



CHARON News Update

Salem Automation, Inc.

Volume II, Issue NP

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Welcome!

Welcome to the second issue of CHARON Update! Salem Automation is producing this newsletter to update all of the CHARON VAX users and prospective users on new product features, new CHARON products and available support services. We hope you find this useful and would welcome any feedback on the newsletter which you wish to provide to us. Thank you for your interest.

Performance Update CHARON-VAX Alpha Plus

The CHARON VAX Alpha PLUS software has undergone some recent benchmark testing on a 16 Way GS1280 Alpha system by an independent firm Resilient Systems at HP's Massachusetts facility. A one-page flyer and a white paper on this testing are available through Salem Automation's CHARON-VAX website WWW.WinVMS.com.

The bottom line on the testing is that for each additional Alpha processor on the computer an additional copy of CHARON VAX could be loaded with an approximate 35 VUP increase in processing speed! Each of these CHARON VAX copies can then be clustered to achieve a high total VUP rating.



As you can see, this configuration can be used to consolidate multiple VAX systems into a single large Alpha computer with a shared drive configuration. Alternately, if you have a large VAX 7000 multi-processor system, the multiple processor configuration with each processor having a copy of CHARON VAX can be clustered to achieve greater performance than the original VAX 7000. Other benefits of CHARON VAX on Alpha include providing 100 MB or higher network speeds in a cluster and it is the only VAX solution that can provide access to a SAN.



HP World Show a Success!

Salem Automation provided a booth at the recent HP World trade show. At the show HP World attendees could see CHARON VAX AXP Alpha running on two clustered DS10 Alpha systems clustered with a shared SCSI interconnect. In addition, we were showing CHARON VAX XL PLUS on two PCs and CHARON VAX running VMS on a laptop!

HP was showing off the GS1280 16 processor Alpha computer, a possible platform for CHARON VAX, at the show. "The show was a success for Salem Automation. We had numerous prospects sign up to be contacted so they can proceed to the next step with Salem Automation, a CHARON VAX migration. The attendees who spent time in our booth investigating the CHARON VAX products were equally split between end users and HP employees with a few third party companies looking to set up a business relationship with Salem Automation for CHARON VAX migrations." stated Jean Brunache - Marketing Manager.



Inside this issue:

<i>Alpha AXP Plus</i>	2
<i>Successes</i>	2
<i>Hardware Maintenance</i>	3
<i>Pricing Update</i>	3
<i>Support Update</i>	4
<i>Licensing</i>	4

New GS1280 Alpha Server



Special points of interest:

- Success Stories
- New Service & Support Options
- Updated CHARON-VAX Pricing
- Licensing Transfer Update





CHARON VAX Success - The Mexican Connection:

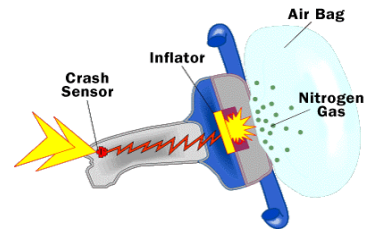
Salem Automation recently supported installation of two CHARON VAX XM PLUS systems at the TRW air bag manufacturing facility in Chihuahua, Mexico. This TRW Automotive manufacturing facility produces automotive air bag components for high-profile international clients like Ford and BMW. Without a reliable supply of superior quality parts, the auto assembly plants and workers across the world would literally grind to a halt.

Being a key component in a just-in-time supply chain involving thousands of workers and billions in annual revenues is a huge responsibility for TRW Automotive IT manager, Sergio Montoya. Late last summer, Mr. Montoya found himself in an unenviable position. He needed to consolidate the operations of two plants without allowing a minute of production down time. His existing operation was already running 24 x 7, with overnight batch operations barely completing in time for the next morning's manufacturing to begin all over again.

Even worse, his time-critical system – MAXCIM on a VAX 4000-100A—once a state-of-the-art manufacturing control system, was beginning to show the wear-and-tear of years of continuous operation. Add to this the cost of migrating TRW's many years of data out of MAXCIM into new data structures and applications, it would take several man-years of effort and hundreds of thousands of dollars. Mr. Montoya, a former DEC employee, had heard of a software package created by former DEC engineers that could emulate the operations of his aging VAX on new, fast, and inexpensive PC servers – without requiring any changes to his MAXCIM application.

After contact with Lynda Jones of SRI, Sergio purchased the CHARON VAX XM PLUS and turned to Salem Automation the supplier of Platinum level 24 x 7 support of CHARON VAX products in North America for migration support. With support by Jean Brunache of Salem Automation, and Lynda Jones of SRI, Mr. Montoya was able to get his CHARON VAX system up and running.

This system is running well with much better performance than his old VAX system. The 300 heavy users on a 500K NI Cluster using the MAXCIM software at the TRW sites 10 miles apart saw greatly improved performance. TRW was able to reduce batch processing time from 3 hours down to 15 minutes. TRW also avoided a likely \$ 1,000,000 cost to port to a different software and is now saving \$50,000 per year in reduced annual overtime savings by dramatically reducing batch processing time.





HP Server Platform Update for CHARON VAX



Salem Automation has been installing a number of systems using Hewlett-Packard's new ML380 servers. These rack mount ProLiant servers provide an excellent platform for CHARON VAX as they provide the dual processor environment, run a 3.06 GHz Intel XEON to give the emulated VAX excellent speed, are rack mountable, have dual power supplies, dual fans, come with Windows 2002 pre-loaded and offer SCSI disk speeds at 15,000 RPM to greatly improve the disk speeds over older VAX systems.



HP ML380

These servers are very price competitive with other name brand offerings in the market. If you are planning to keep in place or put in place a VMS software maintenance agreement, HP requires that the CHARON VAX software run on a Compaq or HP computer to support it. Information on VMS & VMS layered product license transfers can be found at :

<http://h18004.www1.hp.com/products/servers/proliantml370/index.html>



Support Update News

Salem Automation is now offering the Platinum 24x7 software support in addition to the 8x5, Mon—Fri Gold support for software maintenance.

Software support includes phone support, modem support and CHARON VAX software updates. Salem Automation references SRI's Geneva office for 2nd line support questions but handles all support requests out of our Winston-Salem headquarters.

In addition to the services above, we also offer onsite or by-phone installation support on a time and material basis for \$ 150/hour.

Salem Automation has been finding that installation of a CHARON VAX solution is often justified in as little as a year by reduction in a hardware maintenance contract. Many customers are seeing their HP Hardware Maintenance for the VAX systems not being renewed for 2004. Beyond the obsolescence, risk and better CHARON VAX performance and elimination of a costly maintenance contract are just additional reasons to get over to a new hardware platform.





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Were on the web:
<http://www.SalemAutomation.com>
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[Http://www.winvms.com](http://www.winvms.com)

Company Profile:

Incorporated in 1992. Offices in Winston-Salem NC, Charlotte, NC , & San Juan, Puerto Rico

Company Mission:

To provide high quality automation solutions and cost-effective engineering services to manufacturing companies via Win-Win business relationships.

Staff:

Engineers with varying backgrounds including Chemical Engineering, Electrical Engineering, Instrument Engineering and Computer Science. Most all of our staff members have over 10 years experience. Staff experience is extensive in the areas of distributed process control systems, programmable controller based systems and computer based process control. Industry experience in Textile, Food, Tobacco, Chemical (Batch and Continuous), Metals, Utilities, Furniture, Tire and Pharmaceutical.



Licensing Issues

Salem Automation has been working with HP on transferring VMS licenses and layered products. You must execute this license transfer if you intend on continuing your VMS software maintenance agreement after the move to CHARON-VAX.

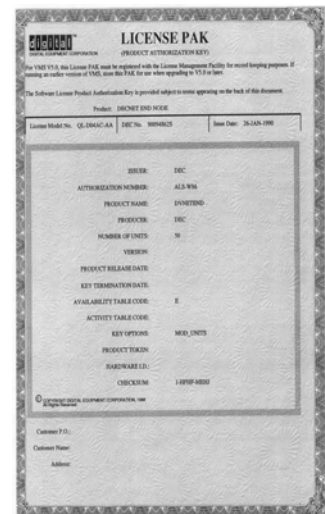
When purchasing a CHARON VAX license the user also needs to transfer the license via Salem Automation or with HP at the link below:

<http://h71000.www7.hp.com/openvms/sri-charon-vax-emulator.html>



PDP licenses for the CHARON 11 product can be transferred by contacting Salem Automation or via Mentec directly:

Careena Fitzpatrick Mentec Representative
Phone 1-603-883-7711, Careena.Fitzpatrick@mentec.com





Salem Automation announces partnership with Resilient Systems for VMS Clustering Optimization Services:

Salem Automation is announcing a partnership with Resilient Systems to provide Salem's clients with access to the high-powered talent for installation and optimization of VMS clusters. "With Salem Automation's ability to provide the CHARON VAX software and 24x7 Platinum support coupled with Resilient System's ability to install and optimize clustered solutions Salem Automation is positioned to replace many high-availability VAX systems with a technically better, more reliable Alpha system.", states Salem Automation's Vice-President of Sales & Marketing Chuck Graham. "This partnership with Resilient Systems , allows Salem Automation to contact existing CHARON VAX customers and offer them a clustered solution for an even higher availability than a single CHARON VAX system can provide. Rob Lyons of Resilient, a former DEC employee, has unique knowledge of OpenVMS clustering which will provide Salem Automation with the ability to migrate the most complex clustered VAX solutions."



WWW.RESILIENSYS.COM

Resilient Systems recently co-marketed with Salem Automation at the recent HP World trade show. Resilient Systems, Inc. (www.resiliensys.com) is a service-oriented high technology solutions provider focusing on business critical computing for OpenVMS platforms. Premier competencies include:

- Charon-VAX clusters
- Disaster Tolerant computing
- Wide-area clustering with SAN storage fabrics.

