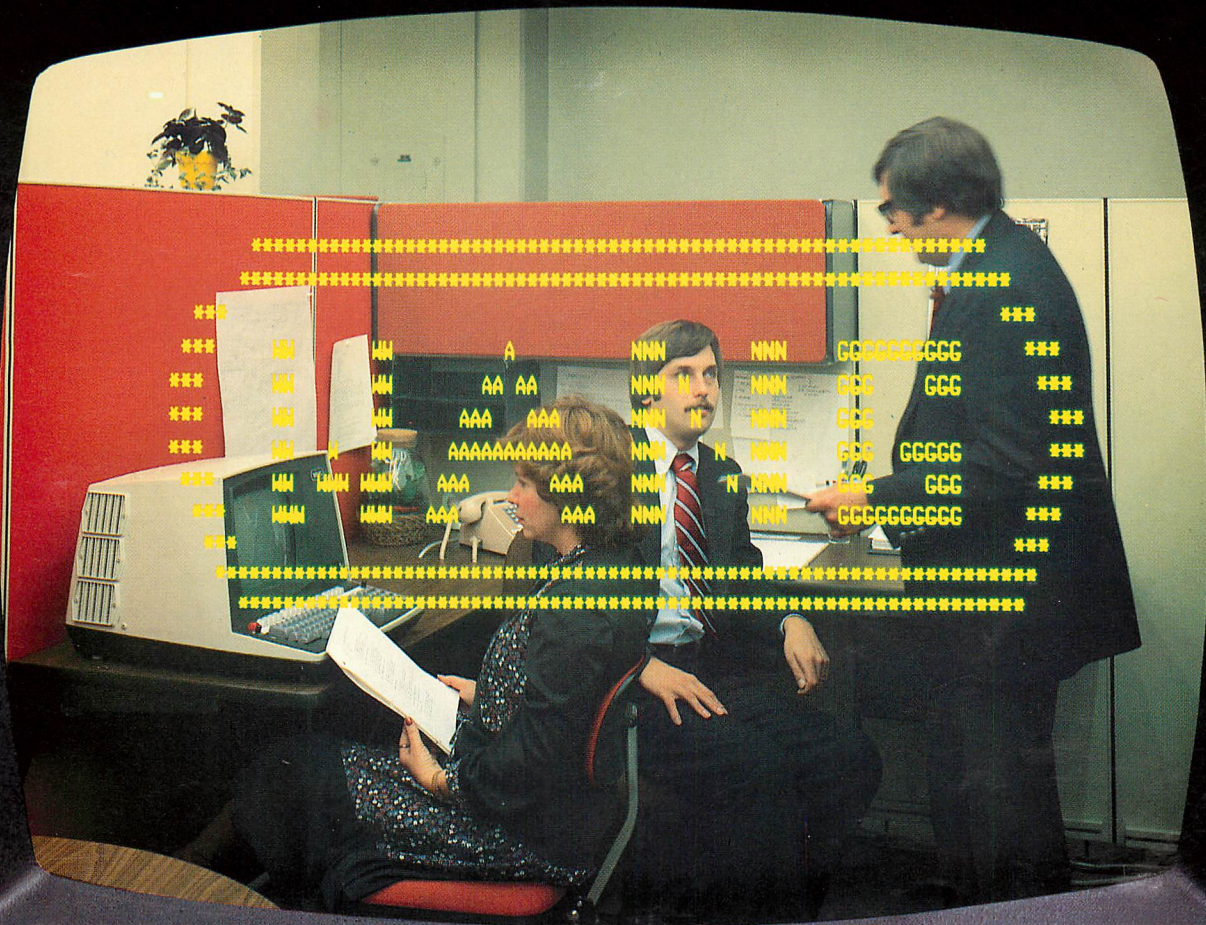


Wang computer systems... taking care of business.



Wang computer systems... taking care of business.

The advent of the computer has touched the lives of almost everyone. From the pioneer days of "Eniac" and TV game shows to modern automated business, the computer has helped society grow... and has grown with it. Today, computers track down insurance payments and isolate deadly viruses. They set the type for tomorrow's headlines and set the agenda for a state social. Computers reconcile the general ledger for a half a million dollar small business and guide astronauts back from half a million miles in space.

But, along with the advent of computers, has come the advent of the computer company. New computer companies seem to spring up almost every week. Some offer genuine contributions to the industry. Others simply come into existence only to unceremoniously disappear a few years later. Some provide a full array of services to the end user. Others leave support and service up to third-party vendors.

For the potential computer buyer, the end result is restrained confusion. But there is one very simple solution. Before you make a computer decision, examine both the computer and the computer company.

Wang: The company.

Wang Laboratories, Inc. is a pioneer in the computer industry. Founded in 1951, Wang has over a quarter century invested in developing inexpensive, yet powerful, data processing systems. But Wang did more than build computers. They built a company dedicated to the complete needs of computer users. From sales to service to support and training,

Wang is one of two companies in the United States to build an organization dedicated to its own users. And, with this dedication, Wang has engineered its own success. Now the fifth fastest growing company in the United States, Wang broke well into the Fortune 1,000 in 1978. And the trend shows no sign of subsiding.

Further, Business Week, Electronic News, Computerworld, International Data Corporation, and Datapro have all named Wang the second largest manufacturer of small business computers in the world. But the story of Wang's success isn't just told in its corporate structure. The company's dedication to the end user is also strongly reflected in the wide range of Wang computer products marketed directly worldwide.

Wang: The products.

All Wang computers and peripherals offer a unique marriage of technology and human engineering to deliver the most versatile, adaptable, and easy-to-use systems you can buy. Priced from under \$5,000 to over \$500,000, Wang computers span a wide variety of user needs and applications. Each Wang computer incorporates the latest proven technology to deliver the speed, accuracy and versatility that Wang users demand and deserve.

Yet, each is human-engineered to merge sophistication with simplicity for a system that anyone can operate with only a few instructions.

Wang's phenomenal growth has made the company keenly aware of your growth, and the fact that the computer you purchase today must meet your needs a few years from now. That's why all Wang computers are designed for upward compatibility and expandability safeguarding your capital investment in hardware and extending the useful life of your software. For the smaller first time user this means that you can start with an entry-level Wang PCS-II, add more memory, storage and peripherals as your needs grow and eventually move up to a multi-user, multi-processing MVP. And you still retain your original PCS-II as part of your entire system. For the larger EDP or MIS environment, Wang's multi-language, multi-programming VS virtual storage system can grow from one to 32 workstations, from 10 megabytes to 2.3 billion bytes online storage, from 128K to 512K memory without rewriting a single line of application code. So you can distribute your data processing as new needs develop. Without major reprogramming or wholesale equipment replacement. That's just one other example of how Wang's computer products can enhance and encourage personal and corporate achievement in your own organization.

PCS-II



"Our MBA and graduate students are businessmen, not computer experts. Because Wang's PCS-II computers are so easy to operate, our students can spend their time solving business problems, not solving computer problems." Dr. Dennis Graowig, Georgia State University.

Wang's PCS-II is the ideal personal computing system for the smaller company or department or for an individual requiring portable computing power. Starting at under

\$5,000 the PCS-II delivers 8K memory, almost 90K storage on convenient mini-diskette drives, a bright, easy-to-read executive display screen, full ASCII typewriter-like keyboard, and separate numeric keypad. The PCS-II can support a variety of peripherals including a daisy wheel printer for computer-perfect, typewriter-quality printouts. Easy, in-house upgrades let you add additional memory to 64K, more storage to almost 180K, and telecommunications that let you access

extensive data bases of a mainframe computer. And it features easy-to-learn BASIC language for those users who prefer to write their own individual programs.

Wang's PCS-II is in service in diverse environments from auto-dealer showrooms, to medical laboratories, to insurance agencies, to construction sites. An inexpensive interface device allows you to connect your PCS-II to other Wang systems, protecting your investment when you upgrade systems.

2200T & VP



"We originally purchased one of the first Wang computers and eventually upgraded to a 2200T system. Two years later, as our data processing needs increased, we purchased the faster 2200VP system. Eventually, we will upgrade to the 2200 MVP, multi-user system. The incredible aspect of our entire Wang arrangement is that even though we kept growing, our equipment never really became obsolete." Peter Van den Berg, Vice President and General Manager, Lely Corporation.

The system 2200T is designed to meet the data processing demands of business and industrial environments, and research and engineering by providing a powerful and responsive processor in combination with an extremely easy-to-program interactive language (BASIC) and extensive memory capacity. Starting at under \$10,000.00 for the central process-

ing unit, you may configure a system capable of supporting up to nine Wang peripherals. As your programming and data development demands grow, the system 2200T is ready to expand with you. The CPU's memory can be expanded in 8K modules up to 32K, providing ample storage area for most data processing needs. Numerous other options, peripherals and controllers are also available to custom configure a system to meet your particular needs.

A major step up from the 2200T system is the Wang 2200VP series processor. This central processing unit adds increased power to the Wang 2200 series processor line by utilizing larger user memory capabilities and much faster processing speeds. The 2200VP expands memory capability for disk-based 2200 systems to 32K bytes. Full memory parity, standard on the 2200VP, protects you against system failure and

data loss. The state-of-the-art technology designed into this low-priced processor insures a unique combination of speed, ease of programming, flexibility and expandability. The new 2200VP's cycle time approximates 600 nanoseconds, or about 8 times as quick as the 2200T-based system. The highly efficient BASIC-2 interpreter and operating system are loaded from disk or diskette into control memory leaving the systems user memory completely available for programs and data.

Presently being used in countless business type applications, the 2200VP is also employed in highly technical and scientific applications. More importantly... if you are a Wang 2200 user and your needs are beginning to outgrow your present CPU capacity, the 2200VP provides protection of your investment. The 2200VP offers virtually total software/hardware compatibility with existing 2200 CPU's.

2200 MVP



"The advantages of owning my Wang multi-user system are countless. I do my processing when and where I want, I open new accounts, and make changes at no extra charge. I also get accurate up-to-the-minute details concerning my business, besides being able to bill my clients and run my own general ledger application. The 2200 MVP system has virtually paid for itself."
Joe Kramer, President, Thrift Trading, Inc.

Wang Laboratories' 2200 MVP system allows the user to process a variety of business tasks quickly and efficiently. The 2200 MVP combines Wang's fastest series, central processor with a combination of multi-processing and multiprogramming

capabilities. Intending to serve the needs of up to eight foreground processing jobs, the 2200 MVP is also capable of running on additional eight tasks in background mode for a total of sixteen different data processing jobs running concurrently.

The 2200 MVP utilizes Wang's BASIC-2 language. Powerful, yet easy to use, BASIC-2 allows the user to create individual sophisticated software applications at an extremely effective cost/efficient ratio. With the comprehensive edit capabilities standard on the 2200 MVP, program modification is simple and less time consuming.

The 2200 MVP supports remote workstations, so users requiring distributed data processing capabilities can realize this goal through

full asynchronous and/or bisynchronous telecommunications. This interactivity allows the user to realize many benefits via diverse data processing options. You may simultaneously process applications like: accounting, business forecasts, order entry, inventory control, scientific computations, and any other specific application directed towards individual requirements.

A Wang 2200 MVP can start with a single workstation, minimal memory and disk storage. As your needs grow, you can add memory, disk storage, grow to 8 workstations, communications, and a variety of peripherals, including printers, plotters, nine-track tape storage, graphic display terminals, and many others.



VS



*"We looked at the VS COBOL, and after reviewing the manual, I was satisfied that we had found the best possible COBOL computer available in the marketplace." **Jay Troutman, President, Aptech.***

*"We've put everything in our business onto our VS system, including payroll, accounting, sales and wholesale and retail inventory control. And we did it in 90 days without changing languages and with only minor modifications in almost 90 COBOL programs." **Richard Berger, Vice President and Data Processing Manager, Bughaus, Inc.***

The VS is the culmination of Wang's quarter century of experience in the data processing industry. Multi-user, multi-application and multi-language, the VS delivers

mainframe computing capabilities with traditional Wang ease of use and low cost. The VS features BASIC, COBOL and RPG-II, and Assembler and users of other computers are experiencing extremely rapid conversion of their existing software when they upgrade to a VS. And for companies with their own programmers or EDP departments, the VS features the most advanced utilities available including Symbolic Debug, Automatic Screen Formatting, and Editor. Combined with effective user memory of one megabyte for each and every workstation, this means that programs can be written, debugged and run hours, even days, faster than with conventional systems.

Because the VS is completely interactive, each operator is in direct communication with the

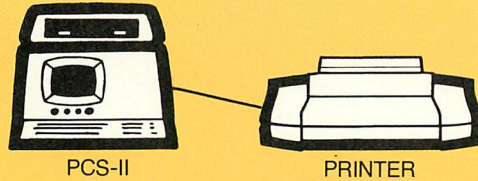
computer, whether you have one workstation or 32. So operator training is minimized while productivity is enhanced. In fact, because the VS can be operated by any clerical employee with just a few hours training, it has resulted in job enrichment wherever it has been installed.

Like all Wang computers, the VS is growth-oriented. So you can begin with a single workstation system with 128K memory and ten megabytes of disk storage, and grow to 32 workstations, 512K memory and 2.3 billion bytes of online storage. But expanding your Wang VS never compromises your initial system investment or previously developed software. No matter how large your system becomes, you'll never have to replace hardware or rewrite a single line of application code.

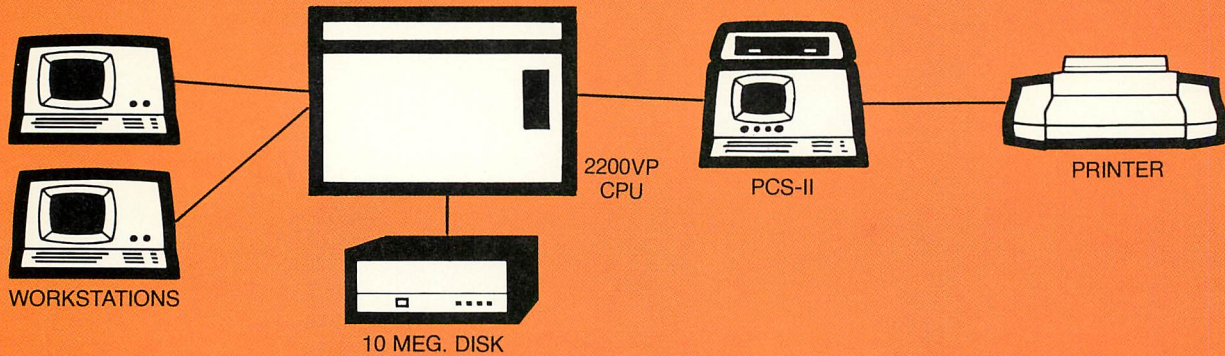
Wang computer systems taking PCS II • 2200T & VP & MVP

With a Wang system you can start with a small desktop computing system for about \$5,000 and grow to a multi-user multi-task system up to \$500,000.

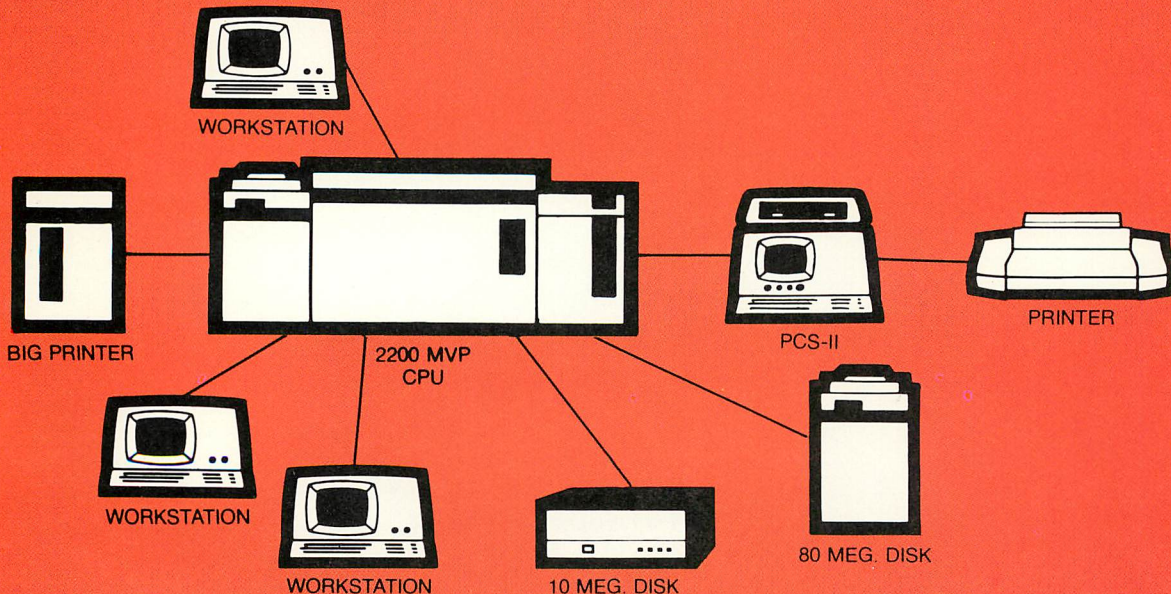
Let's say you're a small distributor and need to automate inventory and accounting. But, you also have an eye on tomorrow's growth potential. With a nominal investment, you can purchase a Wang PCS-IIA and a matrix printer.



As your business grows and your need for computer services with disk storage, additional workstations and more printers increases, you can upgrade to a larger system without sacrificing your initial investment in your PCS-IIA.



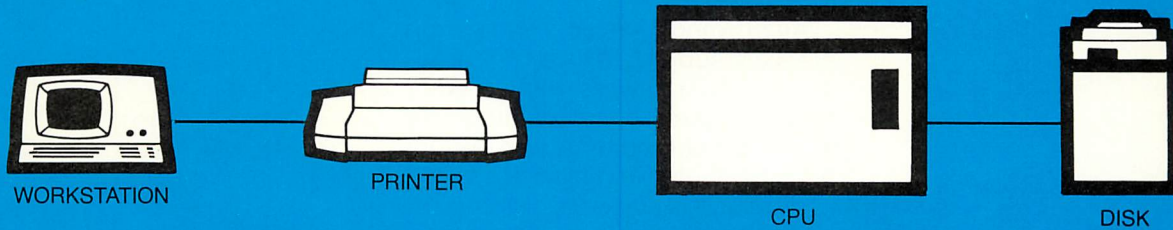
As you grow even more, adding more applications and computer support is as easy as upgrading to a multiprocessing, multi-user MVP, your MVP can support a variety of workstations and special-purpose peripherals. But it also can incorporate your original PCS-IIA, protecting your capital investment as your company grows



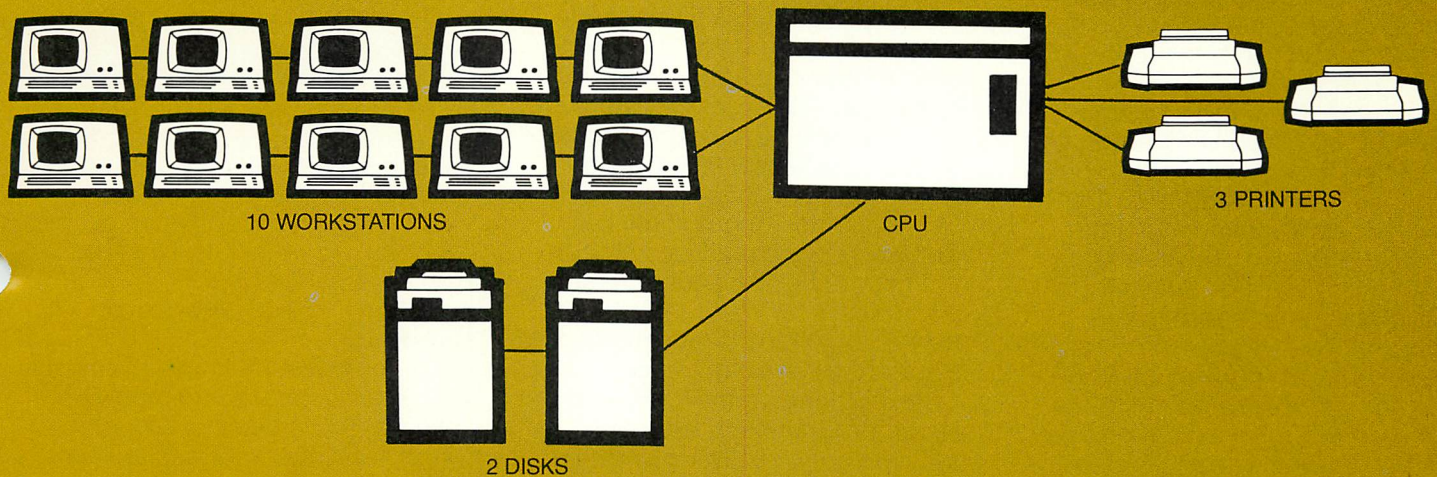
Care of growing business.

VS

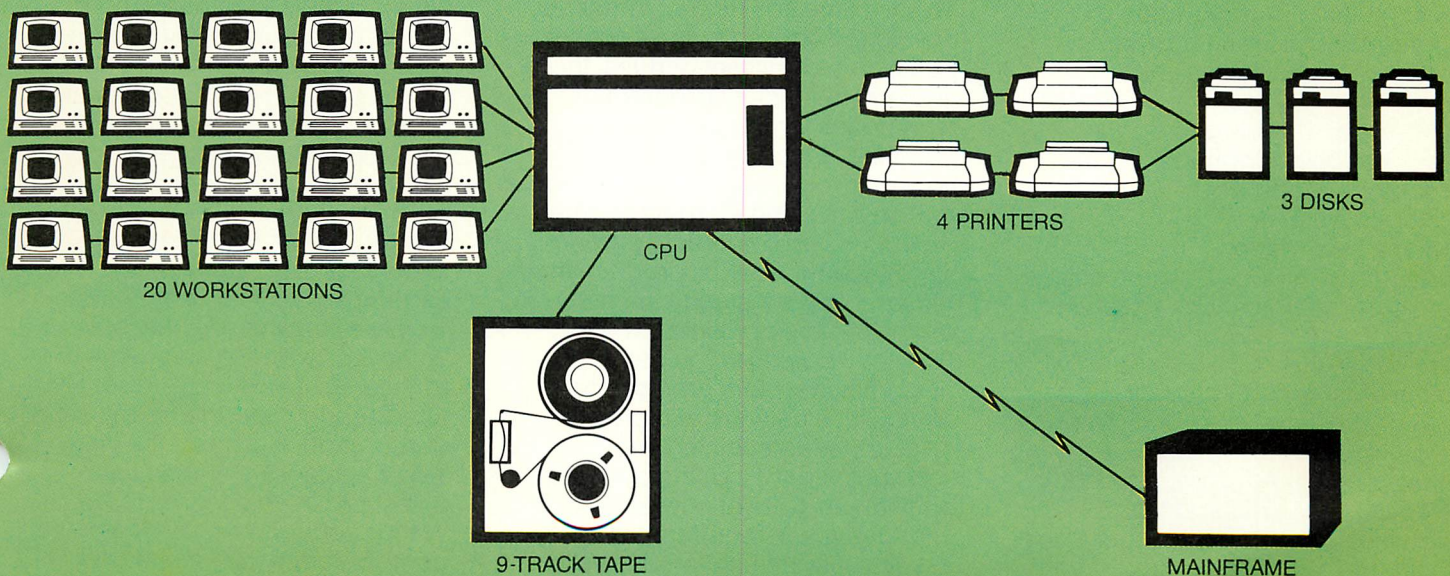
Starting with a minimum investment with 128K memory, 10 megabytes storage and one workstation and one printer...



Grow to a mid-range system as your needs increase...



And continue to grow to a major system with up to 512K bytes memory, up to 32 workstations, up to a 2.3 billion bytes online storage and a wide variety of peripherals and telecommunications options.



Wang peripherals.

Versatility is the foundation of a successful computer company and Wang's wide variety of peripheral devices assures that your system will match your very special requirements. Wang manufactures over 15 printers from graphic to daisy wheel to high speed line printers to match almost any application you can name. These capabilities are enhanced with flat bed and drum printer/plotters for precise engineering and scientific drawings in up to three colors. Graphic and intelligent workstations, nine-track tape drives, card readers, disk and diskette storage devices, instrumentation and telecommunication interfaces, and a wide variety of memory options, make your Wang system responsive to your needs both now and in the future. Wang computers provide you with a choice of:

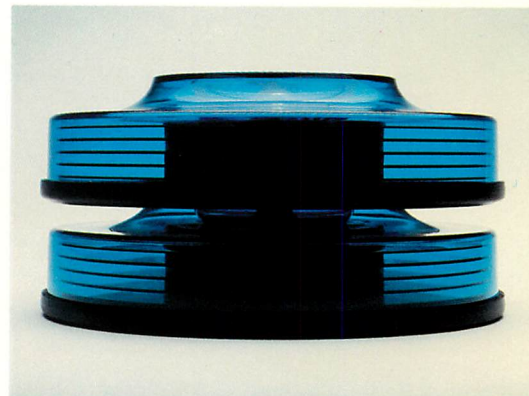
- ... 5 processors in a variety of different memory configurations
- ... Interface controller options for telecommunications and instrumentations
- ... workstation options
- ... storage device options
- ... printer options
- ... plotter options
- ... and a card reader.

Wang's Business Computers have full telecommunications capability. Linked to each other locally or remote, they form a communications network that is unique in its simplicity, processing power and cost/performance ratio. Programmed to emulate terminals such as Teletype, IBM 2780, IBM 3780, IBM 3741 and Burroughs poll/select, they can be plugged anywhere into a corporate information network.

All of Wang's systems and peripherals are supported by a complete selection of software utilities. Wang's system support software integrates all system components and peripherals through a common access procedure and provides easy transfer routes to other software. It puts all the elements of a system at the operator's fingertips and significantly enhances overall system responsiveness. Designed to simplify the operator's tasks, the disk and diskette support system contain frequently used routines including Wang's KFAM (Key File Access Method) and HFAM (Hash File Access Method) utilities. Systems utilities include telecommunications support utilities, terminal access method utilities, printer spooling utilities, graphic utilities as well as peripherals support utilities for Wang's plotters, IBM-compatible diskette drives, and 9-track tape and card reader. Powerful text editing, forms filling and report programming language utilities round out Wang's system support software.

Core software.

Different companies, even in the same industry, are individually organized and require diverse software. To save time and money, Wang has developed core software modules. Following a strict set of rules, these implement efficient programming techniques for file handling, file updating, report generation, file backup procedures, control of peripheral devices, and a variety of other functions. This modular approach simplifies and speeds program maintenance and is a significant factor in program development cost reduction. To insure that you get your customized system promptly, we work with a network of more than 1,100 carefully selected and licensed software vendors. Using our core software or software developed for your individual requirements, they develop a system tailored to your exact needs. As your needs grow

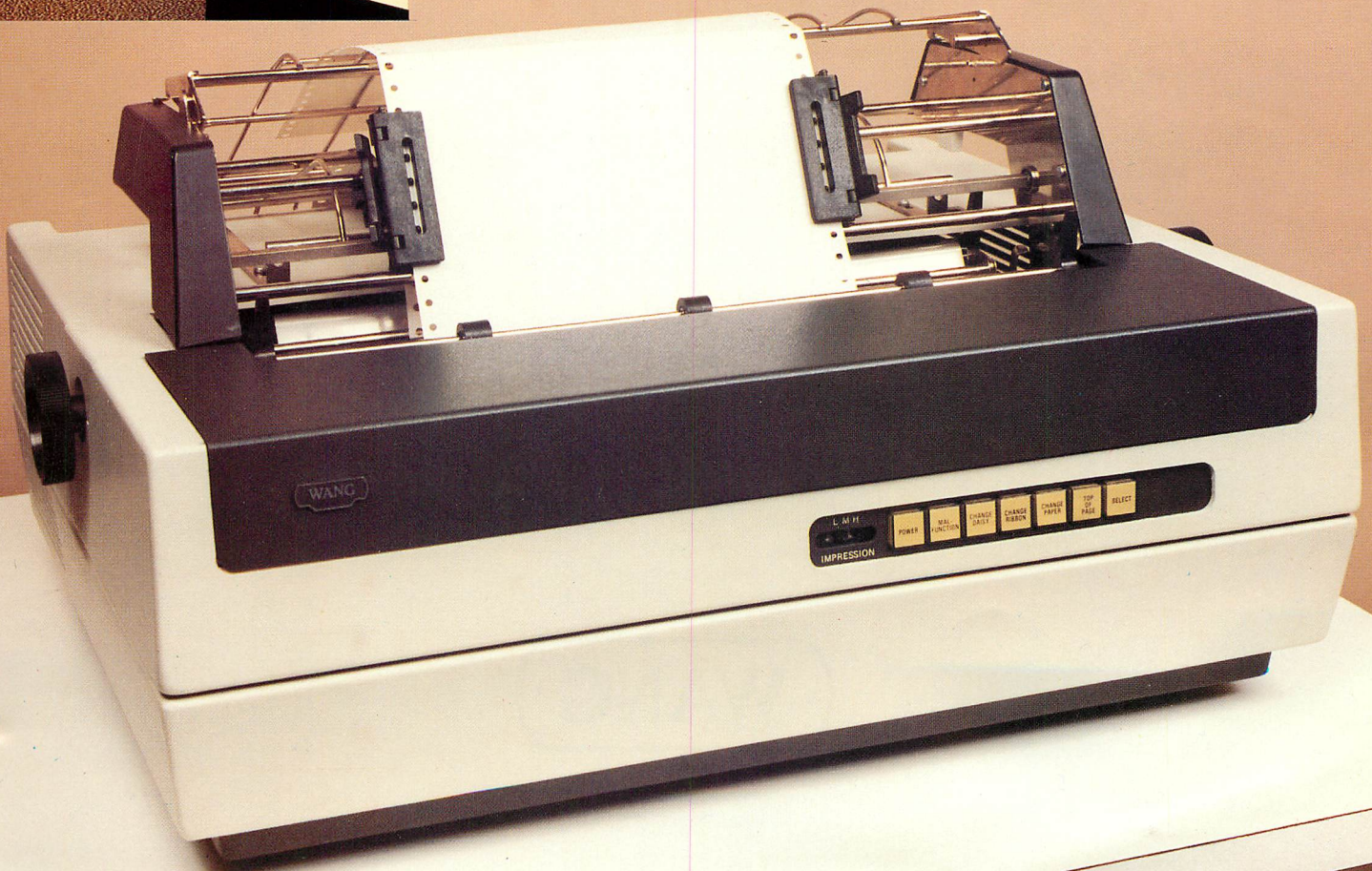


Wang software consultants are available to develop completely new additions to your software, or simply modify it to reflect new business developments.

Wang: The elements of success.

Wang helps you make the most of your investment by training your employees to take full advantage of your Wang systems' capabilities. Customer training seminars are designed to give key management people an understanding of how computers work. For your operators and programming staff, Wang provides courses in elementary or advanced programming techniques. Wang's user society WSUS holds symposiums at regular intervals providing an opportunity for Wang users to exchange experiences and applications of general interest. And Wang maintains a Technical Information Center 12 hours daily where users can get prompt answers concerning any aspect of their systems.

These services are indicative of Wang's orientation and dedication to the end user. And represent an attitude which permeates the entire corporation. Because, the mark of Wang achievement can only be measured by the degree to which Wang products and services have contributed to the achievement of our customers.





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