The Cincom Linkage

SPRING KNOCK-ABOUT/78

The 15th semi-annual Knock-About will convene April 23 and run until the 26th at Stouffers Cincinnati Towers and Convention Center. Preliminary estimates indicate the attendance for this three-day seminar will be the largest in the Knock-About's history.
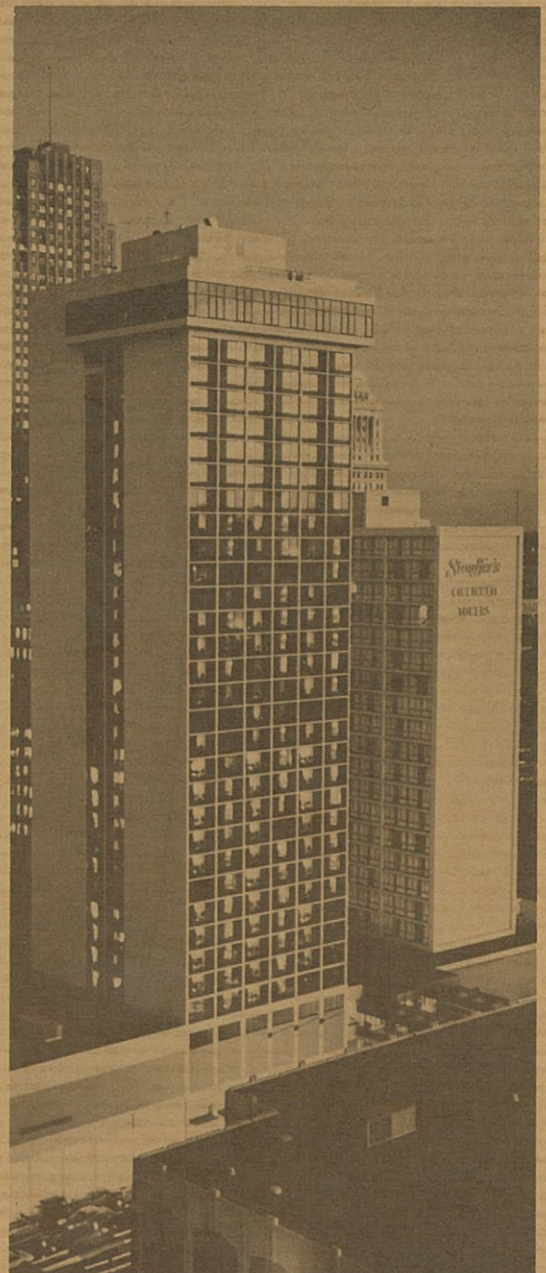
More than 600 users as well as representatives from Cincom will gather to participate in over 75 sessions.

The conference will feature members from the Cincom Users Group and Cincom personnel who will address the current state of the industry, requirements and solutions for information system planning and new directions for the future.

Cincom will be announcing several major new products as well as enhancements to existing products. Total 8.0 and T-ASK (see page 4) will be discussed in detail during the first day of the Knock-About. Jack Agnew with Conrail will explain his experience with Total 8.0 concerning the performance improvements.

The 75 sessions have been designed to furnish a wide range of information for both the managerial and technical members of the conference. Management-oriented sessions will include discussions on; communications effectiveness, human considerations for on-line systems design and perspectives on the functions and responsibilities of the Data Base Administrator. Attention will also focus on future directions such as interactive distributed processing and information system architecture.

This Knock-About promises to be one of the most highly informative held since their inception in 1971. On behalf of the Cincom Users Group and Cincom we look forward to seeing you there.

User Group Developments

CUG Software Exchange

Thanks to the numerous submission forms received thus far, the first software exchange catalog will be available at the Spring Knockabout. The catalog is only part of this exchange, however. Other related activities will be discussed in two Knockabout sessions, one for ENVIRON/1 and the other for TOTAL. Bring your notebook and software listings and be ready to participate. The Exchange is under way, so let's keep it moving! What you do, and how you do it, is of interest to others. See you at the Spring Knockabout.

C.U.G. Board of Directors Meet

The C.U.G. Board of Directors recently met in Pine, Colorado and concluded the final plans for the Spring Knockabout to be held in Cincinnati, April 23 thru April 26, 1978. All of the sessions were scheduled with presentors and Terry Nathan, Vice President and Spring Knockabout Program Chairman expressed his appreciation to all users who have cooperated in the planning of this Knockabout.

The Board agreed with the selection of Dr. True as keynote speaker for this Knockabout and Dr. Richard Nolan as keynote speaker for the Fall '78' Knockabout. In addition to these keynote speakers, Board member Don Woerner has scheduled a very interesting Knockabout Management track.

Several other matters were acted upon by the Board including items associated with the enhancements procedure, the software exchange directory, local user groups and special interest group (SIG) activities. A special session of the board meeting was held to review the activities of the Australian User Group as reported by Alan Frazier, a former B.O.D. member who recently returned from a work assignment in Australia. A C.U.G. business meeting will be scheduled in conjunction with the Spring Knockabout to report upon the Boards activities in greater detail and to solicit input and suggestions from the members.

Large Users SIG

The large users SIG had 35 attendees at the last meeting on January 30 and 31, 1978. The agenda included technical presentations by Aetna Life and Casualty and Brown Group, Inc. A review of TOTAL 8.0 performance was presented by Jack Agnew of Conrail, a Beta test site. Cincom personnel then discussed their plans and directions for the future. The next meeting will be in St. Louis on August 7 and 8, 1978.

CUG Board of Directors

The National Cincom Users Group recently elected and installed their 1978 Board of Directors as follows:

President
Stuart H. Sanfield
Wyeth Labs

Vice President, Programs
Terry Nathan
Texas Education Agency

Treasurer
Robert G. Ogilvie
American University

Secretary
David B. Sullivan
Westinghouse Electric Corp.

Newsletter Coordinator
Norman A. Dangelo
ITT Cannon Electric

Product Enhancement Coordinator
William N. Dickinson
Aetna Life & Casualty

Software Exchange Coordinator
Alan J. Feldmeier
Brown Group, Inc.

Local CUG Coordinator
Gordon M. Gerson
Defense Communication Agency

SIG Coordinator
Robert Pavlik
Corning Glass Works

Program Chairman Fall Knockabout
Russ Stefany
American Cyanamid Co.

Cincom Selected

Cincom Systems, Inc. has been selected as one of the major participants at the National Computer Conference in Anaheim, California June 5–7, 1978. Mr. Cory Foster and Mr. Ocie Gamble will be presenting one of the twelve Professional Development Seminars during the three-day conference.

The topic will be "Information System Architecture: A Management Perspective". This seminar presents a philosophy of information system analysis and design which is based on a functional analysis of the organization's data resource. The management perspective of this methodology will (1) establish the need for a more formalized approach to the building of information systems, (2) build a conceptual framework for the information system design task through analysis of data usage in the organization, (3) suggest a structure for an information system architecture project in any type of organization, and (4) evaluate recent experiences with this methodology in several organizations. The methodology is presented as a problem-solving approach which is hardware, software, and industry independent and is an appropriate subject for both data processing and non-data processing managers and executives.

Mr. Foster and Mr. Gamble are currently directing the creation of data base and information system design tools for Cincom Systems. Both have been associated with Cincom since 1974.

Mr. Foster served as Manager of Training and Development prior to his current research and development role. His eleven years in the data processing industry have included experience as a Systems Engineer with IBM, and Instructor of Systems Analysis at Miami University, and a Consulting Management Systems Analyst with Wells Fargo and Co. His academic credentials include the BS Degree in Applied Science (Systems Analysis) and the MBA Degree in Management from Miami University.

Mr. Gamble has served as a Marketing Technical Representative prior to his current assignment. Mr. Gamble has fifteen years experience in the data processing industry. He has served as Programmer-Analyst with Mohasco Industries, Systems Engineer with Univac and System Analyst with Synercon. He was graduated from the University of South Carolina with a BS Degree in Industrial Management.

These Professional Development Seminars are being coordinated by the NCC Committee. Mailings detailing the presentation topics should reach you soon. We look forward to seeing you at NCC '78. It promises to be one of the most informative conferences held this year.

Multi-Task TOTAL for Interdata

This new release is compatible with Interdata Single-Task TOTAL and offers the same powerful capabilities that are available on IBM, NCR, Univac, Honeywell, CDC and eight other vendors' hardware. As with Single-Task TOTAL, data relationships can be created in either network or hierarchical structures with significant reduction of data redundancy.

The new multi-task version offers, in addition, dynamic record level lockout, and automatic handling of any number of tasks through one copy of TOTAL. The TOTAL module and the data base descriptions are dynamically loaded, and each file can have multiple extents, multiple buffers, or share buffers with other files.

TOTAL runs on the 7/32 and 8/32 Interdata CPU's, under OS/32 MT, core requirements are 128K bytes. Data base access can be achieved using COBOL, FORTRAN, or the CAL assembler language. The system sells for $18,500 plus a $1,200 installation charge.

cin·com·ment

Tom Nies Sets The Direction For The Eighties

Attendees to the Spring Knock-About will be presented with an indication of Cincom's direction during the next decade. In a speech entitled "Transitions: Experience From The Past, Foundation For The Future", Tom Nies will discuss at a specially arranged breakfast General Session an analysis of past efforts in developing computerized Management Information Systems (MIS). Based on that analysis, Nies will suggest Cincom's strategy and future production direction aimed at providing true MIS software.

The importance of Nies' presentation should be mentioned here since it addresses exactly what the headline describes, the direction for the eighties.

If you were unable to attend the Knock-About and would like reprints of Tom Nies' keynote speech, contact the Linkage Editor, 2300 Montana Avenue, Cincinnati, Ohio. For specific product information on TOTAL 8.0 or T-ASK, contact your local Cincom marketing representative.

TOTAL 8.0—
The DBMS for the 80's.

Attendees at the Spring Knock-About will have the opportunity to hear presentations from Cincom personnel as well as Jack Agnew from Conrail discuss the performance characteristic of TOTAL 8.0. For those customers who could not attend this year's conference, the following information should provide an overview to the criteria influencing the development of TOTAL 8.0.

Portability

Version 8.0 supercedes all previous releases of TOTAL on the IBM 360/370 operating systems. With this version, there will be one TOTAL available for all combinations of the 360/370 configurations. This provides true inter-intra operating system migration capabilities and insures portability from this date forward.

Performance

Input from leading thinkers in our user community was a part of the genesis of TOTAL 8.0. They recognized the need for a central, multi-task, multi-thread DBMS which would permit maximum I-O overlap, blocked logging and a significant reduction in CPU cycles.

As a result Cincom dedicated its efforts to provide the following:

- A fully re-entrant version of TOTAL
- Blocked logging as an option
- Code-directed, data-directed access
- SVA (DOS/VS, MVS, (OS/VS) architecture
- New user exits
- Internal statistics for tuning
- New interfaces for Environ/1 and CICS

Reliability

The reliability of past versions of TOTAL has set a precedent which TOTAL 8.0 has been designed to follow. The features detailed below insure the same consistency for TOTAL 8.0.

- Establishing regional TPS operations
- Isolated (EDM) Environment Dependent Modules
- Introduction of VSAM support
- Rewrote and updated all documentation
- Modularized the components of version 8
- Completed extensive field MTR training

Finally, Cincom has monitored significant industry trends which dictate the last and most important criteria:

- Over 82% of current TOTAL users are on-line
- Hardware costs are declining as personnel costs escalate

- Recruiting qualified individuals is becoming increasingly difficult
- The ratio of computer science professionals is estimated to be less than 1/CPU by 1983.

These trends indicate a serious need to provide an on-line oriented DBMS. TOTAL 8.0 fills that requirement from a technical perspective and combined with T-ASK provides the interactive capability for the end-user.

T-ASK

T-ASK is an on-line information processing system used in conjunction with the TOTAL data base. T-ASK's primary purpose is to provide non-data processing users the ability to quickly, easily and efficiently retrieve timely information about their business environment.

T-ASK consists of three components:
1. Interactive Directory
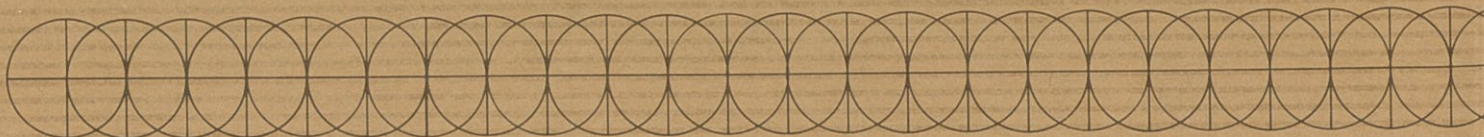2. Catalogued Procedures
3. Query

The directory is the focal point for all maintenance to T-ASK and so is the key tool for the Data Base Administrator. Essentially the directory contains information describing the relationship between five (5) entities: files, fields, data names (alias), access codes, catalogued procedures. The directory information is stored in one single entry and one variable entry TOTAL file.

Query is the heart of T-ASK. The Query capability converts data into information within the time frame imposed by the need for accurately yet quickly formatted decisions. Because T-ASK is an interpretive processor, no intermediate processing is required. Therefore, T-ASK translates the query and immediately begins execution.

The Catalogued Procedures feature allows repetitive queries to be saved and since approximately 80% of all query activity is repetitive, it encourages higher end-user interaction.

T-ASK is evidence of Cincom's commitment to the end-users growing demands for more immediate access to their information. This interactive capability opens up new vistas for TOTAL users. It should significantly reduce end-users frustration because T-ASK now offers immediate information, less DP involvement and lower personnel costs.

TOTAL version 8.0 and T-ASK are the first step by Cincom in the transition to the information system software of the 1980's. Today Cincom is positioned to set the course in providing the foundation for the future of your information systems environment.

A New Cincom Venture: Application Software Systems

If your company is a manufacturer, you may have heard about a new venture with Cincom. In continuing its commitment to providing a comprehensive range of software products and services, Cincom has entered the applications software market. The first product is a material requirements planning (MRP) system called the Manufacturing Material Planning System (MMPS).

There are several aspects of MMPS that make it significantly different than traditional application software products. First is its design basis. Most application systems try to accommodate the detail variation in application requirements that naturally exists from company to company by coding multiple versions of many modules and incorporating a complex configuration control scheme. This might be implemented through macro operands, setting of execution parameters, or several other techniques.

The resulting system then includes unnecessary data processing complexity, and therefore equally unnecessary development cost. Furthermore, since the system must almost always be modified in some way to meet the users needs, this unnecessary data processing complexity causes the modification efforts to be more difficult and expensive. This is true for initial implementation, as well as for later evolution of the application system as the user's needs evolve.

Cincom's approach presents a different level of compromise between functional completeness and data processing complexity. It's called the "Generic Solution" design approach. A Generic Solution application software product does not attempt to provide multiple versions of supposed 100% solutions.

Instead, it provides the universally applicable portions of an application system, usually on the order of 75% to 80% of the functional requirements for any unique system solution, packaged in a way that makes it extremely easy to modify or extend.

The Packing Techniques include utilizing a data base management system (TOTAL, of course), modular systems and program design, structured programming techniques, and distribution of the product in source COBOL code. The net result is a complete yet basic application system that is significantly less complex in data processing terms, and therefore less expensive. It also offers an enhanced opportunity to modify and extend the basic system to meet the unique requirements of your specific system solution.

The Material Control Transaction Processing subsystem maintains three levels of material plan data. It offers external maintenance of balance-on-hand data, on order data, and requirement data. On order conditions are maintained in open status and several levels of planned status and individual components requirements are maintained for both open and planned manufacturing orders.

The Manufacturing Material Planning System is the first of Cincom's Generic Solution Application systems. MMPS is an MRP system that consists of three major subsystems. The Master Data Base Maintenance subsystem provides the functions of Part Master data maintenance and Bill of Material maintenance. This subsystem includes an engineering change effectively control mechanism by date and automatic requirements maintenance in response to Bill of Material maintenance.

This transaction processing subsystem also offers a complete transaction control facility including batch controls, reject-suspense-review, and transaction correction mechanisms. The MRP Review subsystem provides two forms of material plan review. The first type is the now common part requirements versus planned availability review and balancing process. This review is an activity driven, net change analysis of bucketless detailed data and provides the familiar material plan reports, in both detail and bucketed forms, as well as exception summary reports. The second review analyzes the same detailed data from the order point of view and accounts for the passage of time by comparing various control dates associated with each order to the current date. MMPS includes a Gregorian to shop date translation facility.

MMPS based MRP systems are in varying stages of implementation in several U.S. and European companies and several more implementations are planned to begin in the near future. The Generic Solution concept has proven to be a better design approach and you can look for additional Generic Solution application systems from Cincom Systems in the future.

If you are interested in more information on the MMPS system, contact your local MSR or Kevin McQuillen, 2300 Montana Avenue, Cincinnati.

Education—Cincom Style

Education is an integral part of Cincom's commitment to its users. As costs for data processing personnel continue to increase almost astronomically, organizations are seeking cost-effective alternatives which will ensure that their personnel are producing at an optimal level as soon as possible. Cincom is fully aware of this growing concern and is channeling vast resources into developing educational offerings which provide a maximum return on investment for the user's data processing training dollar.

Cincom has emphasized building the proper balance between theoretical and practical education. Every course has been designed to establish a common level of understanding, and then showing the user how to apply that knowledge to the types of everyday situations that he or she can expect to encounter.

Just as we strive to find more efficient solutions to information systems problems, that same level of dedication manifests itself in our educational offerings. As an example, the Cincom Education Department recently announced a new TOTAL video training course, and the response has been overwhelming. Now organizations can effectively train their personnel in the basic principles of TOTAL at an extremely inexpensive cost-per-student, while allowing students to proceed at their own pace. This approach creates an excellent foundation of understanding and enables these same personnel to derive maximum benefits when attending Cincom-oriented product classes.

We are currently working with several of the industry's top professional educators, organizational psychologists, and management consultants to develop a thorough curriculum which will enable users to enjoy continued success in their application of Cincom products. New and exciting announcements will be made over the next several months, which will expand the users ability to select and customize Cincom educational offerings to his or her specific needs.

Cincom's commitment to education extends beyond the user base. Comprehensive new internal training programs have been implemented to firmly establish Cincom's support personnel as the most highly trained and best qualified in the industry. Education for Cincom personnel is an ongoing process. We realize the importance of keeping our personnel abreast of important technological breakthroughs. This expertise can help our users solve problems—quickly, economically, and efficiently.

In summary, education at Cincom is a pledge to excellence. And excellence at Cincom is measured by the success of the Cincom user.

Cincom Recipient of ICP Award

Cincom Systems, Inc. was again honored at the International Computer Programs (ICP) awards ceremony held on March 15–16 in Chicago.

This year's tribute was presented to Tom Nies, President of Cincom Systems, by ICP President Larry Welke, to honor the accomplishment of having exceeded 2000 TOTAL installations worldwide. This year's award is further evidence of Industry recognition, since it follows the special 50 million dollar award received at last year's ceremony.

Cincom Systems maintains a unique stature within the Software Industry. TOTAL is the only DBMS installed in over 2000 locations, with revenues generated in excess of $50 million. These industry awards are testimony to the impact that Cincom has had on data base development and on the Data Processing Industry throughout the world.

Hartzell Excels

Over the past 2½ years, Hartzell Corporation has been using TOTAL in a manufacturing environment. They have been successful in developing a complete manufacturing system including B/M, inventory, cost, MRP, and capacity planning largely through the efforts of Larry Pietruszewski. What is somewhat unusual is that they have done this on a System/3 using RPG. Under the direction of Win Trumbell, TOTAL was installed with the idea that Hartzell's D.P. Department was fairly small and they wanted to remain small, but they had big ideas. Their modular system has been so successful that Mr. Jerry Sheets of Dallas, Texas, has purchased the rights to market Hartzell's programs. Jerry is no stranger to Cincom and has worked on several projects related to TOTAL and System/3.

GEC Computer to Market Total

GEC Computers Ltd., Europe's largest manufacturer of realtime computer systems, has contracted with Cincom to market TOTAL for use on the GEC 4000 series computer systems.

The development of our GEC 4000 series computers is derived from our considerable experience in industrial and scientific computer application areas, says Alan Fraser, Managing Director of GEC Computers Limited, "When choosing a data base management system to complement this system, we selected Cincom Systems' TOTAL because it has more installations worldwide than any other data base management system and is well known for its reliability and ease of operating use".

TOTAL will operate on any processor in the GEC 4000 series, under GEC computers OS 4000 multi-access software. The GEC 4000 series computer systems include the GEC 4070, GEC 4080 and GEC 4082 processors.

Cincom Systems Names European Technical Services Manager

Stuart B. Kenley has been named European Technical Services Manager for Cincom Systems International. From the company's European Headquarters in Brussels, he will coordinate all Technical Service functions including customer installations and service, systems engineering, train-ing of systems engineers and the organization and dissemination of all technical literature. He will also control all European-based software developments of Cincom products.

Mr. Kenley joined Cincom Systems International as systems engineer for the UK, coordinating all European systems engineers activities. In 1974, he founded the Custom Systems Division of Cincom and has managed this group until the present.

Before joining Cincom, Mr. Kenley worked with British Leyland Cars Division as a Systems Programming Specialist and as the Data Base Manager for all IMS developments within the Division. Mr. Kenley also worked with IBM from 1967–70 where he served as Systems Engineering Coordinator for the Barclays Bank Branch of IBM.

Cincom Systems Appoints Manager Custom Systems

Larry D. Lloyd has been appointed Manager, Custom Systems Europe for Cincom Systems International. The Custom Systems Division specializes in the development and implementation of special application systems. Mr. Lloyd will be located at the company's European Headquarters in Brussels.

Mr. Lloyd joined Cincom Systems in 1972 as a Marketing Representative in Canada. For the past three years, he has served as General Manager of the company's Canadian office located in Ontario. Before joining Cincom, Mr. Lloyd worked as a Senior Consultant with one of the leading data processing consultants in Canada.

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Consider Cincom

Look for this headline and the accompanying message which will be carried in advertisements placed with the major industry trade journals beginning in the near future.

The "CONSIDER CINCOM" campaign theme will be employed to remind the audience of Cincom's stature and impact as one of the foremost independent software vendors in the industry.

The campaign is designed to introduce a series of advertisements throughout the remainder of fiscal 1978. During that time subscribers to the major industry trade journals will be presented with the unique advantages and benefits Cincom offers. The content will be straightforward and informative, even our users who "Considered Cincom" long ago may find important information on the past history, present stature and future direction of Cincom Systems.