

### **QDR** Levels

In order to have a common understanding and interpretation of assigned QDR levels, the following is a reminder of the QDR levels and procedures to be used. **LEVEL 1 QDRs** 

The impact of the level 1 defect is devastating to GEIS-CO's clients and/or GEISCO's business objectives. The defect may prevent a client from being able to do any production work. There is no workaround, or substantial cost/inconvenience would be incurred by the client to produce a workaround. (NOTE:In some organizations, the actions ascribed to QA in the following paragraphs are performed by Integration Testing.)

- Prior to validating a QDR as a level 1, the QA manager should discuss it with the appropriate manager of the development/maintenance organization.
- The support group will immediately set up resources to resolve the problem. This team of resources gives the highest priority to the QDR until a fix is made.
- QA gives the highest priority to the QDR until the fix has been adequately tested and made available for use by affected clients.
- Level 1 QDRs may be closed when the affected clients have received the fix and it has been verified as successful.

#### **LEVEL 2 QDRs**

Level 2 quality defects represent major incovenience/risk/cost to GEISCO clients and/or GEISCO. This problem cannot be avoided and the workaround is costly and irritating to the client.

- The support group will give prompt attention to a level 2 QDRs and coordinate resources needed to resolve the problem.
- The QA manager and the support group manager will track progress toward a fix on a scheduled basis.
- The support group manager will establish the relative priorities of all level 2 QDRs and notify QA, Marketing, Client Services and Applications Quality of the scheduled fix date for the QDR.
- QA will deploy any fixes on an exception basis from the normal deployment cycle.
- Level 2 QDRs can be closed when the fix is deployed and it has been verified as successful.

#### **LEVEL 3 QDRs**

These defects represent a low impact/cost to a client and/or GEISCO. The problem can be avoided, or a low-inconvenience workaround is available. These QDRs will be processed by the support organization based on priorities and available personnel expertise. QDRs associated with a given module/product may be fixed in a future release as long as the timeframe has been established and agreed to by the organizations cognizant of the client impact.

These QDRs can be closed when the fix is deployed.

#### **LEVEL 4-6 QDRs**

These defects reflect problems that cause a user's reasonable expectations not to be satisfied. These may be problems that could be classified as enhancements and/or require a minor level of development work. Guidance on these levels is: level 4 defects should be given strong consideration for implementation in the next redesign of the product; level 5 problems warrant some consideration for inclusion in next product release; and level 6 problems record the client's complaint for exposure and analysis.

These QDRs will be reviewed and then reprioritized, closed with no action, or result in tasking Marketing to inititate a RDD.

#### **QDR** Priority Considerations

The QDR level is dynamic, changing with any new information from CSO, Marketing, or other sources. A QDR level may be elevated if there are several lower level QDRs impacting an important client and the client believes that he cannot use the product until these problems are corrected.

Eileen Cahill

### LOOK — a File Utility

#### Introduction

LOOK is a utility that was written to aid in the management of the myriad of files and sub-directories that can be accumulated on an IBM PC with a hard-disk attached. It will, though, still operate on floppy and/or RAM disks.

This document provides a very brief overview of LOOK and how to obtain and install LOOK on your PC.

LOOK is full-screen orientated and the following is an example of the screen layout:

Filename.	ext	WED. 26 Mar 1986 1:19:39 p.m.	File Commands (1)
KARC	~~~	LOOK version 6.3 DOS version 2.0 10592256 total bytes	F1 Print w/header s-F1 Print F2 Scan
CMOD DOC	3	2060288 bytes free	a-F2 Patch F3 Execute
AUDIT ERRS GELIB	INC	1925 bytes in 3 archive files 791450 bytes in 81 normal files	a-F3 Change attribute s-F3 Chng ALL attribs F8 Describe File
LL LLNK	.BAT .BAT	5 sub-directories	a-F8 Desc + no lines s-F8 Delete File
LOOK LOOK LOOK	.LDR .LIB .LST .PAS	and the second second	C-F8 Delete ALL Files
LOOKBIOS LOOKD LOOKDATA LOOKDOS	.PAS .PAS .INC .ASM	Home  PgUP  Select File/cmd  navigate End  Pgdn  Tab-toggle-	F10 Help Esc Exit to DOS

Size: 113152 bytes Date Mod: 86/03/26 Time Mod: 09:29:50 Attr: NO (c) General Electric Information SErvices, U.S.A., 1985, 1986

#### **Explanation:**

 The files and sub-directories in the current directory are displayed in the left-hand window; the files are, by default, sorted alphabetically, with sub-directories appearing first, and comprise a linked loop of filenames. Sub-directories are shown in <>pairs.

All the files in the current sub-directory are shown; this includes hidden files that are normally excluded from DOS directory displays.

- The right-hand window displays the current page of commands. (There are currently four pages).
- The following displays all four pages commands:

File Commands (1) F1 Print w/header s-F1 Print F2 Scan a-F2 Patch F3 Execute a-F3 Change attribute s-F3 Change attribute s-F3 Chang ALL attribs F8 Describe File a-F8 Desc + no lines s-F8 Delete File c-F8 Delete ALL Files	File Commands (2) c-F2 Compare files F7 Copy File a-F7 Move File s-F7 Copy ALL Files c-F7 Move ALL Files F9 Rename s-F10 Set File Dat/Tim
F10 Help	F10 Help
Esc Exit to DOS	Esc Exit to DOS
Directory Commands F5 Change Directory a-F5 Make Directory s-F5 Remove Directory c-F5 RD + all files F6 Direc Stats ALL s-F6 Directory Struct a-D Show all Files a-G Glance at direct	Misc Commands F4 DOS cmd c-F1 Edit Print Q c-F6 Drive Stats a-F6 Delete Reference a-F Find File s-F9 File Mask a-F9 Attr Mask c-F9 String Mask c-F10 Set Date/Time a-F10 Environment c-F3 Save State c-F4 Restore State a-W Write ALL names
F10 Help	F10 Help
Esc Exit to DOS	Esc Exit to DOS

Note: The designated key strokes can be changed. The following are a few of the highlights of the available LOOK commands:

Patch	LOOK allows any file to be patched (edited) in HEX or ASCII in a full screen mode, thus aileviating much of the pain of other methods
Compare	LOOK will compare files in either of two modes — byte by byte, or line by line, the latter showing each line as it is compared
DOS and Execute	LOOK is capable of executing any DOS command and/or program and/or batch file; although it is not a resident program itself it does retain control, and as it is not resident it does not use any of your valuable memory to do so.
Directories	LOOK supports the DOS CD, MD, RD commands with more flavor to them.
Searches	LOOK will search a directory by file attributes, file names and masks and by file contents.
Files	LOOK supports the deletion of, the changing of attributes on, the renam- ing of all files and sub-directories on your disks.
Print	LOOK will print any file to the designat- ed device or file.
Scan	LOOK will display any file on the screen with full navigation capabilities.
Kevs and	LOOK allows for full customization of
commands	any of its designated keystrokes and command names to your choice.
Color	LOOK will support colour monitors (at 80 chars only) and allow for customiz- ation of its displays with the supporting program LOOKCMOD.

The above command list should give some idea of the power of LOOK; I hope you find it useful. Note: LOOK requires about 168K of free memory.

#### Installation and Execution

LOOK can be retrieved by any of the following five methods:

1. From MARK III as individual files.

LOOK resides in the following files on the DY28 or QK11 Catalogs:

MARK III	PC filename	Туре	Comment
LOOKB	LOOK.BAT LOOKM.EXE	Asc Bin	Driver Batch file Main program
LOOKH	LOOK.HLP LOOKCMOD.EXE	Bin Bin	Help file Color customization support program
LOOK.DOC	LOOK.DOC	Asc	Documentation (preliminary)

The first two files (LOOK.BAT & LOOKM.EXE) MUST be downloaded, LOOK.HLP is optional, but recommended, LOOKCMOD is only pertinent if you have a color monitor<sup>\*</sup> and LOOK.DOC is entirely optional; (it contains a full, as far as I can remember, description of LOOK and its capabilities.

2. From MARK III using the ARC Public Domain Program.

If you have a copy of the ARC public domain program you can download the following file from DY28 or QK11:

MARK III	PC filename	Туре	Comment
LOOK63.A	LOOK63.ARC	Bin	ARC file that contains all of the above, except for LOOK DOC

#### 3. From GEnie.

If you have access to GEnie, LOOK is available for XMODEM download from library number 5 (applications) as file number 593; this is in ARC format.

#### 4. From SOFTRAN

LOOK resides in the Softran EXchange system on DY28. This is however the least reliable source as far as being able to access the latest version.

5. From me.

Bring me a diskette; the complete 360K will be used. To install LOOK:

1. download the files that you require into your choice of sub-directory

2. set a PATH (via the DOS PATH command) pointing to LOOK.BAT and LOOKM.EXE: If the LOOK.HLP is also downloaded, LOOK will by default search for it in the same directory where LOOK.BAT is found; this can be changed with the Environment (a-F10) command.

(Note that the PATH should also point to the directory where COMMAND. COM resides; this is usually the root).

To use LOOK:

enter following from the DOS command prompt; LOOK

Keeping up to date.

Whenever a new version of LOOK is available, either to introduce new features or fix bugs, (never the latter, of course) I notify the user base via a QUIKCOMM to the group address LOOK\$; if you would like to be included in this group address, send me a QK; my QK address is JULIAN. **Julian Fainlight** 

#### **GEISCO's Electronic Bulletin Board**

I imagine by now everyone has at least seen our new Electronic Bulletin Board showing on the large video monitors near the elevators in the Maryland Center and Metro North, but have you ever stopped to really look? Our Electronic Bulletin Board was created to be a supplementary employee communications medium in addition to our current SUPERINFOs and company newsletters. The main advantage of our EBB is that information that "doesn't quite fit" in Leader or Spectrum and "isn't guite worth" its own SUPERINFO can easily and quickly be shown on the monitors for all to see.

If you have ever wondered how our Electronic Bulletin Board works I must confess that we didn't write it. In reality, our EBB is nothing more than two IBM PCs (one driving two monitors at MC and one at MN) and the clever use of a really nice IBM PC software product

called "PC Storyboard". PC Storyboard is used to create and present "slide shows". In fact, it is fast becoming a standard for presentation graphics. At most trade shows PC Storyboard is used a present and describe all kinds of products. Its extensive use of color, eye popping graphics, dissolves, fades, weaves and other graphic tricks make it clearly a superior product for telling a story through the use of pictures.

We chose PC Storyboard because it is flexible and easy to use; you can create very professional looking slides and slide shows very fast. PC Storyboard itself consists of four separate programs: Picture Maker (PM. EXE) is a very powerful graphics program which lets you write text, create graphs, draw and edit pictures very quickly and easily. Picture Taker (PT. COM) allows you to capture screens (pictures) created by other programs, such as a 1-2-3 spreadsheet or their graphics programs and include them in your presentation. Story Editor (SE.EXE) is used to link your pictures together into a story by defining the order slides are to be shown, the length of time the slide is to be shown, the colors to be used and the dissolve method to be used between pictures. (There are 11 dissolve techniques and, if you want, all 11 can be used on the same slide with impressive results!) Finally, Story Teller (ST.EXE) "tells" (shows) the story you've created.

Currently, Spence Carter and his team in Employee Communications create new slides to be shown twice a week. Once diskettes are prepared, our security guards hand-carry them to the PCs, load them and start the new show. Our next phase, however, will be to upgrade the system to the automatic distribution of slides to the displaying PCs through the use of PC Mailbox. This will allow us to add more PCs with monitors, especially in locations outside of Rockville (Brook Park, Nashville, etc.) and will also allow more frequent updates (such as every day, or twice a day, or even just "on demand".)

I think the best part of our EBB is that it was and will be created out of existing products without much coding of anything. Actually, we anticipate writing only a small PC program that will perform two simple functions: 1) keep the screen looking "pretty" while PC Mailbox is signing on the QC to "pick-up" new messages, and 2) monitor the communications port; and if anyone tries to call the PC, then execute PC Mailbox to immediately sign on to pick up new messages instead of the pre-selected mail pick-ups once or twice a day. By combining PC Storyboard, PC Mailbox, Quik-Comm and GEISCO's network we have created an effective communications tool that has been so well received that we are even beginning to get inquiries from customers.

Please don't forget that the EBB was designed for you and if you have any ideas, suggestions or stories you would like shown send a QC to Spence Carter (SPENCE). If you would like to know more about PC Storyboard or see a demo - stop by my office and I'll gladly tell you -more!

### EMPLOYEE RELATIONS CORNER

Since joining the Applications Engineering Department in January, I have had the opportunity to talk with many of you, either in meetings or in informal individual discussions. A number of good questions have been asked, which I feel are worthwhile sharing with all of you.

One employee wanted to know if he could withdraw money from the Savings and Security Program to refinance his home. As most of you know, S&S is a program that allows you to invest in various options through payroll deductions. General Electric contributes 50¢ for every dollar you invest up to 6% of your income until you have your first payout, and will match up to 7% thereafter. (For details on this or other GE benefits please consult your Benefit Plan booklet.) The program allows employees to make emergency withdrawals of their contributions without forfeiture of the company contribution for certain reasons. These include the purchase of a primary residence. However, this is not interpreted to mean the refinancing of your current home. Since you already own this home, refinancing does not come under the definition of a purchase.

Another employee was interested in why vacation banking must be done in November for the following year. It was felt that employees should be allowed to bank throughout the year whenever they determined that they wouldn't be using all their vacation. This seemed like a good idea to me so I called Corporate Benefits in Fairfield, Conn. They explained that GE accrues these benefits in advance for tax reasons. If it is not done this way the company's cost for the Vacation Banking Program would increase significiantly. Of course, increased costs hurts our competitiveness in the marketplace.

Another topic that has come up is the changes in the Tuition Refund Program. The IRS has determined that, effective January 1, 1986, reimbursement of tuition for courses that are not directly related to your current job assignment is taxable income. This is applied on a course by course basis so that non-related courses taken as part of a directly related degree program are taxable. For example, a programmer/analyst who took a gym course and a COBOL course as credit toward a Master's Degree in Computer Science, would receive 100% reimbursement for the courses provided the employee was matriculated in the degree program. However, the reimbursement for the COBOL course would be non-taxable while the payment for the gym course would be treated as taxable income.

Employees with questions concerning benefits or any other issues should pull me aside the next time I walk by or call me on 8\*273-4074. I will be periodically visiting each field location and would be glad to talk with you then.

Jim Violette. We welcome the following employees who have joined the Applications Engineering Department since the first of the year:

Sherry Hilton Trevor Wood Phil Hereford Cliff Story Barbara Hughes Dave Villongco Joe Watt Earl Parkinson Ken Franco Scott Snowberger **Beth Jacobs** Majorie Rowlett Ken Faler Janine Cundiff Rakesh Chabra Sue Cannon **Barbara** Rogers Noah Mann Phil Pitt Felix Cruz Beryl Ann DeCoste Ron Bidwell Nancy McIntyre Gayle Akers Garry Malone Bill Lipsky Ken Parker Judy Ludington

The following Eric Buckwalter Scott Byrns Dianne Dixon Virginia Downes Julian Fainlight Zehavit Friedman Paul Hume Dave Miller Del Mitchell Dave Nobile Tom Rae Rickey Rollins Bonnie Tincknell

Nashville Nashville Nashville Berkelev Nashville **Oyster Point Oyster Point Oyster** Point Rockville **Rockville** Rockville Rockville Nashville Nashville Berkeley Berkeley Nashville Nashville **Ovster** Point Long Beach **Oyster Point** Rockville Rockville Nashville Nashville Berkelev Rockville Rockville

se: have received awards:

If you would like to have a notice or an article published in AED WORLD, please send your contribution to Elena Sacchet, 401 N. Washington St., M2D, Rockville, MD 20850. If you'd rather send a QUIK-COMM, the address is EMSC. Individual contributors should clear their material with their immediate managers before submitting it for publication.



September 1986



Franklin House, where AED's Dublin offices are currently located.

# AED'S WEARING **OF THE GREEN**

Have you perhaps wondered where the world's tallest leprechaun, Jim Rossini, is these days? Well, he is across the sea in Dublin, Ireland, establishing AED's first offshore development center.

Jim has been in Dublin since late June, and is starting GEISCO Software Development Company. He will be hiring about 10 people in 1986, with approximately an additional 13 expected on board in 1987. His team will concentrate on applications with an international focus, getting work direction from both Marketing in the U.S. and ISSO's Marketing in London. This will include support of current internationally focused products, enhancements to existing products which are of an international 'standard' kind, and new products which are heavily internationally oriented.

A very impressive opening ceremony was held in the Dublin office on July 2, 1986, with Mr. John Bruton, the Irish Minister of Finance, as the keynote speaker. Ray Marshall also addressed the attendees, composed of current clients, prospects, and members of the Irish Press.

That evening, Gary Mueller hosted a dinner at Killeny Castle, south of Dublin, for key directors of the Industrial Development Authority of Ireland. Brendan McLoughlin and Eurfyl ApGwilym, the Ireland and UK Sales Managers respectively, were also included.

The following week, several excellent articles appeared in the Irish press announcing our presence and summarizing the speeches given by Mr. Bruton and Ray Marshall. (See article on page 5 of this issue.)

Jim Rossini is currently heavily involved in company startup, and has begun the interview cycle for new hires. Jim can still be reached at QUIK-COMM address ROSE (no longer secondhand, now wild Irish!)



Another view of Franklin House.

## ELECTRICAL SURGES

There is good news regarding the problems with surges and brownouts experienced at Metro North. Facilities Engineering, in a joint effort with Information Systems, studied the problem, and designed and funded a fix for the majority of them.

Facilities was aware that some employees have individual PC noise suppresors. Our engineers elected to design our own transient surge protection device and install it at the power source for each utility outlet for each floor at Metro North. The work went almost unnoticed, since it took place during off hours and in the electrical closets. The program is now complete.

The devices that were installed will protect against over-voltage electrical spikes from the utility power circuits—the majority of the problems caused by lightning storms and power company switching. They will not protect against some types of electrical noise, which require filters, or marginal brownout situations; about the only protection for brownouts is a UPS (battery system.)

On a related topic, Facilities has recently completed installation of UPS (5 minute protection) for all central Wang processors at the Maryland Center and at Metro North.

Our studies indicate that a requirement to procure and install a central (or several remote) UPS units, with lengthy power distribution runs and a myriad of PC connectors, is not cost effective. An alternative for critical application users is to procure their own Mini-UPS. In Facilities Engineering, we are currently pilot-testing several of those devices for internal clients. Facilities engineers now have two models installed at headquarters. We have been working with the NDCs for some time, standardizing and installing a significant quantity in MRC communication sites. Like automobiles, there are many sizes, options and prices. The most popular for PC users-and testing well for us thus far-is a 1KVA unit, 5 minute battery, which is the size of a small suitcase, and suitable for one or two PCs. The cost is about \$1,000, delivery about 30 days. We expect to begin testing a power company leasable unit next month.

A drawback of individual UPS is that it requires attention and ownership responsibility. The unit will continue to support the load when there is loss of input power, until the power is restored or the battery runs down to a built-in low limit. If the power is restored within the rundown time (about five minutes at full load), there is no problem. Depending on the model, owners of a Mini-UPS must be aware of the added responsibility of shutting it down for long-duration outages (defined as anything greater than a few minutes.) Owners must also replace the battery system in about three to five years.

If you are interested in more information, or have any questions about the program, feel free to call extension 4353, or Quik-Comm FACL.

Jerry Way, Manager Facilities Engineering and Planning Services

## EMPLOYEE RELATIONS CORNER

As most of you know, the Applications Engineering Department is transitioning to a performance appraisal system built around negotiated objectives. This is in response to a concern expressed by over half of the employees in this department in the exempt practices survey, which pointed out a lack of clear understanding of what they were being measured on. The approach detailed in this article is derived heavily from the inputs on performance appraisals provided last year by the employee focus group that presented their findings on that topic.

Briefly, the system works like this:

1) The manager and the employee negotiate objectives, and agree on appropriate timing for the review to take place. Timing cannot exceed a year, but can be less.

2) Shortly before the review, the employee may submit inputs to his/her appraisal. This is strongly recommended, so as to make the review discussion more beneficial.

3) The manager completes the review and makes it available to the employee before the actual review session, so that the employee is prepared for the discussion.

4) The discussion of the review takes place. The manager makes appropriate modifications based on the discussion, and drafts the final document. Manager and employee agree on measurement objectives and timing for the next review.

The goal of this program is to promote more open and objective communication on performance. This is an interactive approach where the employee plays a very active, vital role. The communication flows in two directions.

This system may result in more work, particularly since it is new to everyone. It will require everyone to think about, and articulate, what the key things are that will be accomplished in their job. On the other hand, it will ensure that all employees are aware in advance of what is expected of them and what they will be held accountable for; most of all, it will ensure that the employee has inputs into the process.

We have begun to get as many people as possible through the High Performance Management Course. This is a fancy name for a day spent dis-(Continued on page 5)

# GORDIAN—KNOT WHAT YOU THINK. BETTER SECURITY FOR APPLICATIONS OR KNOT, KNOT— WHO'S THERE?

#### WHAT IS GORDIAN?

It is a new capability that is being added to our tool kit. With it, we can be more certain of who is using our systems.

In the past, we have relied upon UserID and Password to protect our systems from unauthorized access. This was fine if you didn't write your password on a sheet of paper that you stuck on your terminal or some other clever place. Even if you do protect it, though, it is all too easy for someone to watch the password being entered or to record the session on a tape recorder from a phone tap or any number of other more esoteric methods of learning your password. Then, when you aren't aware of it, the interloper can mimic you and gain access to your programs, data and secrets. An additional level of security was needed, one that couldn't be stolen by devious means. As our business moves into the financial world, moving money and other valuables electronically, this becomes more important than ever. The Gordian Key is one answer to this problem. The device is much like a key that you use to unlock your door at home. Except that it looks more like a key fob than a house key and there's a bit of space-age technology to it. In fact, you can attach it to vour key chain, if you like!

The Gordian Key is a plastic case about  $21/_2$  inches by  $11/_4$  inches; it has one window in the end and another window on the side. The window in the end lets light in through four  $1/_8$  inch apertures to shine on four light-sensitive diodes. The window on the side reveals a small LCD display that provides the user with a one-time password. By holding the key up to a flashing pattern on your PC screen, it is activated to generate a Password that is different every time it is used, different for every key, and impossible predict or guess.

#### WHY USE GORDIAN?

The purpose of any computer security system is to ensure that programs and data are not used, changed or deleted by people who shouldn't have access to them. Since the initial days of Mark I, we have relied on passwords to prevent such unauthorized access. They have served us well! By adding the Gordian Key to the access control scheme, we make it necessary not only to KNOW something to access the system, but also to HAVE something to accomplish the task. So long as you have your Gordian Key in your purse or pocket, you are pretty sure that your data is secure. If your key is lost or stolen, you must call your administrator to have your password changed ASAP to prevent the observant "spy" from using your system.

#### **HOW DOES GORDIAN WORK?**

The flashing pattern on a PC screen is merely a way of entering a numeric code into the Gordian Key. Since not all computers and terminals have luminous screens, there is a Gordian "KEY PAD" that will generate the same pattern with LEDs. The algorithm in the Key computes the password and displays it on the key's LCD display, after which the user enters that password into the system. The Gordian software in the host or PC then retrieves the unique codes for this user's key from the encrypted security data base and computes the expected password in its own version of the algorithm. If the computed password matches the one entered, the user passes the test. If it doesn't match, it can be for several reasons, such as: data entry error by the user, the date on the computer system is incorrect, or the user has the wrong Key.

#### HOW WILL GORDIAN BE USED?

The Gordian host software is being implemented by Charlie Dickman on MARKIII. It will be used optionally for log-in password validations initially required to obtain privilege on the system. We are also negotiating to obtain the software for MARK3000, where it will interface with RACF to provide essentially the same level of protection as in MARKIII. We also have the right to use the Gordian capability within PC software, so long as we don't release source code.

A number of Fortran 77 Subroutines and Functions are being developed for use by applications to utilize the Gordian access control system. Charlie has put out a document, #0041, that describes the technology and use of the subroutines. Before we can begin implementation of an application in either MARK3000 or MARKIII, we must design and develop a data base facility for key information that can be used within an application. The data base should be encrypted so that users cannot obtain the information necessary to cut their own key.

#### WHEN SHOULD I USE GORDIAN?

This is the challenge. Applications that are concerned with exchange of money or other valua-

ble items should possibly be protected by Gordian. Small transactions may not require use of the key, but if the transaction is more than say, \$50,000, the client may want the authorization of a specific individual before the system should accept it. The Gordian key could be owned by the "authorizer" to be used when the big account requests a transfer.

#### IS THERE ANYTHING ELSE?

Two other capabilities are available in the Gordian Key. The first is a pair of limit-registers that can store either a date or a count. If the date is in the past, the key will no longer work. If the count (number of times the key can be used,) drops to zero, the key will no longer work. Either register can be reloaded with a new date or count by passing a particular code into the Key just as we do when gaining access to the system. These features may not be used initially, but an application could be prevented from working after a specified date when it is deployed. So, if the user doesn't pay his bill, the key can prevent his access until he pays his bill, after which the application could down-load another month's worth.

The final feature is the ability to disable the key permanently by downloading a particular code to the key. Thus, if you determine that your key is lost, the system can look to see if your access code shows up and when it does, zaps the key so that it never works properly again.

Finally, although GE has not purchased the right to use it, a "SCRAMBLE" subroutine can be used to encrypt a file, and conversely, decrypt it. And one more thing for the PC user: An EXE or COM file may be encrypted and moved into another file. The object module is completely decrypted, and the output file will prompt for the stimulus and surround the program with a challenge/response version of the software with no knowledge of the original program. When the program is executed, the challenge is given to the user and when the password is supplied, the program is decrypted and control passed to it.

#### SOUNDS GOOD! NOW WHAT?

Now, we would like you to consider your specific application area and determine how this capability might assist you in providing enhancement to the product for the client. Discuss it with Inta Henderson, Marketing manager for the product, and your manager. If you find a fit, let us know and we will make sure that it isn't dropped. We've been looking for this kind of a capability for some time... Now that we have it, let's use it!

Lee Stanton



"By the way, if there's any money left in the budget, we'll give this training shtick a try."

### **TRAINING NEWS**

The training plan for the remainder of 1986 is being developed right now. So far, the following courses have been scheduled:

<ul> <li>Comprehensive Date</li> </ul>	
Communications	Rockville FW39
<ul> <li>Project Management</li> </ul>	Nashville FW40
<ul> <li>Project Management</li> </ul>	Rockville FW42

Courses such as Asynchronous Communications for PCs, "C", Software Testing, VS COBOL II and ADR's Librarian are being evaluated for possible inclusion in the curriculum.

You play a key role in helping to identify those courses that will be offered on-site. As you may already know, a minimum number of students which may vary depending on the training vendor —is required before it becomes cost effective to offer a course at a GEISCO location. So it is very important that you make your training needs and/ or suggestions known. Please do so by sending a quik-comm to APTRAINING, and thanks for your help!

#### **Elena Sacchet**

cussing, with your manager and the rest of your work group, the mission and objectives of the group. When you take the course, you will write a mission statement for the team, discuss key result areas, and learn what constitutes good objectives.

We have been promoting this course to help us to kick off the new appraisal system. So as we go along and get input from those of you who have taken the course, we are modifying and—one would hope—improving it. As a result of your comments, we are going to cut down the time spent discussing the mission statement and spend more time on writing objectives.

Thanks for your help in making the course better! Please keep your ideas, comments, criticism or whatever coming!

On a different subject now, I have received several inquires as to why the stock earned through the Employee Stock Ownership Program in 1985 did not show up on the Personal Share statements. The reason is that the Personal Share statement is a snapshot of what was on account for you in various programs as of December 31, 1985. As the 1985 ESOP was not credited to your account until February of 1986, it did not appear on your statement. The ESOP program provides each employee with G.E. stock equal to 1/2% of his/her annual earnings. There is no cost to the employee for this program.

**Jim Violette** 

### DOCUMENTATION

The following documents have been released within Applications since 01 May 1986:

[ 1] A860408—Project Development Standards & Procedures (D. Nobile)

[ 2] A860501—PROFS to QC Interface, Telex Extensions (U. Gupta)

[ 3] A860502—Discussion & Evaluation of Soft-Switch DAD (U. Gupta)

[ 4] A860509—RDD/FSD for Generic Attach Capability w/in QC (K. Parker)

[ 5] A860601—QC (GE-Mail) Enhancements for GEnie (J. Bracken)

[ 6] A860604—XXX\*Express Architectural Framework (S. Mayberry)

[7] A860605—EDI\*Express Electronic Report Format (M. Orrick & J. Vanness)

[ 8] A860606—FSD Interface Document for PC-XL/QC (K. Parker)

[ 9] A860607—QA Strategy for Prop Credit Card/Draft Capture (V. Downes)

[10] Z860609—CACHA Release 1.2 Enhancements (F. Hylla)

[11] A860706—X.400 Approach for Generic Interface to QC (U. Gupta) For the most recent listing of document releases, use "/ADRC" from any DY28 or QK11 user number, selecting #3 (Document Search) from the Main Menu. If you wish to order any of these documents, select #4 (Document Ordering). A user's guide of the ADRC (Applications Document Resource Center) system can be found in your copy of the "AED Standards & Procedures" notebook.

It should be noted that all documents, old as well as new, should be entered into the documentation data base. If you need help in getting the input into the system, please contact Vickie Park, x5492.

# GE TO PUT SOFTWARE OPERATION IN DUBLIN

General Electric is to set up a software development centre at the offices of its Dublin-based subsidiary, GEISCO Ltd. It is anticipated that it will employ up to 26 people in the first two years. It is the third computer company to announce such a development in Ireland in recent weeks.

The U.S. based General Electric Company already employs over 2,000 people in Ireland through a number of subsidiaries. These include ECCO in Dundalk, El in Shannon; SMI; GE plastics and GEISCO in Dublin; and APC in Bray.

A significant proportion of these new jobs will go to recent graduates whose primary training will be at the company's international training centre in Washington.

This is the first software development centre to be established by General Electric outside of the U.S.

The Dublin based staff will actually be working on software which resides in computers at the GEISCO offices in Amsterdam and the USA. Such international access to computers, even on the other side of the world, is now commonplace.

The software involved will include applications in banking and financial services; major manufacturing and distribution business, and office communications systems.

From the Evening Press, Dublin, Wednesday, July 2, 1986.



# AMO COMPETITIVE UPDATE

The following is a summary of news items compiled from newsletters, magazines, and press releases.

## FINANCIAL SERVICES

The on-line financial data market is attracting a variety of diverse players—ADP, Citicorp, Knight-Ridder, Reuters, Lotus Development and Imnet, Wang, IBM and Merrill Lynch. Vendors apparently are attracted to this market by the potentially expanding international market for financial information. Product differentiation and value-added services appear to be the key for new entrants in the market.

### **ELECTRONIC MAIL**

COMPUSERVE—By acquiring Advanced Media Group, a subsidiary of L.M. Berry, Compuserve is now the sole marketer of the Electronic Mail, the on-line shopping service for PC owners.

Compuserve also announced that it is providing access to 700 additional data bases through its Compuserve information service. The new data bases contain information from books, magazines, newsletters, reports, dissertations, conferences, and other documents. The data bases are supplied by 13 vendors including Dialog, Newsnet, Datasolve of England, Questel of France, and Datastar of Switzerland.

### ELECTRONIC PUBLISHING

IBM recently announced it will enter the electronic publishing market. The company has created a new unit which will focus on developing and marketing integrated publishing systems. The system will use a variety of products, including microcomputers. IBM is expected to collaborate with third-party developers for products instead of developing them on their own. IBM has not confirmed what role independent developers will play in this new venture.

# CORPORATE SYSTEMS

MERCURY COMMUNICATIONS PLC., the UK's second largest telecommunications operator, last week teamed up with IBM, Electronic Data Systems (EDS), and the London Stock Exchange to offer a planned satellite communications service.

The service, expected to begin next fall, utilizes small satellite dish antennas located at customer sites. Major market segments for the service are expected to be distributive trades, the oil industry, the finance industry, and public utilities. Potential applications include broadcast of time-critical information, data base inquiry and response systems, record updates from remote locations, and remote site monitoring.

The charge for the service will not be distance sensitive. Mercury has not established an exact rate structure, but could charge for it like a telephone call, on a leased-line basis, or per dish. Although the service will be offered only in the UK in the fall, European-wide coverage is planned.

# POINT OF SALE

FIRST NATIONAL BANK OF ATLANTA has signed an agreement with Buypass The System, Inc. to offer Buypass' electronic funds transfer services to the bank's merchant customers nationwide. By the end of July, First Atlanta is expected to support over 1000 Buypass merchant locations.

### VAN

United Telecommunications' UNINET and GTE Corp.'s TELENET divisions have been given the OK by the FCC to merge. The new company, U.S. Sprint Communications Co., will have two divisions: a data communications service that will adopt the name Telenet and a long distance voice service using the Sprint name.

A representative of Telenet stated that they have developed a specific device so that users will not have to change log-on procedures. For Electronic Mail, however, users of Uninet's Worldlink messaging service will have to switch to Telenet's Telemail system and then learn the service's command structure.

If you have any questions of a competitive nature, you can send them to Quik-Comm address COMPINFO, and we will respond promptly.

> Bruce Chatterley Corporate Systems AMO

If you would like to have a notice or an article published in AED WORLD, please send your contribution to Elena Sacchet, 401 N. Washington St., M2D, Rockville, MD 20850. If you'd rather send a QUIK-COMM, the address is EMSC. Individual contributors should clear their material with their immediate managers before submitting it for publication.