet in September of 1989. He has spent his entire career in electronics, communications, and computing networks beginning with his role in packaging the world's first microcomputer in 1971. Bacon spent 17 years with Scientific-Atlanta, Inc., a manufacturer of satellites and broadband communication systems, in a variety of positions in sales and marketing, product development, operations and general management. From 1984 to 1985 he was President of Agris Corporation, a developer of transaction processing software for remote personal computers. From 1985 to 1989 he served as an officer of Digital Communications Associates, Inc. as Vice President/General Manager, LAN Communications; and Vice President/ Marketing, responsible for marketing the firm's IRMA micro to mainframe products and the development of new LAN-based OS/2 communication servers.

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To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will be attending the **Tuesday, May 14, 1991** Networking and Application Development Subscription Series

Name:_____ Company:_____ Phone:_____

The Role of the IC Manager in Managing Change
Karen Lohss

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To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367
I will be attending the **Wednesday, May 29, 1991** Micro-Manager Subscription Series

Name: _____ Company: _____ Phone: _____

LAN Feasibility and Implementation

Niva Oghigian, Xerox Corporation

This presentation will discuss factors to consider when determining if a user department needs a LAN, including benefits/costs and key requirements. An implementation checklist will be provided and tips for success will be shared.

High Speed Modem Communications and PC FAX Technology

Dick Gough, Intel Corporation

As PC communications becomes increasingly global, MIS managers must address various issues when making long-term modem and fax purchasing decisions. Knowledge of worldwide communication standards is critical as baud rates continue to climb. And managers also need to realize what lies ahead in the evolution of PC fax technology.

During his presentation, Dick Gough will demystify current "V.XX" standards and explain their viability in PC communications today. He will also discuss what issues are crucial when analyzing fax platforms.

Netware Interoperability

Jerry Mayfield, Novell, Inc.

Novell Netware and Industry Standards

> This part of the presentation will cover how Novell views industry standards and the products that they are developing that will allow Netware users to benefit from these industry trends.

Netware and the Desktop - DOS, MS Windows, OS/2, Apple Mac, and Unix

> This part of the presentation will cover Novell products that provide not only support but interoperability of the strategic desktop systems. We'll cover how data files, such as word processing documents, can be shared by multiple types of systems.

Communication Protocol Support - IPX/SPX, AppleTalk, TCP/IP, and OSI

> Here we cover the concept of Netware 3.11 as a protocol engine, designed to concurrently support multiple protocols at the same time. We will focus on one of the newest offerings, TCP/IP. Such topics as routing, IPX tunneling and performance issues will be covered. We will also cover the concept of ODI (Open Datalink Interface)

The meeting is limited to employees of companies that have subscribed to the LAN/Development Subscription Series, but prospective subscribers may attend one meeting free. To attend, one must be employed full-time in an MIS department or an Information Center in an end-user company. 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 may also use the CAMP electronic bulletin board to RSVP.

The meeting will be held at the Sheraton North Shore Inn at 933 Skokie Boulevard in Northbrook, IL. The hotel's phone number is 708.498.6500. C.A.M.P.'s phone number is 708-291-1360.

Reserve April 30 for our Eleventh Conference / Vendor Fair. Featuring five concurrent sessions on the technical and management information that you need! And exhibits of the most important business solutions.

Speakers

Niva Oghigian

Ms. Niva Oghigian is a consultant for Xerox Corporation. Her responsibilities include working with customers to help them identify their requirements and achieve interoperability for their document production environments using advanced technology. Prior to this, Ms. Oghigian was Manager of Distributed Systems for CNA Insurance. She was responsible for corporate direction for distributed/office systems and the project management, development, implementation, and support of PC/LAN systems. Ms. Oghigian managed the development of PC/LANs from feasibility through implementation and support, as well as provided consulting services to application developers and users.

Dick Gough

Dick Gough is the PC Telecommunications business unit manager at Intel. He is responsible for the planning, development and marketing of Intel's communications products. Before joining Intel in 1989, Gough was with IBM for 25 years and was a key participant in the development and launch of IBM's Personal Systems product line.

Jerry Mayfield

Jerry Mayfield acts as a technically oriented interface between Novell's product development groups and the national and major accounts. He has been in the computer industry since 1976. During this time, he has concentrated on Unix-based systems and the networks used to support them.

> **Note the different time and location for this meeting.**

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

I will be attending the **Tuesday April 2, 1991** LAN and Development session at the Sheraton.

Name:_____   Company:_____   Phone:_____

C.A.M.P. LAN / Development Series, March 6, 1991, 1:00-5:00

1. Introduction - Julian Horwich

2. Netware Clinic - Ken Jacobsen, Novell

3. LAN Manager Clinic - Mike Maier, Microsoft

4. Problem of the day

5. Fiber Optics in Local Data Communications - Lynell Reed, VP of Engineering, Raycom
    Systems (introduced by Scott McDonald, Regional Sales Manager, Raycom Systems)

6. Discussion - LAN hardware and software

Upcoming events:
LAN/Development:
April 2: LAN Feasibility and Implementation,
    High Speed Modem Communications and PC FAX Technology
    Netware Interoperability

Micro-Manager:
March 20: Windows - Under the Hood

Reserve April 30, 1991 for the CAMP/PC Week Eleventh Conference and Vendor Fair.
We will have an expanded conference program, new products and, of course, a large number of door prizes.
Registration material will be mailed to you by mid-March.
Some of the talks planned for April 30 include:
DOS, Windows, OS/2, Unix, Microsoft, IBM, What's Really Going On Here?
Data Protection, Recovery, and File Management
Reinventing the PC Support Organization
Troubleshooting LANs
Understanding Interrupt and Memory Conflicts
Choosing Tools for Corporate Applications Development
Bridges, Routers and Gateways
OS/2 Technical Session: Applications Controlling Other Applications with DDE
Developing Strategic Business Applications on LAN-based Platforms
Postscript and Type 1 font technology
Integrating MS-DOS to the Mac Platform

One-day seminars taught by Ken Zoline:
May 14: LAN Concepts and Technology
May 15: LAN Implementation and Management
June 4: LAN Support and Expansion - Advanced Topics for Novell NetWare

The Yankee Group, one of the industry's most respected research firms, recently released a study that showed that fiber is definitely the fastest-growing transmission medium for LANs. At this event Raycom Systems will provide a two to three hour tutorial on this important technology. We will also have a discussion on what LAN wiring, hardware and software are being used in the attendees' companies.

Fiber Optics in Local Data Communications

Lynell Reed, Vice President, Engineering, Raycom Systems

Fiber optics are having a dramatic impact on campus wide networking. Networks are becoming larger, faster and more flexible. We'll look at how fiber optic cabling can be employed in a campus backbone network and used in conjunction with simple phone wire in Ethernet, Token-Ring and data communication applications. You will learn about the ANSI X3T9.5 standard for Fiber Distributed Data Interface (FDDI) and how it might help you improve your enterprise-wide network performance. We'll examine how to plan a hybrid-media network, how to gain maximum flexibility in host and peripheral placement, and when and where to use fiber optics to achieve maximum system performance.

Our trainer, Lynell Reed, has over 17 years of experience in the data communications field. She is currently the Vice President of Engineering with Raycom Systems, Inc., an affiliate of 3M Corporation. Raycom designs and manufactures high speed communications equipment for use with fiber optics. Before joining Raycom Systems she held both development engineering and systems engineering positions with NBI and IBM. She holds a B.S. in Electrical Engineering from California State University.

The meeting is limited to employees of companies that have subscribed to the LAN / Development Subscription Series, but prospective subscribers may attend one meeting free. To attend, one must be employed full-time in an MIS department or an Information Center in an end-user company. 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 may also use the CAMP electronic bulletin board to RSVP.

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. C.A.M.P.'s phone number is 708-291-1360.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062   FAX: (708) 291-1367
I will be attending the **Wednesday March 6, 1991** LAN and Development session.

Name:_____ Company:_____ Phone:_____

Windows Under the Hood
Ty Carlson, Microsoft Corp.

In order to provide the best support to users of Microsoft Windows, it is helpful to understand what goes on "under the hood". Our speaker will discuss the internals of Windows which includes the kernel, user, GDI, Windows scheduling system and device drivers. Ty will start with a tutorial on this topic. The rest of the meeting will be devoted to answering your questions. We will also have a discussion of how attendee companies are installing and supporting Windows.

Ty Carlson received his B.S. from Pacific Lutheran University in Engineering Physics and Computer Engineering. He started with Microsoft in 1987 as a support engineer for the Windows Software Development Kit (SDK). He later moved to the Windows3 development team. He is now an engineer with the Windows transition team.

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Choosing Tools for Corporate Applications Development
Bridges, Routers and Gateways
OS/2 Technical Session: Applications Controlling Other Applications with DDE
Developing Strategic Business Applications on LAN-based Platforms
Postscript and Type 1 font technology
Integrating MS-DOS to the Mac Platform

- -

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360   FAX: (708) 291-1367
I will be attending the **Wednesday March 20, 1991** Micro-Manager session.

Name:_____ Company:_____ Phone:_____

Micro-Manager Lecture Discussion Series Feb. 20, 1991 1:00-5:00

1. Introduction, Julian Horwich

2. Problem of the day. (Please present any questions to the group)

3. Software License Agreements, Katherine Borsecnik, Dir., Operations,
    Software Publishers Assoc.

4. Break

5. Averting LAN Disaster, Kenneth O. Zoline, Kenneth O. Zoline & Assoc.

6. Discussion
    Viruses
    Electromagnetic emission health hazard
    Windows and OS/2
    Officevision, SAA, etc.
    Application software choices

Reserve April 30 for our Eleventh Conference and Vendor Fair, featuring industry leaders, ex-
panded conference sessions, exhibits by multitudes of vendors, and valuable door prizes. Last
time we gave away 75 door prizes, including a laptop, printers, modems, etc.

CAMP has two subscription series, the Micro-Manager group and the LAN & Development group
Both meet every one to two months. To get on the mailing list for meetings like this, send in the
application form (available on the table in the back of the room) or contact CAMP at 708-291-
1360.

Survey - February 20, 1991

Please fill out this form and leave it on the back table.

1. What additional programs should we have?

2. What are your feelings about today's program and speakers?

3. In order to plan our Eleventh Conference/Vendor Fair on April 30, please tell us which of the following sessions is of most interest to you:

	most interest	maybe	least interest
1. Keynote by top IBM exec			
2. Keynote by Microsoft exec on Windows3, OS/2, etc.			
3. "DOS, Windows, OS/2, Unix, Microsoft, and IBM: What's Really Going on Here - Will Zachmann			
4. "The utilities market and other industry directions" Gordon Eubanks, Jr. ,Pres. Symantec			
5. "Moving applications from mainframes to micros", Paul Bandrowski, Sara Lee			
6. "Issues and options for corporate app development", Peter Coffee, PC Week			
7. "Reinventing the PC support organization", Peter Coffee, PC Week			
8. "Troubleshooting LANs", Ken Zoline			
9. "Bridges, Routers, Gateways", Ken Zoline			
10. "Interfacing Macs and Intel based PCs", Don Oehlert, Apple			
11. "Configuring- Interrupt and Memory conflicts", Compaq			
12. Intro to desktop publishing terms			

Comments:

Name (optional) _____

Company(optional)_____

Software License Agreements
~~Ken Wasch, Executive Director,~~
Software Publishers Association

As the Executive Director of the 700-member association representing the PC software industry, Mr. Wasch will speak about the efforts of the Software Publishers Association in helping corporate America monitor internal software use. He will focus on what it takes for a company to become 'software legal', and how to stay that way; how companies can establish effective monitoring mechanisms to ensure that employees adhere to corporate software policies; and how to deal with the myriad of license agreements in existence today.

He will also discuss the recent actions the SPA has taken to ensure compliance with the copyright law including litigation and public awareness. Mr. Wasch will discuss the SPA Self-Audit Kit and SPAudit, a software inventory management program available free to corporations. This program is used to automate the audit process by searching the hard disks of computers of over 690 common business applications. All attendees will be given a free copy of the SPA Self-Audit Kit and SPAudit.

Ken Wasch is the founder of the SPA. The Washington, D.C. based organization represents software publishers, developers, distributors and all those affiliated with the software industry. He received his undergraduate degree in Economics and International Relations from Lehigh University and his law degree from SUNY-Buffalo. Ken Wasch is a contributing columnist for Computer Reseller News and has been named for three consecutive years to the MicroTimes 100 outstanding leaders in the industry. A popular speaker, Mr. Wasch appears regularly at Japanese, American and European gatherings of software executives.

Averting LAN Disaster
Kenneth O. Zoline, President
Kenneth O. Zoline and Associates

Many organizations are not ready for SYSTEMS DOWNSIZING because they lack the necessary staffing and facilites to provide proper PC LAN support. The support staffs in such companies are already over-committed to fixing broken system components and have no time for disaster planning or preventative measures. A crisis is brewing for many companies whose mission critical systems are being deployed on PC LAN platforms. This presentation will examine the nature of LAN system problems and disasters as well as the bottom-line cost of LAN downtime. Several helpful problem prevention and resolution tips will be offered for averting LAN disaster.

Presentation Overview:
* Introduction
* What is disaster?
* The cost of LAN downtime
* Planning for problems and disasters
* LAN problem prevention and resolution tips
* Requisite disaster recovery plans and action

Kenneth O. Zoline is president of Kenneth O. Zoline and Associates, a computer and network systems consulting firm located in Chicago. His firm specializes in the planning, design, and integration of local area and wide area network systems. Ken 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 18 years. He holds both M.S. and B.S. degrees in Computer Science, and he is an adjunct faculty member at the Illinois Institute of Technology. Ken is also a frequent CAMP speaker and instructor.

The meeting is limited to employees of companies that have subscribed to the Micro-Manager Subscription Series. Prospective subscribers may attend one meeting free, provided they are full-time Information Center or MIS development people in end-user companies. 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.

CAMP has two subscription series. The Micro-Manager series covers micro technology choices and management issues. The LAN and Development series covers many of the technical issues of connectivity and MIS development. The next LAN and Development meeting will cover an introduction to optical fiber.

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 **Wednesday February 20, 1991** Micro-Manager session.

Name:_____ Company:_____ Phone:_____

When is a 486™ CPU-based PC the Right Choice?
Tom MacDonald, 486 CPU Product Manager, Intel Corporation

Systems based on Intel's 386™ CPU and 486 CPU have the same 32-bit architecture and can run the same $30 billion software base, protecting users' current investment and creating a stable platform for software developers to write to. The chief difference between the two processors is performance, with 486 systems double that of 386 systems. This session will focus on how 386- and 486-based systems stack up against one another in a variety of different commercial applications, and will explore the new areas in which 486 technology is being applied.

Tom MacDonald is the 486 CPU product manager. He has held his current position for two years. He is based in Santa Clara, California.

PC Upgrade Alternatives
Harry Laswell, Marketing Manager, Intel Corp.

According to a survey at our October Conference, the attendees' companies have over 418,000 PCs. But a large share of those machines are unable to run new operating environments or applications. Micro-managers need to decide when to replace older machines and when to upgrade them. This presentation will explore alternative approaches to upgrading PCs to preserve corporate investment, with a particular focus on CPU upgrades and math coprocessors. The talk will cover both the technical and financial issues of upgrading.

Harry Laswell is the marketing manager of Intel's End-user Components Division. Harry has marketed a variety of Intel's PC-related products for ten years. He is based in Folsom, California.

The meeting is limited to employees of companies that have subscribed to the Micro-Manager Subscription Series. Prospective subscribers may attend one meeting free, provided they are full-time Information Center or MIS development people in end-user companies. If we run out of space in the room only those with reservations will be admitted. Please RSVP by mailing the form below. You can also RSVP via the CAMP electronic bulletin board.

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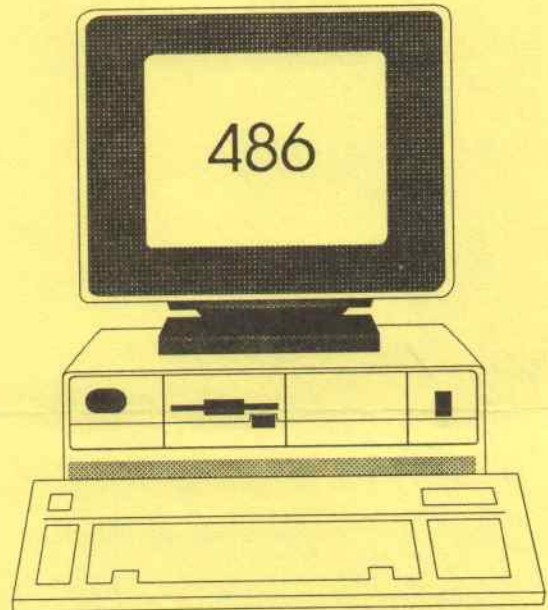
Please note: The bulletin board may be unavailable for a short time in late December or early January.

To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062 (708) 291-1360
I will be attending the **Wednesday January 23, 1991** Micro-Manager session.

Name:_____ Company:_____ Phone:_____

A survey of the attendees at our October 30, 1990 event indicated that 10,015 copies of OS/2 are in use at their companies either on servers or on client workstations. Many C.A.M.P. companies are developing their strategic applications under OS/2. Our two speakers have both addressed C.A.M.P. before and are the ideal speakers to give you a quick update on the operating system that most of us will eventually be using. They will also provide some comparisons of OS/2 to Windows 3.0.

OS/2 Extended Edition; Status and Migration Perspectives
John Chapman, AMOCO Corporation

John Chapman will continue his tradition of providing us updates on the current status of IBM's OS/2 Extended Edition. He will review his work with OS/2 EE at AMOCO and his company's experiences in the Early Support Program (ESP). He will also cover support tests and current projects. Plans for migration, workstation strategies, and expected directions will also be reviewed. A brief assessment of the impact of Windows 3 will be provided.

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 mangement, and has held technical positions in telecommunications, application development, and planning and client support. While in the IC as Manager of Technology Transfer he was reponsible for the coordination of the OS/2 ESP. 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.

John is a frequent speaker at C.A.M.P. known for both his insight and wit. He has also spoken at many conferences and meetings in the U.S. and internationally. During the Summer of 1989, John was one of seven IBM customers invited to teach at the IBM Thornwood internal education center.

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

Developing New Applications for OS/2
Marty Cawthon, President, Cawthon Software Group

Marty Cawthon will discuss developing new applications for the OS/2 environment. Topics will include: "Why OS/2 is more robust and a better investment than Windows 3.0, the new types of applications which OS/2 makes possible, OS/2 development guidance - good sources of information and help". Cawthon will end the talk with an example of a simple Presentation Manager application using Dynamic Data Exchange. Nitty-gritty PM programming details will be covered in the DDE example.

The first half of the talk is appropriate for managers and technical people who are responsible for future software development in their firms. The last half (the DDE example) is appropriate for technical software people who are or will be designing and coding for OS/2 Presentation Manager.

Marty Cawthon is the principal developer of Chip-Chat™, the first asynchronous communications software package for OS/2 Presentation Manager. Marty has been involved in software development since 1978 in the CP/M environment, the DOS environment and now the OS/2 environment. He has an Sc.B. in Physics from M.I.T. and an M.S. in Applied Physics from Stanford. He has worked in a variety of industries including laser-fusion research, power and process equipment sales, computer hardware installation and software design and application. Marty Cawthon is also currently an adjunct professor at Henry Ford Community College. Marty is also a Highland Bagpiper and has made thousands of appearances in the past 25 years performing for audiences, discussing pipe music, and Scottish culture.

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To: CAMP, Suite 205, 950 Skokie Blvd., Northbrook, IL 60062
I will be attending the **Wednesday January 9, 1991** LAN and Development session.

Name:_____ Company:_____ Phone:_____

Survey - January 9, 1991

Please fill out this form and leave it on the back table.

1. What additional programs should we have on LAN or Development topics?

2. What areas do you prefer for meetings?

	Prefer	Good	Not as good
Airport area			
North suburbs			
West suburbs			
Downtown			
South suburbs			
Other: _____			

3. What are your feelings about today's program and speakers?

4. What other topics should we cover?

5. Would you attend seminars on the following topics? These would be one or two days in length and require an additional fee.

	Definitely	Maybe	Probably not	No
Intro to LANs				
LAN Installation				
LAN Administration				
LAN Troubleshooting				
Bridges, Routers, Gateways				

Name (optional) _____

Company (optional) _____

C.A.M.P. LAN / Development Series, Jan. 9, 1991, 1:00-5:00

1. Introduction - Julian Horwich

2. Novell Clinic - Gene Gentges, Rich Kurtz

3. Problem of the day

4. OS/2 Extended Edition; Status and Migration Perspectives - John Chapman, Amoco

5. Break

6. Developing New Applications for OS/2, Marty Cawthon, Pres. Cawthon Software Group

7. Discussion

Upcoming events:
LAN/Development:
March 6: Intro to fiber optics

Micro-Manager:
January 27: 486 vs. 386; Upgrading 8088, 8086, 80286
February 20: Disaster Recovery; License Agreements, Software Publishers Association Raids

April 30 Eleventh Conference/Vendor Fair

May 14-15: Intro and Advanced LAN Seminars