IBM
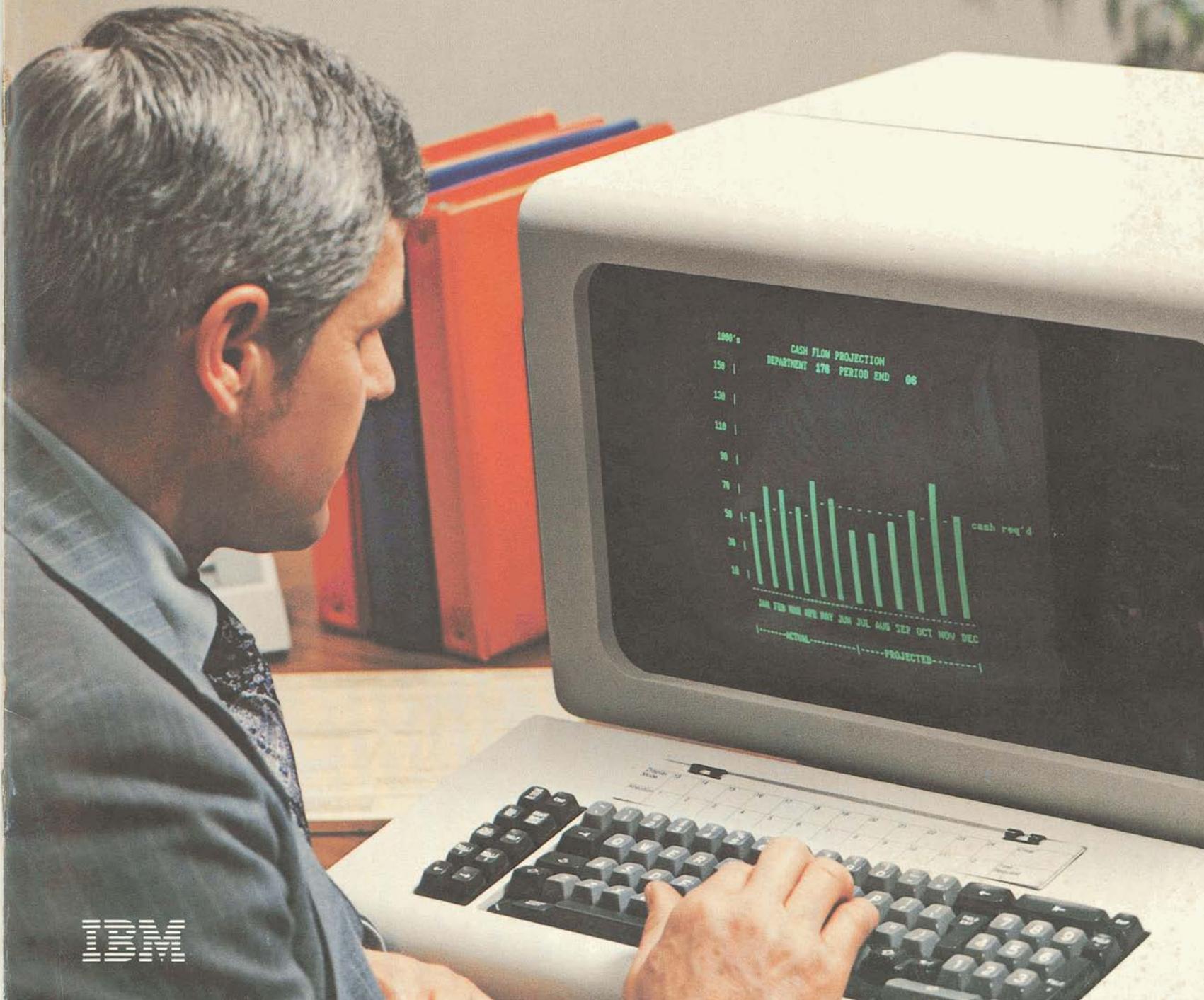# System/34...

because nobody
wants to wait

IBM

CUSTOMER SEARCH BY NAME

Number Customer Name	Address One	Address Two
160193 HAROBIN SPORTSWEAR	3311 GLENWOOD RD	REGO PARK, FLA 33432
160195 HARRIGAN SPORTS CENTER	129 NORT AVE	BALTIMORE, FLA 33159
160199 HARRIS COUNTY RECREATION	5071 S. WOOD ST	HARRISTON, GA 30328
160205 HARRIS HIGH SCHOOL	HWY 38	HARRISTON, GA 30328
160211 HARTLEY'S SPORT SHOP	312 MAIN ST	PHILLIPSTOWN, GA 30301
160216 HARTMAN OUTDOORS, INC.	456 BISHOP TR	QUINCY, GA 30312

KEY CUSTOMER NUMBER FROM LIST 160211

PRESS REC ADV TO CONTINUE
CK01 TO PAGE FORWARD
CK02 TO PAGE BACK   CK12 TO CANCEL

Brightness   Line Sync

                    Line Check

                    Internal Check

Contrast   Storage Check

                    Ready

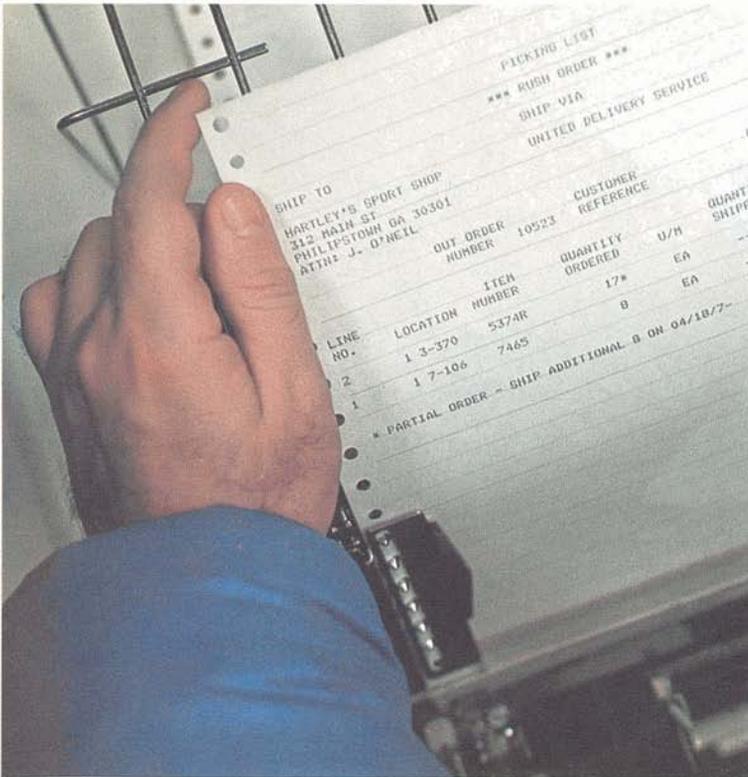On   Test

Off   Normal

Productivity begins with business information at hand

For people who don't want to wait for needed information, IBM offers a practical solution. It's a system that can eliminate information lag, because it works where you and your people work, as you work.

It's the IBM System/34—a family of desk-top display stations, printers and a powerful central processor—that can help you control costs, get answers, and serve your customers better by:
- Cutting paperwork
- Streamlining operations
- Strengthening overall control.

In short, System/34 can help you manage more effectively.

Timely information...
where it's needed

The IBM System/34 can bring daily operating information and computer processing power to many locations within your organization. System/34 work stations can help you work more efficiently and cope with unexpected problems. Place a display station or printer in the order department, on the manufacturing floor, in shipping, accounting, or even beside an executive's desk. The result: Better-informed decisions.

Suppose you could see a customer's accounts receivable history before confirming a new order? Or know exactly where a particular item is in the production cycle? What if you could track your cash position hourly for more profitable investing of unneeded funds?

You can with System/34 and the appropriate programming support.

Immediate information...
for better customer service

Using the familiar, typewriter-like keyboard and adding-machine pad, your people can check credit, expedite an order, verify a discount. They can even enter an order and verify on the screen the item's availability, projected delivery date and current price—while the customer is still on the phone. It's all much simpler and faster with the System/34 because up-to-the-minute information is readily available, and the system is designed to be easy to use.

Accurate information...
entered at the source

With System/34, personnel can enter data quickly via screen formats that can be made to resemble standard operating forms. Formats can also guide operators through each operation. For even faster data entry, already-known information can be automatically inserted in the appropriate blocks on the screen.

Under program control, System/34 can detect a surprising number of errors and attract your operator's attention to them in several ways—by blinking the information found to be in error, for example, or reversing the image so it stands out, or even sounding a warning.

When the system finds an error, the keyboard locks out additional entries until the error is corrected. That's effective control.

And it means you can accomplish jobs faster, with less writing and filing of task-delaying paper work, with fewer errors, and with less waiting.

EXPENDITURE ACCOUNT INQUIRY

ACCT. NO. 001-001-511.10-64 MACHINERY AND EQUIPT.

BUDGET AMT.	EXPENDITURES	ENCUMBERED	UNPOSTED	BALANCE
3,200.00	2,570.00	600.00	20.00	10.00

POSTED EXPENDITURE TRANSACTIONS

TRANS	BATCH	DOC.	TRANS. DATE	AMOUNT
VR	189	0009	4/30/78	2,340.00
VR	189	0012	5/02/78	230.00

Dynamic information... for better management

Within your organization, the need for prompt, accurate management decisions crops up at all times, in all places. Each delayed decision cuts into your overall efficiency and productivity. With System/34, you can respond to situations as they happen.

One line of information—or several—can be called up at any display station, or you can request a multipage report to be printed on demand.

All kinds of information... for all who need it

The System Support Program for System/34 is specifically designed to handle a multiprogramming workload. So several of your people can use the computer at the same time, as if it belonged to each one exclusively. Each may be performing a different task, such as entering orders, posting cash, creating purchase orders, or calculating loan payments—while you view today's sales figures or inventory status and your financial people and engineers are applying the computer to solve statistical or scientific problems.

Information requested, data entered and instructions given at all locations are handled by the central processor—routinely—for on-the-spot display or printing.

Printed information...
when it's required

There will always be cases where you and your customer require documentation that work was authorized, or done on time, or handled correctly. Or a need to analyze business volumes in detail over some period.
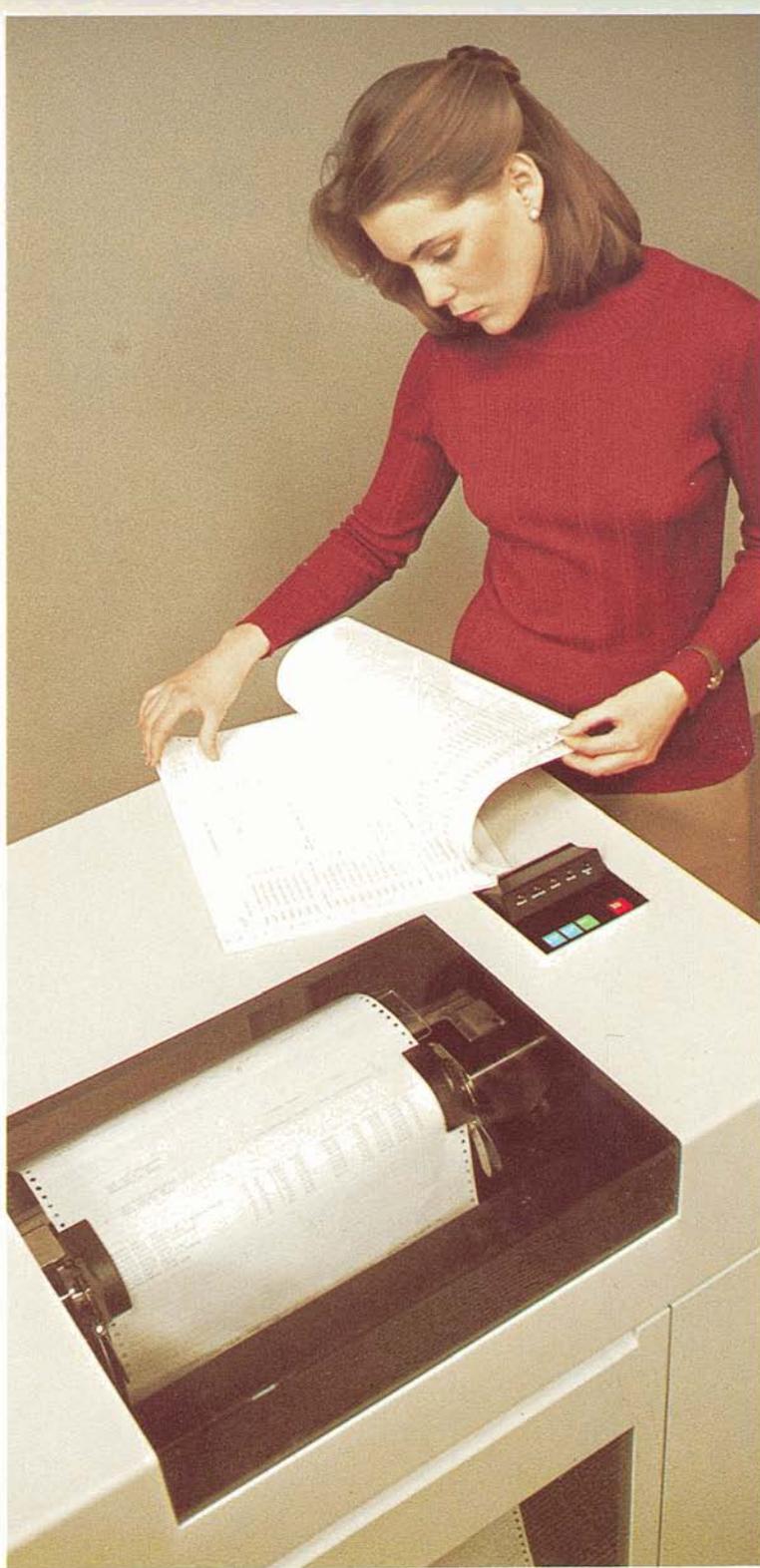
To help create these important documents, System/34 offers several printers. Work station printers can be placed where they're needed—to produce such items as picking lists, invoices or shipping documents, for example.

Or, you might use the system's high-speed line printer to prepare various reports throughout the day...and still process other work concurrently.

Accessible information...
yet restricted for security

Giving your people rapid and wide-ranging access to needed information can significantly improve productivity.

However, maintaining data security can be a major concern. With System/34, you decide which employees may use your system through password security and key locks at each display station.

Distributing information...
for large organizations

IBM's System/34, which was designed to function in multiple system networks, can help you uncomplicate complex tasks by distributing the processing load. In this way, you make remote locations more autonomous operationally and less dependent on the central computer's availability.

Without sacrificing centralized control you can take advantage of System/34 to help:
· Extend local computing capability
· Speed and simplify installation of applications for user departments
· Move day-to-day control of applications closer to the decision maker.

System/34...
the accommodating system

System/34 offers various combinations of display stations and printers, plus a console display and a system printer located near the central processor.

Work stations can be located throughout your organization. You can attach IBM display stations and printers either to the central processor (via Twinax cable up to 5000 feet away) or to a remote display station. A single remote display station or a remote cluster of work stations can communicate over phone lines to the central processor.

You have a wide choice of memory and fixed-disk storage capacities. Additional data may be kept on IBM diskettes—a low-cost and safe method for storing important records—with capacities as high as 1.2 million bytes per diskette and 10 diskettes per magazine. Communications adapters give System/34 the ability to transmit information to and from other IBM systems and work stations at remote locations, while normal processing continues at your central location.

Programming aids...
to help get you on track

To assist you in quickly implementing applications, the System/34 has a very broad range of programming languages and aids. Language options include System/34 BASIC, COBOL, FORTRAN IV and RPG II.

Complementing the language support are utilities for designing work station displays, creating and maintaining programs, programming interactive data entry and edit applications, and for inquiries and exception reports.

In addition, there is a large library of pre-written IBM System/34 programs supporting the many common applications such as payroll, general ledger, accounts payable, accounts receivable, order entry, inventory control, and sales analysis. In addition, System/34 offers a specialized library of industry programs.
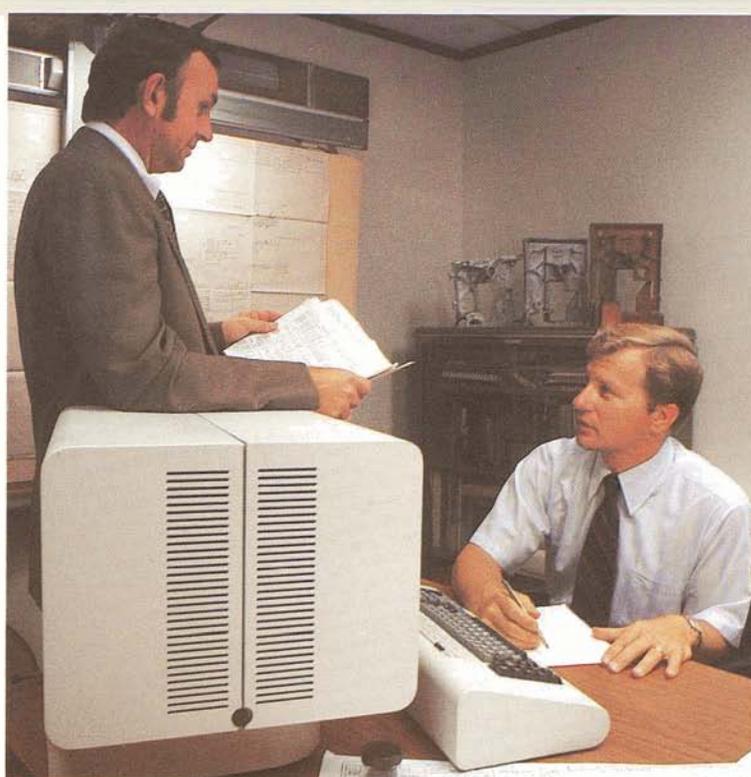
This support, in conjunction with the System Support Program, makes the System/34 a very easy-to-use work station system that can be highly productive for you.

Expert support...
to help keep you there

Training is available from IBM to help you and your people learn to use System/34 efficiently. Self-study courses and formal classroom education can be selected to suit your particular requirements.

IBM systems engineers can offer guidance in helping you decide how to set up, design and handle your information flow when planning your system. Customer engineers keep your System/34 in good working order—even in remote locations.

And your IBM marketing representative coordinates IBM resources to help smooth the installation and operation of your system. All are dedicated to helping you get the most out of your System/34.

System/34 can help you and your people avoid waiting for facts you need to do a better job. It lets you enter data as it is received, making it available at once for everyone else who needs it. And, it improves the accuracy of your information to enhance both customer service and your control.

Think how valuable it will be to have critical information available when you need it—how improved control can affect your cash flow, operating costs, sales volume and profit margin.

Take the next step

Getting started is easy.

Review with your IBM representative the jobs that you consider key to your business, your volume levels, plans for growth and change, your need for current information.

Together, you can work out a plan for putting System/34 to work in helping keep your organization on top of its bottom line.

If timely, accurate information is important to your organization, it's time to have a look at System/34.

Equipment and programming for IBM System/34
are available under separate agreements.