

THE 3000 NEWS Wire

Independent Information to Maximize Your HP 3000

October, 1995

MPE advocates work on multiple queue details

OS enhancement could impact 3000 software pricing

HP is taking notes from the MPE Special Interest Group that could give customers more efficient use of HP 3000 resources, especially for sites that are consolidating several smaller or older systems into a single unit.

At Interex '95, SIGMPE worked on a minimum function list for multiple independent stream queues, a proposal that first surfaced during the Interex IPROF conference this spring. The technology would let customers partition and control the power dedicated to processing jobstreams on their HP 3000s.

That kind of functionality is available in today's HP 3000 world, but it demands an investment in a third-party datacenter management tool such as

Unison Software's Maestro. Such tools do far more than the SIGMPE group's minimum function list, but their cost can be prohibitive to small and mid-range HP 3000 customers.

The SIG is proposing that HP include fundamental technology for stream management in a future MPE/IX release, much as the vendor is including basic network printing capability in its 5.5 release of MPE/IX.

By making stream management a universal function of MPE/IX, the SIG hopes to have an impact on software pricing in years to come. SIG chairman Tony Furnivall said consolidation in today's 3000 market is forcing some companies to buy more licenses than needed during upgrades to larger systems.

"It's very important when HP comes to look at the consolidation market,"

Furnivall said. "When a system that has eight users gets consolidated onto a system which has 800 users, the third party vendors say their products could wind up getting run by 800 users. And they charge the customer accordingly."

The stream management might make it possible for third parties to limit their software to HP 3000 accounts with smaller user capacities. That capability could lead software companies to permit lower-cost licenses on larger systems — say, a five-user license for a financial ledger on a system with an unlimited MPE/IX license.

"If you could have multiple independent job queues, the same algorithms might be used to limit the number of active sessions," Furnivall said. "If I can guarantee that technology is available on

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HP lowers entry point for Kittyhawks

9x9KS servers get smaller licenses

HP quietly mentioned a change in pricing for its hottest new HP 3000 systems at the latest Interex expo, the kind of information that can get lost in a four-day event with the CEO on hand. The

Sept. 1 price change makes the newest servers a more viable prospect for high-performance applications that

have few users. It will also expand the happy problem at CSY this summer: demand for HP 3000 Kittyhawks that's running well ahead of supply.

Until this month, buying into the newest HP 3000 technology meant licensing for 64 users or more. This caused little woe with companies consolidating several 3000 systems into a single unit, the initial target market for

the 9x9 lineup. However, buying the newest HP 3000 was at least an \$84,580 investment before any credits or discounts. Disk, tape and network connections ran the price up more.

Despite the entry price, customers have been buying 9x9s at a stiff clip, as

License	Base config	Fully equipped
8-user	\$49,400	\$55,109
20-user	\$58,000	\$63,709
32-user	\$66,700	\$72,409
40-user	\$80,400	\$86,109

Base: CPU, OS, Image. Fully equipped: ThinLAN, DAT, disk, console

9x9 Price Points

much for their expansion capabilities as for their one-processor

horsepower. Adding two processors to a 959KS — the model enabled for multiple processors with a 100-MHz chip — costs only about \$15,000 per processor. Such an upgrade has been easy for managers to justify when total horsepower of such a box (a 959KS/300) increased by more than 150 percent.

In short, HP heard that some of its

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Interex says HP 3000 sites want more software

Advocacy survey shows three-fourths ready to reinvest with HP

Taking an aggressive stance on its advocacy mission, Interex released results of its latest customer survey at its Toronto conference. While the talk at the show lingered around sales force dissatisfaction, a crucial HP 3000 edge emerged from the survey. HP 3000 customers reported a better price/performance advantage than customers relying on only HP-UX systems.

Out of 3,100 customers surveyed, 873 replied to the Interex survey. About a quarter of those said they wouldn't reinvest, but the reasons showed great divergence between HP-UX and MPE/IX satisfaction issues. The

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Welcome to our first issue of *The 3000 NewsWire*, the first independent newsletter dedicated to your HP 3000 business server. We'd like to take credit for having the vision to serve your information needs. But we really can't boast of having a eagle-eye view of a hidden demand. We've watched the HP 3000 community for more than a decade, and it's hard for anybody to miss such a success streak.

The HP 3000 is in a renaissance, riding the success of its customers. All around MPE environments, other systems go down, fail and struggle online. The HP 3000 takes the field every day. If computers were baseball players, the HP 3000 would be the Cal Ripken of the league. Cal recently broke Lou Gehrig's major league record for most consecutive games played, and Cal played in the same share of innings during this 2,131 games as the HP 3000's average uptime: 99-plus percent. Cal is steady, productive and not flashy — but respected by those who watch closely.

Those are traits of the HP 3000, a system we have watched closely for many years. About two seasons after Cal began his 13-year streak, I started chronicling news and improvements in the HP 3000. While waiting for the arrival of PA-RISC computing, sites like yours were glad to teach what they knew about information systems, MPE, Image databases and business computing. They still are. We learn together, growing with the able instruction of hardware marvels and software legends.

We're here in your hands because the legendary, Ripkenesque performance of the HP 3000 deserves more attention. Where attention goes, energy flows, and we'll shine our light exclusively on the best-performing business computer.

The HP 3000 has made the companies associated with it successful, and it can help yours succeed as well. Very small companies along with giants like Hertz, General Electric and Southwest Airlines have built fortunes around this system. You can too, following the advice of fellow customers and HP 3000 experts here. We're here to make this 3000 success streak as much fun as any pastime.

— Ron Seybold, Editor In Chief
Dottie Lentz, Publisher