THE WANG 2200 SERIES

The computer family that grows with you.

WANG

Making the world more productive.

Solid Reasons For Considering A Small Business Computing System

If you are trying to find ways to fight rising business costs, one approach you should consider is a small business computing system. It's a long-term investment that can successfully combat the high cost of running a business — both today and tomorrow. It's a powerful tool that gives you the ability to hold operating costs down while increasing productivity.

Many uncontrollable factors can significantly impact a business. Interest rates have jumped to unprecedented levels. The economy is dynamic, combining *both* inflationary *and* recessionary trends. National productivity is decreasing while labor costs are shooting upwards. But one factor *is* within your control: you can cost-effectively use a computing system to automate your accounting and inventory functions while you maintain tight management over your operation and costs. Here are some typical examples of how computing systems provide solutions.
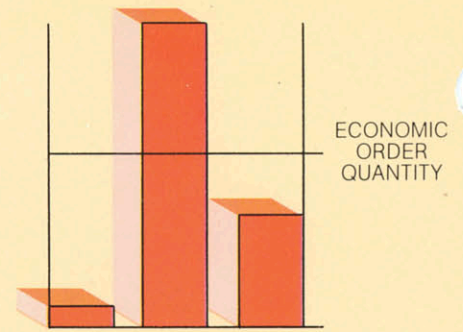
Management Planning

Problem

A lot of your time is spent reacting to daily problems and putting out fires. You're left with little time for long-range planning. The information you need to make important management decisions is buried on someone's desk waiting to be handled.

Solution

With a small business computing system, you manage by anticipating problems and opportunities — not reacting to them. Plan capital expenditures with confidence, using the accurate, up-to-date, information provided by the system. Computer-generated balance sheets are on your desk the day after your business period closes; production orders and sales data are available in seconds.
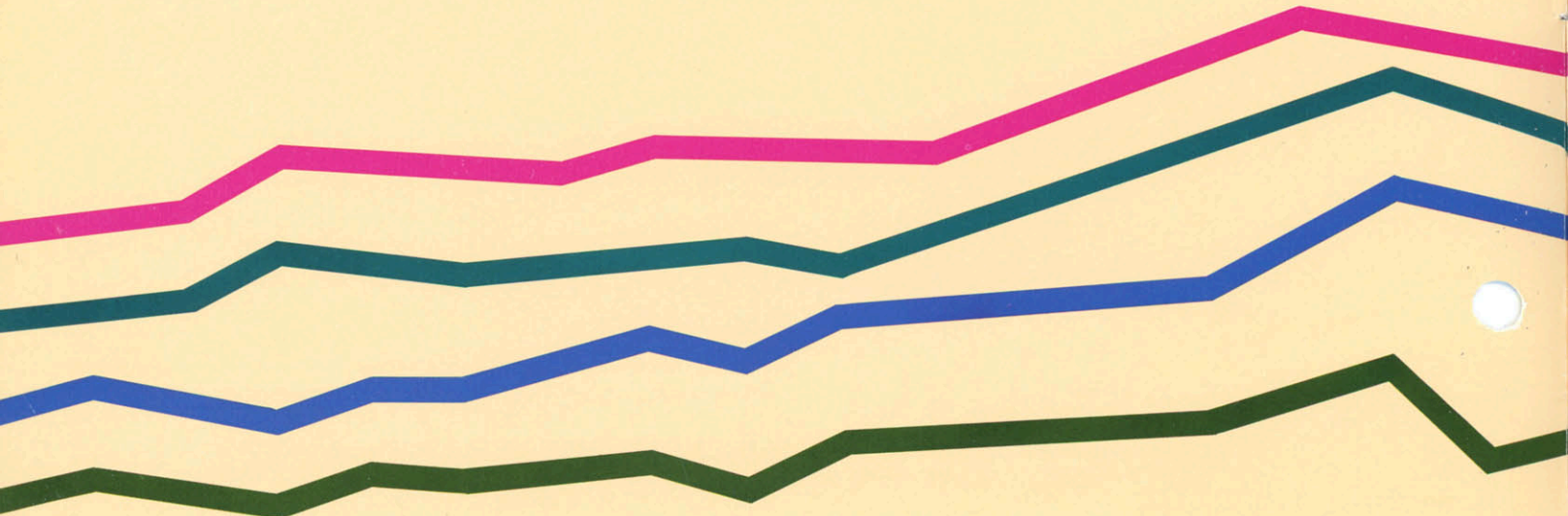
ECONOMIC ORDER QUANTITY

Inventory

Problem

Your inventory must be assessed frequently, and inaccurate counts sometime lead to stock-outs. You deliberately over-stock items just to make sure you have enough on hand, increasing your inventory costs and decreasing efficient use of space. You need to know how often your inventory turns over each month, and how fast each item moves.
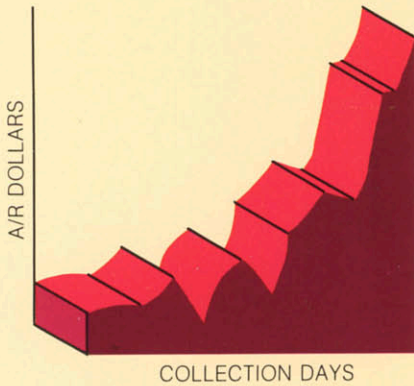
Solution

A computing system can help you instantly track the movement of thousands of items in and out of inventory. You'll have up-to-date information that will help you maintain each stock item at its optimum level, and track those that are good sellers or slow movers. The result: you keep inventory costs to a minimum, without losing sales.

Accounts Receivable

Problem

You're drowning in paperwork. Bills are piled high. Invoices and collection notices are sent out late, increasing the average collection cycle. Your cash flow is suffering, and you may even be borrowing money to cover expenses.

A/R DOLLARS

COLLECTION DAYS

Solution

Vital information on each customer account is compactly stored in the computing system, permitting rapid preparation and mailing of invoices and collection letters. With prompt and professionally prepared invoices, collections and cash flow will increase significantly. Your need for borrowing money and paying high interest is reduced, and your working capital is freed up for longer-term purposes.
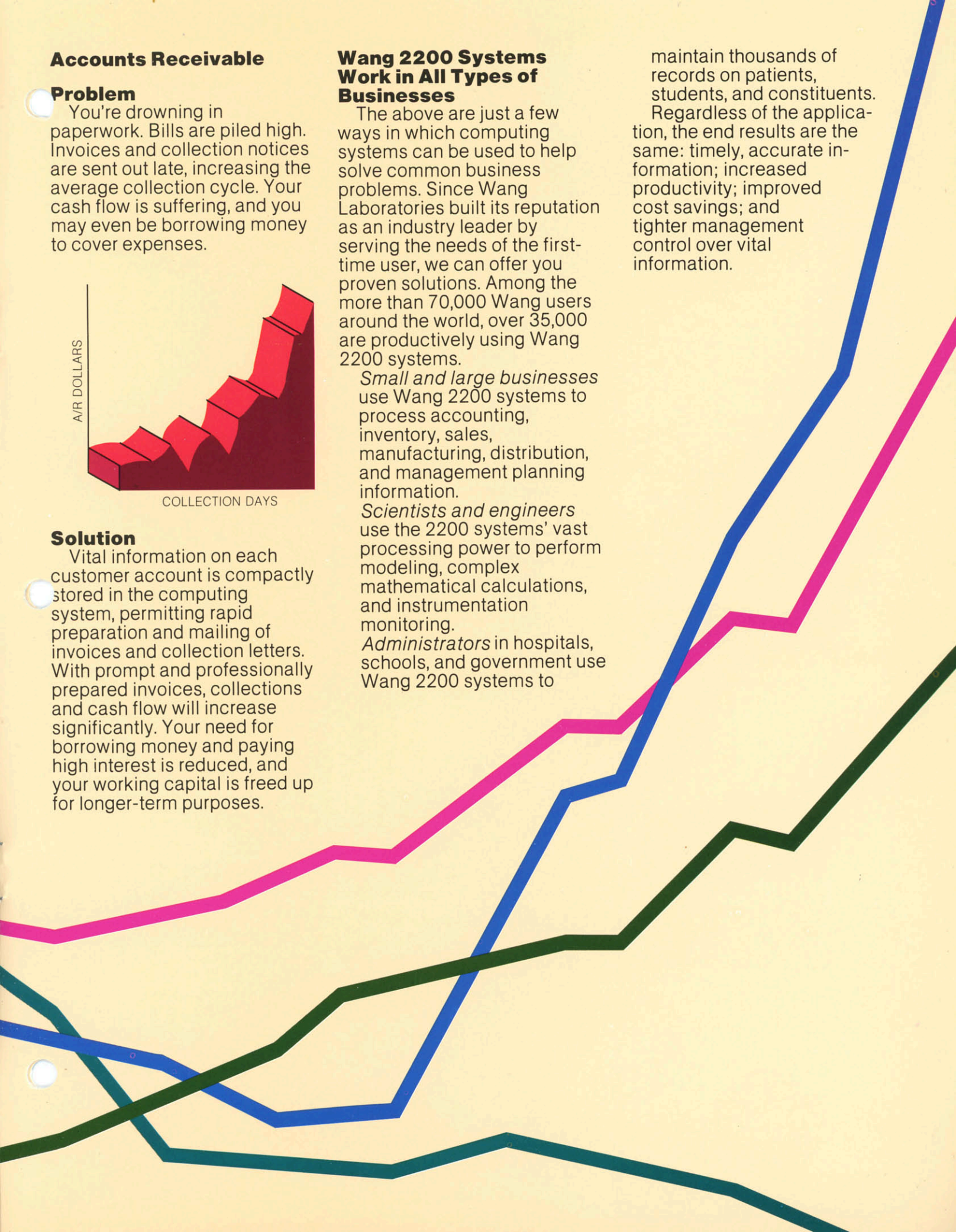
Wang 2200 Systems Work in All Types of Businesses

The above are just a few ways in which computing systems can be used to help solve common business problems. Since Wang Laboratories built its reputation as an industry leader by serving the needs of the first-time user, we can offer you proven solutions. Among the more than 70,000 Wang users around the world, over 35,000 are productively using Wang 2200 systems.

Small and large businesses use Wang 2200 systems to process accounting, inventory, sales, manufacturing, distribution, and management planning information.

Scientists and engineers use the 2200 systems' vast processing power to perform modeling, complex mathematical calculations, and instrumentation monitoring.

Administrators in hospitals, schools, and government use Wang 2200 systems to maintain thousands of records on patients, students, and constituents. Regardless of the application, the end results are the same: timely, accurate information; increased productivity; improved cost savings; and tighter management control over vital information.

EVALUATING A COMPUTING SYSTEM

Investment in a computing system is a major step for many small businesses. Choosing the computer company you want to do business with can be a difficult process, but the process becomes manageable once you set up selection criteria to compare facts about each company and its equipment.

A computing system consists of *hardware*, the physical equipment and electronics that you use to enter, retrieve or store information; and *programs*, instructions that a computer requires to process an application for you, (such as payroll or inventory). You also need to know about *support* to assure the most efficient and reliable use of your system. Here are some of the questions you should ask about equipment, programs, and support during your selection process.

Obsolescence

Growth Potential

Can the system be expanded to meet my future needs, or will I outgrow it in a year or two?

How easy is it to add more equipment for increased capacity?

Can I expand the system without degrading system performance?

Ease of Operation

Is the system easy to learn and use?

Will my staff have to undergo expensive, time-consuming training?

Will I need to hire a specialized computer operator?

Service

How will I arrange for service when the system requires it? Will I have to call several vendors or can I go directly to the company that sold me the equipment?

Tailored Packages

How flexible are the application packages that run the computer?

Can they be customized to my business functions?

Will I have to change my current office procedures to adapt to the computer system?

Program Development

Who will develop my application packages?

Will it be someone who is familiar with my industry and my applications, someone who is sensitive to my problems?

Ease of Use

Support

Who do I turn to when I have questions concerning my system?

Training

Who will train me and my staff to use the packages on the system?

Who will provide after-sale support?

Wang Product Philosophy Protects Your Investment

For thirty years, Wang has been responding to business concerns with unique information processing solutions. By understanding our users' needs and staying on the leading edge of technology, we have gained the reputation of being the second largest supplier of small business computers, and the number one supplier of CRT-based word processing office information systems in the world.

Wang designed the 2200 Series computer systems to meet the user's need for compatible equipment and programs. With Wang 2200 systems,

After Sale Support

Business Concerns

Adaptable Applications

Training Time

Service Policy

you won't have to worry about "throwing out" your present equipment or rewriting programs when you grow because workstation terminals, disks, printers, and other peripherals can be easily attached to larger 2200 systems. Another safeguard for your investment is the transferability of programs; you can run programs written for one 2200 system on any other model in the 2200 Series with little or no conversion required.

Adding Equipment

Start with a basic system that meets your current requirements, then add workstations, printers, memory or storage to meet your changing information needs.

Upgrading within the 2200 Series

If your business volume outstrips the capacity of your present 2200 system, you can easily upgrade to a larger configuration within the 2200 Series. Because your existing system can serve as the foundation for a larger 2200 system, it won't become obsolete.

System Performance

When you add equipment to your Wang 2200 system, performance doesn't suffer. Response time stays fast because processing is efficient.

Easy to Operate

Your current office staff can easily learn to operate any 2200 system. The system's workstation terminals incorporate familiar office equipment features. Information that you enter or request appears immediately on the display screen in an interactive conversational manner, so you can see exactly what you're doing.

Immediate Productivity

When you install a Wang 2200 system, you won't have to hire a computer operator or interpret complex technical manuals. Your system will be installed by trained Wang personnel at your site, and you and your staff will be instructed on the use of your system. You'll be using your system immediately.

Service

Wang Customer Engineering offers direct service through its worldwide network of 300 offices. Wang's Priority Maintenance Contract can provide guaranteed priority service after your initial 90-day warranty period. Highly skilled Wang employees are ready to provide technical assistance and on-site equipment service.

Unlimited Program Resources

Wang programming aids, utilities and software packages are available to help you develop your own programs. Also, a Wang-approved software vendor in your local area can work with you independently, developing programs suited to your particular business. Wang recommends software vendors on the basis of their proven expertise within specific industries and their ability to tailor their programs to specific business situations.

Support

Wang remembers its users. Full support services are available to all Wang customers, including equipment and systems-software support, application support, training and documentation, and data processing supplies. Membership in the International Society of Wang Users provides access to a comprehensive software library and several user publications.

Built in Expandability

Wang Software Vendors

Dedicated Support

Wang Solutions

Tailored Applications

Direct Service

Immediate Productivity

THE WANG 2200 SERIES

2200 SVP

Affordably priced with superior performance, the Wang 2200 SVP single-user, desk-top system meets a multitude of information processing needs with ease. Whether you require one computing system to handle all your information processing such as accounting, inventory, and sales analysis; or you are responsible for computerizing a specific function (order entry, payroll, etc.) in different departments or offices; or you need an inexpensive, powerful computer to talk to a larger computer at a company you deal with, the Wang 2200 SVP offers you a low-cost approach with the latest computing technology.

2200 VP

Both the 2200 SVP and the single-workstation 2200 VP offer faster response time to your work than any other computing system in its class. Designed to meet the information processing requirements of small businesses as well as scientific and engineering concerns, the versatile 2200 VP performs common business functions and complex calculations with ease.

The 2200 VP has the capability of supporting several peripherals (disk drives, printers) to handle your expanding office automation requirements, and it can be easily upgraded to a larger, multi-workstation 2200 MVP. Like all Wang 2200 systems, the 2200 VP is supported by proven application programs and programming aids.

2200 LVP

Going one step beyond the single-workstation 2200 SVP, the new 2200 LVP can be used as either a single- or multi-workstation computer system, providing solutions for all your office automation needs. Use the 2200 LVP for order processing, inventory control, production scheduling, and accounting; or management functions such as sales forecasting and financial analysis.

The 2200 LVP features the same state-of-the-art disk technology used in the 2200 SVP, but it offers larger information storage capacity and multi-user capability. When your business grows and you require even more storage capacity, or user workstations, the 2200 LVP efficiently expands with your business.

2200 MVP

At the top of the Wang 2200 line of computing systems, the powerful 2200 MVP handles several processing jobs at the same time.

The system supports up to twelve workstations with large, optional disk storage capacity and expandable memory designed to match the application. Its processing power delivers extremely fast response time, eliminating long waiting periods for your jobs to run. Everything from accounting, sales orders, and inventory to extensive scientific computations and distributed applications can be quickly processed by several users.

2200 Integrated Information Systems

With any 2200 computer, you can now add Wang's industry-leading word processing software to perform both data and word processing at the same workstation. This lets you consolidate your office automation functions on a single Wang 2200 Integrated Information System. Produce all of your written communications at a 2200 workstation, and electronically file and recall them for instant re-use or editing. All while the system supports concurrent local processing, distributed data processing, and telecommunications applications.

Communications

A full complement of industry-standard telecommunications capabilities makes it possible for you to communicate with other computers or workstations around the world. Connect your 2200 into a Wang MAILWAY Electronic Mail and Message System to exchange mail items, messages or WP documents between other Wang systems. Or tie it into an existing non-Wang SNA or other network. Additional communications support is provided by a wide variety of interactive and batch protocols.

Languages

To speed the development of your data processing applications, the Wang 2200 Series supports both the ANSI 74 Standard COBOL and BASIC III programming languages. Combine these popular languages with Wang's powerful IDEAS software development package, and you have one of the easiest-to-use computer systems on the market today.

Peripheral Equipment

Every Wang 2200 computer system is offered with a wide choice of workstations, printers, and information storage devices.

Wang workstations feature superb human engineering; an easy-to-read 12-inch diagonal screen with dual-intensity blinking characters and an underlining capability; business graphics for display of bar graphs and charts; and a familiar typewriter-like keyboard with a ten-key numeric pad for fast data entry.

Printers are available in a variety of styles to meet both high-quality and high-speed business printing requirements.

And for your information storage needs, choose flexible diskettes and/or fixed/removable disks. Flexible diskettes hold from 250,000 to over one million characters of information, while fixed/removable disks can store up to 160 million characters. In either case, you can modularly expand your storage capacity as your business grows.

If you would like to learn more about the Wang 2200 Series and how it can solve your business concerns, call your local Wang representative, or contact Wang Laboratories, Inc., One Industrial Avenue, Lowell, Massachusetts 01851, (617) 459-5000.

A PROFILE OF WANG

- Founded in 1951, Wang Laboratories is now a Fortune 1000 company and is listed on the American Stock Exchange.

- Wang has been ranked #2 in small business computers and #1 in CRT-based word processing systems by independent industry sources.

- Wang built its reputation as an industry leader by serving the needs of the first-time system user. Among the more than 100,000 Wang users around the world, over 55,000 are users of 2200 systems.

Since 1951, Wang Laboratories has been serving the applied electronics and information processing marketplace. Today, thanks to the quality of products and a dedicated network of manufacturing, marketing, sales, service and support personnel, Wang is one of the fastest growing companies in the world.

Significant Growth

Wang Laboratories has experienced three significant growth periods in its 30-year history. From individual, specialized systems design (1951-1964), to the first desktop and programmable calculators (1964-1972), to the Company's state-of-the-art family of data processing and word processing office systems, Wang has been a pioneer in the high technology electronics industries.

Integrated Information Systems

Wang Laboratories is currently embarking on a new, far-reaching business opportunity, Integrated Information Systems: office systems which combine the functions of data processing, word processing and communications, with optional high speed image printing and phototypesetting capabilities.

End-user Sensitivity

To maintain its position as an industry pioneer and demonstrate its commitment to the end user, Wang Laboratories has developed one of the industry's most sophisticated distribution and service systems, plus a complete network of software experts and representatives. The hallmark of Wang Laboratories has been its direct, day-to-day involvement with Wang customers around the world — anticipating and responding to their needs with creative information processing solutions.

Leadership

As the leading supplier of Cathode Ray Tube (CRT)-based word processing systems, and the number two supplier of small business computing systems,* Wang Laboratories carries its reputation proudly into the 1980's.

Wang Laboratories is listed among the *Fortune* 1000 companies and employs a staff of more than 10,000. With approximately 300 sales and service offices worldwide, Wang Laboratories maintains its Corporate Headquarters in Lowell, Massachusetts, U.S.A.

* As compiled by Dataquest Corporation and International Data Corporation (IDC).

WANG

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