

Boston Demo  
2/20/92 AM

I N D E X

SONY

MFD-2HD  
HIGH DENSITY

SONY

AMS Pen Demo  
3/18/92

I N D E X

SONY

MFD-2HD  
HIGH DENSITY

SONY

I N T E R O F F I C E M E M O R A N D U M

The Children's Museum  
and  
The Computer Museum

Date: 29-Nov-1991 10:06a  
From: Gwen Bell  
BELL  
Title: Founding President  
Phone: Ext. 331

TO: See Distribution List Below

Subject: RE: tnt thoughts go on ...

The doll house sounds good, but it has to be clear tht it is electronic, computer controlled. The thing about the good visuals is that they give a variety of messages in a single image ... and the messages need to be very clear visually.

The Ant seems as boring as the big Ant that was out in the mini-golf course. That could be about anything! ... and we don't necessarily want to promote sim-Ant!

On thefuture, I just don't think it is pen-based systems, it is also real invisible easy, to use networks, as easy as the phone system (which may not be easy at all) .. and every other area in the exhibit. I think we need to really start talking to some people who are in the know. This would be a good excuse for me to call Esther Dyson and get her to drop in when she is in Boston.

On pen based systems, David Bunnell has a new journal, Pentop. I have the premier issue and I will call David this weekend and get a dump from him. According to David key people are:

Portia Isaacson, President, Dream Machine, Boston.

Let's get her in. Have Lauren call her in my name and ask her to come in to meet with "us." re advice on the exhibit.

Vern Raburn, Dan Bricklin, and Bob Frankston of Slate ... why don't you call Dan or Bob and talk to them ... see wqhat you can get on the phone and what you need to have a face-to0-face about.

Kamran Elahian, President, Momenta ... I'll see if Bunnell can get us an introduction.

Greg Slyngstad, general manger, Pen Computing Microsoft.

I will see if Gordon will get on microsoft mail to

PEN

him ... and get some ideas.  
Bruce Walter, President, Grid, likewise I will check with  
Bunneell  
Gos' pen point ... have Oliver talk to Mitch.

And Phillippe Kahn. I missed up here, we need to go to have a  
general meeting with Phillippe and need to get that set up. Now he  
is off to Japan.

**Distribution:**

TO: David Greschler	( GRESCHLER )
CC: Lauren O'Neal	( ONEAL )
CC: Greg Welch	( WELCH )
CC: Oliver Strimpel	( STRIMPEL )
CC: Natalie Rusk	( RUSK )
CC: Sue Dahling	( DAHLING )
CC: Gail Jennes	( JENNES )
CC: Ted Groves	( GROVES )
CC: Jan DelSesto	( DELSESTO )

# The Computer Museum

300 Congress Street  
Boston, MA 02210

(617) 426-2800

## SPONSORSHIP OPPORTUNITY

### OPENING OF "TOOLS & TOYS: THE AMAZING PERSONAL COMPUTER"

#### PREVIEW OPENING

On June 12, 1992 the Museum will host a preview opening for 300 of its individual and corporate members, donors, special guests, and 25 guests of the event sponsor. The evening will include an opening ceremony with brief remarks by the Executive Director and representatives of the exhibit's sponsoring companies; cocktails and buffet.

The preview sponsor will be publicly acknowledged in the invitation. The Museum plans to solicit corporate promotional items from the exhibit's sponsors that will be packaged and distributed to each guest. The event sponsor is invited to include its own item in the gift package.

Invitations will be specially designed and created for the event. At additional cost, the graphics and/or illustrations and sponsor information could be reproduced as a poster.

The Museum will work closely with the sponsor's assigned designee to ensure its involvement in the planning and implementation of the event and materials associated with it.

#### Budget

300 @ \$20 per person = \$ 6,000  
25 @ \$20 per person = \$ 500

#### Invitations

Typesetting (changes) \$ 200  
Printing \$ 1,200

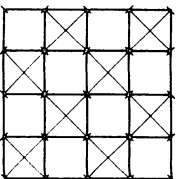
#### Postcard

(4,000 - 2/color)

#### Poster

(2,000 - 2/color) \$ 1,500 (optional)

TOTAL COST \$ 9,400





# The Computer Museum

300 Congress Street  
Boston, MA 02210

(617) 426-2800

## SPONSORSHIP OPPORTUNITY

### OPENING OF "TOOLS & TOYS: THE AMAZING PERSONAL COMPUTER"

#### VIP OPENING

On June 11, 1992 The Computer Museum will host a VIP opening of its new exhibit on personal computing. Approximately 150 individuals will attend this black tie event. Guests will include the Museum's nationally-based Board of Directors, exhibit sponsors and their guests, major donors to the Museum, selected local/national industry and political leadership, and ten guests of the opening sponsor.

The evening event will include a cocktail hour; an official opening ceremony with brief remarks by the Museum's Board Chairman, Executive Director, and Bill Gates the exhibit's largest sponsor to date; and a formal sit-down dinner.

The opening event sponsor will be acknowledged in the invitation and at the dinner. The Museum plans to solicit corporate promotional items from the exhibit's sponsors that will be packaged and distributed to each guest. The event sponsor is invited to include its own item in the gift package.

Invitations will be specially designed and created for the event. At additional cost, the graphics and/or illustrations and sponsor information could be reproduced in a poster and postcard.

The Museum will work closely with the sponsor's assigned designee to ensure its involvement in the planning and implementation of the event and materials associated with it.

#### Budget

150 guests @ \$50 = \$ 7,500  
10 guests @ \$50 = \$ 500

#### Invitations

Illustration/photo \$ 2,500  
Printing \$ 500

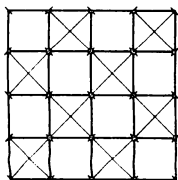
#### Postcard

(4,000 - 2/color)

#### Poster

(2,000 - 2/color) \$ 1,500 (optional)

TOTAL COST \$12,500



# 3Com

3Com Corporation  
5400 Bayfront Plaza  
P.O. Box 58145  
Santa Clara, CA 95052-8145 USA  
(408) 764-5000

## Facsimile Transmission Cover Sheet

DATE: 5/12/92

TO: MR. DAVID GRESCHLER

FAX No.: \_\_\_\_\_

BOSTON COMPUTER MUSEUM  
Company Name

Department \_\_\_\_\_

FROM: Bill Swift

Phone No.: (408) 764-5337

3Com Corp.  
Department

PAGES TO FOLLOW: 3

### MESSAGE:

*Lamer →  
Fax all  
pages except  
this one  
to*

### 3Com Fax Numbers \*

- Bldg 100, Lobby 408/764-5001
  - Bldg 200, Lobby 408/764-5002
  - Bldg 300, Lobby 408/764-5003
  - Bldg 400, Lobby 408/764-5004
  - Bldg 7, Condensa 408/764-7021
  - Sales Admin 408/764-7070
  - San Jose Sales 408/764-6740
  - Convenience Ctr \_\_\_\_\_
  - \_\_\_\_\_
- Location                      FAX No.

\* Put check mark by SENDING location.

# 3Com

3Com Corporation  
 5400 Bayfront Plaza  
 P.O. Box 58145  
 Santa Clara, CA 95052-8145 USA  
 (408) 764-5000

## Facsimile Transmission Cover Sheet

DATE: 5/12/92

TO: MR. DAVID GRESCHLER

FAX No.: \_\_\_\_\_

BOSTON COMPUTER MUSEUM

Company Name

Department

FROM: Bill Swift

Phone No.: (408) 764-5337

3Com Corp.

Department

PAGES TO FOLLOW: 3

### MESSAGE:

*Lawer -*  
*Fax all*  
*pages except*  
*this one*  
*to*

### 3Com Fax Numbers \*

- Bldg 100, Lobby 408/764-5001
  - Bldg 200, Lobby 408/764-5002
  - Bldg 300, Lobby 408/764-5003
  - Bldg 400, Lobby 408/764-5004
  - Bldg 7, Condensa 408/764-7021
  - Sales Admin 408/764-7070
  - San Jose Sales 408/764-6740
  - Convenience Ctr \_\_\_\_\_
  - \_\_\_\_\_
- Location                      FAX No.

\* Put check mark by SENDING location.



**3Com**

3Com Corporation  
5400 Bayfront Plaza  
P.O. Box 58145  
Santa Clara, CA 95052-8145

(408) 764-5000  
345546 Telex

May 8, 1992

Mr. David Greschler  
Boston Computer Museum  
300 Congress St.  
Boston, MA 02210

Dear Mr. Greschler:

3Com is pleased to donate the following equipment to your organization:

<i>Item</i>	<i>P/N</i>	<i>Qty</i>	<i>Mkt Value</i>	<i>Total</i>
EtherLink/MC adapter	3C523B	6	425.00	2,550.00
Total				2,550.00

The Equipment is donated to your organization solely for your use and is not to be resold. Your organization accepts this equipment "AS IS." 3COM MAKES NO WARRANTY OF ANY KIND REGARDING THIS EQUIPMENT. 3COM HEREBY EXPRESSLY DISCLAIMS ALL IMPLIED AND STATUTORY WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE OR NON-INFRINGEMENT OF THIRD PARTIES RIGHTS. 3Com will not be liable for any direct, indirect, incidental, special or consequential damages arising out of, relating to or in connection with the possession, use or operation of the Equipment.

You understand and acknowledge that 3Com has no obligation to support the Equipment. However, if you desire ongoing support for the Equipment, you may purchase a separate service contract from 3Com.

This letter represents the entire understanding between the parties and supersedes any and all prior agreements, whether written or oral, regarding the subject matter hereof.

Also enclosed is a Statement Regarding Property Donated for the Care of the Ill, the Needy or Infants. Please review, sign, date and return this form to me at the above address.

If there are any questions or problems, you can reach me at (408) 764-5537.



**STATEMENT REGARDING PROPERTY DONATED  
FOR THE CARE OF THE ILL, THE NEEDY OR INFANTS**

In connection with the donation by 3Com Corporation ("3Com") to TCM (the "Donee") of the property described below (the "Property") on 5/12/92, the Donee hereby makes the following representations to 3Com in accordance with section 170(e)(3) of the Internal Revenue Code of 1986, as amended (the "Code"). Unless otherwise specified, all references to "section" are to a section of the Code.

1. The Donee is an organization described in section 501(c)(3) and exempt under section 501(a), and is not a private foundation as defined in section 509(a) nor an operating foundation as defined in section 4942(j)(3);
2. The Donee will use the Property for the care of the ill, the needy or infants in compliance with section 170(e)(3) and section 1.170A-4A(b)(2) and (3) of the Treasury Regulations;
3. The Property will not be transferred by the Donee in exchange for money, other property or services; and
4. Adequate books and records will be maintained and made available, upon request, to the Internal Revenue Service, as described in section 1.170A-4A(b)(4) of the Treasury Regulations.

Donee: The Computer Museum  
 By: *David Greschler*  
 Printed Name: DAVID GRESCHLER  
 Title: Exhibit Developer  
 Date: 5/12/92

The Property will consist of the following:

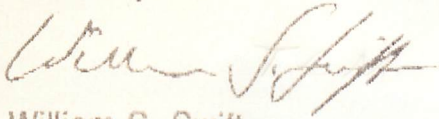
<u>Quantity</u>	<u>Part #</u>	<u>Description</u>	<u>Fair Market Value</u>
6	305238	EtherLink/MC adapter	\$ 2,550.00



# 3Com

Please acknowledge your understanding and agreement with the terms of this letter by signing a copy of this letter and returning it to me.

Sincerely,



William S. Swift  
Product Marketing Manager  
Network Adapter Division

Accepted and Agreed

Date: 5/12/92

By: David Gutschick

Title: Exhibit Developer

Organization: The Computer Museum

*The Computer Museum*  
*David Gutschick*  
DAVID GUTSCHICK  
Exhibit Developer  
*David G.*

*5/12/92*



**F A X**

T R A N S M I S S I O N  
R E C O R D

# The Computer Museum

300 Congress Street  
Boston, MA 02210

Date: 5/13/92

To: BILL SWIFT / 3COM CORP.

From: DAVID GRESCHLER Ext. 349

Number of pages (including cover sheet): 4

TEL 617. 426. 2800

FAX 617. 426. 2943

Notes:

**3Com**3Com Corporation  
5400 Bayfront Plaza  
P.O. Box 58145  
Santa Clara, CA 95052-8145(408) 764-5000  
345546 Telex

May 8, 1992

Mr. David Greschler  
Boston Computer Museum  
300 Congress St.  
Boston, MA 02210

Dear Mr. Greschler:

3Com is pleased to donate the following equipment to your organization:

<i>Item</i>	<i>P/N</i>	<i>Qty</i>	<i>Mkt Value</i>	<i>Total</i>
EtherLink/MC adapter	3C523B	6	425.00	2,550.00
Total				2,550.00

The Equipment is donated to your organization solely for your use and is not to be resold. Your organization accepts this equipment "AS IS." 3COM MAKES NO WARRANTY OF ANY KIND REGARDING THIS EQUIPMENT. 3COM HEREBY EXPRESSLY DISCLAIMS ALL IMPLIED AND STATUTORY WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE OR NON-INFRINGEMENT OF THIRD PARTIES RIGHTS. 3Com will not be liable for any direct, indirect, incidental, special or consequential damages arising out of, relating to or in connection with the possession, use or operation of the Equipment.

You understand and acknowledge that 3Com has no obligation to support the Equipment. However, if you desire ongoing support for the Equipment, you may purchase a separate service contract from 3Com.

This letter represents the entire understanding between the parties and supersedes any and all prior agreements, whether written or oral, regarding the subject matter hereof.

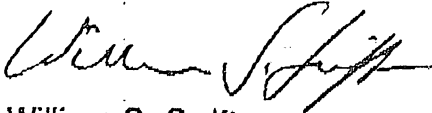
Also enclosed is a Statement Regarding Property Donated for the Care of the Ill, the Needy or Infants. Please review, sign, date and return this form to me at the above address.

If there are any questions or problems, you can reach me at (408) 764-5537.

**3Com**

Please acknowledge your understanding and agreement with the terms of this letter by signing a copy of this letter and returning it to me.

Sincerely,



William S. Swift  
Product Marketing Manager  
Network Adapter Division

Accepted and Agreed

Date: 5/12/92

By: David G. Smith

Title: Exhibit Developer

Organization: The Computer Museum

STATEMENT REGARDING PROPERTY DONATED  
FOR THE CARE OF THE ILL, THE NEEDY OR INFANTS

In connection with the donation by 3Com Corporation ("3Com") to B.C.M. (the "Donee") of the property described below (the "Property") on 5/12/92, the Donee hereby makes the following representations to 3Com in accordance with section 170(e)(3) of the Internal Revenue Code of 1986, as amended (the "Code"). Unless otherwise specified, all references to "section" are to a section of the Code.

1. The Donee is an organization described in section 501(c)(3) and exempt under section 501(a), and is not a private foundation as defined in section 509(a) nor an operating foundation as defined in section 4942(j)(3);
2. The Donee will use the Property for the care of the ill, the needy or infants in compliance with section 170(e)(3) and section 1.170A-4A(b)(2) and (3) of the Treasury Regulations;
3. The Property will not be transferred by the Donee in exchange for money, other property or services; and
4. Adequate books and records will be maintained and made available, upon request, to the Internal Revenue Service, as described in section 1.170A-4A(b)(4) of the Treasury Regulations.

Donee:

The Computer Museum

By:

David Greschler

Printed Name:

DAVID GRESCHLER

Title:

Exhibit Developer

Date:

5/12/92

The Property will consist of the following:

<u>Quantity</u>	<u>Part #</u>	<u>Description</u>	<u>Fair Market Value</u>
6	3C523B	EtherLink/MC adapter	\$ 2,530.00

# American Management Systems, Inc.

February 11, 1992

The Computer Museum  
David Greschler  
300 Congress Street  
Boston, MA 02210

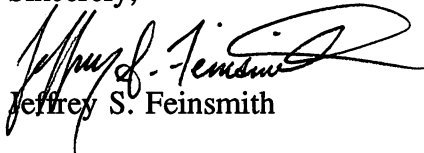
Dear David,

I enjoyed our conversation this morning and look forward to meeting you in Boston later this month. As we discussed, AMS is committed to placing a pen-based exhibit in "Tools & Toys: The Amazing Personal Computer."

I feel that the exhibit is a wonderful way to share with the community many of the fantastic machines and ideas that some of us are lucky to encounter every day. Pen computing technology is one of those that has always seemed to be just around the corner. Now that is no longer true. It is here and a viable alternative to many people that either found it impossible or impractical to use a computer from a keyboard.

Again, I look forward to meeting with you and sharing the wonders of pen computing. If I can be of any assistance to you, please feel free to give me a call at (703) 841-5988.

Sincerely,



Jeffrey S. Feinsmith

# The Unicorn Smart Keyboard



## Smart Idea

Run thousands of software programs with a keyboard that has many faces. Any program that works with your standard keyboard works with the Unicorn Smart Keyboard.

No interface or additional hardware is required. The Unicorn Smart Keyboard plugs directly into the keyboard port of an Apple IIGS, Macintosh, IBM or compatible computer. Plug your regular keyboard into our cable and use the two together.

## Smart Overlays

Simply slide in your overlay and put a new face on your Unicorn Smart Keyboard. The keyboard reads a bar code on the back of the new overlay and automatically adjusts. The Unicorn Smart Keyboard comes with 7 overlays: Alphabet, Alphabet and Numbers, Numbers, Arrows, QWERTY for IBM, QWERTY for Apple/Macintosh and a Setup Overlay.

## Smart Touch

With the Unicorn Smart Keyboard you can adjust many keyboard functions to meet your specific needs. Simply slide in the Setup Overlay and adjust the sensitivity, repeat rate and more.

## Smart Price \$395

\$395 includes keyboard, seven overlays and a cable (shipping and CA sales tax extra). Please specify cable (details on reverse). Extra cables - \$25 each. Keyboard with all five cables - \$465.

**\$50 discount on all orders placed before 12/31/91.**

You will be billed when the keyboard is shipped.

## Smart Future

The Unicorn Smart Keyboard will begin shipping in February, 1992. After that date, look for the introduction of our customizing package (sold for under \$100) that will allow you to create your own overlays quickly and easily. We will also be adding an Apple IIe card and cable.

Patents are in process.

Prices guaranteed through Dec. 31, 1991.

## Smart Choice!

The logo for Unicorn Engineering, Inc. features the word "Unicorn" in a stylized, cursive script font. Below it, the words "ENGINEERING, INC." are written in a smaller, all-caps, sans-serif font. The entire logo is underlined.

5221 Central Ave., Suite 205, Richmond, CA 94804  
800-899-6687 (USA only) or 510-528-0670



# The Unicorn Smart Keyboard

## Compatibility

The Unicorn Smart Keyboard works with Apple IIGS, Macintosh (except the old Mac 512K and Mac Plus), IBM XT, AT, PS/2, PS/1 and compatible computers.

## No Interface Required

The Unicorn Smart Keyboard requires no additional interface. Simply plug it directly into the keyboard port and it works without any added hardware or software. All interface intelligence is built into the keyboard.

## Cables

There are five different cables available:

1. Apple IIGS/Macintosh
2. IBM XT
3. IBM AT
4. IBM PS/2 or PS/1
5. Serial - for IBM laptops with no keyboard port. Call for details - this application involves using special pre-boot software.

When you order a Smart Keyboard, specify the cable you want or purchase a special keyboard package with all five cables. Cables can be purchased separately.

## Overlays

Each of the full-color overlays measures 8.5" tall by 13" wide. The following overlays are included:

1. Alphabet > Alphabetical order. Also includes Space, Return,
2. Alph & Numbers > Esc, Shift, arrows and punctuation.
3. Arrows - Also includes Space, Return, Esc, Y and N.
4. Numbers - 0 through 9, arrows, Space, Return and Esc.
5. QWERTY IBM - Similar to standard 101-key keyboard.
6. QWERTY Apple/Mac - Similar to IIGS or Mac keyboard.
7. Setup Overlay - For adjusting the options listed below.

## Customizing Software

Software to make your own keyboard configurations will be available in mid-1992 and will cost under \$100. You will be able to define keys of varying sizes and assign a single character, word, phrase or sequence of keystrokes to each key. You will also be able to develop talking communication boards.

## Switch Jacks

The Unicorn Smart Keyboard includes two switch jacks. The default settings for Apple/Macintosh are Open-Apple and Closed-Apple (same as Command and Option). The IBM defaults are Spacebar and Enter. Several other switch definitions are available without the need for customizing software.

## Key Dimensions

There are 576 individual keys. Each key is .324" tall and .5" wide. The keypad is arranged in an array of 24 rows by 24 columns. The total active area is 7.776" tall by 12" wide. There is no dead space between keys. The keys require a lighter touch than any other membrane keyboard on the market.

## Options

Using the Setup Overlay, you can adjust a variety of options including:

Keyboard Sensitivity - A delay rate.

Lift-Off Time - Creates a mandatory delay between key presses to avoid mistakes.

Key Sound

Repeat On-Off

Repeat Rate

Repeat Latching - Key repeats and the user does not need to keep pressing.

Separate Repeat Key - Add a separate repeat key to the QWERTY overlay.

Shift Latching - Allows all modifier keys to be locked down for one-finger use.

LEDs - Provides visual indication of Shift, Control, Alt, Command, etc.

Smart Typing - Q is followed by U. "Period" is followed by 2 spaces and shift, etc.

Keyboard Reset - Returns keyboard to factory default settings.

I N T E R O F F I C E M E M O R A N D U M

The Children's Museum  
and  
The Computer Museum

Date: 29-Nov-1991 02:16p  
From: Gwen Bell  
BELL  
Title: Founding President  
Phone: Ext. 331

TO: David Greschler ( GRESCHLER )  
TO: Oliver Strimpel ( STRIMPEL )  
TO: Greg Welch ( WELCH )  
TO: Lauren O'Neal ( ONEAL )

Subject: Pentops

I talked to David Bunnell. He has two magazines now ... one on multi-media and the other on pentops. The first one is going, and the second one is not. Momena paid for the first issue of Pentop.

I asked about Momena, and David said he didn't know whether they could execute or not; David does not have a machine and has not used one. Several were cobbled together for Comdex. Even though it has been on the cover of Byte and PC Computing ... it does not mean that the machine works. They have put big bucks into hype.

Grid will not have their pen system til the spring.

GO has a deal with Phoenix for hardware. Can we talk to Phoenix?

*David - who should  
Greg pursue this. Greg?  
David?  
GW*





A forum  
dedicated to  
pen computing  
and related systems.

Wednesday & Thursday  
February 19 & 20, 1992  
San Jose Convention Center  
San Jose, California

Come see for yourself what's happening in pen computing — the most talked about new computing area in years. Join us for the premier conference, *Pen Computing 1992*.

For this year's forum, we've kept the official program to just one day, so that those who want to be out of the office as briefly as possible can do so. Unofficially, we're starting early, for those with a little more time who want a sneak preview.

We're also adding a lot more demos and making machines available for you to check out.

More than 75 companies will demonstrate their products and prototypes. If you're in the dark about pen computing, come see the light in San Jose.

# WEDNESDAY

## THE PRE-CONFERENCE EVENTS

Officially, the conference begins Thursday. The conference demonstrations also will be open on Wednesday, however, for those who would like extra time. The demonstration area will open at 2 PM and close at 5 PM.

A special area also will be available for those who wish to use a pen computer for an extended time. Like the demonstrations, the "test drive" area will be open from 2 PM to 5 PM.

# THURSDAY

## THE CONFERENCE AGENDA

7:15 AM **Registration and Continental Breakfast**

8:00 AM **WELCOME AND INTRODUCTION**

Richard A. Shaffer  
*Principal • Technologic Partners*

8:05 AM **Nomadic Nineties: The pen and mobile computing**

William V. Campbell  
*President & CEO • GO*

8:35 AM **SYSTEMS ISSUES**

Pioneering Roles: Getting from here to there

- *What will it take to make pen computing commercially significant?*
- *Can vertical products be the foundation for horizontal products?*
- *Who will create demand for and who will sell general-purpose, pen-based systems?*
- *Can we manage expectations? What compromises will customers accept?*

MODERATOR:

John W. Wilson  
*Senior Editor • ComputerLetter*

### GRiD

Kirk Cruikshank  
*Vice President, Marketing*

### IBM

M. Kathy Vieth  
*Vice President, Tablet Systems*

### MicroSlate

Jan Rowinski  
*Vice President, Operations*

### Momenta

John Rizzo  
*Vice President, Marketing*

9:20 AM **APPLICATIONS ISSUES**

Developer Directions:

Where are the company-building opportunities?

- *What business difference does the right operating system make?*
- *If pen systems are sold directly, how do software startups get distribution?*
- *How can American developers best work with foreign manufacturers?*
- *Who, precisely, is the customer for pen-based applications?*

MODERATOR:

Jacqueline C. Morby  
*Senior General Partner • TA Associates*

### Notable Technologies

Ronald J. Brown  
*President & CEO*

### Pensoft

Michael Baum  
*President & CEO*

### PenWare

Faruq Amad  
*Vice President*

### Pen Pal Associates

Samuel J. Wiegand  
*President*

10:05 AM **VERTICAL MARKETS**

Focus, focus, focus: Suiting the tool to the job

- *Which carefully-defined opportunities are the largest?*
- *Can vertical products be the foundation for horizontal products?*
- *Who, precisely, is the customer for pen-based applications?*
- *Can vertical products become important if horizontal products don't?*

MODERATOR:

William Lempesis  
*Editor & Publisher,  
PenVision News*

### Hansen Software

Charles A. Hansen  
*President & COO*

### Information Retrieval Methods

Charles O'Banon  
*President & CEO*

### PI Systems

Jin H. Kim  
*President & Co-founder*

### Sales Technologies

Panelist to be announced

10:50 AM **BREAK**



11:15 AM **MASS MARKETS**

Attention, Shoppers: Can pen computers become a consumer hit?

- *Can personal computer companies learn to think like consumer product companies?*
- *Are today's operating systems suitable for small machines?*
- *What's the product – an organizer, a communicator, or what?*
- *How important is compatibility with office-based systems?*

MODERATOR:

Richard A. Shaffer

*Principal • Technologic Partners*

**GeoWorks**

Brian Dougherty

*Chairman & CEO*

Additional panelists to be announced

12:00 PM **LUNCH and DEMONSTRATIONS/HANDS ON**

Lunch and invited product and technology demonstrations

2:00 PM **To be announced**

Steve Ballmer

*Senior Vice President, Systems Division • Microsoft*

2:30 PM **GLOBAL MARKETS**

Crossing the Pacific: Asia and the pen-computing opportunity

- *How will non-American companies get U.S. distribution?*
- *Where will American and foreign companies cooperate, and where will they compete?*
- *At what pace will the Asian market for pen systems develop?*
- *What's the winning form factor – a notebook, a palmtop, something else?*

MODERATOR:

William Stewart

*President • Asia Pacific Ventures*

**Fujitsu, Goldstar, Ricoh, TriGem**

Panelists to be announced

3:15 PM **Pen computers are the new paper**

Vern Raburn

*Chairman & CEO • Slate*

3:45 PM **TECHNOLOGY ISSUES**

Laying the Foundations:

What's ahead in pen-related components?

- *Will the memory-card standard change the design and economics of pen systems?*
- *Which is better when, a hard drive in a card slot or flash RAM?*
- *What role will low-power RISC processors play?*
- *Do we need application-specific recognition processors?*

MODERATOR:

John W. Wilson

*Senior Editor • ComputerLetter*

**Chips and Technologies**

Gordon Campbell

*President & CEO*

Additional panelists to be announced

4:30 PM **Viewpoint: The future of handwriting recognition**

Stepan Pachikov

*President & CEO • Paragraph International*

4:40 PM **CONNECTIVITY ISSUES**

Portable Communications: Staying in touch on the go

- *Is the personal communicator the successor to the cellular telephone?*
- *Which is larger, the local, the metropolitan, or the wide-area network?*
- *What's the best way to connect portables to the systems we already have?*
- *How can computer companies compete in a communications game?*

MODERATOR:

To be announced

**Ericsson GE Mobile Data**

William A. Frezza

*Director, Strategic Sales*

**Proxim**

Paul G. Smith

*Vice President, Marketing*

**NCR**

Panelist to be announced

**Traveling Software**

Mark Eppley

*Chairman & CEO*

5:35 PM **CONFERENCE CONCLUDES**

# Test Drive a Pen Computer

Get your hands on a pen computer and see for yourself what these new machines can do. Are they good enough? Light enough? Do you want one — enough to pay for it yourself? Will pen computers replace clipboards in the workplace? Will they be mass-market products some day soon? The best way to find out is to take one for a spin, so we'll have a hundred or so actual production machines from the following companies:

**GRiD**

**MicroSlate**

**Momenta**

**NCR**

**Pi Systems**

**TriGem**

## Demonstrations by:

Aer Energy Resources	Notable
Approach Software	O <sup>2</sup> Ware
ARDIS	OCRSystems
Arthur Dent Associates (Formerly Wang)	O'Neill Communications
Award Software	ParaGraph
CalComp	Pen Pal Associates
Cellular Data	Pen Systems
Chipsoft	Pensee
Communication Intelligence Corporation	Pensoft Corporation
Cone Software	PenWare
Contact Software International	Phoenix Technologies
Databook	Photonics
Datacap	Pi Systems
DFM Systems	Polaris Software
E&S	Poqet Computer
Ericsson GE Mobile Data	Proxim
FTG Data Systems	RAM Mobile Data
GeoWorks	Rose Communications
GO	Rupp
GRiD Systems	Sales Technologies
Hansen Software	Samsung
IBM	Scriptel
Inforite	Sitka Slate
Information Retrieval Methods	Slate
Knowledge-Based Solutions	Spectrix
Kurta	Stylos Development
Lexicus	Summagraphics
Logitech/Gazelle Graphic Systems	SunDisk
Microcom	SuperScript
MicroSlate	Symbol Technologies
Microsoft	SystemSoft
MicroTouch Systems	TelePad
Momenta	Touch Technology
NCR	Traveling Software
NEC Technologies	Trigem (formerly Eden Group)
Nestor	Tusk
Neuron Data	Wacom Technology
NewQuest Technologies	Xcellenet



## Demos, Demos, Demos...

The product demonstrations were so popular at last year's pen computing conference that we decided to give you even more of them this year. Although the conference officially begins on Thursday, we're opening the doors for demos on Wednesday afternoon between 2:00 and 5:00 for those who want a few extra hours with the latest in machines and software. There will be more demos on Thursday. In addition, a hundreds or so pen computers will be available for those who want to test drive.

## Where to go. What it costs.

The 1992 conference will be held at the San Jose Convention Center in San Jose. The conference fee is \$695. The fee includes all conference activities and meals. Cancellations will be assessed a \$100 service fee until Friday, January 31; after that date, no refunds will be made. With prior notice, substitutions within a company can be arranged.

## Hotel Rooms/Air Travel

A block of rooms has been reserved from February 18 through February 20 at two hotels:

### Fairmont Hotel San Jose

170 South Market Street  
San Jose, CA 95113  
408-998-1900

### Hotel D'Anza

233 W. Santa Clara Street  
San Jose, CA 95113  
408-286-1000

To reserve a room please call the hotel directly and request a room from the "Technologic Block." The room block will be held until Friday, January 17. Thereafter, hotel rooms will be on a space-available basis.

For air travel discounts, call American Airlines at 800-433-1790 and refer to "\*#S07227W."

For more information, as well as the latest additions to the program, call the conference coordinator at Technologic Partners in New York at 212-696-9330.

## Software Publishers Association

The Pen Computing Special Interest Group of the Software Publishers Association will hold an organizational meeting and buffet luncheon on Wednesday, February 19, for software developers from 1 PM to 2 PM. Contact Kristen Teegarden at the SPA, Telephone (202) 452-1600 ext. 336.



The fee for the conference is \$695

Please mail or fax this form with your payment to:  
Conference Coordinator • Technologic Partners  
419 Park Avenue South • Suite 500 • New York, NY 10016

Name \_\_\_\_\_

Badge Name \_\_\_\_\_

Title \_\_\_\_\_

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Exp. 

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Signature \_\_\_\_\_

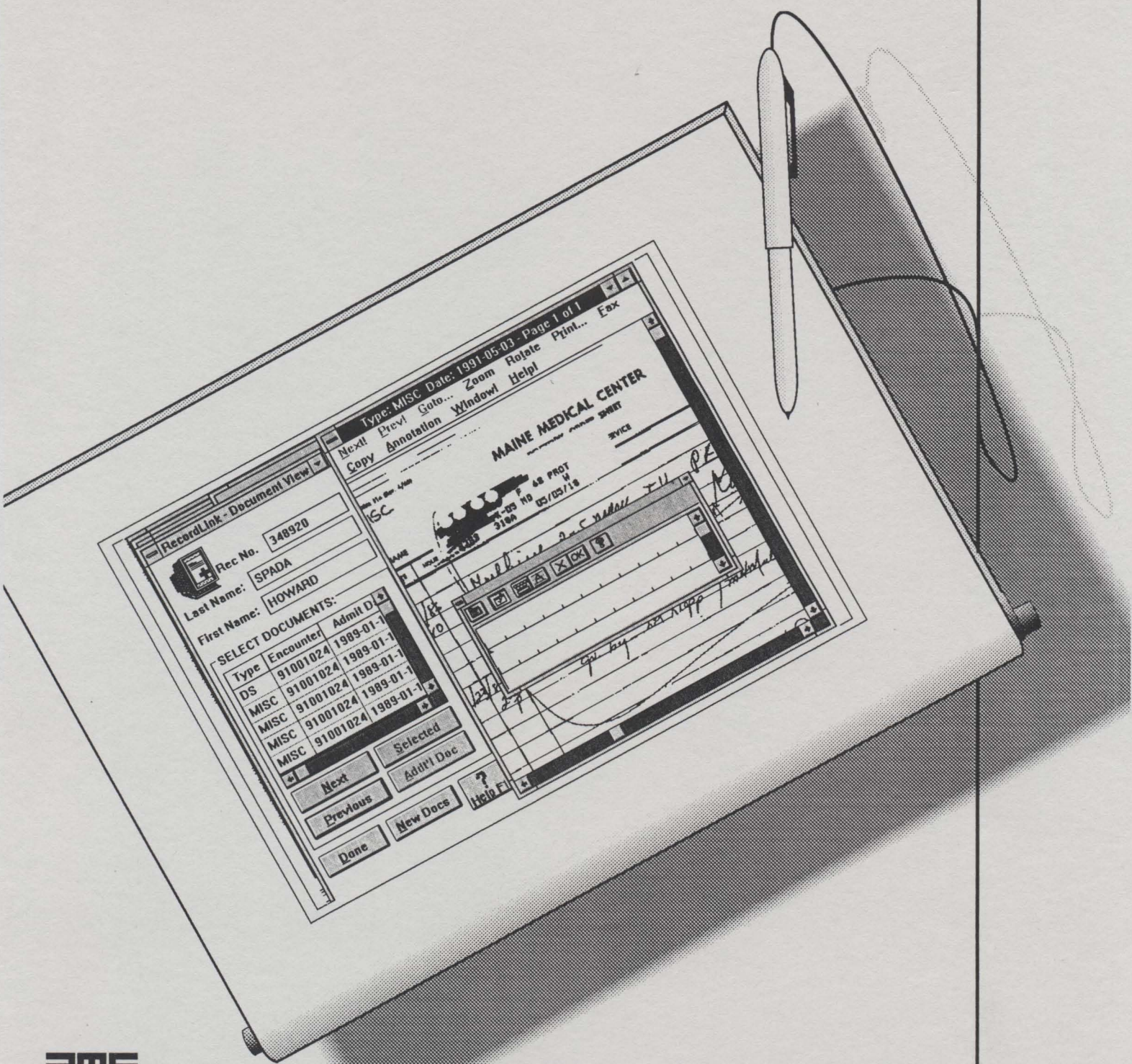


**Technologic Partners**

419 Park Avenue South, Suite 500, New York, NY 10016  
Phone (212) 696-9330 Fax (212) 696-9793

102655690





ams

# AMS Pen-Based Computing



*Turning the Promise of Pen Technology into Practical Solutions*



*Recognizing the strategic value of pen technology, AMS is making a corporate commitment to developing application software in this emerging market.*

Dramatic changes in computing and information management will occur in the 1990s. The power of pen technology will revolutionize the way organizations conduct business by making computers more personal, accessible, and easier to use. Pen-operated computers are designed with convenience in mind; the slim, lightweight notepad or "slate" format is highly portable and less intrusive than conventional keyboard-based computers. Pen computers take advantage of graphical user interface technology and advances in symbol recognition to provide users with a highly intuitive, familiar information management device.

The convenient format and easy-to-learn nature of pen computers meets the previously ignored needs of a new audience of computer users: doctors and nurses conducting rounds, sales representatives and field auditors working on-site, truck drivers tracking deliveries, and senior executives analyzing strategic corporate data during a meeting. American Management Systems (AMS), a leading consulting and systems engineering firm, is applying its technology expertise and broad functional knowledge to create effective, industry-specific pen computer applications.

The AMS pen systems approach is based upon our proven ability to provide clients with a unique combination of professional services, industry expertise in critical business and government functions, and applications software. AMS provides the support our clients need to achieve maximum benefits from new technologies and apply them practically throughout the organization. Pen hardware and software technology is evolving rapidly. Our expertise, combined with strategic relationships with pen hardware and software vendors, allows us to help clients understand the value of pen-based solutions and implement successful applications.

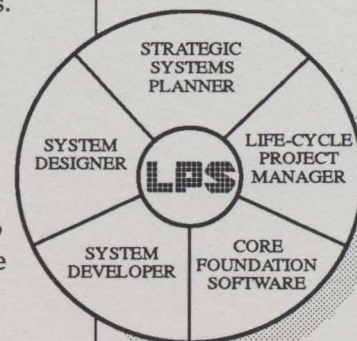
**For over 21 years, AMS has applied information technology and systems engineering services to help large organizations solve complex management problems. AMS is one of the nation's most successful software development firms:**

- ✓ Staff of 3,000 includes a high percentage of business analysts and engineers
- ✓ 1990 revenues of \$261 million
- ✓ Consistent annual growth of 20%
- ✓ Over 600 major systems successfully installed and in production
- ✓ 28 application software products distributed and supported.

## **AMS Software Development Strategy**

Information-critical markets have an increasing demand for technology that reduces the risk and cost to develop and maintain complex computer applications. AMS's Life-cycle Productivity System (LPS) is an integrated set of components providing automated support to the entire system development life-cycle. AMS uses LPS to develop and maintain its own application software products and to help clients design and develop new applications.

The CORE Foundation Software component of LPS underlies our application products and many of our custom systems. CORE enables seamless portability to many technical platforms, it also provides common functions, integrated database access, and a common look and feel among our application products.





# AMS Strategic

# GRiD

**GRiD  
Systems  
Corporation**

**PenRight! API  
PenRight! Pal  
PadBase**

In recognition of AMS's successful application development with Microsoft, and GO Corporation have established strategic relationships. As an IBM Business Partner, AMS is working with IBM in selected markets. For pen hardware vendors, AMS is developing software for Microsoft, and GO environments.

AMS is an approved integrator, beta-developer, and beta-tester for GRiD Systems products. Our customized applications take advantage of the following GRiD benefits:

- ✓ Handwriting recognition interface, including upper- and lower-case.
- ✓ Rapid prototyping of custom applications in the PenRight! Pal object-oriented environment.
- ✓ Portable across 80x86-based computers, including GRiDPad, GRiDPad-HD, 20 Mhz GRiDPad SL.

**GRiD PadBase Form Painter**

**Microsoft  
Windows for P**

AMS is an approved beta-developer for Microsoft Windows for Pen Computing. The actual screen from an AMS application is illustrated on brochure. AMS is working with Microsoft to develop user interfaces, object-oriented programming environments, and seamless computing, and seamless connections to other applications. AMS is designing applications that take advantage of the following benefits:

- ✓ Combines pen interface with graphical operating system.
- ✓ Allows users to run applications without programming applications.
- ✓ Provides a platform for developing applications.
- ✓ Allows for the design of applications to improve productivity.
- ✓ Operates on various hardware configurations including NCR 3125 and GRiDPad SL.

**Micro**  
Windows for P



# Relationships

experience, vendors, such as IBM, Novell, Wang, GRiD, relationships with AMS to build products using their technology. AMS is working with various 386-based pen computer industry groups on the development of applications for running pen software prototypes to operate in the GRiD, Mi-

**GO Corporation**

**PenPoint Operating System**



**GO Corporation**  
Pen Computing

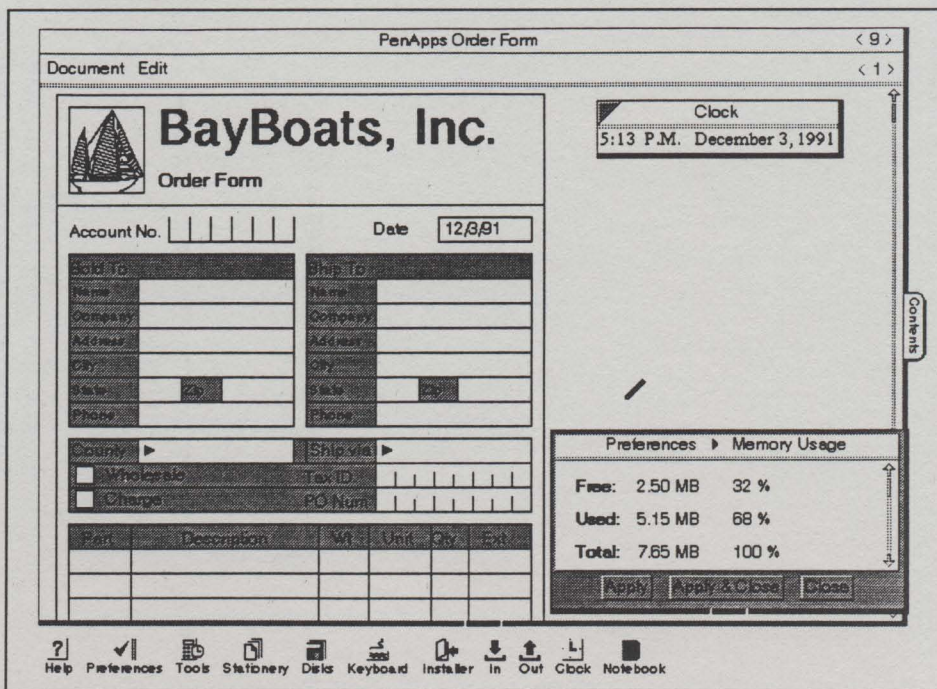
AMS is a certified developer for GO Corporation's PenPoint OS. PenPoint is a compact, 32-bit, fully object-oriented multi-tasking operating system designed for mobile, pen computers. Our customized software incorporates the following GO features:

- ✓ Intuitive notebook technology (handwriting translation, natural pen gestures for document editing, notebook organization).
- ✓ True 32-bit, multi-tasking operating system with network connectivity, "instant-on" processing for low power consumption, and various memory configurations.
- ✓ Operates on various 386-based pen computers, including NCR 3125 and GRiDPad SL.

AMS is a certified developer for Mi- en Computing. (An AMS application is cover.) AMS is work- everage advances in oriented data storage ronments, client-server s computer integra- o develop pen applica- g pen applications to following Microsoft

AMS interface with Windows system. existing Windows at modification. for high-end custom

AMS design of portable "desktops" ivity. s 386-based pen computers, s, Momena, and



**Slate PenApps Development Tool**

**Microsoft**  
Pen Computing







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For further information, please write or call:

Mr. Greg Pellegrino  
Principal  
American Management Systems  
1525 Wilson Boulevard  
Arlington, Virginia 22209

703-841-7023/1-800-457-0035 (x7023)

# American Management Systems, Inc.

February 20, 1992  
Jeffrey S. Feinsmith  
AMS Pen Computing

David Greschler  
The Computer Museum  
300 Congress Street  
Boston, MA 02210

Dear David,

Enclosed you will find a diskette containing the pen-based application that we have developed for "Tool & Toys: The Amazing Personal Computer." I hope that it is the kind of demo that you were hoping for.


In order to execute it on a VGA equipped PC, please follow these steps:

- 1) Load your mouse driver.
- 2) Execute LOADVGA.BAT on the floppy.
- 3) Execute BOSTON.EXE from the floppy.
- 4) Reboot your PC when you are finished viewing the demo.

Of course, you could copy everything to the computer's hard drive first. The application may run a bit faster as a result.

I look forward to meeting you February 28 in Boston. If you have any questions or comments about the demo program, please give me call at (703)841-5988.

Sincerely,



Jeffrey S. Feinsmith



**NEW!**



# Pen-Based Computing Conference

**Boston / May 4-5, 1992**

## Keynote Presentations

- Pen Computers: A New Metaphor for Computing**  
By Conference Chairman, Ed Yourdon, "American Programmer"
- Pen Computing: A Whole New World of Computing - Again!**  
By Portia Isaacson, Dream Machine Incorporated
- Survey of Pen Products: Understanding Where You Fit In**  
By Kirk Cruikshank, GRID Systems Corp.

## Market Size Track

- The Pen-Based Computing Marketplace**  
By Amy D. Wohl, Wohl Associates
- The Pen Market: Success and Growth Factors**  
By David R. Larson, Notable Technologies

## Hardware Track

- Putting Pens into the Picture: From Hardware to User Interface** / By Dr. John Butler, Microsoft Corporation
- Handwriting Recognition for Pen Computers**  
By Dr. David Fox, Nestor, Inc.

## User/Application Track

- Developing and Implementing a Pen-Based Application**  
By Theodore C. Standish, Gillette North Atlantic Group
- PANEL — Developing Pen Solutions: The Untold Story**  
MODERATOR: Daniel Mezick, Line Systems
- DEMO PANEL — Product "Snapshots"**  
MODERATOR: Bruce A. Stephen, IDC

## Software Track

- PANEL — OS Wars: Microsoft vs. GO: Which is Better?**  
MODERATOR: Esther Dyson, EDventure Holdings
- Developing Pen-Based Solutions**  
By George M. Barlow, Distributed Micro Systems

## Management Issues Track

- Management Issues in Evaluating Pen Computer Systems**  
By Chuck Ennis, TelePad Corporation
- Integrating Pen-based Computing with the Rest of Enterprise Computing**  
By Mark Skapiuker, Delrina Technology, Inc.

## Communications Track

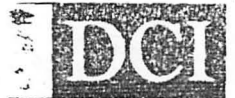
- Survey of Current Pen Technology**  
By Kevin Mankin, Momenta International
- Networking on the GO: Connectivity for the Mobile Professional**  
By Lucia Hicks-Williams, Sitka Corporation

▼  
**Live Product Demos by:**

**GO Corp.**  
**GRID Systems**  
**NCR**  
**Notable Technologies**  
**MOMENTA**  
**Scriptel**

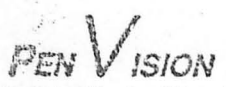
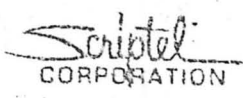
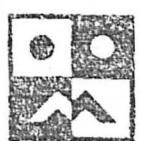
*David  
This is  
an \$895  
conference -  
a little out of  
our budget,  
but perhaps  
we could get  
an education  
pass?*

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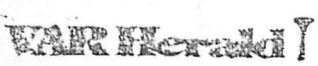


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Newsletter of Pen-Based Computing





# The Pen-Based Computing Conference

Boston / May 4-5, 1992

## Registration Information

### THREE WAYS TO REGISTER

CALL (508) 470-3880 between 9:00am and 5:00pm Eastern Time

MAIL in the completed registration form below (including mailing label) to:

Digital Consulting, Inc.  
204 Andover Street  
Andover, MA 01810

FAX the completed registration form to DCI at: (508) 470-0526, 24 hours a day

### AIRFARE DISCOUNTS! HOTEL DISCOUNTS! CALL (800) 767-2755

Digital Consulting, Inc., is pleased to offer you discounted hotel room rates at our events and discounted airfares to our events on American Airlines and Delta Airlines.

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For Reservations or Information, Call Conference and Travel Services (CATS) at (800) 767-2755.

### TEAM DISCOUNTS

When two or more registrants from a single company register together for the conference, the second and additional registrants are entitled to a \$100 discount.

### CANCELLATION POLICY

Cancellations or substitutions will be accepted at any time. Registrants who cancel two weeks or more prior to the start of the conference will be charged a \$100 cancellation fee. Registrants who do not attend or who cancel less than two weeks prior to the conference are liable for the entire fee.

### CONFERENCE SITE & HOTEL INFORMATION

Sheraton Boston  
Dalton Street, Boston, MA  
(617) 236-2000

Limited block of rooms at a special rate is being held at the Sheraton Boston until 3 weeks prior to the conference. Room reservations and all charges are the responsibility of the conference attendees. (Rates are based on availability...please register early!)

## Registration Form

### CONFERENCE REGISTRATION

Pen-Based Computing Conference.....\$895  
2789, Boston, May 4-5, 1992  
Conference fee includes conference proceedings, luncheons, and refreshment breaks.

### METHOD OF PAYMENT

Payments must be received on or before May 4, 1992.  
Check enclosed. Make checks payable to: Digital Consulting, Inc.  
Visa  Mastercard  /  Personal  Corporate  
No. \_\_\_\_\_ Exp. Date \_\_\_\_\_  
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Company \_\_\_\_\_  
Division/Branch \_\_\_\_\_ MS/Floor \_\_\_\_\_  
Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_  
Authorized Signature \_\_\_\_\_

If you do not wish to register, but please put me on your mailing list.

### TELEPHONE REGISTRATION

(508) 470-3880

Call 9:00am-5:00pm Eastern Time



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Andover, MA 01810

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