



Immediate Release

# News Release

**SolutionPacs**

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## Wide Range of Solutions Available

IBM OFFERS NEW SOLUTIONPACS AND SOFTWARE;  
DESKTOP AND HOST-BASED PUBLISHING INTRODUCED

RYE BROOK, N.Y., April 2 . . . As part of its continuing commitment to provide total solutions for its customers, IBM today announced tailored application packages that will help put the new IBM Personal System/2<sup>TM</sup> to work rapidly for doctors, lawyers, builders, engineers and others in a wide range of industries.

These packages -- called IBM SolutionPacs<sup>TM</sup> -- will assist customers in becoming productive quickly by providing software, services and, where appropriate, IBM hardware. The services are software installation, customer training and telephone support.

Today's announcement of SolutionPacs for use with Personal System/2 includes: Personal Publishing System; Legal Profession Series; Doctor's Office Management; Construction Industry Series; CADwrite Design and Drafting System; and Business Adviser Financial Accounting; as well as a host-based publishing system.

Two application programs, IBM DisplayWrite<sup>TM</sup> 4/2, a text processing program, and IBM Storyboard/2, a presentation graphics program, were also announced today.

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### Desktop Publishing

IBM SolutionPac Personal Publishing System is a desktop solution that enables the new IBM Personal System/2 Model 30 and its high-addressability displays to perform document creation, editing and printing. A SolutionPac upgrade also is available for the IBM Personal Computer XT<sup>TM</sup> Model 286 and selected IBM Personal Computer AT<sup>R</sup> models.

Using the Personal Publishing System, customers can create, merge and lay out text, image and graphics in many arrangements on a page. They will have the option of multiple type styles and multiple sizes. Copy can be produced at the rate of up to six pages a minute by the new IBM Personal Pageprinter laser printer.

This publishing system, which can be used with IBM DisplayWrite 4 and other workstation-based applications, is for customers who do extensive publishing. It can produce proposals, newsletters, memos, presentations, promotional material and directories in a cost-efficient and timely manner. Customers also receive 90 days of telephone support and optional installation services.

The Personal Publishing System is scheduled to be available in the third quarter of 1987. The price of a complete Personal Publishing System including a Personal System/2 Model 30 with monochrome display is \$8,553.

Legal Industry

IBM SolutionPac Legal Profession Series can assist lawyers in improving their personal productivity as well as enhancing the productivity and efficiency of their law offices. It encompasses tasks as diverse as financial and practice management and secretarial support. Included are installation, education services and 90 days of telephone support. A series of templates and online help screens guide inexperienced users while they become proficient. Also, through the use of integrated menus, users gain access to increasing amounts of data for the law firm as they become more familiar with the functions available in the system.

This SolutionPac provides software modules in four logical configurations: Lawyer's Assistant, Law Firm Secretarial, Law Firm Financial and Law Firm Practice Management. The latter three are available in Network Versions.

Legal profession series is scheduled to be available in the third quarter of 1987. One time charges are as follows:

- Lawyer's Assistant - \$1,991;
- Law Firm Secretarial - \$1,921 (Network Version \$2,221);
- Law Firm Financial - \$2,632 (Network Version \$4,532);
- Law Firm Practice Management - \$1,932 (Network Version \$2,932).



Medical Profession

IBM SolutionPac Doctor's Office Management is designed to assist the medical professional in handling office functions such as billing, insurance, accounts receivable, patient-record keeping and appointment scheduling. This SolutionPac's menus help office personnel learn the system easily and become productive quickly. In addition to installation, education and telephone support, an online "help" feature provides convenient, uncomplicated instructions. Many tasks can be completed with a few simple keystrokes.

Doctor's Office Management is scheduled to be available in the third quarter of 1987 at a one-time charge of \$4,185.

Construction Industry

IBM SolutionPac Construction Industry Series comprises three SolutionPacs: Homebuilder Accounting, Contractor Accounting, and Architect and Engineer Project Accounting. These packages can assist construction industry firms in maintaining required financial information and in generating specialized reports. This SolutionPac can operate for an individual user or in a network environment. A concept known as "layered functionality" allows new users to take advantage of some programs while the more experienced users can benefit from the extended capabilities of the software. The three SolutionPacs combine Timberline<sup>R</sup> Construction/Estimating software programs with installation and education services and telephone support.

The Construction Industry Series is scheduled to be available in the third quarter of 1987. One-time charges are as follows:

- Homebuilder Accounting - \$6,050 (Network Version \$8,300);
- Contractor Accounting -- \$6,885 (Network Version \$9,495);
- Architect and Engineer Project Accounting \$5,525 (Network Version \$8,215).

Computer-Aided Drafting

IBM SolutionPac CADwrite Design and Drafting System is for customers requiring a stand-alone system for two-dimensional drafting. CADwrite is designed for use by those with little or no Computer-Aided-Drafting (CAD) experience. It brings the speed and versatility of personal computing to a wide range of drafting and design engineering tasks.

The documented drawing data base structure allows for user-written programs to access CADwrite drawing data. Engineers and architects will achieve better quality and appearance (including color) of drawings over manual drafting methods, while shortening the development cycle and reducing turnaround time. This SolutionPac, which includes CADwrite, DOS, installation, education and telephone support, also contains a 15-lesson self-paced training guide to provide the user with knowledge of the program's functions.

The CADwrite Design and Drafting System is scheduled to be available this month at a one-time charge of \$2,740.

### Financial Accounting

IBM SolutionPac Business Adviser Financial Accounting can assist small businesses which require financial information, specialized reports and inquiries, and offers them the option to add other accounting applications and networking. This SolutionPac provides the user with a high-function general ledger, six special journals for entering business transactions and three subsidiary ledgers for accounts receivable, accounts payable and payroll. It also offers a high-function data base and report writer. Business Adviser Financial Accounting includes software installation, customer training and 90 days of telephone support and is scheduled to be available in May of 1987 at a one-time license charge of \$1,745.

### Host-Based Publishing

IBM SolutionPac Publishing System VM Edition operates on most IBM System/370s running the VM Operating System. It features sophisticated graphics and text capabilities providing customers with the benefits of in-house control and high-quality copy with quick turnaround. It is best suited for large, complex documents, product manuals, and documents requiring frequent changes by one or more authors.

Publishing System VM Edition includes installation, customizing, on-site end-user training, post-installation support and three new software products: Publishing Systems ProcessMaster, Publishing Systems BookMaster and Publishing Systems BrowseMaster. There are several software and services options available, including Graphics, Image, Formula Formatting and Printing.



Publishing Systems ProcessMaster's easy-to-use menu includes text, graphics and image processing and library management. It is designed to improve productivity during document composition and safeguards against the simultaneous update of a document by more than one author, while allowing file sharing among authors. It also tracks access to documents in the library for audit purposes.

Publishing Systems BookMaster supports the production of manuals and complex technical documents by assisting corporate publishing departments in their document design.

Publishing Systems BrowseMaster allows the user to preview documents with text, graphics and image displayed in position on the workstation screen before copy is produced.

Publishing System VM Edition is scheduled to be available in the third quarter of 1987. One-time charges will be announced when the package is available.

#### New Application Software

IBM DisplayWrite 4/2 is an easy-to-use text-processing program for IBM Personal System/2 running under the IBM Operating System/2<sup>TM</sup> introduced today. DisplayWrite 4/2 contains most of the functions in IBM's popular DisplayWrite 4 text-processing program. It also features new capabilities such as multiple columns (balanced or unbalanced) of text, color print, and an enhanced data import ability. Its easy-to-use main menu offers such features as an extensive help facility, document creation, revision and editing capabilities and additional printer support.

Displaywrite 4/2 is scheduled for availability in the first quarter of 1988 at a one-time license charge of \$495.

IBM Storyboard/2, an enhanced version of PC Storyboard, is a business graphics presentation program for the professional seeking a low-cost, high-quality way to prepare and present information. It enables the user to draw lines, boxes and circles, add color fill, scale, rotate, mirror image, and cut and paste, as well as accept files created with a video camera or scanner. This allows Storyboard/2 to be used for many presentations where only slides, flip charts, videotapes and overhead projectors have been used in the past.

Storyboard/2 will be available in June at a one-time license charge of \$350.

#### Distribution

IBM SolutionPac Personal Publishing System is marketed by IBM's North-Central and South-West Marketing divisions, as well as by IBM Authorized Advanced Products Dealers and by IBM Authorized Advanced Products Value Added Dealers when certified to market this package in conjunction with their value-added offerings. IBM SolutionPac Publishing System VM Edition is marketed by IBM's North-Central and South-West Marketing divisions.



The IBM SolutionPacs Legal Profession Series, Doctor's Office Management, Construction Industry Series, CADwrite Design and Drafting System and Business Adviser Financial Accounting are marketed by selected Advanced Products Dealers and selected Advanced Products Value Added Dealers when certified to market these packages in conjunction with their value-added offerings.

Dealer prices may vary.

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