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August 1985

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\$ echo

\$ echo is published for UNIX System V licensees by AT&T Software Sales and Licensing.

AT&T
P.O. Box 25000
Greensboro, North Carolina 27420
1-800-828-UNIX

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\$ echo Newsletter

A message from the Editor:

\$ echo is the newsletter published by the AT&T Software Sales and Licensing organization for licensees of UNIX™ System V.

Licensees for UNIX Software products and services are located throughout the world. Having a customer network this large poses a special problem in establishing effective communication lines. This newsletter is designed to make our organization more responsive to our customers' needs through a structured information dissemination medium.

The purpose of *\$ echo* is to reach all UNIX System V licensees through one defined medium. It serves as a consistent channel of communication to our licensees and keeps them abreast of any product announcements, policy changes, company business and pricing structures.

Subscriptions may be purchased through the Software Sales and Licensing organization.

Subscription Rate - \$87 per year

Make checks payable to AT&T and send orders to:

\$ echo Subscriptions
AT&T Software Sales and Licensing
P.O. Box 25000
Greensboro, North Carolina 27420

Any comments or questions regarding *\$ echo* should be addressed to The Editor, *\$ echo*, AT&T, Software Sales and Licensing, P.O. Box 25000, Greensboro, North Carolina 27420. Telephone: 1-800-828-UNIX.

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SOFTWARE SALES AND LICENSING MOVES TO AT&T INFORMATION SYSTEMS

Effective July 1, 1985, Software Sales and Licensing, the organization responsible for licensing UNIX™ operating systems and related software, was transferred from AT&T Technologies to AT&T Information Systems.

Accordingly, payments made under current software and/or sublicensing agreements should henceforth be made payable to AT&T Information Systems Inc. and sent to:

AT&T INFORMATION SYSTEMS
P. O. Box 65080
Charlotte, North Carolina 28265

Correspondence regarding agreements should be sent to:

AT&T INFORMATION SYSTEMS
Software Sales and Licensing Organization
P. O. Box 25000
Greensboro, North Carolina 27420

The telephone number has remained the same: 1-800-828-UNIX. Customers are urged to call if they have questions.

COME TO NEW YORK

AT&T will be exhibiting its hardware and software products at the UNIX Expo in New York City September 18-20. Customers are encouraged to stop by and get a "hands-on" demonstration of the UNIX PC.

AT&T will be showing the PC interface which allows non-UNIX PCs to talk with AT&T 3B2s. AT&T will have the 3B2-400 and 3B2-300 XM all up and running with application software.

Bill O'Shea, Executive Director, Software Systems, will deliver the keynote address Wednesday, September 18, at 10:00 a.m.

Why not arrange to hear Bill O'Shea's talk Wednesday, visit the show floor, and then attend one of AT&T's 20 tutorials. Titles range from "UNIX Systems in an IBM Environment" to "Using UNIX as a Sales Tool," and of course the standards such as "Overview of UNIX Systems Internals."

AT&T hopes to see you there.

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NEW PRODUCT ANNOUNCEMENTS

MRD OFFERED FOR UNIX SYSTEM V, DWB

Effective August 1 AT&T will offer Machine Readable Documentation (MRD) for two source code products: UNIX System V, Release 2.0 Versions 1 & 2 and UNIX DOCUMENTER'S WORKBENCH™ Release 1.0.

The MRDs will be offered as add-on products for customers having a software source license for the corresponding software products. This will give them the ability to produce hardcopy and on-line documents for internal use or for shipment with their product.

The text files and formatting macros provided with the MRD products are structured to produce documentation identical to the hardcopy documents shipped with the software products.

The MRD products are designed to meet specific needs of our OEM/VAR source licensees. They are

meant to be the source for the documents these customers require for internal use as well as for customized documents for distribution.

Through a sublicensing arrangement the MRDs, either in original form or as modified by the licensee, may also be passed on to authorized copiers or distributors for final printing and distribution.

Prices for the MRD products are as follows:

	UNIX System V, Release 2.0	DWB
First CPU	\$10,000	\$ 4,000
Additional CPU	400	400
Update Fee	2,500	-
Sublicensing Fee	25,000	10,000
Per Copy Fee	7,500	3,000

BUSINESS ISSUES

UNIX SYSTEM CENTRAL TO AT&T COMPUTER STRATEGY

As a part of AT&T's June 24 announcements, AT&T outlined its computer strategy which has the UNIX System as a central element. Following is a summary of the key points made in the strategy statement.

AT&T faces unique challenges as it traverses the unmapped, fiercely competitive, and rapidly changing world of information movement and management. Succeeding in that world requires a clear strategy, a blueprint that describes in detail the steps we must take to get to where we want to go.

Customers have consistently said that technology itself is less important than how it is used in the customer's individual situation. They have said, in effect, that it is more important to do the right thing than to simply do things right.

Computer Systems has developed a strategy to ensure that AT&T does the right thing. That strategy has three guiding principles:

- To develop and provide systems based on communications and networking. One of AT&T's proven strengths is its ability to make products that communicate efficiently and easily with each other and — more importantly — with the people who use them.

The company is also known for its ability to link highly complex technologies into highly efficient networks.

Computer Systems believes that AT&T's heritage of communications and networking is an invaluable legacy. It gives AT&T the unique ability to deliver integrated, complete solutions to customers' information movement and management problems.

- To support existing standards. This is a recognition that there are technical and other standards in the computer business — some official, some de facto — that must be adhered to if AT&T is going to win the game. To do otherwise serves neither the customers' interests nor our own.
- To protect the customer's investment. The company recognizes that customers have huge investments in hardware, software, and the training required for both. Customers are not about to throw it all away simply because AT&T says it has something better. AT&T will introduce them to better technology, but in a way that does not force them to scrap what they already have.

Software

A critical element in all AT&T products is software. The **AT&T Computer Software Guide** describes approximately 500 software packages in the current edition that run on our computers. These represent only a small portion of the thousands of programs that run on AT&T-compatibles. The items included in the Guide are only those AT&T has evaluated and tested.

AT&T constantly seeks out high-quality applications software packages targeted to specific customer sets. This enables it to offer not only excellent computer products, but the software that enables those products to meet customers' specific needs.

In addition, the UNIX system will continue to be central to AT&T software strategy. It has an innate ability to facilitate communications among computers. And, the UNIX system is portable. A customer can easily move expensive software applications from one machine based on the UNIX System to another machine — regardless of either machine's manufacturer.

The alternative would be for the customer to scrap that software, and build replacements from the ground up.

The UNIX system is the only commercially available operating system that serves the entire range of computers — from minis to mainframes. It is also very flexible, with its multi-user, multi-tasking capability and civilized user interface.

The UNIX system is a key reason why AT&T is "the right choice" in computers.

USE OF THE TRADEMARK UNIX

UNIX is an unregistered trademark of AT&T, used to identify its particular brand of software. The trademark is used in conjunction with several time-sharing operating systems developed at AT&T Bell Laboratories and licensed by AT&T, and might be used in the future on other kinds of software and products.

A trademark identifies the source of a product. Some trademark owners license their trademarks for use by others. A product marked with such a trademark might come from either the trademark owner or from one of its licensees. However, it is AT&T's policy not to license parties outside the company to use the trademark UNIX to identify their products. There are specific provisions in our software agreements for UNIX operating systems on this point.

Notwithstanding this policy, anyone may use the trademark UNIX to refer to the UNIX operating systems developed at AT&T Bell Laboratories. However, to protect AT&T's interest in the trademark, we must ask that others use the trademark correctly. Following are several comments on correct and incorrect use of the trademark. The comments are organized in outline form for convenient reference.

A. Trademark Appearance

1. The trademark UNIX must always appear in a form that is typographically distinct.
2. The trademark UNIX must be clearly and legibly identified as a trademark of AT&T at least once in any article, advertisement or document in which the trademark appears, preferably the first time such trademark is used.
3. The trademark UNIX is an **unregistered** trademark of AT&T. It is **incorrect** to use the symbol "®" in connection with the trademark UNIX or to state that UNIX is a registered trademark or service mark.

B. Outside Parties

1. Parties outside AT&T may not state or imply that they furnish UNIX operating systems to others and may not use the trademark UNIX in the name of software that they furnish to others. Even if such parties are licensed by AT&T to use UNIX operating systems or to furnish object code derived from such operating systems to others, they are not licensed to use the trademark to identify their product.

2. The trademark UNIX may not be used in the name of a publication, business or other organization (such as a user group).

C. Grammatical Usage

1. The trademark UNIX may not be used as a noun, but must always be used as an adjective modifying a common noun as in "UNIX operating system."
2. The trademark UNIX must always be used to modify a common name for something that is a product with which the trademark is used. For example, it is incorrect to refer to "a UNIX USER," "UNIX terminals" or "UNIX support." Correct usage is "a user of UNIX operating system," "terminal on a computer running a UNIX operating system" or "support for UNIX operating system."

A way to check whether usage of the trademark is correct is to mentally insert the word "Brand" between the trademark and the common name. "UNIX Brand operating system" sounds reasonable but "UNIX Brand user" does not.

3. The trademark UNIX may not be used in a hyphenated expression such as "UNIX-based" or "UNIX-like."
4. The trademark UNIX may not be combined with the trademark of another party unless the independence of the trademark is clear.

D. Official Names

1. Reference to "the UNIX operating system" is inappropriate. There are several UNIX operating systems. For a collective term, use "UNIX operating system," if that is what is meant.
2. It is inappropriate to use the trademark UNIX in any label (such as file name, subroutine call or the like) in any software.

These agreements are designed to protect AT&T's tradeselect and proprietary interests in the technology and both AT&T's and the customer's investment.

The following is a definition and brief description of those agreements.

— Commercial Software Agreement —

A commercial software agreement grants the rights to use an AT&T software package for internal business purposes to an organization such as a commercial entity, a government agency, or an educational institution. The terms include an obligation to hold the software package in confidence and require payment of a fee for each central processing unit on which the software is used. The use for internal business purposes includes uses for research even where a third party receives preferential access or rights to the fruits of such research.

— Sublicensing Agreement —

A sublicensing agreement grants the rights to make binary copies of the sublicensed products and to furnish copies, either directly or through distributors, to customers for internal business purposes.

— Educational Software Agreement —

An educational software agreement grants the rights to use an AT&T software package for academic and educational purposes to a non-profit, post-secondary, educational institution having an ongoing teaching and degree-granting program in compliance with governmental regulations. The terms include an obligation to hold the software package in confidence. They also require payment of a service charge and require identification of usage on each central processing unit on which the software is used. Uses for academic and educational purposes are uses directly related to a teaching or degree granting program or uses for student or faculty research. All other uses, such as commercial uses, administrative uses, or uses for research where a third party receives rights or preferential access to the fruits of such research, are not permitted.

— Administrative Software Agreement —

An administrative software agreement grants the rights to use an AT&T software package for administrative purposes to a non-profit, post-secondary, educational institution having an ongoing teaching and degree-granting program in compliance with governmental regulations. The terms include an

SOFTWARE AGREEMENTS OFFERED BY AT&T

AT&T offers several types of software agreements to commercial, educational, administrative, and government customers, as well as support agreements to all customers and sublicensing agreements to commercial and government clients.

obligation to hold the software package in confidence. They require payment of a fee (lower than the fee applicable under a commercial software agreement) for each central processing unit on which the software package is used. Use for administrative purposes includes uses directly related to the administration and operation of the educational institution, but excludes commercial uses or uses for research where a third party receives preferential access or rights to the fruits of such research.

— Government Software Agreement —

A government software agreement is similar in terms to the commercial software agreement which grants the rights to use an AT&T software package for internal business purposes to an agency of the U.S. government. The terms include an obligation to hold the software package in confidence and require payment of a fee for each central processing unit on which the software is used.

— Support Agreement —

A support agreement grants the right to request maintenance services from AT&T.

AT&T MAKES CHANGES TO SOFTWARE AGREEMENTS

As discussed in the OEM/VAR Seminar in March, AT&T has made several significant changes to the software agreements. In the interest of keeping licensees up to date, the changes are listed here. Contact your Account Executive for information or specimen copies.

Changes To The Software Agreement

First page of agreement: change of name, corporate address and state of incorporation. Previous agreement had 6 pages, now 8 pages.

Section 1.04 - Last sentence added to note that AT&T's software products available under this license agreement may contain materials prepared by other developers.

Section 2.01 - The last sentence was added to assure licensees that AT&T will claim no ownership in the software that they developed — only the portion of the software developed by AT&T.

Section 2.02 - This section was added to permit the licensee to allow its contractors to use the SOFTWARE PRODUCT subject to restrictions in Section 2.02 of the agreement. This section eliminates the need for the contractor's letters issued in the past.

Section 2.03 - Previously 2.02. No change.

Section 2.04 - Previously 2.03 — "If required" was added to the last sentence. In the past, all Supplements were required to be signed by licensee as well as AT&T. Certain Supplements are now signed by AT&T only.

Section 2.05 - Previously 2.04. No change.

Section 2.06 - Previously 2.05. This section was changed to reflect the inclusion of contractor provisions in the software agreement as well as any special provisions that might be made between AT&T and licensee.

Section 4.01 - The last sentence was added to note that licensees are responsible for obtaining the necessary export licenses.

Section 5.03 - The section referenced was changed from Section 7.11(a) to Section 7.10(a).

Section 6.05 - Section reference in last sentence changed from Section 2.03 to Section 2.04.

Section 7.01 - No Change. Previously 7.02. Section 7.01 from previous agreement deleted from this agreement.

Section 7.02 - Previously 7.03. This section was changed to give a 90-day warranty on magnetic medium, and references materials provided by other developers.

Section 7.03 - Previously 7.04. This section was revised to clarify use of trademarks.

Section 7.04 - Previously 7.05. First sentence changed to include "any other developer."

Section 7.05(a) - Previously 7.06(a). This section was changed to include contractors.

Section 7.05(b) - Previously 7.06(b). This section was changed to include instruction for verification of a recipient's license status. This information was previously conveyed by letter.

Section 7.06 - Previously 7.07. Section reference changed from Section 7.06(a) to Section 7.05(a).

Section 7.07 - Previously 7.08. The last sentence was added to note that instructions appearing in or on the Software Product may also appear in the Schedules for those products. Reference section changed from Section 7.06(b) to Section 7.05(b).

Section 7.08 - Previously 7.09. No change.

Section 7.09 - Previously 7.10. No change.

Section 7.10 - Previously 7.11. Company name change only.

Section 7.11 - Previously 7.12. No change.

Section 7.12 - Previously 7.13. No change.

Changes To The Sublicensing Agreement

Page 1 - Name change only.

Section 2.01(a) - First sentence revised to clarify licensee's obligations to satisfy U.S. Government export requirements.

Section 2.02 - Language added to clarify responsibilities of licensee when distributing sublicensed products.

Section 2.04 - Revised to include Distributor.

Section 2.05(b) - Language added to include contractors provisions — rights and obligations under the agreement.

Section 2.08(a) - Language added to state that instructions may appear in Schedules for certain Software Products.

Section 2.09 - Previously 2.10. (Section 2.09 from previous agreement deleted) No change.

Section 3.01 - "by AT&T-IS" added to last sentence.

Section 3.02 - Language deleted which allowed the termination of the agreement by AT&T.

Section 4.01(a) - This section was changed to note the procedure for payment of initial per-copy sublicensing fees.

Section 4.01(b) - "amounts" changed to "a fee".

Section 5.02(a) - Changed to replace 30-day advance notice to the actual time the licensee begins furnishing copies of a sublicensed product to customers.

Section 5.03 - Changed to show a late payment increase from 1% to 3%.

Section 6.02(a) - Name change.

Section 6.02(b) - Name and organization changed.

Section 6.03 - Previously 6.04. (Section 6.03 from previous agreement deleted.)

Section 6.04 - Previously 6.05. No change.

RELATED AT&T COMPUTER ANNOUNCEMENTS

AT&T ANNOUNCES NEW HARDWARE, SOFTWARE PRODUCTS

Continuing its move into the computer market, AT&T announced June 24 more than 70 new products that enable businesses to interconnect work groups to form integrated data networks and then link those networks to centralized data bases on mainframe computers.

AT&T's Computer Systems President James Edwards said that the new products "form a communications mosaic that connects data and voice into networks that run from centralized data processing centers down through departments to desktops. This end-to-end connectivity of a company's computers enables customers to be more productive and efficient as they build bridges among their islands of office automation."

The key product groups AT&T announced are:

- A group of hardware and software products that enable customers to connect their PCs, workstations,

and minicomputers to their mainframes easily and economically. When coupled with other AT&T network offerings such as DATAPHONE®II Network Management System, these new capabilities give customers a wide range of networking and communications power.

Two new members of its 3B family of computers — the 3B2/400, a super microcomputer for up to 25 simultaneous users, and the 3B15, a super minicomputer that supports up to 60 simultaneous users, both with floating point capability. In addition, there are major enhancements to AT&T's existing machines, the 3B2/300 and the 3B5, and a more than 20 percent price reduction on the 3B2/300. This expands the 3B product family and provides AT&T customers with a logical, cost-effective path as their needs grow.

- Applications software designed especially for specific customers such as accountants and mortgage companies. These packages provide savings for customers who, until now, had to write their own software or do without.

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- Software that enables customers to develop applications on their mainframes, and then use those applications on their 3B systems at the department or work group level.

Under the umbrella of Integrated Service Management, AT&T will offer customers a range of customized service options including technical consulting, project implementation and management and operations services. In addition, the company has opened six new Customer Programming Service Centers to develop custom software.

Standard service offerings range from 24-hour-a-day maintenance hotline support, backed up by locally-developed systems technicians, to a national parts sales center from which do-it-yourself customers can order equipment modules and parts for overnight shipment.

Edwards emphasized that the announcements are an integrated extension of the workstation products and systems — the AT&T UNIX PC, the enhanced AT&T PC 6300, and the AT&T STARLAN Network — introduced just three months ago. "We are delivering on our commitments to our customers. We are delivering... on our promise of compatibility and connectivity... on our commitment to protect our customers' investment... on our pledge of outstanding service," he declared.

Applications Software

AT&T's UNIX System V operating system, which runs on the AT&T 3B computer family, has a library of applications software that is growing steadily. The list includes vertical packages to fill the special needs of a particular industry or a specific type of business; horizontal packages such as spreadsheets and word processing programs; and a comprehensive array of compilers, utilities and communications software.

Much of this UNIX software is developed by Independent Software Vendors (ISVs) and Value Added Resellers (VARs).

The software developed by ISVs and VARs, as well as software developed by AT&T, is listed in the recently issued AT&T Computer Software Guide (Reston Publishing, \$19.95) which is available at computer and software speciality stores, bookstores, educational institutions and libraries.

The software for the 3B Computer family includes:

VERTICAL INDUSTRY SOFTWARE

- AT&T Supply Link (3B2)
- AT&T Mortgage Line (3B2)
- AT&T Gift Registry (3B2)
- AT&T GLOWS and AT&T GLOWS PM (3B2)

PROGRAMMING AND DEVELOPMENT

- UX-Basic (3B2, 3B5)
- RM-COBOL (3B2, 3B5)
- LEVEL II COBOL (3B2, 3B5)

ACCOUNTING

- AT&T Business Accounting System (3B2, 3B5)
- AT&T Communications Management Control System (3B5)

DATABASES

- dBASE II (3B2, 3B5)
- AT&T INGRES (3B5)
- AT&T INGRES/CS (3B2)
- File-it! (3B2, 3B5)
- INFORMIX (3B2, 3B5)
- C-ISAM (3B2, 3B5)

OFFICE PRODUCTIVITY

- Microsoft Word (3B2, 3B5)
- CrystalWriter (3B2, 3B5)
- EDIX/WORDIX (3B2, 3B5)
- Multiplan (3B2, 3B5)
- UltraCalc (3B2, 3B5)

OPERATING SYSTEMS

- AT&T V-VM (3B2, 3B5)

Customers may contact their AT&T Account Executive for detailed information on pricing and availability.

TECHNICAL INFORMATION

THE UNIX SOFTWARE ADVISOR

Question: The information on electronic mail to my Software Sales Account Executive was incomplete in the last issue of *S echo*. Would you please supply the additional information?

Answer: We apologize for our error. Here is the correct electronic mail address. The "uucp" information for the gateway computer is:

attunix Any ACU 1200 1-201-522-6805
login:-login: attunix

After this information is added to your L.sys. file, you can send mail to your AE using the following command:

```
mail attunix!gc20!-----
```

(The blank spaces are for the recipient's login.)

Question: Are the new prices for **COMMKIT™ Software Basic Networking Utilities** now available?

Answer: Yes. Here is a summary of those prices.

	Commercial	Educational	Administrative			
First	\$3,000	\$ 400	\$1,000			
Add'l	1,000	400	1,000			
Sublicensing:	0					
Per Copy Sublicensing:						
Max Users	2	8	16	32	64	>64
Price	\$20	\$50	\$75	\$100	\$125	\$150

Question: Where may customers get information on the UNIX PC and the software to run on it?

Answer: Customers may call 1-800-247-1212 for information on the UNIX PC and its software. This is also the number for inquires about the AT&T 3B Computer Products.

Question: What steps will AT&T take to make a driver development kit available?

Answer: We believe the correct approach is to give support to our commercial source licensees to allow them to build and deliver System V driver writing kits for their products. We do not believe AT&T should undertake the task of writing and maintaining these tools, because they are extremely machine-dependent, and the necessary expertise resides with each vendor.

Specific steps that we are taking are as follows:

1. We will grant permission to our source licensees to develop and distribute the source code for sample device drivers for their products. These drivers will not necessarily be in operational form, but will serve as models that could be modified or extended for actual use.
2. We are immediately lifting any restrictions that might exist on the ability of our source licensees to distribute certain files listed below as part of a binary distribution. These files may be required on a binary system to configure and install new drivers.

```
/usr/src/uts/uts.mk  
/usr/src/uts/MI/MI.mk  
/usr/src/uts/MI/lib?  
/usr/src/uts/MI/ASM.o  
/usr/src/uts/MI/DATA*  
/usr/src/uts/MI/cf/cf.mk  
/usr/src/uts/MI/cf/Makefile  
/usr/src/uts/MI/cf/name.c  
/usr/src/uts/MI/cf/linesw.c  
/usr/src/uts/MI/cf/DFILE  
/usr/src/uts/MI/cf/DATA*  
/usr/src/uts/MI/os/os.mk  
/usr/src/uts/MI/io/io.mk  
/usr/src/uts/MI/ml/ml.mk  
/usr/src/uts/MI/pwb/pwb.mk
```

(Our schedules relating to UNIX System V have been modified to reflect these changes.)

UNIX™ Software Product Line

UNIX Systems

UNIX System V, Release 2.0 AT&T 3B20 Version 4
UNIX System V, Release 2.0 VAX* 11/780 Version 2
UNIX System V/M68000, Release 1.0
UNIX System V, Release 2.0 NSC32000 Version 1
UNIX System V, Release 2.0 AT&T 3B5 Version 2

Workbenches

UNIX *Writer's Workbench*™ Software
UNIX *Instructional Workbench*™ Software, Release 3.1
UNIX *Documenter's Workbench*™ Software

Networking/Communications Software

AT&T 3BNET
COMMKIT™ SOFTWARE HYPERchannel** INTERFACE
COMMKIT™ SOFTWARE SYNCHRONOUS TERMINAL
INTERFACE
COMMKIT™ SOFTWARE ETHERNET*** INTERFACE
UNIX System V COMMKIT™ Software Basic Networking Utilities 1.0

Languages and Programming Tools

UNIX System V Basic Interpreter
COBOL Syntax Checker
M68000 C Compilation System
UNIX PASCAL COMPILER
UNIX SYSTEM AT&T 3B2/3B5 C COMPILATION SYSTEM

Other Software

5620 DMD Software Core Package, Release 1.2
5620 DMD Software Development Package, Release 1.2
5620 DMD Software Text Package, Release 1.2

Non-Supported Software

C/370 C Compilation System
Device Independent TROFF
S SOFTWARE
UNIX System V TEXT MANAGER, Release 1.0
UNIX System Toolchest

Machine Readable Documentation

UNIX SYSTEM V

-
- * Trademark of Digital Equipment Corporation
 - ** Trademark of Network Systems Corporation
 - *** Trademark of XEROX Corporation

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