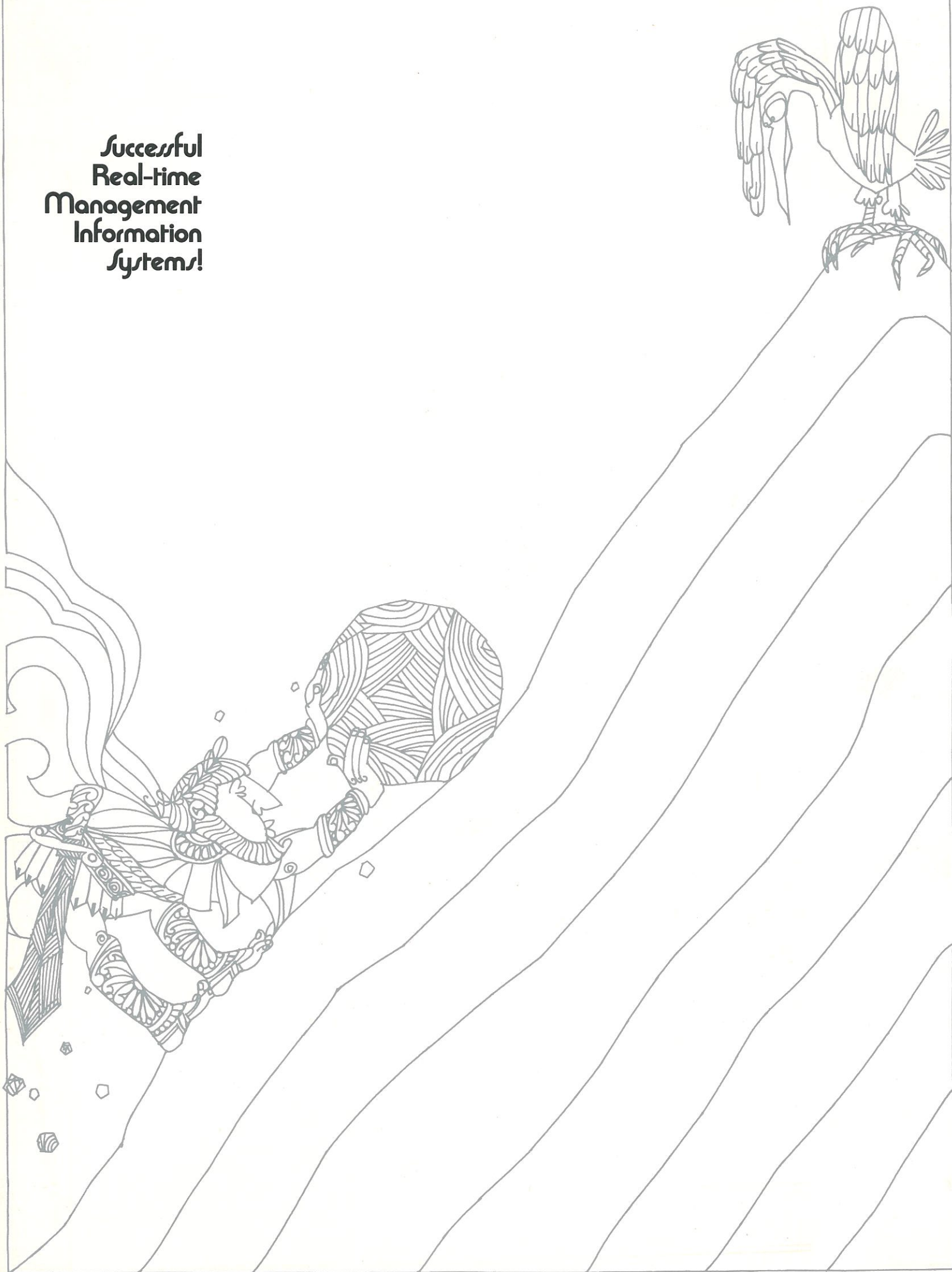
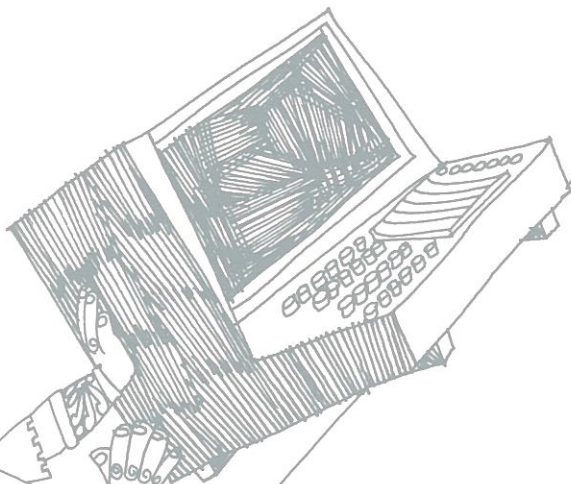


**Successful
Real-time
Management
Information
Systems!**



**Impossible
Objective?**



Or just an Impossible Approach

Meet Sisyphus, the unfortunate Corinthian king of Greek mythology.

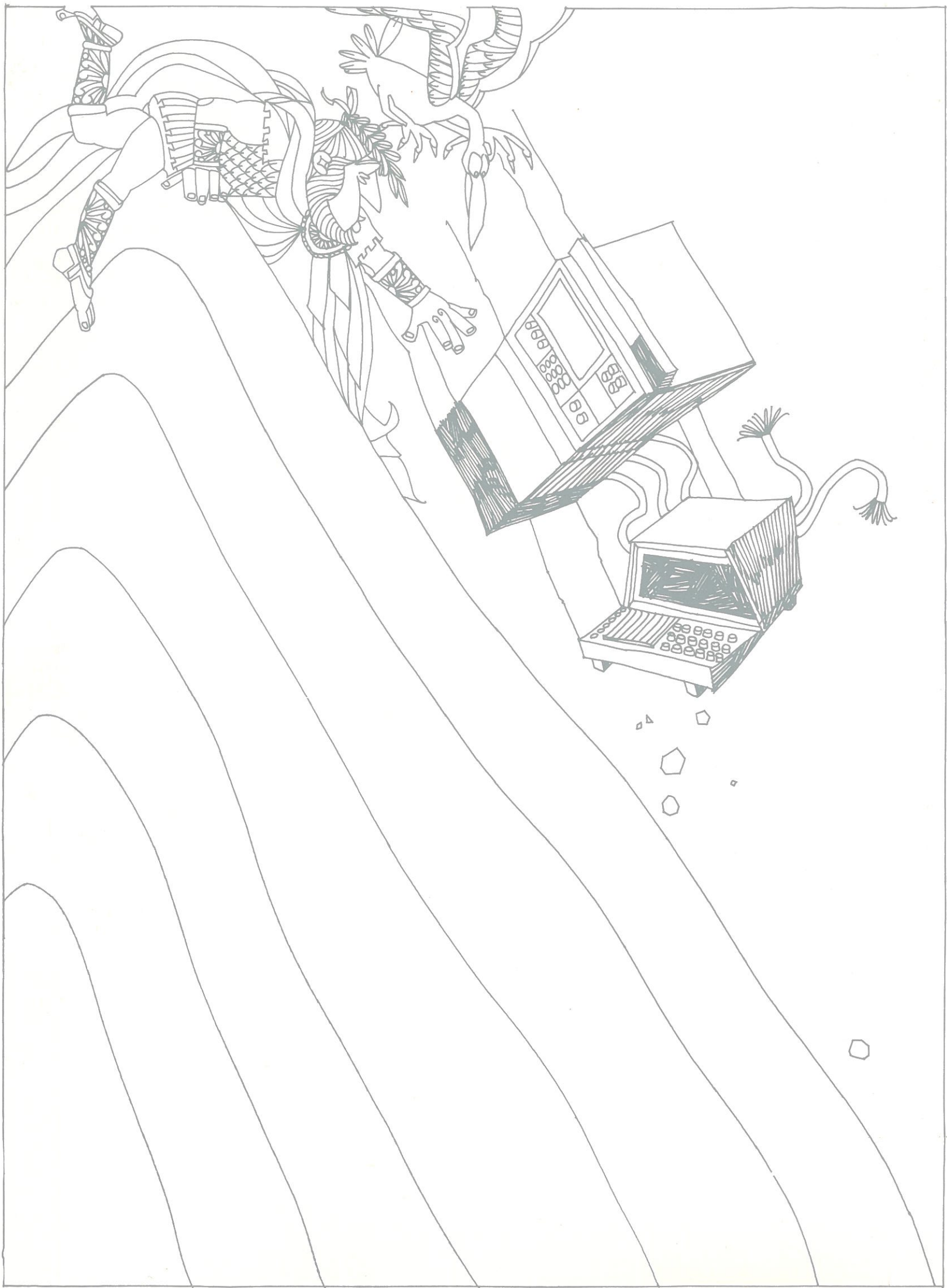
His disfavor of the "gods" earned him a rather frustrating eternal punishment.

Sisyphus was ordered to roll a huge stone to the top of a steep hill. But each time he got to the top, the stone rolled down the other side and he had to start all over again.

Companies involved with the implementation of on-line, information systems must often feel as if they are sharing Sisyphus' punishment. The history of on-line for many installations show them to be in a state of continual conversion and frustration. The results that were expected are never quite achieved, but the cost always seem to be more than anticipated.

Hence, there are installations converting from DOS to OS or from BTAM to QTAM to TCAM or to CICS or to IMS or to . . .

This is like Sisyphus being doomed to forever push his stone to the top of the hill without ever really getting the task accomplished. Sisyphus had no hope for success. But for information systems implementors the frustration is worse. You have often heard, "This conversion will be the last." Success is always just over the next hill —



but it never is.

Is it possible that almost every user attempting to implement real-time systems is doing almost everything wrong? This may be hard to accept, but the continuous conversions themselves prove that something was wrong with what was done before. Trial and error is an expensive and dangerous way to make progress. Failure need not be the rule. There are techniques and lessons which can be learned from certain very successful pioneering systems.

These successes clearly show that characteristics of the on-line control program design are the key. The ultimate system requirements are seldom ever known in the beginning. For this reason, the design must include capabilities for expansion to enable its user to start small with low volume on a few terminals and expand to encompass future requirements, even as far as thousands of terminals carrying on hundreds of independent or interrelated functions simultaneously. The constant redesign or modification of programs should be eliminated.

To grow need not mean to convert. Each step should be predictable and build on the base of the previous one. Progress toward a predefined objective should be clear.

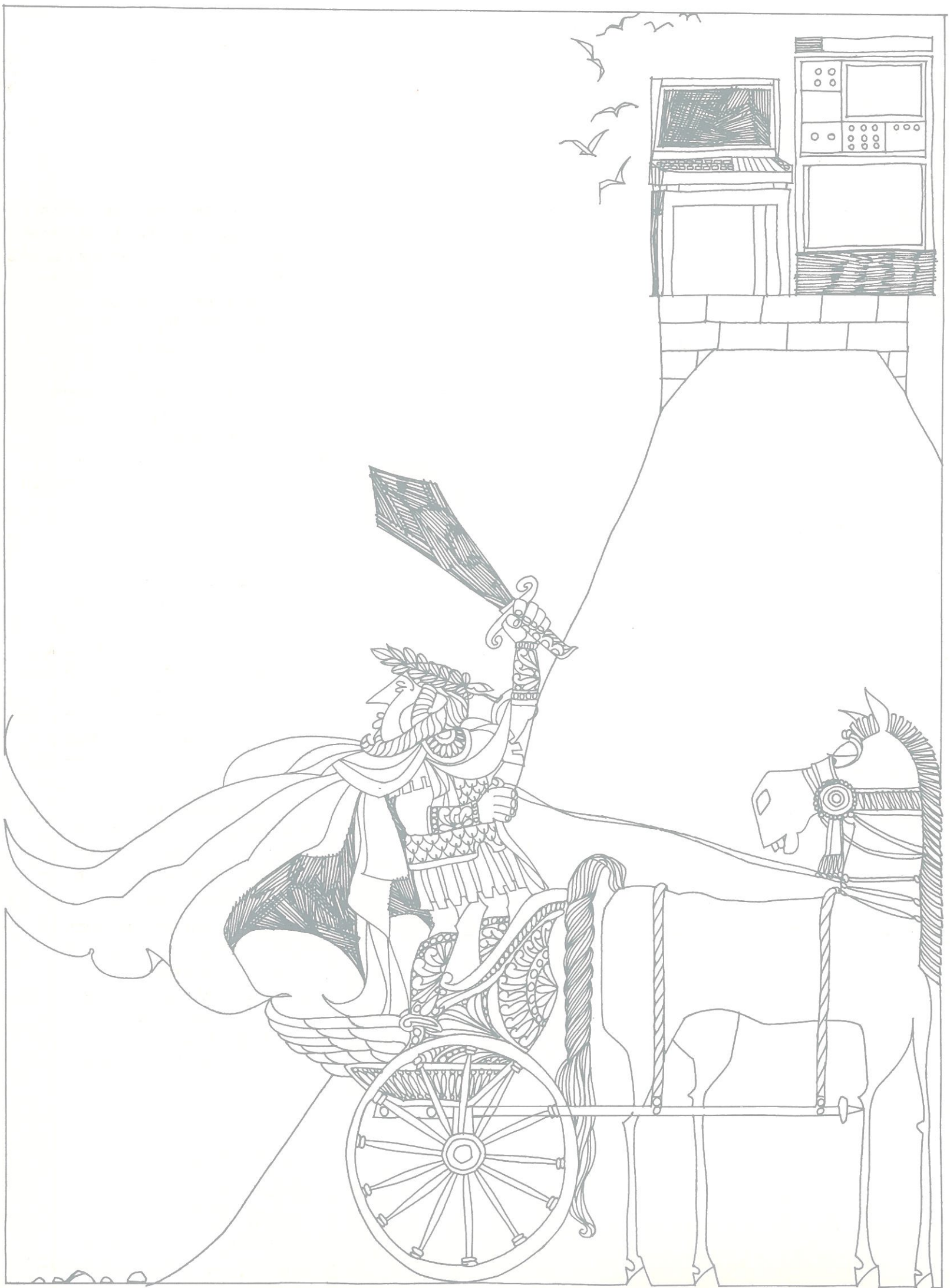
On-line, real-time systems need not double the dollars required for computer equipment. Many systems can be implemented in less than 70K of core storage, yet offer very high performance capabilities — completely upward compatible.

To be successful, the system must be easy to implement and use. Ease of use increases the probability of success. Advances in computers, peripheral equipment, and operating systems are inevitable. It is important that the system maintain maximum flexibility and independence. It must be able to take advantage of these advances without costly reprogramming.

As the on-line, real-time system becomes more and more an integral part of the company's control and decision making process, high system availability is required. Down time means problems. No system can ever be completely successful without the benefit of a restart facility that allows rapid recovery of data in the event of power, hardware, or program failure. The most important question is, "What happens if it breaks?" If a viable answer to this question is not known in advance, approval to go ahead should not be given. Solutions to these complex problems don't just happen; they are the result of careful, thorough design.

The company's data may well be its most important asset. Maximum system and data integrity is essential to assure its accuracy and safety.

The ability to precisely identify future equipment requirements and the effect of changes is necessary. Uncertainty and doubt must be eliminated. Equipment costs that are double and triple initial estimates, often with performance still way below target, should not and need not be tolerated.



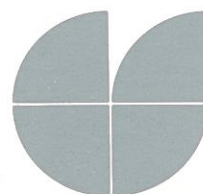
Cincom Systems offers an on-line control program, task management, and support system that provides all of these desirable attributes:

- ☐ easy to implement and use
- ☐ maximum flexibility
- ☐ broad performance range
- ☐ high system availability
- ☐ maximum system and data integrity
- ☐ ability to identify future requirements and effect of changes
- ☐ optimum performance and efficiency
- ☐ complete information systems support
- ☐ open-ended
- ☐ eliminates conversion as a way of life

It is called Environ/1. Environ/1 is the most advanced on-line control program available today. It is also the most efficient — and easy to use. Environ/1 is widely and successfully used in both DOS and OS versions. The Environ/1 user can change from one version to the other with no reprogramming of the on-line applications. Environ/1 frees talented people within your organization from the task of pushing Sisyphus' stone up the hill over and over again. It frees your people to do the creative thinking and planning needed to make your computer a more useful management tool.

We would welcome the opportunity of discussing Environ/1 with you and reviewing its potential to your organization. Write or call today.

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Cincinnati, Ohio 45206 (513/961-4110)*



Cincom Systems Inc: We create efficiency.

