

State of the Art Joins SAGE

The country's fastest growing line of accounting software is now running on the fastest supermicro. Beginning immediately, the entire line of *State of the Art* financial packages will be available for use on the SAGE™ II/IV.

State of the Art is the hottest software in the business environment today, with one of the largest installed bases. They have consistently ranked in the Top 10 for overall sales and have already taken over the Number 2 spot in *Computer Merchandising's* survey of software sales.

The marriage of the two products was a natural. The development of the complete *State of the Art* line, which has heretofore been marketed for the Apple II, Apple III and the IBM PC, was actually done on a SAGE IV.

According to James Hennings of *State of the Art*, the porting to the SAGE IV will represent the fastest implementation of their product. That, combined with the SAGE IV's superior hard disk storage capacity and multi-user capabilities, should produce a unique product ideally suited to the small and medium-sized business market.

Among the products currently available are: General Ledger, Budget and Financial Reporting, Accounts Receivable, Accounts Payable, Inventory Control, Sales Invoicing, Payroll, and Professional Time and Billing.

For SAGE Computer, the move represents a major step toward marketing the SAGE IV system as a legitimate contender in the business environment. According to SAGE Vice President Kenneth Kinkel, "The addition of *State of the Art* products completes our conversion from being just a development machine to a completely professional business product." He went on to say that this is a proven product that lends credibility to SAGE's position in the business world.

Kinkel also noted that the SAGE II/IV will open new doors for *State of the Art*. "Using our machine, businessmen can begin the conversion to computerized accounting on a modest system and then upgrade to increased storage or multi-user capabilities when the need arises. It's an upgrade path that Apple and IBM just can't match.



The SA Demo package is an excellent sales tool.

Demo Available

Study upon study has shown that two of the biggest points in closing a software or system sale are dealer support and the ability to give a meaningful demonstration. *State of the Art* has addressed both these problem areas with an excellent demo package.

The three-diskette Demonstration Program is a condensed version of the actual General Ledger, Accounts Receivable, and Accounts Payable package. The instructions, key functions and programs are exactly like those in the end-user software.

According to *State of the Art* officials, experience has shown that if a customer can see a demo and take copies of the printed reports with him to review, the chances of closing a sale are much greater.

Here at SAGE Computer, we're inclined to share that opinion after using the program for a few weeks. Upon boot, the demo appears just as though many individual accounts and records had been entered. However, there is room to add some additional accounts and information, and then generate various reports. It gives the impression that you are really working with the software, rather than a shallow demo.

We have also found that this demo is excellent for teaching some of our technical-types just what accounting is all about. By the time you complete the entire manual of eight sections (A thru H), you'll have a pretty good idea of how to organize the books, even if you didn't know a General Ledger from a Sales Invoice when you began.

Best of all, the documentation should allow anyone to get through the demo without assistance. This hands on experimentation is of particular importance in convincing customers who've been burned in the past by so-called "User Friendly" packages that weren't!

The *State of the Art* Demonstration Program is available to all SAGE Computer dealers, but we hope others in the development community get a chance to see it and perhaps use it as a model of what a demo should do.

Software Review

E. P. A.

by Dave Cline

MicroStrategies, Inc. has produced a package that is so full of (good) surprises, you will be amazed at how much software you can get for so little.

It is called *E.P.A.*, which stands for *Essential Pascal Aids*. The name does little to describe how essential this package is. It could be better described as three or four distinct tools, all bundled in as one. Each alone is easily worth the full retail price.

The most significant is probably the *p-BACKUP* program. It allows a selective backup of large or small files from your SAGE IV hard drive to floppies. This allows you to archive just those files you are updating, or backup large database files (or entire partitions) by a simple command. The system keeps multiple copies if you wish, and keeps track of all files, versions, and backup floppies. The only thing I wish it had is a table to drive it, but you can run it auto from a command file.

The *COMLINK* program is about all most people need in the way of communications packages. It will configure the modem port, dial the phone from its own list, record the session, download files, and set the modem port back the way it was when done. What more can I say, except it works, and it's easy as pie to use.

The rest of the package is a hodge-podge of utility programs and routines to put in your own programs. They allow you to do ALL KINDS of neat stuff easily, such as:

- Find a file anywhere in your system.
- Show all volumes, and how much room is on them, etc.
- Provide directory listings to screen or printer in alphabetic order.
- Restore lost text files, even if the disk is roasted.
- Format text on any printer or forms generator.
- Repair text files with illegal characters in them.
- Prepare screens for the terminal (even graphics screens for SAGE IV terminal).
- Prepare menus and titles for terminals.
- Bring date and time in and out of your program.

WHEW...oops, I forgot! You also get Conway's game of Life, as a little bonus for the end of your work day.

If you're using your computer for business or p-System development, you probably NEED this software. So, call MicroStrategies at (617) 376-4300, and tell 'em SAGE sent ya!.

(Ed note: Late word from MicroStrategies is that there is a new version of *E.P.A.* dated 9/21/83. It includes a revised manual with better indexing. The program has some additional aides, the most noteworthy being "menu units". Those with the old version can update for \$20.)

Networking with "p"

SofTech, owners of the P-System, should be releasing a new networking product to be known as *Liaison* soon. The announcement is expected any day, but as of our deadline, there had been no official comment from SofTech in San Diego.

COMDEX Set For Las Vegas

It's the microcomputer show of the year, and SAGE will be there. COMDEX Fall invades the Las Vegas Convention Center beginning November 28, 1983 for a week-long run.

This is where most manufacturers introduce their new products for the coming year. In our case, we'll be showcasing the State of the Art financial applications and making some hardware announcement which should appeal to the business community.

We will break with tradition slightly by reserving some

major hardware announcements for our own SAGE Faire '84 in February.

This year SAGE Computer will be in Booth A300 on the convention floor. We will be headquartered in the nearby Las Vegas Hilton, where we will host a reception Wednesday evening (Nov. 30) in the Royal and Grand Salons. The event begins at 7 p.m.

We have a stock of complimentary tickets to the COMDEX show itself. If you need tickets, please drop us a line here at SAGE Computer in Reno.

Conference Is Success

SAGE's first International Conference, held at the Sheraton Heathrow in London October 4-6, brought together key management members of SAGE Computer and distributors/representatives from the Atlantic Region.

The enthusiastic turnout highlighted the fact that SAGE Computer is a truly international company with worldwide interest. There are now 33 countries distributing and using SAGE equipment.

At Heathrow, the discussions focused on operating systems, languages, and solutions developing around the SAGE supermicro, with the final day devoted to hands-on demos.

SAGE President Rod Coleman said, "The amount of information communicated in those three days probably couldn't be conveyed in three months in the usual manner. It was a great demonstration of the energy level

behind the product."

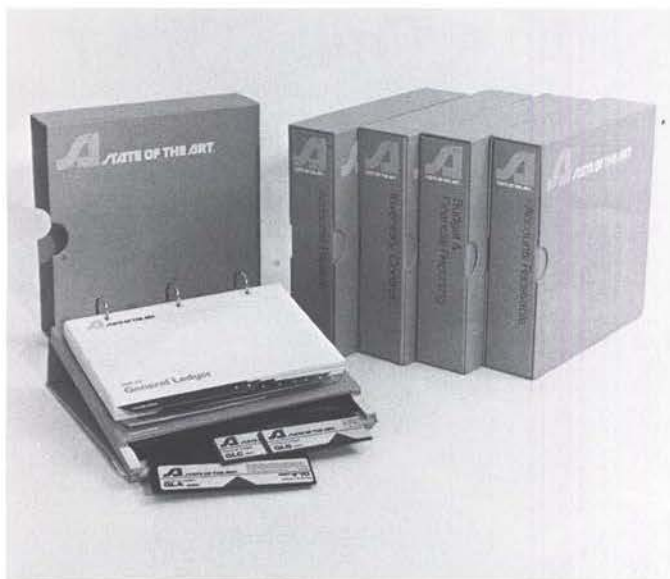
International Division Vice President Mike Deignan saw the meeting as an excellent opportunity for communication. "The distributors got to know each other and supported each other with parochial solutions," he said. "In addition, SAGE picked up valuable information on what these marketplaces need."

Some developments announced will raise eyebrows here in the States. Metacomco, a British-based firm, is using the SAGE for an implementation of LISP under the Tripos Operating System, and Robinsons Systems Engineering, also from the U.K., announced a graphics system using the Pluto Graphic card. More on these products in future SAGE News stories.

Annual conferences like the Heathrow event are scheduled for both the Atlantic and Pacific regions with the next one set for the Far East in mid '84.



Delegates from 15 countries attended the SAGE Atlantic Region Conference.



Good Reviews For State of the Art

(Editor's Note: The following comments were excerpted from a State of the Art review on the Apple II published in the July 1983 issue of INTERFACE AGE.)

by Carl Heintz, C.P.A.

Each full-color manual contains a set of diskettes that fits into a velcro-fastened pocket in the binder. The manual itself is tabbed and indexed with dividers. The contents of the manual appear to be extremely well-organized and consistent with the packages. Each module contains a flowchart of the program, a glossary of terms, an introduction to the computer and a reasonably-detailed discussion of the program functions in plain English. At first glance, the software appears to be designed for the micro novice. With the appealing packaging and organization, State of the Art is a first-class package.

At the heart of any good accounts receivable system are management reports that accurately and efficiently summarize decisions. The State of the Art programs include a variety of useful management reports that can be helpful in planning cash flow, analyzing sales, producing labels, etc.

The true measure of a system's versatility is in the reports it generates. State of the Art reports are flexible and well designed, and the journal entry report is among the best available. It segregates each accounting entry making it appear as it would in a manual system. The totals for each journal entry are displayed with an accompanying description of each entry.

The software runs well in spite of the persistent problem caused by inadequacy of the hardware. A novice computer user will not notice it, but anyone accustomed to using a sophisticated micro will be unimpressed with the system's speed. (However, this may not be a problem with the IBM version, which we have not tested.)

Nevertheless, the complete State of the Art package befits its name. These sophisticated programs deliver a useful range of advanced features.

(Note: The SAGE IV runs this program up to 15 times faster than the Apple II used in this review and 4 times faster than the IBM PC. Ed.)

Software Catalog

SAGE Computer has a new Software Catalog available that lists hundreds of applications for the SAGE II/IV system. The new book is a half-inch thick and contains over 200 listings of programs ranging from a 68000 Native Code Generator to Payroll Processors.

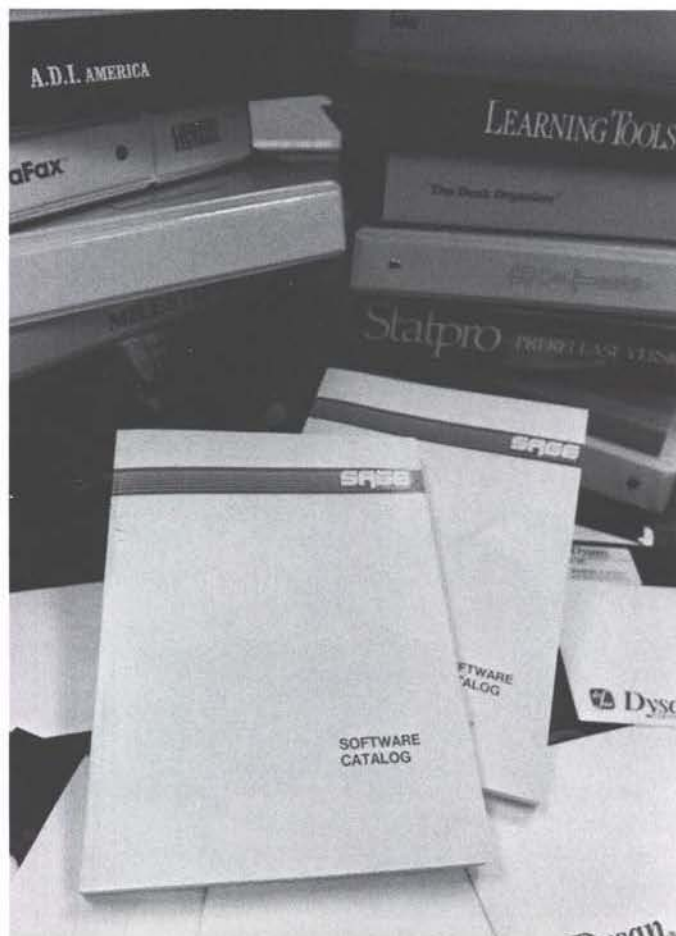
The catalog was in response to the growing number of new programs that we received on a daily basis. Unless SAGE Computer published its own guide, there would be no source of reference for the end-user. And with the addition of several new operating systems on the SAGE, the old p-System Applications Catalog from SofTech was no longer appropriate.

The first edition came off the press the last week of October and is complete with some errors and misprints. However, the catalog will become a regular product of SAGE, with updates and corrections issued every 90 days.

As soon as we receive new products for evaluation, they will be included in the publication. As time permits for in-house evaluation, we will also include comments, both good and bad, on each product listed. You'll find these remarks under the heading of "Qualifications" or "Notes".

Developers are encouraged to send any updates or corrections, especially new offerings, to the Applications Department in care of SAGE Computer in Reno.

Pricing is still subject to adjustment, but it is \$5.00 at press time. The catalog will be shipped with all new SAGE II/IV's and will be available from SAGE dealers or the factory.





The MGM Grand Hotel/Casino in Reno will be headquarters for SAGE Faire '84.

If it has to do with SAGE, it'll be at SAGE Faire '84. That's the promise from company president Rod Coleman who has already committed to make several major product announcements at the 3-day technical gathering beginning February 3, 1984.

"We're doing all we can to encourage anyone interested in SAGE Computer to come to Reno, to share the accomplishments of others", he said, "and to stimulate the development climate for future solutions. The history of our company has been written by those 'garage experimenters' who've made the SAGE IV the premier product of developers."

Toward that commitment, Coleman has set up a Computer Workshop concept that will allow the modest software designer to show his wares without paying for an Exhibition Booth. With fees as low as \$200, new software developers will be given a rare chance to display their products to a select audience of SAGE Users.

For those who've been making the high-tech show circuit this year, the Reno SAGE Faire will bring some other pleasant surprises for the wallet. SAGE has struck a deal with Funways Travel and United Airlines to offer discount airfares for the show. The savings range from 30 to 50% off depending on location. Here's an impressive example: Regular round trip from New York to Reno is \$830. The discount price is \$228. And since February is an off-season for the Reno-area, the rooms are quite reasonable. At the host hotel, the impressive MGM Grand, a double is only \$46.

The bottom line is that this is THE show for users, developers, dealers, experimenters or anyone interested in the SAGE IV system.

For more information on reservations, airfares, displays or registration, please contact SAGE Computer at (702) 322-6868.

SAGE Changes Name — Again

We goofed, and we admit it. About three months ago we changed the name of our original computer from SAGE II to SAGE IV. We did that to clear up any misconceptions that software might not transfer easily between our floppy-based machine and the hard disk version. (It does!)

But what occurred was more confusion than you could possibly imagine. When someone here at the factory said SAGE IV, it was always followed by a discussion about which SAGE IV you really were talking about. It was a

disaster.

We're going to switch instead of fight. As soon as we can get all the sheet metal repainted, the SAGE II will once again be a SAGE II. For those of you who received a machine with the SAGE IV marking on the floppy-based machine, you have an instant collector's item.

(P.S. - No heads will roll over this marketing snafu. Our president, Rod Coleman, made these decisions all by himself!)



The Hayes Smartmodem is perfect for the SAGE Computer.

Keeping In Touch

There was interest in communications before the movie "War Games", but now everybody wants to get into the act. The Hayes Smartmodem 1200, is a good way to go, and it's now available directly from SAGE dealers.

With this handy device, you can have your SAGE II/IV "talk to" other computers, accessing micro, mini, and main-frame networks. A vast library of information, from stock quotes to ski reports to SAGE (the SAGE Bulletin Board), is a phone call away.

Introduced in mid-'82, the Smartmodem 1200 features full and half duplex at 1200 and 0-300 bps operation. Data communications operations, like automatic dialing, redialing and automatic answer, can be performed with a few simple commands. It is FCC-approved for direct connection to any telephone system and allows for both touch tone and pulse dialing. An audio monitor allows you to listen for busy signals and wrong numbers. And, the faster transmission rate saves time and controls phone costs.

The Hayes Smartmodem 1200 is easy for a novice to use. At the same time, it contains enough power and flexibility for an experienced software designer to take advantage of its extensive programmability. It's not the cheapest modem on the market, but certainly one of the best. Most programmers in the SAGE community have written their products with the Hayes in mind.

Best of all, with the SAGE II/IV system, there's no need to buy any add-on boards. Everything you need as far as hardware is provided. Communications programs are abundant. Ten different ones are listed in the new SAGE Software Catalog, and there is a program available at no charge in the USUS library for members of that organization.

SAGE At CP/M '83 East

Turnout for CP/M '83 East in Boston last month was disappointingly light, but the SAGE IV did manage to draw some attention. While Digital Research was spending thousands promoting their Concurrent CP/M-86, SAGE Computer was actually demonstrating a multi-user high performance system that could run CP/M-68K (for the 68000) in a concurrent mode.

CP/M-68K is one of 4 operating systems that now runs on the multi-user BIOS of the SAGE. What makes the product unique is that a user can put different OS's on the same machine. At Boston we were running CP/M on three terminals and had the p-System on the other.



Our booth at CP/M '83 East was always busy.

Today there are few CP/M products for the SAGE IV outside of the development languages. However, the high execution speed available has sparked a lot of interest in the OS. In fact, an excellent integrated spreadsheet is expected within 6 weeks.

Currently, Pascal, FORTRAN 77, the Mince Editor and two Time and Billing packages are available.

Digital Research showed no lack of enthusiasm in Boston. The big message from the show was that CP/M was not going to play dead and let MS-DOS control the market. They stressed the fact that both their new CP/M-86 and CP/M-68K were written in "C" to make them more portable.

Healthy Viewing

Apparently you can continue to stare into your CRT screen without doing damage to your body. A new report from the National Research Council concludes that there is no valid scientific evidence that VDTs (Video Display Terminals) adversely affect vision.

The report came following complaints that electronic terminals were responsible for eye and other health problems. The report says that worker complaints they encountered appeared to stem partly from poorly designed VDT's and poorly lighted and designed workplaces, and from boring, repetitive, low-paying jobs.

Input

SAGE News:

As you know, I am in the software business, and have occasion to deal with hardware manufacturers almost daily, often with questions or complaints. I have never had the quality, speed or accuracy of response I have had from SAGE, from any other supplier.

The SAGE is certainly the Maserati of microcomputers. Its speed and elegance of design are unparalleled in the industry. And unlike most refined foreign cars, the service is excellent.

I hope the future years will hold continued success and rewards for your dedication to quality.

Peter Black
President, XIPHAS
Santa Monica, CA

Dear SAGE News:

I am an electrical engineering student at North Carolina State University, and I heard about SAGE computers from a friend in the computer science department who had seen the SAGE II and had been impressed with its speed. I had spent a year analyzing many high quality personal computers and had narrowed my choices to DEC's Rainbow, HP's series 80 computers, and IBM PC's. I was also aware that the school would soon make student discounts possible on the Rainbow and the PC.

I met with the regional dealer in Raleigh, Wilbur Andrews, and saw the SAGE II demonstrated for the first time. I knew immediately that the SAGE II was the computer I had been searching for: No other computer could offer as much for so little a price. I love my SAGE III!

Michael O. Tjebben
Raleigh, NC

SAGE News:

I would like to thank you for your help during the last week. I have never dealt with a computer firm that is more concerned with helping its customers. Thank you.

David Lundberg
Technical Director
United Microware Industries
Pomona, CA

SAGE News:

We are really happy with the SAGE II. It is getting heavily used for data acquisition and transfer on acoustic research this summer. A Hewlett Packard Spectrum Analyzer is used for acquiring the data, then it is fed to the SAGE on the IEEE bus to be stored on disk. Next, the SAGE is coupled to the Cyber 760 via a modem and data transferred to it for final processing and display. Incidentally the HP Professional Computer didn't keep enough significant bits to use it.

Edmund A. Quincy
Professor
University of Wyoming
Laramie, WY

(Ed. note — We welcome letters to SAGE News and will attempt to print them all, even if they are not quite as glowing as the first round shown above.)

New Dealers

The number of authorized dealers throughout the country continues to grow. Welcome to SAGE:

TRANSLASE GROUP

Michael LeBeck
3111 E. Main Street
Ventura, CA 93003
(805) 644-9653

INTEGRAL COMPUTER SYSTEMS, INC.

Dave Ross
135 Main Street
Putnam, CT 06260
(203) 928-6447
(203) 928-5310

DYNAMIC MICRODATA

Leonard Garber
131 Thorndike Street
Brookline, MA 02146
(617) 232-7158

PROLOG SYSTEMS

William M. Kowalski
54 Edgemont Road
Milford, CT 06460
(203) 887-7988

ORION COMPUTER CENTERS

D.C. Goodrich
19820 40th Ave. W
Lynnwood, WA 98036
(206) 774-7323

ORION COMPUTER CENTERS

D.C. Goodrich
2673 NE University
Village Mall, #5
Seattle, WA 98105
(206) 524-3722

**Some of the best brains
in the computer business
are gathering in Reno to give
you a piece of their minds.**



For 3 days in February, Sage Faire '84 gives you an opportunity to learn where high performance super-micro computer technology is going.

Some of the finest minds in the computer business will tell you what's happening, and more important, what is about to happen.

A series of meetings, discussions and exhibits will teach you what's going on in software development, microprocessor technology, new and improved operating systems, the supermicros, and sales and marketing.

Exhibitors will include: Digital Research, Ryan McFarland, Softech Micro Systems, State Of The Art, Timberline Systems and Whitesmiths.

It all takes place in the fun and excitement of the MGM Grand Hotel/Casino in Reno, Nevada.

Make plans to attend Sage Faire '84, February 3-5. It's your chance for a meeting of the minds with the best brains in the computer business. And a chance to win a Sage II Computer with software, valued at \$5790, just for attending the Faire.

For more information and a registration packet including travel and lodging discounts, write:

Sage Faire '84
4905 Energy Way, Reno, Nevada 89502
or call Laura Smith at (702) 322-6868.

*Sage Faire exhibitors and speakers, employees of Sage Computer and their families are not eligible.



February 3-5, 1984

Please send information and a registration packet for Sage Faire '84.

NAME

TITLE

COMPANY

ADDRESS

CITY/STATE/ZIP

SAGE FAIRE '84
4905 Energy Way
Reno, Nevada 89502



Susan Hatfield



Mark Sorensen

Mark Sorensen, Order Processing Manager, is a native Nevadan. He is responsible for order entry, is allied with Accounting when dealing with foreign orders, and has the answers to non-technical questions (ie. "Where's my computer?"). During off-hours he enjoys "a good game of poker" and a fine bottle of wine. Mark was the first recipient of the "Mark Sorensen Award" of \$500 given to any SAGE Computer employee who quits smoking.

As Marketing Research Manager, **Susan Hatfield** is responsible for everything having to do with dealers (such as warranties, co-op advertising, updates) and for conducting end-user and dealer surveys. She has traveled over much of the world, but nothing makes her happier than camping, sailing, or cross-country skiing in the nearby Sierra Nevadas with her fiancée.

Customer Support

by Chris Dunlap

With winter coming, we're starting to get some questions about the effect of cold weather on a SAGE Computer. As you might suspect, the most vulnerable components in the micro are the drives, whether floppy or hard disk.

Looking at the spec sheet, our floppy drives have tolerances from 41° to 109°, and the Winchester is happy from 39° to 122°F. Dysan, who supplies our system diskettes, lists a useful range of 50° to 125°F. The power supply also has some critical tolerances, but they are outside the ranges of the drives. Combining these numbers gives us a safe range from 50° to 109°F.

Remember that these figures are for operating temperatures. The numbers go as low as -40°F for storage. However, thermal expansion is not particularly good for anything from cold water pipes to your automobile. The same applies to computers.

The best advice is to operate your system in the same environment you live in: room temperature. If you do have to keep the gear in cold storage, it is better to leave it running. We have always suggested that there is little economy involved in shutdown anyway, and this is particularly true in a cool environment. The power consumption of a full-blown SAGE IV at rest is only 76 watts, so you're not risking a high power bill.

If your machine has been stored at very low temperatures, we recommend letting it warm to room temperature before turning on the power. This will prevent any damage caused by condensation.

Questions and Answers

Is there a User's Group or Special Interest Group for SAGE IV fans?

Not yet, but there will be soon. That's one of the agenda items on the schedule for SAGE Faire '84 in February. The USUS group (the p-System fans) has a SAGE SIG within their organization and you may contact USUS for information. If anyone has a name in mind for the new group, please drop us a line.

What is SAGE's warranty policy?

Beginning November 1, SAGE-manufactured products will carry a 90-day warranty. A 9-month Extended Warranty is available for \$200.00. Upon customer agreement, SAGE will ship a repaired computer or a replacement within 24 hours after receipt by the factory (the hard disk unit requires an additional 24-hour test period, making the turnaround 48-hours). The user or dealer pays shipping and insurance to Reno and SAGE pays those items for the return.

Why did you change the warranty?

It's not because our machines are falling apart! The new policy has more to do with the cash reserves required by our accountants to guarantee the warranty, than it does with the SAGE computer itself. As proof of that statement, the \$200 extension fee is one of the lowest around. The industry standard has always been to allocate 1% of the purchase price of your hardware EACH MONTH to maintenance. We're betting the two bills here at the company that you won't even come close to that figure.

Will your Multi-User support terminals other than the SAGE IV/Freedom 100?

Yes. The new release of our program will have configurations for the TeleVideo 925, the Freedom 100, the Qume 102 and a standard ANSI format. There will be a configuration program, as well, to do a custom application. But be forewarned that this is not a task for novice hackers. The release date of the new version is tentatively December 1.

Subscriptions are \$12 for one year. All correspondence should be addressed to **SAGE News**, 4905 Energy Way, Reno, NV 89502. Editor: Buddy Frank. Asst. Editor: Lois Snedden.

Vol. 1/No. 4

November 1983

SAGE NEWS
COMPUTER

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