



CHARON News Update

Salem Automation, Inc.

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Welcome!

Welcome to the CHARON VAX 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 updates for CHARON-VAX Industrial, XM, and XL Family

The CHARON VAX Windows products are having continued success with increases in speed as the host CPU speed increases.

In the processor speed arena, on a 3.06 GHz dual processor PC we are now seeing approximately 31 VUPs on the non-PLUS CHARON-VAX version and the 60+ VUPs or twice the speed on CHARON-VAX PLUS versions.

We have not tried the latest AMD XP 3000+ but it is expected it would break this 60+ VUP barrier and provide a means to replace the highest end multi-processor VAX systems.

SCSI disk speeds are now at 15,000 RPM. Disk intensive applications, such as databases will find this faster disk speed a great benefit over older slower VAX disks.



Performance Update CHARON-VAX Alpha Plus

The CHARON VAX Alpha PLUS software is undergoing benchmark testing. The preliminary results along with field results from a major defense contractor indicate up to 60+ VUPS on a properly equipped DS25 Alpha. This is a huge leap forward over the earlier CHARON VAX Alpha version. The license pricing for the Alpha system is very reasonable for a 512 MB 3100-98 emulation.

The Alpha computers run in the \$38,000 range for a properly equipped DS25 Alpha. Early indications are that the CHARON VAX Alpha PLUS scales linearly as additional processors are brought online so CHARON can take advantage of additional processors to the point that CHARON VAX should be able to replace the performance of any VAX every made.



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Special points of interest:

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



Fantastic Success at The Bell Group

Salem Automation recently installed a successful system at The Bell Group in Albuquerque, NM that was a resounding success. A joint effort with CRISP Automation, this 300 user system VAX system was replaced with CHARON VAX XM PLUS.

There was not only the removal of the risky, ageing VAX but it was replaced with high performance new PC Server hardware. The users were not even aware of the change out in the system.

Meredith Ryan reported to Salem Automation that the system has been working "fantastically". You can read more on this installation via the case study under the applications section on our website at:

WWW.SalemAutomation.com

THE BELL GROUPSM

Swift Successes with CHARON Product

Salem Automation installed another successful system using the CHARON 11 PDP emulation product at Swift Denim in Columbus, GA. With Salem Automation's assistance Swift Denim replaced and aging PDP-1123, that controlled 12-AGV (Automated Guided Vehicle). This project required 10 additional serial ports which was handled by a Windows standard PCI Multiplexer card.

"...had our PDP up and running on CHARON-11 software in only 4 hours. The use of a configuration file makes it easy to setup TT ports and to select different boot devices. We no longer have to worry about the outdated hardware and boot times are tremendously faster." stated Bryan LaPorte of Swift Denim.

The CHARON 11 product will run 2 to 5 times faster than the previous PDP computer, and eliminates the old hardware risk and cost.



"..the CHARON-VAX system has been working fantastically"





New HP Hardware Maintenance Options

Salem Automation has been specifying and shipping HP G3 DL380 ProLiant servers. These servers come with dual 3.06 GHz processors, RAID drives, hot plug rack mount enclosures, redundant fans and redundant power supplies.

<http://h18004.www1.hp.com/products/servers/platforms/index-dl-ml.html>

These servers have the option of 8 to 5 M-F onsite 4-hour response time hardware service or for a marginal amount more, 24x7 onsite 4 hour response time hardware service.

HP also offers a Recover-All disaster recovery option where HP will replace the system within 72 hours in case of a system disaster. This option is very cost effective starting at an annual fee of \$500 as an addition to a regular service contract.



HP DL380 Server



HP ML380 Server

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

Support Update News

Salem Automation is now offering the Platinum 24x7 support in addition to the 8x5 Gold support for software maintenance. Salem Automation is the only U.S. reseller offering this 24 X 7 support.

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

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





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Systems Integration Specialists



Were on the web:
<http://www/sai-net.com>

Company Profile:

Incorporated in 1992. Offices in Winston-Salem NC, & Charlotte, NC

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 engineers 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 through various VMS license issues with HP. 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

In addition, some clients are finding their type "B" or "D" VMS licenses are not compatible with the CHARON VAX XM/XL software.

Salem Automation is negotiating with HP for a trade-in program that would allow you to upgrade your existing VMS licenses for a license that is compatible with the CHARON VAX product.

We will keep you posted.

