

# S O F T W A R E A G C O N N E C T I O N S S P R I N G I S S U E

Vol. 11, No. 2, MAY, 1986

COME AND SEE "BEYOND THE HORIZON"

What will the future bring to the world of data processing and information management? What new applications — never before dreamed of — will be developed? What new needs — of current users and new end users — will be articulated in the months and years to come?

You and your colleagues are invited to consider these and other compelling ideas that await us "Beyond the Horizon."

The annual 15th International Software AG Users' Conference will be held May 11-15, 1986, in San Diego, California. More than 1,400 conferees from across the country and around the world will meet with one another at the Sheraton Harbor Island-East hotel on San Diego Bay.

This annual gathering of the industry's largest and most involved users' group offers attendees nonstop opportunities to share with each other their experiences with Software AG products, describe interesting applications, and discuss ideas about data processing and data administration. You will have a chance to see demonstrations of new products and to discuss with Software AG technical experts how the newest products — and new en-



*Sheraton Harbor Island-East, left, and West, right, with the skyline of San Diego.*

hancements to Software AG's core products — will address your software needs "beyond the horizon."

The week will also feature guest speakers, user presentations, educational sessions, and Software AG presentations of product status and future directions. Ms. Shaku Atre of Atre International Consultants, Inc. will be a guest speaker again this year. An acknowledged expert in the data base field, she will address the attendees with a presentation titled, "Is the Information Center Becoming An Island Of Micro Training".

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# CUSTOMER SUCCESSSES

## METROPOLITAN WATER DISTRICT IMPROVED DATA FLOW WITH SOFTWARE AG PRODUCTS

Supplying water to one of the nation's fastest growing regions isn't just a matter of laying down pipe. It calls for sophisticated data processing resources to handle everything from daily operations to long-range planning. At the Metropolitan Water District of Southern California, these resources include software tools from Software AG of North America, Inc. —specifically, ADABAS, NATURAL, the NATURAL Security System, PREDICT, NATURAL/GRAPHICS, and VSAM/BRIDGE.

Metropolitan Water District is responsible for importing and wholesaling nearly half a trillion gallons of water a year to 27 customers representing 13,000,000 people in Southern California —an area whose arid climate makes it extremely dependent on MWD's services.

The scale of MWD's operations presents its own management challenges, according to Assistant Director of Administrative Services Ron Kennedy. "We're not just concerned with the water. We're talking about such a large block of electric power involved in pumping that we have to order it five years in advance."

Given the pace of the region's growth, it's no wonder that the MWD's information system designers have sought out the most

advanced software tools available for creating the management systems needed to monitor and model water activity while simultaneously handling a full range of conventional financial applications.

### Had Outgrown Batch System

For many years, MWD relied on traditional batch-oriented data processing services to handle everything from payroll and cost accounting to management of water sales information, tracking maintenance and inventory for field locations, and providing support to engineering for calculations.

"We have a lot of information to manage, current and historical," notes Karla Sommerville, Manager of Information Systems and Design. "We have seen a steady increase in the number of systems that our department is responsible for, and we need to produce those systems in a timely fashion. At the same time, we also have growing end-user needs that are hard to meet through traditional MIS programming techniques."

"We had a strong feeling that we needed to move from a batch to an online environment," continues Sommerville. "We realized we needed to redesign our approach to file structures. We wanted to improve the productivity of our program staff, through tools like screen developers and prototyping capability which would

let us actually see systems without going through a lot of rigid design and review before coding could start. We wanted facilities that would let the non-DP staff do more analysis and reporting on their own."

### Solution Based on NATURAL, ADABAS

It wasn't long before Kennedy and Sommerville determined that MWD needed a fourth-generation application development language, a data base management system with relational capabilities, and several related products. After extensive evaluation, they selected products from Software AG: ADABAS for relational database management; NATURAL for high-level programming and end user query/reporting; PREDICT and the NATURAL Security System for central control and coordination; NATURAL/GRAPHICS to speed management presentations; and VSAM/BRIDGE to take advantage of pre-existing VSAM files.

"Software AG had the capability we were looking for available immediately as off-the-shelf products, rather than as something still in the planning stages," says Sommerville.

According to Ron Kennedy, ADABAS and NATURAL lend themselves readily to standard financial applications such as cost accounting, accounts payable, general ledgers, payroll, personnel, and human resources, but there's a difference: "Reorganizing our approach to the data will let us handle it far more effectively with a lot less investment in manpower.

"We have between 400,000 and 450,000 engineering drawings, representing all our past and present construction projects. These drawings add up to a fairly large-volume file, to say the least. Yet they all need to be indexed — and retrievable on demand. It's a perfect situation to use ADABAS."

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## PRESIDENT'S MESSAGE

*Richard Wolverton  
Commercial Union Insurance*

The two years that I have been privileged to be President of SAGGROU have been materially touched and eased by a number of people and I would like to publicly recognize them for their service. I am sure in this process I will overlook many people and I apologize to them for my limitations. This user group could not and would not function without the dedicated, professional efforts of a large number of folks who recognize and act on the principles of cooperative effort and participation.

Carlo Scagnelli has provided both insight and guidance in his role as Secretary during the past two years. Not only has he performed beyond the normal call of duty but he has done so willingly and with humor.

Marty Henderson has stepped in as the Change/Enhancement Coordinator and moved the process forward. He has enhanced and changed the C/E System so that it serves us better while continuing a tradition of top-notch communication with Software AG.

Colette Farabaugh stepped in as North American Area Representative and strengthened the cohesiveness of the regional organizations.

Ralph Jenks has done remarkable service as Chairman of the Nominations Committee to provide a truly outstanding slate of candidates for the prior and current elections. More than anyone, his efforts provide for the long term stability and advancement of SAGGROU. His involvement in various capacities with SAGGROU over a long time is appreciated by those who have worked with him and his council always accurate and germane.

The Product Representatives, David Alexander, Ron Hoover and A. C. Roda have all contributed in various substantial ways to the organization. This year Tom Bradbury stepped in as the first PREDICT Product Representative to establish that position as a valuable focus for Data Dictionary issues. Buck Shaw and Roy Richardson provided administrative services and technical survey support. Roy in particular functioned as the group Parliamentarian, adding an aura of legitimacy to our discussions and actions.

There is also the cadre of people from Software AG that help make SAGGROU a profitable experience for all; Tom Blondi, Mike Ater, Edward Forman, Gordon Perrins, Mike Gallagher, John McAra and Ann Todd certainly contributed to our many discussions and provided necessary support at key times during the past two years. Ann in particular has single-handedly kept the Annual Conference running smoothly during the small and not so small crises that inevitably arise. Stu Miller, Peter Page, Peter Schnell and John Maguire have provided needed tone and perspective as well as support at critical junctures. And, I would be remiss if I left out Gail Hall and Courtney Coleman and John Pulwers and the many others who in the middle of busy and hectic times always manage to contribute in a pleasant and positive way.

Finally the one key person throughout my experience with SAGGROU has been Larry Jayne, Users' Group Liaison. He always manages to keep small things small and handle the big things appropriately to help us maximize the benefits of user/vendor cooperation for all. He is a unique and very special person and has my complete and utmost appreciation and thanks.

During the past two years I have tried to encourage participation and involvement by ever greater numbers of people. I have worked to make SAGGROU an open and functioning community of Data Processing professionals and managers interested in common problems and dedicated to working toward solutions. This is a task that is never done and sometimes contains frustrations and setbacks. But it is a task that is worth the effort to us as individuals and to our organizations because it removes the sense of isolation we sometimes have as we deal with the changes brought to us by Software AG products. My hope for the future is that more people continue to recognize the value of the work and take up some part of it for the benefit of the larger community. □

# SAN DIEGO CONFERENCE DETAILS

Larry Jayne  
Software AG

The 15th International Software AG Users' Conference is right around the corner. The registrations are pouring in and it looks like the number of attendees will again set a new record.

The conference, to be held May 11-15, 1986 in San Diego, California, is going to be as busy and as exciting as ever. The technical agenda is being finalized in preparation for inclusion in the Conference Proceedings and it includes the following topics:

## SOFTWARE AG PRESENTS

We Had a Vision  
Software AG Performance, The Global View  
Product Integration: Perceptions and Realities  
The NATURAL Environment And Application  
Development Cycle  
VMS Product Line Update  
The Information Center  
NATURAL V2 Features  
NATURAL V2 Performance Enhancements  
ADABAS V5 Features And Performance  
Distributed Data Bases As A Future Strategy  
COM-LETE/COM-POSE And On-line  
Environments  
PREDICT V2 And Data Dictionaries  
Inter-System Technology (Bridging And  
Migration)  
Customer Service And Support  
Product Marketing: Its Role In  
Your Success  
ADABAS Change/Enhancements  
NATURAL Change/Enhancements  
COM-LETE Change/Enhancements  
PREDICT Change/Enhancements  
Is The Information Center Becoming An Island  
Of Micro Training

## USER PRESENTATIONS

Real-Time Visits To The ADABAS Nucleus  
Systems In Transition  
Behind (COM-LETEly) Closed Doors  
ADABAS Source Library  
ADABAS V5 Performance In Relation To V4  
A Data Base Development Methodology  
Modeller - A Data Model Application  
Automation In The Computing Center Using  
ADABAS And NATURAL  
Data Base In The Distributed  
Water Monitoring And Information System  
Of Bavaria  
Training Without Trainers  
Company Savings Through Utility Development

Utilizing ADABAS And NATURAL To Organize  
Computer Model Results  
ADABAS/NATURAL Standards  
A Chronicle: Automated Data Base Regeneration  
At RG & E  
Naming Conventions  
NATURAL Security Administration  
And Distribution  
Using ADABAS Product to ensure Software  
Design Integrity  
Managing NATURAL Programs With A Minimal  
DBA Staff  
DOS ADABAS Users - The Poor Relatives  
Using PREDICT To Update A PDS In TSO Of  
COM-LETE  
Null Pattern Recognition System - A Disk Space  
Management Tool  
Data Oriented System Design In Software  
Development  
The Battle For NATURAL Performance: Strategy  
The Battle For NATURAL Performance: Tactics  
The Battle For NATURAL Performance: A View  
From The Trenches  
Managing A Research Data Base  
Securing The ADABAS Environment  
The Design And Implementation Of A Table  
Processing System For Large Federal Agency  
CACHE Controllers In An ADABAS V4.1.9  
Environment  
Fundamental Data Administration Issues Using  
Software AG Tools  
Structured Programming In The NATURAL  
Environment  
On-line Printing From NATURAL In CICS  
Experiences In Performance Tuning  
An ADABAS Development Effort That Beats  
The Odds: A Payroll System For The  
Commonwealth Of Massachusetts  
Recovery For An Integrated Multi-User Data  
Base Structure  
MINGEL: A Distributed Engineering Data Base  
Problem Tracking In An ADABAS/NATURAL  
Environment  
A Strategy For Evolutionary Prototyping  
Flight On The Edge Of The PREDICT Envelope

## CLASSES/TUTORIALS

PREDICT And Data Dictionary Concepts  
COM-LETE User Exits  
Key Functions Of NATURAL Administration  
Selected Topics On NATURAL Performance  
ADABAS Debugging Techniques  
Customizing The COM-LETE Environment  
REVIEW V2 User Tutorial  
NATURAL/ELITE Tutorial  
NATURAL/AF



## SPECIAL INTEREST GROUP WORKSHOPS

### ADABAS

ADABAS/VM  
ADABOMP  
DBA Tools  
DOS  
Education/Documentation  
Large Data Bases  
ADABAS Performance  
Scientific/Engineering  
VMS Products

### NATURAL

NATURAL Micro Mainframe Link  
NATURAL Security  
NATURAL V2 Workshop  
NATURAL Tips & Techniques  
VMS Products

### COM-LETE

COM-LETE Performance & Tuning and Tools  
COM-LETE Technical Support

### PREDICT

PREDICT/Data Dictionary

As always, the interchange of technical ideas and concepts between various users is one of the great benefits to be received. Many attendees report, that upon returning to work after the conference, they have a feeling of technical rejuvenation after hearing and seeing what others have done and sharing their ideas with other users.

### Open Forum

A new feature this year will be an Open Forum for all attendees. Preliminary plans call for it to be scheduled for Monday and Wednesday afternoon between 5:30 and 6:45 p.m. It will be a one-on-one session for you to discuss your questions, concerns, and ideas with Software AG staff. Software AG people will be there representing executive and senior management, technical staff, sales, marketing, conference planning, service and education. This is your opportunity to bring your questions and discuss them directly with those people who have the answers.

If you have never been to an International Software AG Users' Conference, it is hard to adequately describe the technical benefits you will gain for use back home. If you have been to a prior Users' Conference, you know what I mean.

If you have not yet registered, I suggest you do so immediately. A Conference Registration form has been included in this newsletter for your convenience. Please complete one form for each person planning to attend, photo copy as necessary, and send to Software AG as indicated on the form. Also included is a hotel registration form which must be sent directly to the hotel as indicated on the form.

### Registration Desk

The Conference Registration Desk will be located in the Champagne Ballroom Foyer of the Sheraton Harbor Island -East hotel. It will be open on Sunday, May 11, from 1:00 p.m. thru 8:00 p.m. and on Monday from 8:00 a.m.

### Arrival

Registration opens on Sunday May 11 at 1:00 p.m., followed by the President's Reception at 8:00 p.m. Conference sessions begin Monday, May 12, at 9:00 a.m.

### Transportation

Airport shuttle service is available from the airport to the hotel, about one mile. Look for the Sheraton Harbor Island hotel shuttle van.

I'll see you in May in San Diego! □

## OPEN FORUM, A NEW FEATURE

Larry Jayne  
Software AG

Have you ever had a question about Software AG products but didn't know who to ask? Or, wanted to ask a question but there was never enough time; or if you made a technical change, what would be the result? What about services, technical support, education, marketing plans, the conference, or companion program, technical sessions, scheduling or facilities?

Well, now is your chance! All conference attendees will have an opportunity to ask their questions directly to the people that know. For the first time, a new feature, an Open Forum session, has been scheduled Monday and Wednesday from 5:30 p.m. to 6:45 p.m. Every attendee is invited to meet one-on-one with Software AG executives and senior management, technical staff, sales, marketing, conference planners, service and education staff.

Bring your questions, concerns, comments and ideas and share them with us. This is your opportunity, so don't pass it up. □

# EUROPEAN USERS' CONFERENCE CALL FOR PAPERS

Lydia Mueger  
Software AG, Darmstadt

The 16th International Software AG Users' Conference Strasbourg has been scheduled for October 26-30, 1986 to be held in Strasbourg, France. The conference will be held at the Palais des Congres in Strasbourg. Software AG and the International Software AG Users' Group invites its members to submit papers for presentation. The conference provides an environment where users can describe interesting applications of Software AG's products and discuss their solutions to problems specific to their organizations. In short, it is an information exchange on all aspects of the implementation and use of Software AG's products.

The papers should discuss areas related to Software AG products.

Such topics should include, but not exclusively, one or more of the following aspects:

- data base design and implementation
- data base operation
- large data bases
- data administration
- application design and implementation
- network design and implementation
- data dictionary
- design methodology
- prototyping
- security
- end user computing
- integration of personal computers
- text processing
- office automation
- text retrieval
- interfacing other software tools
- documentation
- training
- trends and needs.

## Submission Procedure:

1. Papers should be submitted and presented in English (preferred), French or German:
2. There are twenty minute and forty minute presentation sessions.
3. Abstracts should be a one or two page abstract or detailed outline submitted to Software AG Darmstadt by March 31, 1986. Software AG and the User Coordinators will review each abstract for general content and may suggest some modifications or a particular emphasis in your topic. The purpose of the review is to ensure greater variety of presentations and to establish a firm schedule of topics as early as possible.

- |                            |                     |
|----------------------------|---------------------|
| 4. Key Dates               |                     |
| abstracts due              | March 31, 1986      |
| abstract acknowledgement   | May 1, 1986         |
| final paper due            | July 31, 1986       |
| acceptance of final papers |                     |
|                            | September 1, 1986   |
| conference                 | October 26-30, 1986 |

If you have any questions or if you wish to discuss your ideas for a presentation, please call Lydia Mueger at Software AG, Darmstadt, West Germany, phone 06151-5040. □

## UTILITY BUSINESS/INDUSTRY GROUP (BIG)

Melvin L. Hill  
Northeast Utilities Service Company

At the Nashville Conference a Utility Business/ Industry Group was formed and I was selected as Chairman. James Bell of Philadelphia Electric Company was selected as Vice Chairman. Since the conference we have created a survey to define the operating, ADABAS, and NATURAL environments, at each utility site. We also requested information describing application areas currently in development or production, and whether they were developed in-house, or purchased from a vendor.

Questionnaires were distributed to the twenty utilities present at the conference. Responses were received from ten sites. The responses were summarized and distributed to all twenty original sites. If you are a licensed user, work for a utility company and are interested in joining this group, please contact me. Write or phone to Melvin L. Hill, Northeast Utilities Service Company, P.O. Box 270, Hartford, Connecticut, 06141-0270, phone 203/721-4307. □

## PREDICT SIG MEETING

Thomas Bradbury  
Hay Computer Services

We will hold a special PREDICT SIG meeting on Tuesday, May 13, 7:00 p.m., at the Conference. If your shop has created any NATURAL programs that enhance PREDICT, such as Standard-Names, Glossary of Terms, Documentation Processes, etc., please put these enhancements and/or documentation on a tape and bring the tape to this meeting. This will be the start of a Tools tape specifically for PREDICT.

Other topics at the meeting will include Software AG's future with PREDICT, and the election of a PREDICT committee, for future recommendations to Software AG. □



## SAGGROUP OFFICER ELECTIONS

*Ralph Jenks  
Coastal Corporation  
Nominations/Elections Committee Chairman*

This year we actively solicited nominations from all the Regional Representatives. I wish to thank all of them for their assistance in locating potential nominees.

As stated last year, it is very advantageous to the Committee to have a list of persons interested in serving the user group and the capacity in which they wish to serve. Each Regional Representative should identify two potential candidates from their regions prior to December 1986. If you are interested in being a candidate in the future, please let your Regional Representative or myself know about your interests.

Listed below are the Statements of Candidacy for each of the candidates. Each licensed site is entitled to one vote per office. Procedures for returning completed ballots are on the ballots which were distributed to all users worldwide in late December 1985.

### **John Kaye Candidate for President**

I have been an active user of Software AG products since February of 1976. My initial exposure to ADABAS was as a Project Analyst working for the City of Milwaukee. I was a late arrival to the data base evaluation team which was then working to select a tool for the City's first Database Analyst. My main responsibilities were to install and maintain ADABAS, and to train our staff in its use. Of course I also assisted our Systems Analysts and programmers in the design and development of new systems based on this technology. And I was expected to conduct training as needed to keep our staff current on ADABAS enhancements.

In 1979, the city acquired an early test copy of NATURAL for use in our DOS/VS environment. We quickly saw the product's potential, and purchased it later that year. Because NATURAL was tied so integrally to ADABAS, I was given responsibility for it as well. I re-worked the programming course developed by Software AG to suit the city's needs, and provided technical assistance in the construction of systems using NATURAL.

In June of 1980, I accepted an offer to work with Bob Becker at Foremost Insurance. Bob was the Database/Data Communications Administrator, and I was brought in to manage the database. Once I became familiar with Foremost's MVS/COM-LETE environment and felt that database operations were well in hand, I turned my attentions to NATURAL. I installed it, set up a programming course for it, and developed the online facilities needed for controlling the NATURAL production environment. When our COM-LETE systems programmer was hired away from us in 1983, I picked up support for COM-LETE as well. I developed a four-part COM-LETE course which covers everything from end-user signon and usage procedures through systems design and program development in the COM-LETE environment.

During my ten years' involvement with Software AG products, I have had the privilege of serving as DOS SIG Chairman, Education/Documentation SIG Chairman, ADABAS Product Representative, and (currently) COM-LETE Performance and Tuning SIG Chairman. It has been my belief from the start that active participation in the user community is the single best way of making our need and desires known to Software AG. And this, I am convinced, will lead to more and better products for us to use in the future.

Over the last ten years, I have seen considerable change occur within SAGGROUP. We have gone from less than 100 users to over 1,600. And Software AG has grown as well, enlarging and reorganizing its staff to better deal with this growth. But we still need to improve in several major areas. As President of SAGGROUP, I would set for myself the following three objectives:

- 1) Oversee the development and implementation of a practical and workable online User Profile System maintained by Software AG and accessible, on a voluntary basis, to the entire user community;
- 2) Change the format of the annual International Users' Conference to permit more user presentations, of shorter duration, with smaller audiences, so that the continuing growth of our user community will no longer seem quite so intimidating to first-time presenters;
- 3) Impress upon Software AG the need for more frequent distribution of minor product enhancements so that product evolution is more gradual and easier for the user community to cope with.

I believe that these three changes would have a dramatic and positive impact on SAGGROUP and on Software AG as well. And I hope that we see them all realized in the coming two years.

**Carlo A. Scagnelli**  
**Candidate for President**

In accepting the nomination to the position of SAGGROUP President, I wish to express my appreciation for the faith that those who made the nomination have in me. Regardless of the outcome of the election, it is very gratifying to know that among my peers, some feel I possess the qualities needed for this position.

During the past few years, I have held several SAGGROUP positions which have provided the necessary experience and understanding of the group's operation to enable me to be an effective President. I served as the 1982 NATURAL SIG Chairman and as first chairman of the NATURAL SECURITY SIG in 1983, stressing involvement and creating Far Eastern and South American representative to make the SIG and SAGGROUP more meaningful to the international community.

I currently hold the position of SAGGROUP Secretary and have been privileged to work with individuals who have demonstrated that hard work and mutual effort by SAGGROUP and Software AG can produce meaningful results. Richard Wolverton, current SAGGROUP President, has encourage joint vendor/user efforts; working towards common goals of better, more stable and comprehensive products while providing and maintaining a high level of service to the user. Long-standing disagreements have evolved into mutually agreeable and beneficial solutions; the User Profile System, upcoming dial-up access into Denver, rewrite of documentation, etc.

In the past, SAGGROUP activity has been reactionary, attempting to correct problems with products, functionality and support after release. I believe the direction for the future is, to coin a word, 'actionary'; direct involvement in product development, market strategy and support before release. In 1984, I promoted just this direct involvement with the formation of a representative user group to meet with Software AG and recommend directions for PREDICT. Results included the creation of a PREDICT Product Representative, educational courses specific to the product and changes in the course of its strategic development. Related groups have been added for input into the development of CON-NECT, SUPER NATURAL, NATURAL/CONNECTION V2 and other products.

The president must provide coordination and initiative to encourage involvement at all levels of the organization. There are no miracles to be worked. Only hard work from all of us will bring about satisfaction of our mutual needs. It has been pointed out that the relationship is symbiotic; that each needs the other. This is truer now than ever before. The extension of Software AG into office automation means that more thought and effort must be given to maintaining compatibility within and across products. The need to retain viable communication between Software AG and SAGGROUP is becoming more important each day.

In accepting the nomination, I commit to maintaining these directions for SAGGROUP. These interests were the basis for up front involvement in product development. It must be extended to other areas of the SAGGROUP/Software AG relationship. If elected President, I will strive to fulfill the duties of the office to the best of my ability and satisfy your trust in me. I ask that you permit me to continue my efforts on your behalf and to see these efforts and goals come to a successful conclusion.

**Steve Bradley**  
**Candidate for Secretary**

In accepting the nomination for the position of Secretary of the Software AG International Users' Group, I wish to detail some of my qualifications.

Currently, I have 7½ years' experience in data processing with a B.S. degree in Computer Science from the University of South Carolina. I have had seven years of exposure to Software AG products (COM-LETE, ADABAS, NATURAL, PREDICT, ADAMINT and ADASCRIP) in both the OS and DOS environments. I am presently in my second term as Secretary/Treasurer of the Northwest Regional Users' Group of which my duties include maintaining User Roster, taking and reporting minutes of each regional meeting, handling the mailing of necessary information to Regional Users, Executive Committee members (where necessary), Software AG, and the SAGGROUP liaison. Also the handling of expenditures of any monies of the Regional Users' Group.

If elected to the position of Secretary, my knowledge of Software AG products and my work as secretary for the Regional Users' Group would be an asset to performing the required duties of that position.



**Martin G. Henderson**  
**Candidate for Secretary**

Being a member of the Executive Committee means you are a representative of the SAGGROU. A representative has the responsibility of representing the views and concerns of the whole group. If I am elected as Secretary, I will take this responsibility seriously. Some of the issues that I am concerned about are: upward compatibility, pricing policies, quality of releases, and support for the products.

I have been responsible for supporting NATURAL for the past four years at Marathon Oil Company. Marathon has made a large commitment to Software AG products (ADABAS and NATURAL) because of the features and quality of those products. Marathon is currently using three computers, with our six copies of ADABAS in production running on a dedicated 3081K. The rest of our production work runs on a 3084Q. We have a separate 3081K in a different physical location for doing all of our system development work. Marathon currently has about 15,000 NATURAL programs in production.

I have served as the Change/Enhancement Coordinator for the past two years, so I am already familiar with the operation of the Executive Committee. Being the Change/Enhancement Coordinator has also given me the opportunity to get to know many other Software AG users and Software AG personnel. I believe having previous experience on the Executive Committee is a big aid for anyone who serves on the Executive Committee.

As the Change/Enhancement Coordinator, I tried to initiate improvements to the process. One of the biggest problems I saw with the Change/Enhancement system was the timeliness. It was taking up to a year and a half before receiving Software AG responses to the Change/Enhancements. I was able to get this process changed to a quarterly schedule. Software AG is supposed to respond to the Change/Enhancements every four months.

If elected as Secretary of the Executive Committee, I will try to represent the user community on the various issues that are discussed and publish the minutes of the Executive Committee meetings on a timely basis.

**Michael D. Jones**  
**Candidate for Secretary**

I accept the nomination to the position of Secretary to the SAGGROU Executive Committee. I am appreciative of the confidence which those who made the nominations have in me.

Telex Computer Products is committed to ADABAS/NATURAL as our information management tool. We feel being active in SAGGROU is one important contribution to the success of Telex meeting its MIS goals. To this end I have been active in the Southwestern Region for three years and for the past year a Regional Representative. Telex also believes we, as users, have vested interest in Software AG product development evidenced by our willingness to beta test NETWORK/VM.

My experience includes responsibility for all data base administration functions at Telex. We are users of ADABAS, NATURAL, PREDICT, ADABAS/VM, and ADABOMP. In total I have six years' experience with Software AG products.

In accepting the nomination, I understand the functions of the office include publishing Executive Committee minutes and coordinating the distribution of committee and users' group correspondence. If elected I promise to fulfill these responsibilities to the best of my ability.

**Bruce Fox**  
**Candidate for NATURAL**  
**Product Representative**

I began working the ADABAS and NATURAL in 1979 as a systems analyst for an independent oil company, designing and coding large application systems. In 1982, I became Database Administrator and have continued to work at this position since that time. I currently am employed by SOHIO Petroleum Company, Houston, Texas, working in the Data Resource Management division of MIS. I am the Houston area Software AG User Group President and also a member of the Houston Data Administration Forum.

In the past six years I have been able to observe and utilize the many improvements made to NATURAL. For those of us who have had years of NATURAL experience, we can appreciate the end product that Software AG is now delivering. It is my intention to work closely with Software AG to continue improving and enhancing the NATURAL products, offering assistance and timely responses to the Change and Enhancements Coordinator, and to analyze NATURAL Version 2 to enable me to answer questions to assist other NATURAL users with the installation and implementation of Version 2.



**W. F. Speaks**

**Candidate for NATURAL  
Product Representative**

My objective for being NATURAL Product Representative is to apply over four years' experience as an end-user of Software AG products, and five years of experience as a Software AG Technical Representative to providing Software AG positive input for improving the usability, integration, and documentation of NATURAL and NATURAL based products.

ANR Freight is one of the numerous Coastal Corporation subsidiaries using combinations of ADABAS, NATURAL, NATURAL/VSAM, SUPER NATURAL and NATURAL Security. We are sincerely committed to ADABAS and Fourth Generation Technology.

In the past decade, the Software AG product line has developed and expanded into many new and exciting areas. As Regional Representative for the Rocky Mountain East User Group, I have heard many comments and questions about Software AG future directions. When possible I have actively conveyed these concerns to the Executive Committee and Software AG representative.

NATURAL is the base product for many existing and future systems. A shared responsibility exists between users and Software AG for continually improving and developing ADABAS and NATURAL. As the Software AG product line becomes interdependent and integrated, increased user involvement is necessary if the products are to meet real business needs at a competitive price.

As NATURAL Product Representative I will strive to improve current product capabilities and features, as well as initiate and maintain input into future product directions.

**Jack Beyers**

**Candidate for PREDICT  
Product Representative**

I offer myself as a candidate for PREDICT Product Representative. If elected I would see my role as being a clearing house of information on new ideas and techniques in the care and feeding of the PREDICT Data Dictionary Product. This would involve actively seeking your input and sharing it with others; being ready to answer general "how to" questions via phone from your data administrator; and providing articles of general interest to the Software AG Newsletter that might spark new uses for PREDICT at your installation.

My background includes 19 years in data processing; 12 as a DBA using either the IBM Data Dictionary, UCC10, or the Data Catalog II data dictionary product. My five years' experience with ADABAS includes extensive use of the old data dictionary product as well as PREDICT. This experience base with data dictionary tools has allowed me the to implement data resource management at my present employer where I am Data Base Manager.

To me the term data resource management is the key reason for a data dictionary; to help you manage data. As PREDICT Product Representative I would keep foremost in my mind that the dictionary software should do more for us than generate DDM's, ADAWAN control statements, and copybook libraries. It should provide data validation, "where used" information, user profiles, extensibility features, an inventory of data elements, and more. For instance, we've used PREDICT as an aid in automatically converting the 2 character ADABAS field names in our existing NATURAL programs to the long, external field names required by NATURAL Security. We also use PREDICT as a design tool in determining the data requirements for new applications. In short, PREDICT is the central repository of information about data and the primary tool in data resource management.

My own selfish reason for seeking your support as PREDICT Product Representative is to find out first hand what you are doing with PREDICT in particular and data administration in general so as to further my own use of the product. In return I pledge to keep you informed of what we jointly discover and act as your voice in presenting your ideas as to possible future directions for the product.

**Thomas R. Bradbury**

**Candidate for PREDICT  
Product Representative**

I have been interested in Software AG products since I helped select a database in 1978. Since then, I have given five speeches and organized the last two Dictionary Workshops at Software AG User Conferences. My 1981 speech on "Using the Data Dictionary for Userviews, Documentation, and ADAMINT Macros", won the Best ADABAS Speaker Award. Other subjects that I have helped other Database Administrators with, include a Tablefile System, and internal ACF2/ADABAS Interface SVC, and ADAMINT/DBIOC, and a PREDICT add-on Utility.



In February of last year, I organized a formal one day conference between Software AG and nine well versed users of PREDICT. We picked out fifteen major deficiencies in the current PREDICT, and provided suggestions to Software AG that would improve the product. I plan to hold another conference to iron out problems with the next release. I also plan, with the help of other DBA's, to create a PREDICT tools tape. Two days before the Executive Committee last October, I was appointed to fill in as the new PREDICT Product Representative until one could be elected.

As Product Representative, I hope to continue to convince Software AG that PREDICT can and should be the driving force that everyone can use to run ADABAS.

**Frances Osteen**  
**Candidate for PREDICT**  
**Product Representative**

I have been on the database staff at E. I. Dupont's Savannah River Plant for four years, DBA the last 1½ years. I install and maintain ADABAS, NATURAL and related Software AG products including PREDICT. Other responsibilities include performance and tuning, security, and long-range planning for ADABAS and NATURAL.

The PREDICT Product Representative is an important position because more shops are beginning to see the importance of data as a resource and dictionaries are needed to maintain this resource. The term "data" includes information on a wide range of entities (system, applications, programs, data elements, corporate structures, etc.). One opportunity of this position is to obtain, compile and make available to users information on PREDICT and data management standards, and user-written features to enhance PREDICT capabilities. Other responsibilities would include coordinating the needs of the user community, the Change/Enhancements and providing this information to Software AG; and to report back to the users Software AG's directions for future software versions. As PREDICT Product Representative, I would strive to meet these responsibilities to insure that the user community receives a flexible and effective product. □

## SAGGROUP CONSTITUTIONAL AMENDMENTS SENT

*Robert (Buck) Shaw*  
*SAGGROUP Vice President*  
*MIT*

The SAGGROUP Constitution has been in a state of refinement over the last several years.

Recently, another proposed revision was developed by Robert (Buck) Shaw, Vice President of SAGGROUP. The proposed revisions were developed as a packet and titled "SAGGROUP Constitutional Amendments." Each packet contained a letter from Buck Shaw explaining the voting procedure, a proposed version of the SAGGROUP Constitution, and a ballot which outlined the proposed amendments. A packet was sent to each licensed user in the U. S. and groups of packets were sent to each affiliate and distributor who in turn routed them directly to each of their users.

Each licensed user may vote using the supplied ballot which is then either deposited in the ballot box at the Users' Conference in San Diego or mailed directly to Buck Shaw as outlined in the letter.

Those persons deciding to mail their ballot must be sure it is mailed in time for Buck Shaw to receive it by April 25, 1986 for it to be counted.

Ballots may be placed in the ballot box until 5:00 p.m. on May 13, 1986 at the Users' Conference. The results of balloting will be announced at the conference and will be included in the next newsletter. Each user should take this opportunity to participate by voting on these important issues which will directly affect the organization of SAGGROUP. □

## SAUDI ARABIAN REGION

Fin Park  
Ministry of Planning

The quarterly meeting of the Saudi Arabian ADABAS Users Group was held in February at the offices of Software AG, Middle East (SAGME). This was the second meeting held since Software AG had opened offices in Riyadh and all users installations were represented for the first time, including two sites from Jeddah.

The meeting was divided into three sections: Technical presentations; Software AG and SAGME news and Announcements; and a roundtable user discussion of problems and techniques. Fin Park of the Ministry of Planning gave a presentation of the recent installation and use of PREDICT at his installation. The discussion centered around a 'reduced usage' of the features offered in PREDICT in a site with limited dictionary data maintenance resources. The Ministry of Planning is using only the database, file, field, system and program objects of the dictionary. These have been judged to be the minimum amount of information that can be recorded for systems while still providing adequate systems documentation and database management data. Relationship objects will be entered at a later date but the keyword, report, module, owner and user objects will probably not be implemented. The database management features will be reserved for the DBA, and a policy of cataloging all programs with 'XREF ON' when moving programs to the production NATURAL user library will be followed. Although it would be preferable to utilize all the features offered in PREDICT, especially for online system documentation, it was felt that the data maintenance overhead would be too great at the current time so the 'reduced usage' approach will be used.

A second topic concerning an 'Arabization' feature of NATURAL was presented by the involved user sites, Ministry of Planning, Ministry of Defense and Aviation, and the General Presidency for Youth Welfare. Essentially, arabization entails a 'right/left' 'left/right' text reversal and an alpha to numeric hex conversion of arabic numerals. Software AG, Germany has supplied a copy of NATURAL which is attempting to accomplish this easily. Most of the sites in the kingdom have already developed their own routines to handle arabic but a standard NATURAL-level technique would probably best serve all users.

Talib Shaman and Khalib Azzooni from SAGME management presented the latest SAGME news including discussions on the VAX marketing and support that is planned, training courses for ADABAS, NATURAL and COMPLETE to be offered soon in Riyadh and Jeddah, a potential formal training center for Software AG users to be located in Bahrain, and SAGME's progress in recruiting technical people for middle east support sites. Andy Parrett discussed technical support issues and announced the latest product release information.

Following lunch, Steve Hayden of Sysorex/ Dept. of Customs led a general discussion of problems users were encountering and various techniques then have used in job performance. A suggestion was made to make formal notes of any technical product problems and submit them to SAGME at the end of each meeting. The group will follow through on this suggestion. The meeting concluded with a short discussion of topics for the next meeting which will be conducted in approximately three months. □

## 18th COM-LETE USERS' MEETING

Yuzo Fukumoto  
Isetan Data Center

The 18th COM-LETE special interest group meeting was held at Software AG of Far East, Inc. after the users' meeting of November 8, 1985.

- 1) Software AG reported about the future plans of COM-LETE.
- 2) Software AG briefed the group on the directions and plans announced at the International Users' Conference of 1985 in Nashville.
- 3) The lecture meeting will be convened in late January 1986 with the leaders and sub-leaders of the group entrusted to fix the detail schedule and place of the meeting.
- 4) Software AG published information about the kanji version of ZEDIT, UPDS, and UQ.
- 5) New members, Mr. Nakano and Mr. Kuriyama of Sokagakkai, introduced themselves to the members.

The lecture meeting of the COM-LETE group was held in Tokyo on January 27, 1986. In attendance were 83 people from 39 companies, including not only COM-LETE users, but also ADABAS and A-AUTO users.

The theme was new data communication network. Mr. Shimazaki, Mr. Matsuda, and Mr. Masada from NTT lectured about the facsimile network, and Mr. Inayoshi of Honda Motor Company, Ltd. lectured on "OA Innovation At New Head Office (Intelligent Office) of Honda."

## EASTERN CANADA REGION

Jan Warren  
Consumers' Gas Company Ltd.

The December 11, 1985 meeting was hosted by Brian Miller of Transport Canada.

The meeting began with Jan Warren reviewing the minutes of the SAGGROUPE Executive Committee meeting which took place in early October. This was followed by a presentation given by Pat Donahue of Computer Associates. Pat discussed "Top Secret" as a security package and the link to ADABAS that her organization is working on. Pat also described the layers of security and briefly went into the history of 'Top Secret' which included pointing out that Computer Associates only just acquired the package from CGA Software Products recently and that no change in policy is expected.

After a short break for coffee, Jan Warren led a discussion on security packages used by ADABAS shops.

Lunch was followed by a presentation by Dan Beck of MB and Associates who described the software productivity tools produced by them. □

## ISRAEL REGION

Hilary Horowitz  
Chairman, Israel ADABAS Users' Association



*Participants relax over lunch during the annual conference*

Over the last year the Association has held two DBA meetings and one NATURAL users' meeting. These were informal gatherings which included short lectures, and gave the members a chance to chat and exchange ideas and information.

The annual conference was held at the Dan Accadia Hotel in Herzlea on November 28, 1985. These were over 200 attendees from all over the country, these included end-users, programmers and DBA's. The guest lecture this year was given by Professor Moshe Ben-Bassat, of the Tel-Aviv University, on the subject of "Artificial Intelligence - The Present and the Future." He discussed the problems of "computerizing" human speech patterns, and possible solutions to the problems, and how near scientists are to achieving them, and then which products are available today to lead us towards a partial solution.

Other user given lectures included the topics of "Database Portability", "Managing a Transaction File With ADABAS/NATURAL", and "Foundations For Efficient ADABAS Operation In A CICS Environment"

Max Moss from SPL, Israel, presented "ADABAS and NATURAL - Present and Future." This included a rundown on the presently available ADABAS/NATURAL products, and those shortly to become available here, with emphasis on CON-NECT, a discussion of ADABAS V5 and NATURAL V2, NATURAL ADVANCED FACILITIES, ADABAS VSAM Bridge, NATURAL/CONNECTION and the TOTAL/Bridge. All these products are for IBM mainframes, but now ADABAS is successfully running on VAX machines, and products such as ADAPREP and NATURAL (with Hebrew) are available with ADABAS/VMS.

Installations report an excellent portability of systems from IBM to VAX and vice versa.

With the spread of the usage of PC's there is a need for NATURAL/CONNECTION, which has the ability to upload and download PC files to the data base. In the near future we should see the NATURAL syntax checker available on the PC too.

The day was very much enjoyed by those attending, especially as there was time to meet other ADABAS and NATURAL users, and exchange views, ideas and information in a relaxed atmosphere, over coffee and lunch. □

## NORTHWEST REGION

Steve Bradley  
Regional Secretary  
Weyerhaeuser Company

The major topic of the September 6 meeting was NATURAL and NATURAL-based products. The first presentation was given by Kurt Wagner, Arthur Young & Co. Kurt discussed Information Engineering (IE) and their product named Information Engineering Workbench (IEW). He detailed what Information Engineering consisted of within the data processing area, the four phases of IE (strategic information planning, business area analysis, system design, and construction) and who their product could be used in these four phases.

Kurt concluded with a short demo of the IEW running on a COMPAQ (IBM PC compatible) with a mouse. The system uses graphic screens and pull-down menus like those found on an Apple MacIntosh. The graphic capabilities appeared to be similar to those found in MAC DRAW. The demo included showing changes to existing Data Flow, Entity-Relationship, and Action Diagrams.

After lunch Cathy Lonsdale, Software AG, Mt. View office, gave us the latest information from Software AG. Cathy then gave an overview of Software AG's CON-NECT product. It is an Office Automation product that provides electronic mail, calendar and document handling functions. The demo is a stand alone operation that runs on an IBM PC. It will pace you through the screens and give you the flavor of how CON-NECT works.

The International Software AG Users' Conference in San Diego will likely include presentations and demonstrations on CON-NECT and most other Software AG products for all to see.

The Free-For-All in the afternoon was aided by Susan Beck, Software AG, Denver. Susan had handouts available on:

- Tuning ADABAS in the CICS environment;
- Timeout processing - Frequently asked questions;
- ADABAS -Frequently asked questions;
- PREDICT - debugging guide;
- ADABAS Security - Frequently asked questions;
- ADAMINT - Frequently asked questions;
- Installing/debugging the ADABAS SVC (MVS & MVS/XA).

New Change/Enhancements are out. They contain insights into what would be in NATURAL V2 and ADABAS V5. □

## PACIFIC SOUTHWEST REGION

Ed Simon  
Management Applied Programming, Inc.

The December 13 meeting was hosted by Software AG at the Sheraton Plaza La Reina hotel in Los Angeles.

Ray Pertierra, Software AG, introduced Rick Feria and Jeff Rowe from San Diego County, a new user of Software AG products (ADABAS, PREDICT, NATURAL, SUPER NATURAL, NATURAL/CONNECTION, NATURAL/VSAM, and the ADABAS VSAM Bridge.) Rick gave a brief description of their setup and their initial applications. Ray also introduced Dan Beck, Citicorp/TTI, and the new branch manager of Software AG's Newport Beach office, Chuck Thoman.

Clola Ferris, The Aerospace Company, led an informal discussion of SUPER NATURAL. Clola talked about the lesson plan she uses to teach new end users; using the Software AG self-study guide and a one-on-one interactive session, the end user is able to use the fixed-format mode in about two hours. Other areas covered include:

- availability of help screens;
- easy to install, good support;
- easy to maintain;
- some problems with sorting more than 200 records;
- error messages not as friendly as they would like;
- cannot sort on superdescriptors.

Overall, Clola stated that SUPER NATURAL is a beneficial tool.

Tom Marconi, Software AG, gave an on-line demonstration of CON-NECT. He displayed its electronic mail functions of sending mail, retrieving documents, archiving, and forwarding. Some of CON-NECT's document handling features were also shown: editing unformatted text and extracting information from an ADABAS file. □

## ROCKY MOUNTAIN- EAST REGION

*Bill Speaks*  
*ANR Freight System*

The meeting was held on November 15 at Software AG's new training center in Lakewood, Colorado.

John Martin, Software AG, presented a demonstration on CON-NECT, SUPER NATURAL, and NATURAL/CONNECTION.

Edward Forman, Senior Vice President, Software AG presented a status of current products and their future release dates and what to expect from each product. Edward also went into future directions and what to expect from each product:

- ADABAS V5 will be in limited release by summer of 1986 and users should plan to test before going into production with the new version. Security and networking facilities will follow the limited release.
- NATURAL V2 is also expected for limited release in the summer of 1986:
- COM-POSE and the facilities it provides the user who does not have COM-PLETE or NATURAL AF.

Larry Jayne talked about last years conference in Nashville and about the upcoming conference in San Diego. He also talked about the newsletter and solicited any changes that were desired to the newsletter.

Paul Peterson presented what the On-Site Services Group provides and explained how they go about reporting their conclusions. Some users commented that the information they gathered about NATURAL performance should be made available to the user community.

Art Burkett presented Software AG's plans for better support documentation and allowing user inquiry into the trouble log system.

The meeting concluded with a round table discussion of ADABAS Continuous Processing Option. □

## SOUTHEASTERN REGION

*Clayton W. Clendinen*  
*Orlando Utilities Commission*

The December 6 meeting was held in Atlanta, Georgia. The first order of business was that the group voted to hold a class on NATURAL Security Administration at the following meeting.

The first presentation was given by John Yodsnukis from the Environmental Protection Agency, titled "Dynamic NATURAL System File DDM's". John explained how users could change the file number of a READ or FIND statement in a NATURAL program, to cause it to use the current system file referenced by the FUSER, FNAT, FSEC, FDIC and FSPOOL dynamic parameters. This means that only a single version of any user-written system file utility need be maintained, even if your installation has multiple system files of a specific type.

Paul Peterson from Software AG's Denver Onsite Support explained Software AG's Onsite Support Service and how it could help Software AG customers utilize their Software AG products more effectively.

R. J. Thomas from Software AG Denver Technical Support discussed ADABAS debugging techniques. R. J. explained how users could analyze their own dumps when ADABAS abnormally terminates. He also suggested procedures that will help prevent abnormal terminations of ADABAS and ensure recovery should ADABAS abnormally terminate.

Darrell Skildum presented a DBA tool that was developed at E. I. Dupont. The product called the Data Reconstruction Facility, automates part of the process used to analyze ADABAS for effective file placement on disk.

The last presentation was by John Schott of Software AG's Reston Education staff. John taught a small segment from the new Software AG class "PREDICT And Data Dictionary Usage." □

## ADABAS PRODUCT REP'S REPORT

A. C. Roda

Planning Research Corporation

A new DBA Tools tape is now available; Galen Hansen from the State of Alaska has done a commendable job of updating the old one, which was long overdue for a facelift. I've reviewed some of the documentation and there's a lot of good stuff on there. Even with a recent price hike, it's well worth the \$50 (\$75 for international users) to get these user-written software tools.

Here's a brief overview (not inclusive) of the replaced or new tools available.

- 1) DBA001 Series - This is a replaced series containing documentation and code for user exits 2 and 4, providing comprehensive dual logging operational support and an SMF billing interface.
- 2) DBA004 Series - Another replaced series containing documentation and code for a general purpose "ADAPRINT" program which can be used to print selected records from any ADABAS file; included some new functions.
- 3) DBA013 Series - This series provides for a dynamic determination, from the MVS operator console, of which users (and what type) are using any ADABAS file.
- 4) DBA014 Series - A protection log analysis telling you anything and everything you ever wanted to know about a SIBA tape; very comprehensive (e.g. the highest number of updates per second and the time of day it occurred and the block number where it occurred.)

The remaining new tools pertain to NATURAL and will be equally beneficial to you in the use of that product.

David Alexander, the NATURAL Product Rep sent some information to me recently regarding 3380 disk and dual protection and command logging, which I'll pass on as it pertains to ADABAS. Users should be aware that even though the blocksize for dual logging is 4820 bytes on the 3380 device, ADABAS only uses the first 3000 bytes. To improve the efficiency of dual logging, there is a zap which provides for more bytes to the block. However, ADALOG may need re-linking and expanding as per the following Software AG instructions.

Note: The new CLOG blocksize must be less than/equal to the defined ADABAS WORK blocksize. Also, if the new CLOG blocksize exceeds 4000 bytes, ADALOG must be expanded by at least the value = new-CLOG-blocksize - 4000.

MAINTENANCE INFORMATION: The user is responsible for maintaining any optional modifications applied to the ADABAS system. This is a special zap which may be discontinued at any time without notice.

Good luck and enjoy the conference. □

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# NATURAL PRODUCT REP'S REPORT

David Alexander  
Bud Antle, Inc

First of all some feed back on NATURAL related activity at the SAGGROUP Executive Committee level. We are trying to put together a meeting between Software AG, and a small representative number of users to discuss long term product goals for NATURAL, and its related products. We will be contacting some of you individually to solicit your participation. Those not initially invited, but who would like to do so, should contact me. As much as possible, meetings are in locations to suit participants.

We have also been pursuing getting information in the area of NATURAL internals. The new NATURAL Administration class has a section on this topic including things like logic on processing if NATURAL commands, program load handling and the ADABAS commands generated from various NATURAL statements. Control blocks and true internals logic is missing and will not be presented now, or later. While this is itself is less important, the ability to understand your coding options vis-a-vis their effect on how the system actually handles them certainly is. So we will continue to pursue education on coding techniques, whether they be intuitively realized thru the insight given by more "internals" knowledge, or thru the medium of instruction and/or information sharing thru the users group.

I want also to clarify some of the categories found on the Change/Enhancement form as they are not all self evident.

## **DDM & DB ACCESS -**

includes all activity related to ADABAS files and access to them (FIND's, OBTAIN's 2 character names, etc)

## **I/O -**

includes all non-ADABAS I/O activity (e.g., SORT, WORK FILES, INPUT statements)

## **LANG. FUNCTIONS -**

related to NATURAL coding statements included "built-in" functions.

## **LANG. INTERFACE -**

anything to do with transfer of control (e.g., to COBOL, NATURAL subroutines, other NATURAL program (FETCH) etc.)

## **SYSTEM PARAM -**

principally deals with install and execution options.

## **SYSTEM FUNCTION -**

should be renamed CONTROL FUNCTION. Anything to do with NATURAL command processing, syntax analysis, control of OBJECT execution etc.

## *Editors Note*

*The article on INSITU logic in the February 1986 issue has evoked some concern in the user community over the affect on performance implied by such technique. The following letter from a concerned user addresses this performance issue. The readers should be aware that articles appearing in these columns are the opinions of the authors only and should therefore make their own judgments as to applicability.*

## **Letter To The Editor**

The article in the February newsletter, titled "INSITU PROGRAM LOGIC", suggested the generation of a single program logic set for all Add, Change, and Delete functions. The article did not, however, address performance issues, which are overriding concerns for on-line update programs.

The sample program printed in the article shows that in the case of an "Add", a skeleton of the new record is first stored on the database (line 0034); then read from the Associator (line 0035); then read from the Work dataset and Data Storage (line 0040); and finally updated (line 0070) with the full complement of its fields. The logic, which requires at least five physical database I/Os fails to meet the performance objective of minimizing call to ADABAS and tends to overload the ADABAS update thread (re. ADABAS Product Rep's Report in the same February issue.)

The programmer should also be made aware of the performance degradation that occurs when a record is first stored on the database with just a few fields and then expanded through an update command to such an extent that the padding area in the Data Storage block is exhausted and the block must then be split.

A much more efficient approach would have been to use a FIND with an IF NO RECORDS FOUND clause instead of a FIND NUMBER (line 0020). Software AG has suggested that when selecting a range of values for a descriptor the READ statement may prove even more efficient than a FIND. Line 0020 could, therefore, be replaced with a READ PERSONNEL WITH SSN = #SSN THRU #THRU-SSN  
WHERE LAST-NAME = #LAST-NAME THRU  
#THRU-NAME

with startling results in response time. Lines 0030-0038 could be moved outside the read loop and all the FIND statements could be eliminated. Better yet, an on-line update program could be made more efficient by avoiding complex FINDS (line 0020 is an Algorithm 4 search and generates I/O to the Work dataset) and WHERE statements through the use of superdescriptors. Any user interested in improving response time will make full use of superdescriptors and gladly accept the tradeoff of increased Associator storage.

It is very important, for new users in particular, to be aware of the efficiency and design constraints imposed by the "INSITU" program logic. The claim that "INSITU" embodies simpler logic and speeds development must be compared to the tradeoffs to be gained by encouraging creativity and the exploration in more efficient advanced programming techniques. "INSITU" would hamper the development of NATURAL programming skills in new programmer/analysts. The only recourse when an end user complains about the poor response time of an "INSITU" program will be to rewrite it from a performance perspective. □

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# COM-LETE NEWS

## NATURAL/ELITE a Computer-Based-Training System Is Available

Maggie McVay Geiser  
Software AG

Now with the introduction of NATURAL/ELITE, products will be even easier to learn. Software AG has developed a computer-based-training system to supplement existing training courses. The product name itself explains the product's purpose. ELITE stands for Effective Learning in an Individual Training Environment.

Computer-based-training allows employees to learn at their own pace, while gaining first-hand experience with the software. ELITE is best used as a review of material covered in the classroom, or as a supplement to onsite training. Using NATURAL/ELITE's computer-based training-system, students can pinpoint their weak areas and strengthen them with the aid of the self-paced courseware.

At any point during the course, students can break out of the course and practice what they have learned. Later, at their convenience they can resume their place in the course. The system automatically tracks each student's progress through a course, and records their performance. And, because each course is divided into components, students can study for as short or long a period as they want.

ELITE consists of 4 basic components: Administration, Presentation, Courseware, and Authoring. Each of these components has an important function in your training environment.

The Presentation System is used by the student to take the course. The sophistication of a presentation system is dependent upon the authoring system and the sophistication of the author. NATURAL/ELITE offers an excellent presentation system, including an on-line HELP facility, review capability, paging forward/backward, escape capability at every screen, user friendly menus and course or lesson selection, and the use of PF keys.

The Administration System is used by management or a training administrator. Most Administration Systems allow for some type of student registration and tracking. ELITE offers this also, as well as options for certifying students capability, public or private courses, on-line HELP facility, and a reporting facility on student progress. Additionally, the Administration component enables the course facilitator to oversee the whole program. A course can be tailored to suit an individual's needs by deleting or re-ordering lessons, and combining lessons from a variety of courses to make a new course as needed.

The Authoring System allows the user to develop courses to be run using the Presentation System. Most authoring systems provide some type of application program consisting primarily of menus and prompts to assist the author in writing text, formulating questions, and tracking the student's learning from one lesson to the next. The NATURAL/ELITE Authoring component is all menu driven, so building a unit or lesson is easy to understand and use. The Authoring System may be used to modify or change units in a course that has been written previously or to create a new course from scratch. You are not limited to creating courses on Software AG products. Once you have the NATURAL/ELITE Authoring System you can create courses on any topic beneficial to your company. For example, you may wish to create a course on "How to Use the Financial Entry System" application you wrote in-house; or a course on "How to Fill Out Expense Reports". The numbers and types of courses are only limited by your imagination.

The fourth component of NATURAL/ELITE is the Courseware itself. This is the actual course instruction which is presented via the Presentation System. Software AG currently has available the following fully authored courses:

- Introduction to NATURAL Applications Programming - A course designed for applications programmers who are beginning to learn the NATURAL 4th generation language;
- NATURAL for the Business Professional - A course designed for non-programmers which have a need to use NATURAL for business queries and reporting.

With each Software AG course, the Student receives a Student Guide, Workshop Examples, and Solutions to Exercises. In addition, the courses have an automatic facility which allows the student to go directly into NATURAL for workshop practice or other programming work, and easily return to the course by simply typing CONTINUE at the NEXT prompt.

Software AG is planning courses for CON-NECT, Advanced NATURAL, NATURAL/VSAM, and SUPERNATURAL in the near future. Other courseware plans will be taken under consideration as the customer base requires.

Like all Software AG products, NATURAL/ELITE is easily integrated. Because the software is written in NATURAL, the running of NATURAL/ELITE programs couldn't be simpler for your organization. NATURAL/ELITE will be demonstrated at the annual International Software AG Users' Conference in San Diego. To find out more information or to order your NATURAL/ELITE training system, contact your Account Representative. □

# CUSTOMER SERVICE RECOGNITION AWARD

Carol Middelburg  
Software AG

In October 1985, Software AG President and CEO Stuart J. Miller announced a plan to recognize outstanding service provided by Software AG employees to Software AG customers. Since then, the Customer Service Recognition Award has been presented each month to one of the many nominees submitted by Software AG's customers and employees for exceptional service-related achievements.

Monthly winners are chosen by a board of Software AG employees, trained to review nominations and serve as a selection panel. Once the panel's selection is approved by Michael Ater, Vice President of the Customer Service Division, he then presents the winner with a commemorative plaque. Monthly winners go on to compete for an annual award.

Joan Swanzy won the first award, presented for her October 1985 work with the ADAIOR module. She spent a tremendous amount of time and energy assisting customers while the module was still in beta test stage. Swanzy is a Reston, Virginia employee of the ADABAS Support Group.

The November 1985 award was won by Ken Torri, San Francisco Systems Support Representative, recognizing his dedicated work over a period of three weeks, during which he worked long and hard to reverse many problems a customer was facing.

Gretchen Werner, a member of the NATURAL Support Group in Denver, received the December 1985 award. Werner was able to recover three weeks worth of data "lost" by a customer due to a hardware problem. Werner worked onsite up to 20 hours per day over a week-end to assist the customer's staff and teach them how to use Software AG products to recover from a disaster.

The most recent award, given to Jim Yashinski for his January 1986 work, was earned for the service he provided a customer while their Information Systems Department was experiencing recurring problems. Yashinski provided a zap to correct the problems, then spent an entire week-end working with the customer well into the night to ensure a smooth operation. Yashinski is a member of the NATURAL Support Group in Reston.

## Nominations

Is there a Software AG employee who has provided you with exceptional service in the past month? Any employee, with the exception of managers, can be nominated for the Customer Service Recognition Award. Nominations for the month in which the service was provided must be received by the first Friday of the following month.

To nominate an employee, please provide the information below and send it to:

Software AG of North America, Inc.  
11800 Sunrise Valley Drive  
Reston, Virginia 22091  
Attention:

Customer Service Recognition Program

Employee's Name: \_\_\_\_\_

Accomplishments or details of services rendered: \_\_\_\_\_

Why the service was exceptional: \_\_\_\_\_

How nominator knows of employee's accomplishments: \_\_\_\_\_

Date service was provided: \_\_\_\_\_

Nominator's Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_



15th International Software AG Users' Conference May 11-15, 1986 San Diego  
 Registrations must be received prior to April 9, 1986  
 Please Fill Out Form Completely

Print:

Conferee Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_  
 Country \_\_\_\_\_ Telephone Number (\_\_\_\_) \_\_\_\_\_  
 Companion Name \_\_\_\_\_

**Check one:**

- User  Consultant  Guest  
 Distributor  SAGNA Employee  SAGD  
 Press

Fees:

	Before April 9 Save \$100!	After April 9
Conferee:	\$750	\$850
Companion:	\$250	\$350
Consultant:	\$1150	\$1250

- Payment Enclosed  Please Invoice  
 P.O. Number \_\_\_\_\_

*(Be sure to mail your Hotel Registration Form separately.)*

Send Invoice To:

Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_  
 Country \_\_\_\_\_  
 Attention \_\_\_\_\_

*Note: An additional \$100 will be added to registrations which are received postmarked after April 9, 1986. A \$100 fee will be charges for those who cancel after May 1, 1986. A \$300 no-show fee will be charged to those who register, fail to cancel and do not attend.*

*We sometimes take pictures of meetings for inclusion in Software AG publications. If you have any objections to this policy, please inform us before the meeting.*

For Software AG Use Only

Invoice Number \_\_\_\_\_ Date Invoice \_\_\_\_\_  
 Amount Paid \_\_\_\_\_ Date Paid \_\_\_\_\_  
 Check Number \_\_\_\_\_

Complete this form and mail to:

Software AG Users' Conference Registrar,  
 11800 Sunrise Valley Drive, Reston, Virginia 22091.

## Hotel Registration Form

Sheraton on Harbor Island  
 (619) 692-2265

Sheraton Harbor Island would like to welcome you in advance as a participant in "BEYOND THE HORIZON"—15th International Software AG Users' Conference, May 11-15, 1986

To assure a confirmed room, send this form prior to April 9, 1986.

Please mark the appropriate accommodation and requested rate, which will be confirmed if still available.

- Single \$85  
 Double (1 Bed) \$85  
 Double (2 Beds) \$85  
 Suite One Bedroom \$225

Sheraton Towers:

- Single \$105  
 Double \$105

Name \_\_\_\_\_

Sharing with (if applicable) \_\_\_\_\_

Firm or Organization \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Headquarters Hotel:  
 Sheraton Harbor Island-East  
 1380 Harbor Island Drive  
 San Diego, CA 92101-1092

Arrival Date \_\_\_\_\_ Time \_\_\_\_\_

Departure Date \_\_\_\_\_  
 (Check in time is 2:00 p.m. and check out time is noon.)

This reservation will be held only until 3:00 p.m. on the day of arrival unless guaranteed by one of the following credit cards:

(CHECK ONE)

- American Express  Diner's Club  
 Carte Blanche  VISA  MasterCard

Exp. Date \_\_\_\_\_

Credit Card number \_\_\_\_\_

Enclose a deposit equal to one night's rate plus 6% tax. A confirmation will be mailed to your address as given above.

**Complete this form and mail to Sheraton Harbor Island-East, 1380 Harbor Island Drive, San Diego, CA 92101-1092**



# CHANGE/ENHANCEMENT FORM

## ADABAS

- |  |   |                                       |
|--|---|---------------------------------------|
| <input type="checkbox"/> ADABOMP       | <input type="checkbox"/> MPM/NUCLEUS      | <input type="checkbox"/> SECURITY     |
| <input type="checkbox"/> CTCS          | <input type="checkbox"/> NET-WORK         | <input type="checkbox"/> UTILITIES    |
| <input type="checkbox"/> DOCUMENTATION | <input type="checkbox"/> ONLINE SERVICES  | <input type="checkbox"/> VM           |
| <input type="checkbox"/> INTERFACES    | <input type="checkbox"/> PERFORM. & ACCTG | <input type="checkbox"/> ADABAS (VMS) |
|  |   | <input type="checkbox"/> OTHER        |

## COM-LETE

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> COM-PASS      | <input type="checkbox"/> NUCLEUS          | <input type="checkbox"/> TERM. SUPPORT |
| <input type="checkbox"/> DOCUMENTATION | <input type="checkbox"/> PERFORM. & ACCTG | <input type="checkbox"/> UTILITIES     |
| <input type="checkbox"/> FILE I/O      | <input type="checkbox"/> SECURITY         | <input type="checkbox"/> USER EXITS    |
| <input type="checkbox"/> INTERFACES    |   | <input type="checkbox"/> OTHER         |

## NATURAL

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> DDM & DB      | <input type="checkbox"/> LANG. FUNCTIONS    | <input type="checkbox"/> SYSTEM FUNCTION   |
| <input type="checkbox"/> DOMUMENTATION | <input type="checkbox"/> LANG. INTERFACE    | <input type="checkbox"/> TP & OS INTERFACE |
| <input type="checkbox"/> EDITOR        | <input type="checkbox"/> CON-NECT           | <input type="checkbox"/> SECURITY          |
| <input type="checkbox"/> EDUCATION     | <input type="checkbox"/> PERFORM. & ACCTG   | <input type="checkbox"/> 'SYS' FUNCTIONS   |
| <input type="checkbox"/> GRAPHICS      | <input type="checkbox"/> SYSTEM PARAM.      | <input type="checkbox"/> SUPER NATURAL     |
| <input type="checkbox"/> I/O           | <input type="checkbox"/> NATURAL/CONNECTION | <input type="checkbox"/> NATURAL (VMS)     |
|  |   | <input type="checkbox"/> OTHER             |

## PREDICT

- |  |   |                                       |
|--|---|---------------------------------------|
| <input type="checkbox"/> CROSS REFERENCE | <input type="checkbox"/> INTERFACES       | <input type="checkbox"/> USER SUPPORT |
| <input type="checkbox"/> DOCUMENTATION   | <input type="checkbox"/> MODELING         | <input type="checkbox"/> UTILITIES    |
| <input type="checkbox"/> EDITOR          | <input type="checkbox"/> PERFORM. & ACCTG | <input type="checkbox"/> OTHER        |
| <input type="checkbox"/> FILE STRUCTURE  | <input type="checkbox"/> SECURITY         |                                       |

Request Title: \_\_\_\_\_

Request Description: \_\_\_\_\_

\_\_\_\_\_

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Request Benefits: \_\_\_\_\_

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\_\_\_\_\_

Submitted by- \_\_\_\_\_ Company: \_\_\_\_\_

Name: \_\_\_\_\_ Address: \_\_\_\_\_

Customer ID Number: \_\_\_\_\_

Telephone: \_\_\_\_\_

NOTE: Instructions for completing are on the back of this form.



## Instructions for Change/Enhancement Form

1. Place *one* 'X' to the left of a category within *one* product. This indicates which Product this Change/Enhancement is for and what general category the Change/Enhancement belongs. This category groups similar Change/Enhancements together.
2. Enter a Request Title which is a one line description for your Change/Enhancement that is less than 40 characters.
3. Enter a description for your Change/Enhancement. Please be specific when describing your Change/Enhancement.
4. Enter an explanation of the benefits of the Change/Enhancement.
5. Enter information about yourself so someone can contact you if there is some questions about your Change/Enhancement (you must include your telephone number).
6. Mail Form to:  
Mr. Martin Henderson  
Marathon Oil Company  
539 South Main Street  
Findlay, OH 45840 USA

## Software AG Users' Group Regions in the United States



This map represents changes made in the United States regional Users' Group boundaries at the International Conference.

## Executive Committee

### President

Mr. Richard Wolverton  
Commercial Union Insurance  
One Beacon Street, 25th Floor  
Boston, MA 02108  
(617) 725-7075

### Vice President

Mr. Robert M. (Buck) Shaw  
Massachusetts Institute of Technology  
Administrative Systems  
77 Massachusetts Avenue  
Bldg. E19-326  
Cambridge, MA 02139  
(617) 253-3426

### Secretary

Mr. Carlo Scagnelli  
Central Hudson Gas & Electric, Inc.  
284 South Avenue  
Poughkeepsie, NY 12602  
(914) 486-5641

### ADABAS Product Representative

Mr. A. C. Roda  
Planning Research Corporation  
600 West Service Road  
Dulles International Airport  
Washington, DC 20041  
(703) 661-5013

### NATURAL Product Representative

Mr. David Alexander  
Bud Antle, Inc.  
P.O. Box 1759  
639 San Born Road  
Salinas, CA 93902  
(408) 422-8871

### COM-LETE Product Representative

Mr. Ron Hoover  
Pennsylvania State University  
Management Services  
31 Shields Building  
University Park, PA 16802  
(814) 863-3643

### PREDICT Product Representative

Mr. Thomas Bradbury  
HAY Associates  
Computer Services  
229 South 18th Street  
Philadelphia, PA 19103  
(215) 875-2718

### Past President

Vacant

### Change/Enhancement Coordinator

Mr. Martin Henderson  
Marathon Oil  
539 South Main Street  
Findlay, OH 45840  
(419) 422-2121

### Users' Group Liaison

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Software AG of North America, Inc.  
11800 Sunrise Valley Drive  
Reston, VA 22091  
(703) 860-5050

### Technical Support Evaluation

Mr. Roy Richardson  
Management Applied  
Programming Inc.  
6420 Wilshire Blvd., Suite 200  
Los Angeles, CA 90048  
(213) 658-7220

### Nominations/Elections

Mr. Ralph Jenks  
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Nine Greenway Plaza East  
Room 136A  
Houston, TX 77046  
(713) 877-6209

### Area Representatives

#### North American Area

Ms Colette Farabaugh  
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San Jose, CA 95150-5130  
(408) 279-8750, Ext. 4444

#### European and Middle Eastern Area

Vacant

#### South African Area

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South Africa  
Telex 88939 S.A.  
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#### South American Area

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SGAN—Q602  
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Ed. Fundacao Getulio Vargas  
70. 830 Brasilia —DF

#### Oceania Area

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Australian Bureau of Statistics  
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Contributing Editor  
HAY Associates  
Computer Services  
229 South 18th Street  
Philadelphia, PA 19103  
(215) 875-2718

# SOFTWARE AG USERS' GROUP TOOLS REQUEST FORM

## REQUEST

Any licensed user of Software AG products may request a copy of the DBA (for ADABAS & NATURAL) Tools or the COM-LETE Tools.

Complete the information below and send to: Users' Group Liaison, Software AG of North America, Inc.  
11800 Sunrise Valley Drive, Reston, VA 22091 USA

Send:  DBA Tools Tape (for non-DOS users)  DOS DBA Tools Tape (for DOS users)  COM-LETE Tools Tape

Note—Both of the above DBA and DOS DBA Tools tape contain the same set of tools. The only difference is the DOS DBA Tools tape is DOS readable.

Ship to: (Please type or print)

Name \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip \_\_\_\_\_ Country \_\_\_\_\_ P.O.# \_\_\_\_\_

Bill To: (A cost of \$50.00 U.S. and \$75 International is charges for each of the above tapes that are shipped.)

Send invoice to SHIP TO name above  Send invoice to person below (Please type or print)

Name \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip \_\_\_\_\_ Country \_\_\_\_\_ P.O.# \_\_\_\_\_

## Change of Address Form

Check One:

- Change of Address (attach old label)
- Add New Name
- Delete Current Name (attach old label)

### U.S. Users Send to:

Users' Group Liaison  
Software AG of North America, Inc.  
11800 Sunrise Valley Drive  
Reston, VA 22091

### Users Outside the U.S. Send to:

Your Software AG Distributor or Affiliate

First Name	<input type="text"/>	Middle Initial	<input type="text"/>	Sur-name	<input type="text"/>
Your Title	<input type="text"/>				
Company Name	<input type="text"/>				
Division	<input type="text"/>				
Street 1	<input type="text"/>				
Street 2	<input type="text"/>				
Street 3	<input type="text"/>				
City	<input type="text"/>	State	<input type="text"/>	Zip	<input type="text"/>
Country	<input type="text"/>				
Tele- phone	<input type="text"/>				

## Future Newsletter Issues

August 1986 Newsletter  
copy due June 20, 1986  
November 1986 Newsletter  
copy due September 5, 1986  
February 1987 Newsletter  
copy due November 21, 1986

□

## SOFTWARE AG EDUCATION NEWS

*Stan Maring*  
*Software AG*

Software AG Education continues to grow! During the last few months, we've successfully opened two new training facilities and added four new courses to our training curriculum.

The new courses added to our training program are:

- NATURAL Administration;
- ADABAS Physical File Design;
- PREDICT Concepts and Facilities;
- PREDICT and Data Dictionary Usage.

"NATURAL Administration" is a 4 day course covering a variety of topics from installation options to NATURAL internals to NATURAL environment management. The course has been extremely well received by students with comments ranging from "best class ever" to "very informative, needed a long time ago" to "this is the best Software AG course I have ever taken, bar none". To say the least, this is an excellent course and is highly recommended for even an experienced administrator.

"ADABAS Physical File Design" is a 1 day course designed to discuss the concerns regarding the physical layout of ADABAS files after the logical design phase has isolated the necessary files and field. Alternative approaches are discussed as well as efficiency trade-offs in the use of various file and field definition options. This course is highly recommended for new ADABAS users.

"PREDICT Concepts & Facilities" is a 1 day course designed to introduce PREDICT to new users. The "PREDICT and Data Dictionary Usage" course is intended for intermediate to advanced level PREDICT users. This course is not for new users and gives a very comprehensive view of the Data Dictionary and PREDICT system. Students will be presented with a wide range of information from advanced PREDICT usage to data dictionary extensibility and customization.

The new training facilities are located in Lakewood, Colorado and in Hasbrouck Heights, New Jersey. Both facilities were built specifically for training and offer the student a superb learning environment. Each training room seats up to 20 students, has 10 color terminals in the classroom, and has kitchen facilities for class breaks. In addition, each facility has a printer dedicated to training which allows the student to easily obtain hardcopy of their lab work. For students requiring lodging, both facilities have hotels located within easy walking distance to the classroom.

For more information regarding our training program or to register for attendance into a class, please contact one of our Education Registrars at 703/648-2482. □

## Tools Tapes

Tools tapes contain user-written programs and documentation. The material on each tape is not maintained by Software AG: the tapes are distributed as a service to licensed users of Software AG products. Requests for Tools Tapes should be submitted using the Request for Tools Tapes form in this newsletter. Current versions are:

DBA Tools Tape Version 8504  
DOS DBA Tools Tape Version 8504  
COM-LETE Tools Tape Version 8306

□



## Regional Reps

### Eastern Region

Mr. Tom Clark  
SEI Corporation  
680 East Swedesford Road  
Wayne, PA 19087  
(215) 687-1700

### Hawaiian Region

Mr. Jim Steele  
State of Hawaii  
EDP Division  
P.O. Box 150  
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(808) 548-7443

### Midwestern Region

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R.R. Donnelly & Sons Company  
MIS 3-3 Department  
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### New England Region

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### Northeastern Region

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### Pacific Southwestern Region

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CCH Computax, Inc.  
P.O. Box 92938  
Worldway Postal Center  
Los Angeles, CA 90009  
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### Rocky Mountain-East Region

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### Rocky Mountain-West Region

Mr. Gordon Wood  
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Salt Lake City, UT 84102  
(801) 355-3884

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1765 Challenge Way  
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### Southwestern Region

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### Eastern Canada Region

Ms Jan Warren  
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### Western Canada Region

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SGAN—Q602  
Lotes A, B, C, 2 Andar Sala 33  
Ed. Fundacao Getulio Vargas  
70, 830 Brasilia—DF

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Belgium  
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### France

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1-7201020

### Germany

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West Germany  
05241-802052

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Almada, Portugal  
2750811

### Israel

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National Insurance Institute  
(address unknown)

### Italy

Mr. Loy Giorgia  
c/o Cassa di Risparmio  
di Genova e Imperia  
Area EAD-SSA:Uff  
Gestione Dati  
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GE Italy

### Japan and Far East Region

Mr. Keiji Ueda  
General Manager  
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(03) 543-5523

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Standard Bank of S.A. (Ltd)  
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Johannesburg  
2000 South Africa  
Telex 88939 S.A.

### Southeast Asia

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Ministry of Finance  
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Singapore 0104  
Republic of Singapore

### Switzerland

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de Bundesraerwaltung  
Holzikofenweg 8  
CH-3003 Berne, Switzerland  
(031) 618783

### United Kingdom

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RHM Computing Ltd.  
Joseph Rank House  
P.O. Box 11  
The High Harlow Essex  
CM20 ILX, U.K.  
011 44 279 26831  
Telex UK 81562

### Luxembourg

Mr. Georg Oth  
Banque de Luxembourg  
103 Grand Rue  
Luxembourg  
0352-481414

continued from front cover

Register now for this opportunity to meet your fellow Software AG users from all over the world to explore together the software solutions that will address your concerns both today and "beyond the horizon."

Technical sessions are scheduled concurrently throughout each day. They include:

- User Presentations - Users relate their own experiences with various types of installations.
- Workshops - Users conduct sessions with a shirt sleeves approach covering various areas of concern.
- Software AG Presentations - Software AG representatives provide up-to-the-minute information about the products and services you use.
- Classes/Tutorials - Technical experts conduct in-depth, interactive classes to improve your technical skills.

## Registration Information

### How To Register

Please fill out the conference registration form enclosed in this newsletter. Complete one form for each attendee (use photo copies as necessary). Be sure to type or print, insert it in an envelope, and drop it in the mail. Upon receipt of your registration form, you will be mailed a registration confirmation packet.

### What The Fee Includes

The registration fee for conferees includes admission to all sessions, the President's Reception on Sunday night, breakfast and lunch from Monday through Thursday, dinner on Monday, the banquet on Wednesday, wine and cheese finale on Thursday, a copy of all conference proceedings, and conference mementos.

### Register Early

The deadline for registering for the 15th International Software AG Users' Conference is April 9, 1986. All registrations postmarked before that date will save the \$100 late registration fee. □

continued from inside front cover

### Systems designed by and for end users

Another application underway is a hydraulic simulation model of MWD's entire distribution system. What's particularly interesting about this project, says Sommerville, is that the system's end users are also its primary designers; engineers working in NATURAL. They're the ones who are responsible for the system's ultimate success. And so far, because NATURAL is so easy to use, work has been going much faster than expected — despite many unusual aspects such as custom links between NATURAL and FORTRAN under CMS.

Other Software AG products have also made a difference at MWD. "The PREDICT active data dictionary is used by DP and end users alike," says Sommerville. The NATURAL Security system is also used organization-wide. "And, of course, we're also using VSAM/BRIDGE to convert our existing VSAM files into ADABAS structures."

### Bottom Line: New Ways of Using DP

The end result, says Ron Kennedy, will be to transform the role of data processing at the Metropolitan Water District. "We expect to become not only more responsive to user needs, but more actively involved in planning and operations. Our online environment provides the responsiveness, yet without sacrificing central control and data integrity. We are now looking towards a District-wide data base that users can access either directly on the mainframe or in down-loaded sets for analysis on personal computers.

"Overall, we anticipate better operations, vast improvements, and quicker delivery of application systems. We're all very aware of the extreme responsibility MWD has to the people we serve. Anything that helps us do that job is important — that's why we're happy to have found products like NATURAL and ADABAS."

## QUARTERLY RESULTS

Software AG Systems, Inc. Comparative Operating Results  
(In thousands except per share amounts.)  
(Unaudited)

	Three Months Ended		Nine Months Ended	
	February 28		February 28	
	1986	1985	1986	1985
Revenues	\$ 14,642	\$ 12,189	\$ 47,032	\$ 38,154
Expenses	11,720	9,764	34,650	27,420
Income Before Income Taxes and Cumulative Effect of Change in Accounting	\$ 2,922	\$ 2,425	\$ 12,382	\$ 10,734
<b>Net Income</b>	<b>\$ 1,598</b>	<b>\$ 1,331</b>	<b>\$ 6,611</b>	<b>\$ 5,743</b>
Income per Share Before Cumulative Effect of Change in Accounting	\$ .27	\$ .23	\$ 1.12	\$ .95
Net Income per Share	\$ .27	\$ .23	\$ 1.12	\$ .69
Number of Shares Used to Compute Net Income per Common Share	5,929	5,907	5,877	6,086



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