

THE SOFTWARE EXCHANGE

A New Product Review: SCO Meets Altos

The Santa Cruz Operation (SCO) has just released a version of Microsoft WORD 5.0 for XENIX and UNIX systems. Although this release is intended for SCO XENIX 2.3 or SCO UNIX 3.2, I am happy to report that the software works flawlessly on the Altos Series 2000 under Altos System V.

If you're familiar with Microsoft WORD on a PC-compatible and wished for those features on a UNIX word processor, you'll be pleased with this product.

When used with a scan-code type terminal (such as the Wyse WY-60 or the Esprit 3n1) it provides all of the features available on the PC version. One of the major features is the full support of PostScript (or PostScript compatible printers). This allows the use of 12 fonts, each of which can be scaled to any size from 1 to 127 points (about 1-3/4 inches).

The SCO installation procedure DOES NOT work on the Altos machine. It is necessary to load the distribution diskettes using **tar**, then run the individual parts of the installation script.

```
cd /
tar xvf /dev/fd096ds16
cd /tmp
./init.word
./init.dict
```

If you are using a Wyse WY-60 terminal (or any other terminal which emulates a WY-60) it is necessary to modify one of the configuration files. Edit the file **/usr/lib/word/termscan** to remove the entries "XN=" and "XF=". These entries specify the characters to be used for "xon" and "xoff" when in scan code mode. If this change is not made, the word processor will work perfectly, with one exception. It will not accept the letters "W" and "R" in a document. I tried using it this way, but you have to be very creative to create usable business letters which do not contain either of these letters. ■

WordPerfect, Word for UNIX Now on Par with DOS Cousins

By Lisa Picarille

Microsoft Corp. and WordPerfect Corp. are upping the ante in the UNIX market by releasing major upgrades of their word processors that give UNIX users the same power and functionality as their DOS counterparts.

Last week's release of Microsoft Word 5.0 for UNIX gives users greater control over the manipulation of text and fonts, as well as the ability to integrate data, text and graphics into documents, according to officials at The Santa Cruz Operation, Inc. (SCO), in Santa Cruz, Calif. Microsoft worked with UNIX developer SCO to port Word 5.0 from DOS to the UNIX platform.

The upgrade to Microsoft Word 3.0 for UNIX adds a spelling checker and thesaurus to the list of features, and now also allows users to create links to spreadsheets, such as SCO Professional, Microsoft Multiplan, Microsoft Excel for Windows and the DOS version of Lotus Development Corp.'s 1-2-3, according to Bob Kruger, manager of UNIX business development at Microsoft, in Redmond, Wash.

WordPerfect is planning to follow suit in March by taking the wraps off a major upgrade to its UNIX offering.

In addition to including support for a wider variety of printers, WordPerfect 5.0 for UNIX will allow users to integrate text and graphics, according to Scott Worthington, the director of UNIX development at the Orem, Utah, company.

Enhanced page-preview and macro capabilities, along with improved control over type and the ability to rotate graphics, have also been added, Worthington said.

Both Microsoft's and WordPerfect's UNIX word processors initially will run under SCO UNIX System V/386 release 3.2 and SCO XENIX 386 release 2.3, said officials of the companies, and both will be file-compatible with their UNIX predecessors and their DOS counterparts.

While the UNIX world may still be playing catch-up with DOS productivity software these new UNIX products represent a quantum leap for users who are accustomed to working with terminals that display only numbers and letters, according to WordPerfect 5.0 beta tester Bob Willey.

"UNIX users will now be able to see that what they have is actually a graphics terminal", said Willey, the president of Computer Consulting Service, a consulting company in Easton, Md.

Microsoft Word 5.0 for UNIX is available immediately at \$995 for an unlimited number of users, according to Microsoft officials.

Registered users of the current versions, however, won't receive the \$145 upgrade to 5.0 until next month.

Pricing for WordPerfect 5.0 for UNIX is not yet available.

The previous article appeared in the **PC WEEK** magazine.

Do You Want to Make More Money in the 90's?

There are many new opportunities for UNIX resellers, but you may also face some serious demands on your support staff to take full advantage. Have you gotten familiar with the role that DOS may play in your future? What purpose does VP/IX serve? Should you be committed to Ethernet? Is it too early for OSI protocols? How long will TCP/IP be dominant? What kind of role will UNIX play as a DOS file server?

In an effort to answer some of these questions, Computer Support is sponsoring a dealer seminar for "key" dealer personnel on February 23rd and 24th. This seminar is not just for techies or salespeople, it is for the person in every business whose desk is the end destination for the "buck". When all else fails, this guy/gal has to answer to the client when something doesn't work, or to the boss when profits are short.

Since we know that these people can't miss much time in the front lines, we have scheduled the seminar on Friday and Saturday. If your flight connections work out, you can fly in Thursday night, pick up a wealth of new knowledge, and return home Saturday evening. We will start early, work hard all day, and quit late. You will have all of the best hardware and software available for extensive training and evaluation. The seminar will not be restricted to any single vendors' products - if there is something available that serves the purpose, we'll have it to try out.

The only charge will be for the materials provided (less than \$50) and your travel expenses. Nice motels in Sioux City are less than \$40 a night, and food is great (steaks are great). We must limit participation to twenty people because of space limitations and to ensure that everyone gets extensively involved. If you want to be included, contact Anita Lewis for all of the details at (712) 277-0095. ■

So You Want to Be a Salesman . . .

In our November issue we relayed our experience with the Altos DOS Server and PC Connection package. We found it to be a very straightforward package that offers a lot of bang for the buck. We still feel that way, and Altos will sell a lot of these if we are doing our jobs. There was a single disappointment with the package and, when selecting a method of implementing a network, you must be sure that you do not overlook this important restriction.

DOS Server and PC Connection are designed to work with a single Altos system and an assortment of PC's.

What this means is that the network is very closed in this implementation. The following chart is published information on when to use the various Altos network products to provide the best final solution.

When to Use Altos Network Products

Environment	Altos Serial APEX or PC UTERM	DOS Server and PC Connection Kit	RFS and TCP/IP	TCP/IP and NFS
■ Single PC and single Altos host	✓	✓		✓
■ Multiple PCs and single Altos host	✓	✓		✓
■ Multiple PCs and multiple Altos hosts and Altos host DO NOT communicate with each other	✓	✓		✓
■ Multiple PCs and multiple Altos hosts, and Altos hosts communicate to each other and/or to other UNIX systems	✓		✓	✓
■ Single PC and multiple Altos hosts, and Altos hosts communicate with each other and/or with other UNIX systems	✓		✓	✓
■ Multiple Altos hosts communicate with each other and/or other UNIX systems			✓	✓
■ Multiple Altos hosts communicate with each other			✓	✓
■ Single or multiple Altos host(s) communicate with non-UNIX systems				✓

You will notice that the DOS Server package goes out the window if you have more than one host system or if you desire a multi-vender environment. Don't feel too badly though, because, if you check out the column on the far right, you will see that there is a single solution that can be applied in every instance. If a network is implemented on

TCP/IP and NFS, you can provide all the functionality of DOS Server in a multiple host multi-vender network.

The caveat in this network is really two-fold. The first is that the products for the network are manufactured by several different companies, thus creating the need for some system integration. The second is that this solution is a more expensive implementation than the Altos package. In smaller networks this isn't much of a problem, but, since the higher cost is largely related to the cost per PC, it becomes more significant on larger networks.

We have recently encountered several selling situations that could only be served by the TCP/IP solution. If the environment includes an existing mini computer, you will almost always find that they have the ability to support this industry standard package. We have integrated our products into DEC and HP sites as well as into sites with multiple Altos installations. The only difficulty we have encountered is the lack of Altos support for NFS. We have been assured that they will be offering it real soon now for the Series 1000, but there are no current plans to support it on the 2000. I suppose that is right in line with their plans to move from the 2000 to the new SCSI based system. As usual, I don't agree with them on this move, because they are in effect making the 2000 an orphan even before they announce its replacement.

Our efforts have also yielded some significant results on the systems we market under SCO operating systems. We can provide all of the functionality of DOS Server with packages available in the SCO marketplace. We have found that the smaller networks are very well served by an 80386 server running with an intelligent Excelan card on the servers and "dumb" cards on the PC's. We use a PC Interface Bridge on the PC's and a combination of LAN Workplace for XENIX and PC Interface's server package on the servers. Since the systems are running TCP/IP, we can include any number of systems from other vendors and all of the nodes have access to the resources of all of the network virtually without limitations.

The cost breakdown for a small SCO based network are as follows:

Sinai Select

25 MHZ 80386
8 MB RAM
380 Megabyte ESDI/SCSI hard disk
150/250 tape drive
Monochrome

Dealer Cost 6,334

SCO XENIX 386

Excelan 205T Ethernet card 520
LAN Workplace for XENIX 520
PC Interface server 400

PC workstation
640 K RAM (a must) and floppy drive 500
"dumb" ethernet card 150
PC Interface DOS Bridge 375

By extending this out you can see that a five workstation DOS/UNIX network could be implemented for about \$13,000. If you are utilizing UNIX software, you could add another batch of "dumb" terminals for about \$500 per station (including an intelligent serial card).

Our experience has been that we are very competitive with this type of package, and we can blend 16 bit software with 32 bit software on a mix of intelligent workstations and character based terminals better than any other networking solution out there. Since we have an existing familiarity with UNIX, it is very natural for us to appreciate a UNIX solution. Our conviction that the best future software will be 32 bit software is really a plus for our users. ■

