



CORPORATE COMMUNICATIONS CATALOG

VOLUME 2 NUMBER 2

WANG

TABLE OF CONTENTS

C	FEATURE ARTICLES AND PUBLICITY REPRINTS	2
	Accounting	3
	Banking	3
	Construction	3
	Corporate Support	3
	Distribution	3
	Finance	3
	Insurance	3
	Investment	3
	Management (cafeteria)	3
	Management (legal)	4
	Management (retail/rental)	4
	Management/Development (resource)	4
	Manufacturing	4
	Photocomposition	4
	Scientific	4
	Service Bureau	4
	Systems House	4
	Telecommunications	4
	Wholesale	5
	Miscellaneous	5
B.	APPLICATION STORIES	6
	Administration and Education	7
	Banking	7
	Corporate Support	7
C	Government (state)	7
	Government (local)	7
	Law	7
	Management (hotel)	7
	Management (investment)	7
	Management (medical)	7
	Management (membership)	7
	Management (property)	7
	Management (traffic)	7
	Manufacturing	7
C.	PROMOTIONAL LITERATURE	8
D.	SEMINARS	14
E.	INTERNATIONAL LITERATURE	22
F.	MISCELLANEOUS LITERATURE	28

SECTION A

Feature Articles, Publicity Reprints

HOW TO ORDER

Domestic & International personnel—use form number 700-7379, General Services Literature Documentation Withdrawal Requests, to order literature. Specify the 700 part number.

Send *Domestic Literature* requests to:

Wang Laboratories, Inc.
One Industrial Avenue, Lowell, MA 01851
Attn: Frances Draper, M/S 1160

Send *International Literature* requests to:

Wang Laboratories, Inc.
International Corporate Communications
One Industrial Avenue, Lowell, MA 01851
Attn: James F. Graham, M/S 1151

FEATURE ARTICLES—PUBLICITY REPRINTS

ACCOUNTING

VS Feature Articles

700-6497 Henry Glass & Company

2200 Feature Articles

700-6413 Valley Plastics Corp.

BANKING

OIS/WP Feature Articles

700-5315 Cardinal Federal Savings & Loan

CORPORATE SUPPORT

Publicity Reprints

700-7230 Wang comes of age (FINANCIAL WORLD—9/81)

700-7233 In office automation, Wang closes in on IBM and Xerox
(ELECTRONIC BUSINESS—10/81)

700-7240 WangNet: a bold step forward? (MINI-MICRO SYSTEMS—12/81)

700-7451 The Big 3—IBM, Wang, Xerox (COMPUTERWORLD/OFFICE
AUTOMATION—3/82)

700-7471 Wang Labs' Run For a Second Billion (BUSINESS WEEK—5/82)

700-7472 What's Detaining the Office of the Future? The Top 20 Stocks of the
Decade (2 articles) (FORTUNE—5/82)

CONSTRUCTION

OIS/WP Feature Articles

700-5402 Brown & Root, Inc.

DISTRIBUTION

2200 Feature Articles

700-5343 Doe & Ingalls, Inc.

Publicity Reprints

700-6926 A Progressive Firm Builds for the Future with Word Processing
(THE OFFICE—5/81)

FINANCE

Publicity Reprints

700-6051 Computer-Conscious Baltimore Sign Company
(SIGNS OF THE TIMES -5/80)

INSURANCE

2200 Feature Articles

700-6448 Pacific Insurance Agency

IIS Feature Articles

700-6483 Equitable Life Assurance Society of the United States

Publicity Reprints

700-6902A Agency in-house computer pays two-way dividends
(CANADIAN UNDERWRITER—4/81)

INVESTMENT

VS Feature Articles

700-6901 Singapore Economic Development Board (Int'l)

MANAGEMENT (CAFETERIA)

OIS/WP Feature Articles

700-6498 Service System Corp.

MANAGEMENT (LEGAL)

OIS/WP Feature Articles

700-5474 San Francisco Attorney Office

Publicity Reprints

700-6401 Favorable Verdict for Automated Legal Support
(INFORMATION TECHNOLOGY—12/80)

MANAGEMENT (RETAIL/RENTAL)

VS Feature Articles

700-5444B Bughaus, Inc.

OIS/WP Feature Articles

700-5671 J.C. Penney

MANAGEMENT/DEVELOPMENT (RESOURCE)

Publicity Reprints

700-5850 Oil explorer converts to COBOL without a spill
(COMPUTERWORLD—3/80)

MANUFACTURING

VS Feature Articles

700-5867 Rudolph Beaver

700-5450 Presto Food Prod.

700-5835 Moore Paper Co.

700-7244 Bata Shoe Company (Int'l)

700-5408 Ly-Line Products

700-6495 Allen Shoe Company

2200 Feature Articles

700-5831 Baltimore Sign Co.

IIS Feature Articles

700-6385 Pioneer Electronic Corp. (Int'l)

Publicity Reprints

700-6376 Survey Finds Manufacturers Eager To Automate
(COMPUTER BUSINESS NEWS—11/80)

PHOTOCOMPOSITION

OIS/WP Feature Articles

700-6036 Altext, Inc.

700-5671 J.C. Penney Co.

SYSTEMS HOUSE

VS Feature Articles

700-5406 Dataaccount, Inc.

SERVICE BUREAU

OIS/WP Feature Articles

700-6090 Rockland WP Inc.

Publicity Reprints

700-6925 Word Processing Bureau Offers One-Stop Service
(THE OFFICE-6/81)

SCIENTIFIC

OIS/WP Feature Articles

700-5347 American Science & Engineering

TELECOMMUNICATIONS

2200 Feature Articles

700-5875 Tom Parsell Chevrolet

WHOLESALE

VS Feature Articles

700-6024 Fesser Food Dist.

2200 Feature Articles

700-5854 Paul D'Avril

MISCELLANEOUS

Publicity Reprints

700-7242 Hotel Firm Finds Room to Grow With Mini
(COMPUTERWORLD—1/82)

SECTION B

Application Stories

HOW TO ORDER

Domestic & International personnel—use form number 700-7379, General Services Literature Documentation Withdrawal Requests, to order literature. Specify the 700 part number.

Send *Domestic Literature* requests to:

Wang Laboratories, Inc.
One Industrial Avenue, Lowell, MA 01851
Attn: Frances Draper, M/S 1160

Send *International Literature* requests to:

Wang Laboratories, Inc.
International Corporate Communications
One Industrial Avenue, Lowell, MA 01851
Attn: James F. Graham, M/S 1151

APPLICATION STORIES

ADMINISTRATION AND EDUCATION

VS/OIS/WP Application Stories

700-7248 Huntington Beach Union High School

BANKING

OIS Application Stories

700-7298 Chase Manhattan Bank (National Account)

CORPORATE SUPPORT

WP Application Stories

700-7250 Boeing Computer Services (National Account)

OIS Application Stories

700-7254 Ralston Purina Company

GOVERNMENT

VS Application Stories

700-7281 New Mexico's Bureau of Motor Vehicles

700-7475 New Hampshire's Secretary of State's Office

700-7477 Barrington, Rhode Island Town Government

LAW

Wangwriter Application Stories

700-7476 Freelance Court Reporter

MANAGEMENT

VS Application Stories

700-7246 Interstate Hotels Corporation (Hotel)

700-7247 Indiana State Chamber of Commerce (Membership)

700-7249 Airborne (Traffic)

700-7255 Inncorp (Property)

700-7286 E. F. Hutton (National Account) (Investment)

2200 Application Stories

700-7251 Center for Neurological Services (Medical)

WP Application Stories

700-7249 Airborne (Traffic)

MANUFACTURING

VS Application Stories

700-7253 Kennedy Sky-Lites

700-7408 IPE-Cheston (Material Requirements Planning)

700-7450 Schwarzkopf Haircare Products (Int'l)

SECTION C

Promotional Literature

HOW TO ORDER

Domestic & International personnel—use form number 700-7379, General Services Literature Documentation Withdrawal Requests, to order literature. Specify the 700 part number.

Send *Domestic Literature* requests to:

Wang Laboratories, Inc.
One Industrial Avenue, Lowell, MA 01851
Attn: Frances Draper, M/S 1160

Send *International Literature* requests to:

Wang Laboratories, Inc.
International Corporate Communications
One Industrial Avenue, Lowell, MA 01851
Attn: James F. Graham, M/S 1151

For *Domestic Audio Visual* requests (slide sets, labelles, and films), use a speedi-memo, specify the part number, with your address and RDB number, and send to:

Wang Laboratories, Inc.
51 Middlesex Street, North Chelmsford, MA 01863
Attn: Steve Morse, M/S 5538

Send *International Audio Visual* requests, (slide sets, labelles, and films), to:

Wang Laboratories, Inc.
International Corporate Communications
One Industrial Avenue, Lowell, MA 01851
Attn: Frank Dolan, M/S 1151

Please allow two weeks for delivery when ordering slide sets, labelles, and films.

PRODUCT BROCHURES
FLYERS — AD REPRINTS — AUDIO VISUAL MATERIALS
OFFICE AUTOMATION LITERATURE — PERIPHERALS
GENERAL AND CORPORATE LITERATURE
INDUSTRY LITERATURE — SUPPORT LITERATURE
THE WANG PROFESSIONAL COMPUTER

VS SERIES

Brochures and Flyers

700-4573B	Accounting for your success with Wang's VS Computer
700-4931B	Wang VS Systems
700-5331B	MAILWAY—Electronic Mail and Message System
700-5332C	Wang VS Integrated Information Systems
700-5430	People-Human Resource Management on Wang's VS
700-5432C	Wang VS 100—Expanding EDP Horizons
700-5641	FINANCE—Financial Management on the Wang VS
700-6026	Wang Key Entry-Source Data Capture on the Wang VS
700-6478	VS/3274 and VS/3777 SNA-Compatible 3274 and 3777 Emulation on Wang VS Systems
700-6480A	Wang VS Computer Systems — A Technical Summary
700-7228	Wang's CCP Monitor
700-7232	ATMS Conversion Aid
700-7284	Wang's RPG-II Conversion Aid
700-7287	Wang VS 25 and VS 45

Labelles

AV-115L	Wang VS (upgradable hardware and software and full telecommunications give the VS system the capacity for growth in the field)
AV-143L	VS/WP

Slide Sets With Scripts

AV-142S	VS Large Accounts (major account presentation)
AV-157S	General VS Slide Show (a short technical presentation)
AV-115S	Wang VS Slide Show (script on cassette matches Labelle script)
AV-164S	ADMS Family (ADMS features/benefits highlighted)
AV-173S	VS Family (features/benefits of VS line covered)
AV-158S	Graphic Family (features/benefits of Wang printers)
AV-225S	VS: A Multi-Function System

2200 SERIES

Brochures and Flyers

700-5845B	The Wang 2200 Series—The computer family that grows with you
700-6386	2200/3271—3271 Emulation on 2200 Computer Systems

Slide Sets With Scripts

AV-113S	Wang's Small Business Computer (presents the complete 2200 product line)
AV-134S	2200 Solution to Success (problems of small businesses)
AV-155S	2200 Family Slide Show (discusses different systems offered in 2200 product line)
AV-241A	3270 Emulator Slide Show

OIS/WP SERIES

Brochures and Flyers

- 700-4556A System 25—The versatile, unparalleled performer
700-4577C System 5—The grand standalone
700-5331B MAILWAY
700-5427A WISE—The Wang Inter-System Exchange
700-5435 A Good Start—Wang's Seminar for Office Systems Supervisors
700-5839 Photocomposition Systems-Workstation Hyphenation
and Justification
700-6033A List Processing—Office Information Systems Software
700-6063A OIS—Wang Office Information Systems
700-6087 Wanglaw—Legal Accounting From Wang
700-6349C Wangwriter—The low-cost entry into high-performance typing
700-6381 Minidiskette Archiving Workstation
700-6442 Wang 7500T—Word Processing Systems
700-6475A READABILITY—Readability Analysis on the Wang OIS

Slide Shows With Scripts

- AV-141S OIS/Office Basic Customer Presentation
AV-175S Wanglaw Seminar Slides
AV-163S The MAILWAY Family
AV-112S WP Product Overview
AV-159S OIS Guidelines and Advantages
AV-158S Graphic Family Slide Show
AV-182S December 9, 1980 Press Conference (the Wangwriter announce-
ment and six new products introduced)
AV-211S OIS Pre-Installation Seminar Kit
AV-214S Wangwriter Pre-Installation Seminar Kit
AV-238 Technical MAILWAY
AV-623CP Customer Orientation Package—Introduction to Wang Laboratories
and Wang Word Processing Systems (2 labelles, 1 videotape)

IIS SERIES

Brochures and Flyers

- 700-5332C Wang VS Integrated Information Systems
700-6450 2200/WP—Word Processing on Wang 2200 Systems

Slide Shows With Scripts

- AV-161S IIS Family Slide Show (features/benefits of combined
VS/WP systems)
AV-143S VS/WP
AV-228S Charlie Miller's IIS Presentation

Film

- AV-136F "Elizabeth Brown," before and after IIS

OFFICE AUTOMATION

Brochures and Flyers

- 700-6499A WangNet—The Corporate Communications Resource
700-6900A DVX—An Automated Voice Communications System From
700-6903A Wang Alliance
700-7205 Office Automation And The Six Technologies
700-7220 Alliance—An Alliance solution for: Banking.
700-7222 Alliance—An Alliance solution for: Manufacturing.
700-7223 Alliance—An Alliance solution for: Legal Offices.
700-7224A Alliance—An Alliance solution for: Government.

Television Commercial Storyboards

- 700-7203 "Office Automation"
700-7204 "WangNet"

Slide Shows With Scripts

AV-212	Wang on Office Automation Today
AV-227	Office Automation Technology
AV-232	DVX Slide Presentation
AV-234	Office Automation Strategy Seminar

PERIPHERALS

Brochures and Flyers

700-7225A	The DW-20 Daisy Wheel Printer
700-7226	The Model 5577 High-Density Matrix Printer
700-7227	The Wang Image Transfer System
700-7229A	The Wang 5300 Series Workstation
700-7294	The Wang Laser Printing System
700-7415	The Wang 6300 Series Graphics Workstation

GENERAL AND CORPORATE LITERATURE

Brochures

700-5675B	The Unique Wang System House Program
700-6551A	Wang on Office Productivity-The Human Network

Ad Reprints

700-7457	A seminar for people much too important to go to one. (seminar)
700-7458	Triple your programming staff with one simple addition. (seminar)
700-7459	Spend two hours in America's best managed office. (seminar)
700-7474	With Wang, an easy computer conversion doesn't have to take a miracle. (seminar)

Television Commercial Storyboards

700-6372	Global Village (frame reproduction of the 1980 Wang television commercial)
----------	--

Slide Shows With Scripts

AV-125S	Paine Webber Corporate Presentation
AV-167S	Small Account Presentation on Automated Information Processing (Roadshow '80)
AV-166S	Major Accounts Roadshow—'80
AV-131S	Facilities Slide Presentation
AV-239S	Corporate Strategies 1982
AV-174S	Wang Marketing Strategies in the '80s
AV-133S	Wang Customer Engineering Priority Maintenance Contract
AV-137S	Managerial Productivity
AV-218	Executive Briefing
AV-233	November 3, 1981 Press Conference

Film

AV-221F	The Dream Rekindled—(Wang on office productivity)
---------	---

VIDEOTAPES

Use a speedi-memo, specify the title of the videotape, with your address and RDB number, and send to:

Wang Laboratories, Inc.
One Industrial Avenue, Lowell, MA 01851
Attn: Suzanne Kenney, M/S 1150

- Customer Orientation
- Employee Orientation
- Before and After IIS: Elizabeth Brown
- Wangwriter (customer)
- December 9, 1980 Press Conference
- Customer Engineering Spotlight
- Integrated Information Systems with Charlie Miller

- WangNet, Part I and II (two videotapes)
- Manufacturing Spotlight
- MAILWAY
- Spotlight on Education
- November 3, 1981 Press Conference
- Corporate Strategies 1982
- Information Management (The Six Technologies)
- Quarterly Update, QII, Fiscal Year '82 (Spotlight on Corporate Communications)
- Dream Rekindled
- DVX: The Next Logical Step in Office Automation
- Wang VS 25 and 45: All the Tools of Office Automation in One
- May 27, 1982 Rollout (internal use only)
(domestic—includes Wang VS 25 and VS 45, and Personal Computer)

CONCEPTS Magazine

CONCEPTS is a quarterly publication of Wang Laboratories. The purpose of this magazine is to provide Wang customers with new concepts on innovative applications of Wang systems in diverse organizations around the world. Feature articles also include topics such as management, office automation and future technological advancements at Wang and in the industry that will impact the office.

700-4698.12	Autumn 1981
700-4698.13	Winter 1982
700-4698.14	Spring 1982

INDUSTRY LITERATURE

Brochures

700-5757A	GOVERNMENT—Wang Systems for State and Local Administrators
700-6786	Wang In Government
700-6930	Wang In Manufacturing

SUPPORT LITERATURE

Brochures and Flyers

700-5836B	SERVICE—Customer Engineering's Priority Maintenance
700-6447A	Train the Trainer
700-6487	WangCare—Customer Engineering (Call Control Center)
700-6722	Wang Entitlement Support
700-7200	WangCare—Customer Engineering National Account Program
700-7201	Service Excellence-Protecting Your Investment (Retail)
700-7231A	Wang Support Services
700-7285	WangCare—The Business of Service

THE WANG PROFESSIONAL COMPUTER

Brochures and Flyers

700-7470A	The Professional Computer from Wang
700-7483	The Wang Professional Computer (standalone)
700-7484	The Wang Professional Computer (ergonomic design)



SECTION D

Seminar Programs

Wang's Worldwide Seminar Program has been developed to increase sales. An abstract describing purpose, audience, and duration follows for each of the available seminar kits. Additional abstracts will be included as the kits become available. Increased sales means increased productivity. The Seminar Program is an important tool which we can use to meet that goal. Many more seminar kits are in production and will soon be available.

HOW TO ORDER

Use a speedi-memo, specify the seminar part number with your address and RDB number, and send to:

Wang Laboratories, Inc.
51 Middlesex Street, North Chelmsford, MA 01863
Attn: Steve Morse, M/S 5538

Kit #750-0018

SEMINAR ABSTRACT

Seminar Title: LEDGER CARD REPLACEMENT SEMINAR KIT

Purpose

To sell the advantages of Wang computer automation to the users of ledger card machines; to emphasize the benefits of Wang computers; to familiarize first-time users with the multi-functionality, expandability and flexibility of 2200 computers; to heighten Wang's visibility in the first-time user marketplace.

Audience

Managers of small to medium businesses which currently use ledger card machines.

Duration

2 hours

██████████

Kit #750-0016

SEMINAR ABSTRACT

Seminar Title: EXECUTIVE INTRODUCTION TO OFFICE AUTOMATION SEMINAR KIT

Purpose

To introduce concepts of office automation to businesses which have not yet automated their offices; to show how organizations can cost-effectively apply technology to business problems; to introduce Wang and heighten Wang's visibility in the first-time user marketplace.

Audience

Businesses which have not yet automated their offices.

Duration

Approximately 15 minutes of slide presentation.

██████████

Kit #750-0010

SEMINAR ABSTRACT

Seminar Title: OIS PRE-INSTALLATION SEMINAR KIT

Purpose

To aid support analysts in orienting customers to the Office Information Systems product line; to serve as a general introduction to customers before delivery of their OIS equipment; to aid in the planning necessary for installation of the system.

Audience

Recent buyers of OIS equipment.

Duration

2 hours

Kit #750-0004

SEMINAR ABSTRACT

Seminar Title: SYSTEM HOUSE RECRUITMENT SEMINAR KIT

Purpose

To acquaint audience with Wang and its leadership position in the small business computer marketplace; to review the features and benefits of the VS and 2200 computer families; to emphasize the benefits of the Wang System House Program; to qualify attendees for further follow-up as potential system houses.

Audience

System houses not currently in the Wang network who can contribute to local VS and 2200 marketing efforts.

Duration

3 hours

██████████

Kit #750-0011

SEMINAR ABSTRACT

Seminar Title: 2200 VERTICAL MARKET SEMINAR GUIDE

Purpose

To penetrate specific vertical markets, and sell to first-time computer users in those markets; to demonstrate specific vendor application packages on Wang 2200 Series Computers; to demonstrate Wang's strength and commitment in the specific vertical marketplace in question; to sell the functionality/benefits of the 2200 Series and the Wang/Vendor relationship.

Audience

First-time users in specific vertical markets.

Duration

1½ hours

██████████

Kit #750-0003

SEMINAR ABSTRACT

Seminar Title: WANGWRITER PRE-INSTALLATION SEMINAR KIT

Purpose

To address Wangwriter pre-installation considerations such as: Preparation of the work area and its environment, supplies, delivery procedures, support resources, Area Action Centers, Support Entitlement, filing procedures, and possible applications.

Audience

Wangwriter customers who are waiting for their equipment to arrive. The seminar may also be presented to Wangwriter users who aren't sure of the Wangwriter capabilities.

Duration

3 to 4 hours

Kit #750-0007

SEMINAR ABSTRACT

Seminar Title: COMPUTING FOR PROFITABILITY SEMINAR KIT

Purpose

To increase the sale of VS systems in the data processing market. The seminar is non-technical and outlines the major steps in the selection and cost justification of a computer system.

Audience

Top, middle, and financial management of small and medium size business organizations.

Duration

3 hours

██████████

Kit #750-5389

SEMINAR ABSTRACT

Seminar Title: SEMINAR PROGRAM—RETAIL/POINT-OF-SALE

Purpose

To introduce retail prospects to collection of data from point-of-sale registers with Wang 2200 & VS computers.

Audience

Retail and hospitality industries (hotels, motels, and restaurants); users and potential users of point-of-sale registers.

Duration

Approximately 30 minutes of slide presentation.

██████████

Kit #750-0005

SEMINAR ABSTRACT

Seminar Title: VENDOR MANAGEMENT WORKSHOP SEMINAR KIT

Purpose

To recruit new software vendors; acquaint audience with evolution of Wang; review features and benefits of Wang computers; emphasize benefits of software consultant program; qualify attendees for further follow-up.

Audience

Software vendors not yet in Wang network who can support vertical markets currently unsupported by Wang.

Duration

Approximately 40 minutes of slide presentation.

Kit #750-0014

SEMINAR ABSTRACT

Seminar Title: DISTRIBUTED INFORMATION MANAGEMENT SEMINAR KIT

Purpose

To discuss the meaning of distributed information management and how it relates to the needs of the audience; to discuss the criteria to be used when making a decision on equipment and software selection; to establish the 2200 Series as the solution to meet the above criteria established in step 2.

Audience

Management of major accounts in the financial, marketing, data processing, or office automation areas responsible for implementing a distributed information management system.

Duration

Approximately 30 minutes of slide presentation.

██████████

Kit #750-5376

SEMINAR ABSTRACT

Seminar Title: WHOLESALE DISTRIBUTION SEMINAR

Purpose

To demonstrate the ability of Wang systems to solve wholesalers' problems of accounts receivable and inventory control.

Audience

General wholesalers—a prime market for computerization.

Duration

3 hours

██████████

Kit #750-5387

SEMINAR ABSTRACT

**Seminar Title: SEMINAR PROGRAM—
SOFTWARE INTERNATIONAL
FINANCIAL REPORTING SYSTEM**

Purpose

To penetrate major accounts by demonstrating the superiority of the combined Wang and Software International Financial Reporting System.

Audience

Existing S.I. users (1500+) on 360/370's and System 3's.
V.P.'s or Controllers of any industry with a minimum of \$10 million in sales, who probably want to off-load mainframes, or have outgrown small business computer and applications.
Large organizations faced with difficult and complex financial reporting.

Duration

3 hours

██████████

Kit #750-5385

SEMINAR ABSTRACT

**Seminar Title: SEMINAR PROGRAM—
HUMAN RESOURCE MANAGEMENT SYSTEMS**

Purpose

To generate qualified leads; to provide an introduction to Wang HRMS products including corporate overview, hardware overview, and applications software overview; to provide information on HRMS as an application served by Wang products—especially VS Series.

Audience

Ideally, upper-level corporate executives in human resource management (personnel, payroll, benefits, administration).

Duration

Half-day

██████████

Kit #750-5491

SEMINAR ABSTRACT

Seminar Title: WORD PROCESSING FOR THE LEGAL PROFESSION

Purpose

To sell managing partners/administrators of law firms on the advantages of Wang Word Processing and the benefits as they apply to this market.

Audience

Partners or administrators of law firms; corporate legal departments.

Duration

2 hours

██████████

Kit #750-5896

SEMINAR ABSTRACT

Seminar Title: I.D.E.A.S. SEMINAR PROGRAM

Purpose

To introduce the Wang sales force to the features and benefits of I.D.E.A.S.; to help recruit new software vendors; to reinforce our commitment to the 2200 product line and our network of software consultants.

Audience

Wang salespeople; existing and potential vendors.

Duration

Approximately 25 minutes of slide presentation.

Kit #750-0001

SEMINAR ABSTRACT

Seminar Title: PROGRAMMER PRODUCTIVITY

Purpose

To sell the VS based on its strengths as a program development machine, especially to large mainframe shops.

Audience

DP managers, MIS directors, and project leaders. Also as part of a major account strategy to a group of people from a single company.

Duration

Approximately 1 hour for slide presentation.



SECTION E

International Literature and Slide Presentations

International Corporate Communications has produced a number of brochures, flyers and audio-visual aids in translation and adaptation to our worldwide operations. Printed materials are stocked in several Wang offices around the world.

In addition, copies are available from the General Services Literature Stockroom in North Chelmsford, Massachusetts, U.S.A.

HOW TO ORDER

Send all *Literature* requests to:

International Corporate Communications
One Industrial Avenue
Lowell, MA 01851 U.S.A.
Attn: James F. Graham, M/S 1151

Send all orders for *Audio Visual Aids* to:

International Corporate Communications
One Industrial Avenue
Lowell, MA 01851 U.S.A..
Attn: Frank Dolan, M/S 1151

CANADIAN

The following brochures are available from the Wang office in Don Mills, Ontario, Canada (not available elsewhere).

700-6423A	Wangwriter
700-6919	Canadian Corporate Brochure (English)
700-7268	Canadian Corporate Brochure (French)

The following slide presentations are available from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

IAV-001	Canadian Corporate Overview
IAV-002	Wang on Office Productivity

DUTCH

The following slide presentation in *Dutch* is available from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

IAV-101	Wangwriter Seminar
---------	--------------------

FRENCH

Literature available in *French* may be obtained from Wang offices in Bagnolet, France; Montreal, Canada; Brussels, Belgium; Versoix, Switzerland, and Corporate Home Office.

Brochures and Flyers

700-6014	VS/3270
700-6015A	OIS with Office Basic
700-6019	OIS/3270
700-6073	VS—The Simple and Sophisticated Computer
700-6091A	Telecommunications
700-6094	VS—Expanding EDP Horizons
700-6098	VS/WP
700-6308	2200 Series
700-6311A	MAILWAY
700-6312	WISE
700-6407A	Wangwriter
700-6464	Service
700-6465	OIS
700-6467	2200/WP
700-6471	Dossier de Presse
700-6473	Wang System House
700-6910	Wang On Office Productivity
700-6918	WangNet
700-7260	Wang Folder (grey, A-4)
700-7420	Office Automation and the Six Technologies

The following slide presentations are available in *French* from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

Slide Shows

IAV-201	Roadshow 1979-80 Major Accounts and Small Businesses
IAV-202	IIS Family
IAV-203	MAILWAY Family
IAV-204	VS Family
IAV-205	Office Automation Seminar Slides
IAV-206	VS Increased Programmer Productivity
IAV-207	Office Automation Technology
IAV-208	Wang on Office Automation Today
IAV-209	Computing for Profitability
IAV-210	VS/WP

Films and Videocassettes

"The Elizabeth Brown" before and after IIS film is available in *Spanish, French, and German* in various formats by special order from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

GERMAN

Literature available in *German* may be obtained from Wang offices in Frankfurt am Main, Germany; Vienna, Austria; Glattbrugg (Zuerich), Switzerland, and Corporate Home Office.

Brochures and Flyers

700-5767B	Wang Information Folder
700-5812B	VS Family
700-5860A	Word Processing
700-5862A	WISE
700-5864A	OIS/3270
700-5865B	VS/3270
700-5871A	OIS/Office Basic
700-6049A	2200/WP
700-6075A	2200 SVP
700-6077A	2200 MVP
700-6079A	VS 50
700-6240	Smart Training Program Folders
700-6313B	VS 100
700-6394	Wangwriter
700-6399	OIS
700-6403	System House
700-6409A	2200/WP
700-6469	2200/3271
700-6472	Wang On Office Productivity
700-6905	Service
700-6924	VS Technical Summary
700-7259	Wang In Manufacturing
700-7260	Wang Folder (grey, A-4)
700-7270	Wang Logos

The following brochures in *German* are available from Frankfurt, Germany only:

Wangwriter
5300 Workstation
Alliance
Laser Printer

The following slide presentations are available from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

Slide Shows

IAV-301	Wang In Europe
IAV-302	What is Word Processing?
IAV-303	Corporate Word Processing Overview
IAV-304	Office Systems Overview
IAV-305	Roadshow 1979-80 Major Accounts and Small Businesses
IAV-306	Hanover Fair Press Conference
IAV-307	VS for Increased Programmer Productivity
IAV-308	Wang on Office Automation Today
IAV-309	Office Automation Seminar
IAV-310	VS/WP

Films and Videocassettes

"The Elizabeth Brown" before and after IIS film is available in *Spanish, French, and German* in various formats by special order from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

SPANISH

Literature available in *Spanish* may be obtained from Wang offices in Coral Gables, Florida, U.S.A.; Madrid, Spain; Lisboa, Portugal; and Tenerife, Canary Islands, and from Corporate Home Office.

Brochures and Flyers

700-6011	Wang Information Folder
700-6012	VS/3270
700-6013	OIS with Office Basic
700-6016	OIS/3270
700-6018A	VS 100 Computer
700-6096A	VS—The Simple and Sophisticated Computer
700-6097	VS/WP
700-6317	2200 LVP
700-6319	2200 SVP
700-6320A	List Processing
700-6395	MAILWAY
700-6396	2200 Series
700-6402A	Wangwriter
700-6405	OIS Brochure
700-6406	Service
700-6462	2200/3271
700-6463	2200/WP
700-6468	Telecommunications
700-6921	Wang on Office Productivity
700-6922	VS Technical Summary
700-6923	WangNet
700-7271	VS Family Brochure
700-7272	VS IIS
700-7273	VS 25 and VS 45
700-7631	What is Word Processing?

COMMUNIQUE

The magazine presenting Wang's perspective on Office Automation is available from Wang offices in Coral Gables, Florida, U.S.A. and Madrid, Spain.

The following slide presentations are available from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

Slide Shows

IAV-601	Corporate Overview (Latin American Operations)
IAV-602	What is Word Processing?
IAV-603	VS/WP
IAV-604	Wang on Office Automation Today
IAV-605	Wang on Office Productivity
IAV-606	WP/OIS Product Line Overview
IAV-607	Wangwriter
IAV-608	Executive Information Exchange
IAV-609	IIS Family
IAV-610	MAILWAY
IAV-611	Graphic Family
IAV-613	Computing for Profitability

IAV-614	Competitive Replacement Seminar
IAV-615	Increased Programmer Productivity
IAV-616	Office Automation Seminar
IAV-617	The VS Family

Films and Videocassettes

"Marta Ramirez/Before and After IIS" (Elizabeth Brown) is available in *Spanish*, in various formats by special order from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

"Information Management/An Ongoing Process" (The Six Technologies) is available in *Spanish*, in various formats by special order from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

"The Five Areas of Office Activity and the Six Technologies" (November 3, 1982 product announcements) videocassette is available in various videocassette formats in *Spanish*, by special order from International Corporate Communications, One Industrial Ave., Lowell, MA 01851, M/S 1151.

VS 25 and VS 45—customer orientation—in *Spanish*, available in Betamax videocassette format only.

SWEDISH

The following brochures are available from the Wang offices in Stockholm, Göteborg; Malmo, Sweden, and Corporate Home Office.

Brochures

700-6092	Word Processing
700-6398	2200 Series
700-6400	Wangwriter
700-6404	OIS
700-7263	Service (U.S. version with Swedish addresses)
700-7266	System House (U.S. version with Swedish addresses)
700-7422	VS Technical Summary (U.S. version with Swedish addresses)
700-7425	VS Family (U.S. version with Swedish addresses)

ASIA-PACIFIC

The following brochures may be obtained from Wang offices in Sydney, Australia; Hong Kong; Tokyo, Japan; Auckland, New Zealand; Singapore; Taipei, Taiwan, and Corporate Home Office.

700-6900.01	Wang On Office Productivity
700-7262	Service (U.S. version with Asia-Pacific addresses)
700-7265	System House (U.S. version with Asia-Pacific addresses)
700-7421	VS Technical Summary (U.S. version with Asia-Pacific addresses)
700-7426	VS Family (U.S. version with Asia-Pacific addresses)

UNITED KINGDOM

The following brochures may be obtained from Wang offices in Isleworth, United Kingdom, and Corporate Home Office.

700-6911	Wang On Office Productivity
700-7264	Service (U.S. version with UK addresses)
700-7267	System House (U.S. version with UK addresses)
700-7423	VS Technical Summary (U.S. version with UK addresses)
700-7424	VS Family (U.S. version with UK addresses)



SECTION **F**

Miscellaneous Literature

HOW TO ORDER

Domestic & International personnel—use form number 700-7379, General Services Literature Documentation Withdrawal Requests, to order literature and audio visual material. Specify the 700 part number.

Send *Domestic Literature* requests to:

Wang Laboratories, Inc.
One Industrial Avenue, Lowell, MA 01851
Attn: Frances Draper, M/S 1160

Send *International Literature* requests to:

Wang Laboratories, Inc.
International Corporate Communications
One Industrial Avenue, Lowell, MA 01851
Attn: James F. Graham, M/S 1151

MISCELLANEOUS LITERATURE

FOLDERS

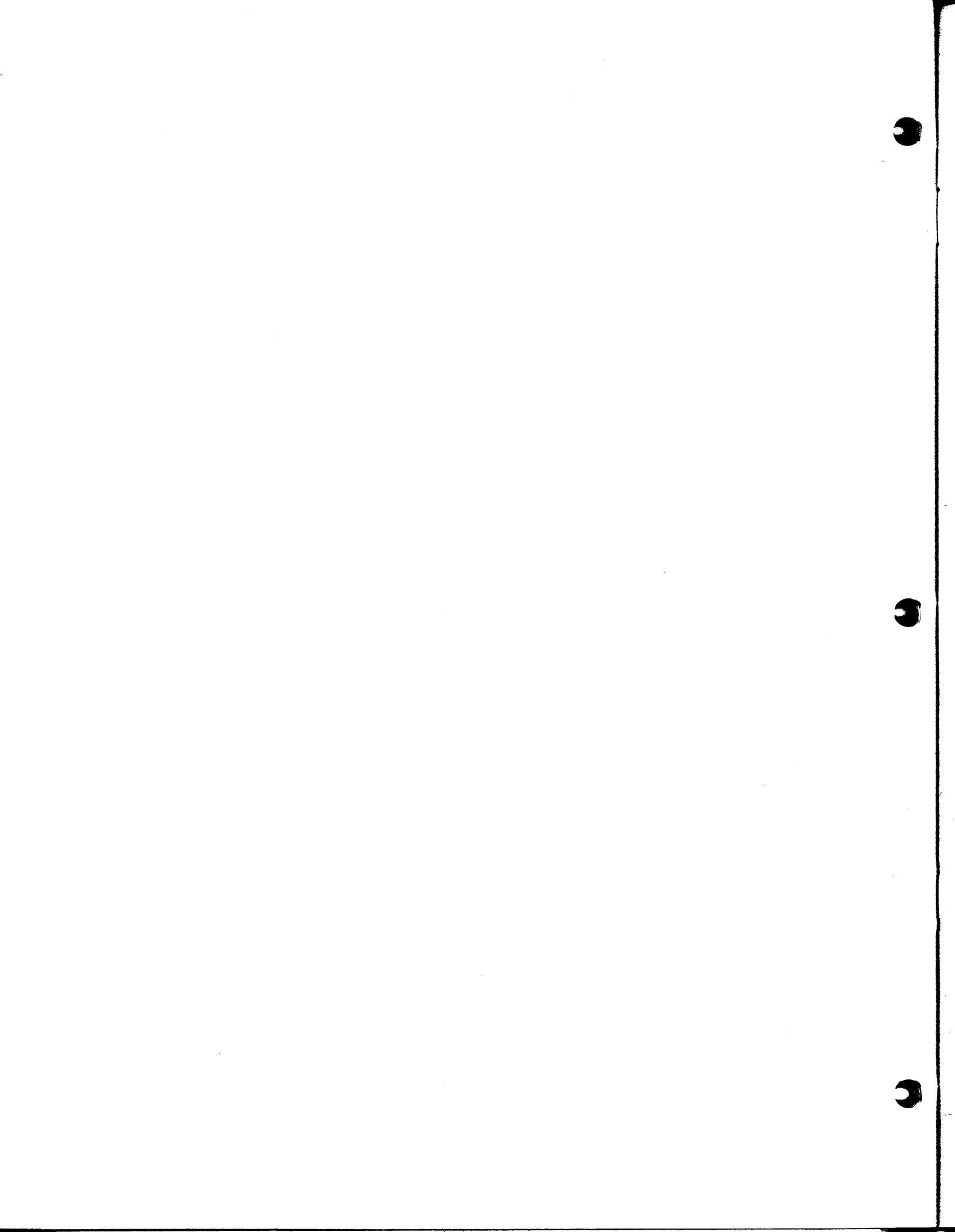
700-5620 Corporate Information Folder
700-6806 Wang All Purpose Folder

FORMS

700-6388 Request for Local Show Participation
700-7379 General Services Literature Documentation
Withdrawal Requests

DIRECT MAIL

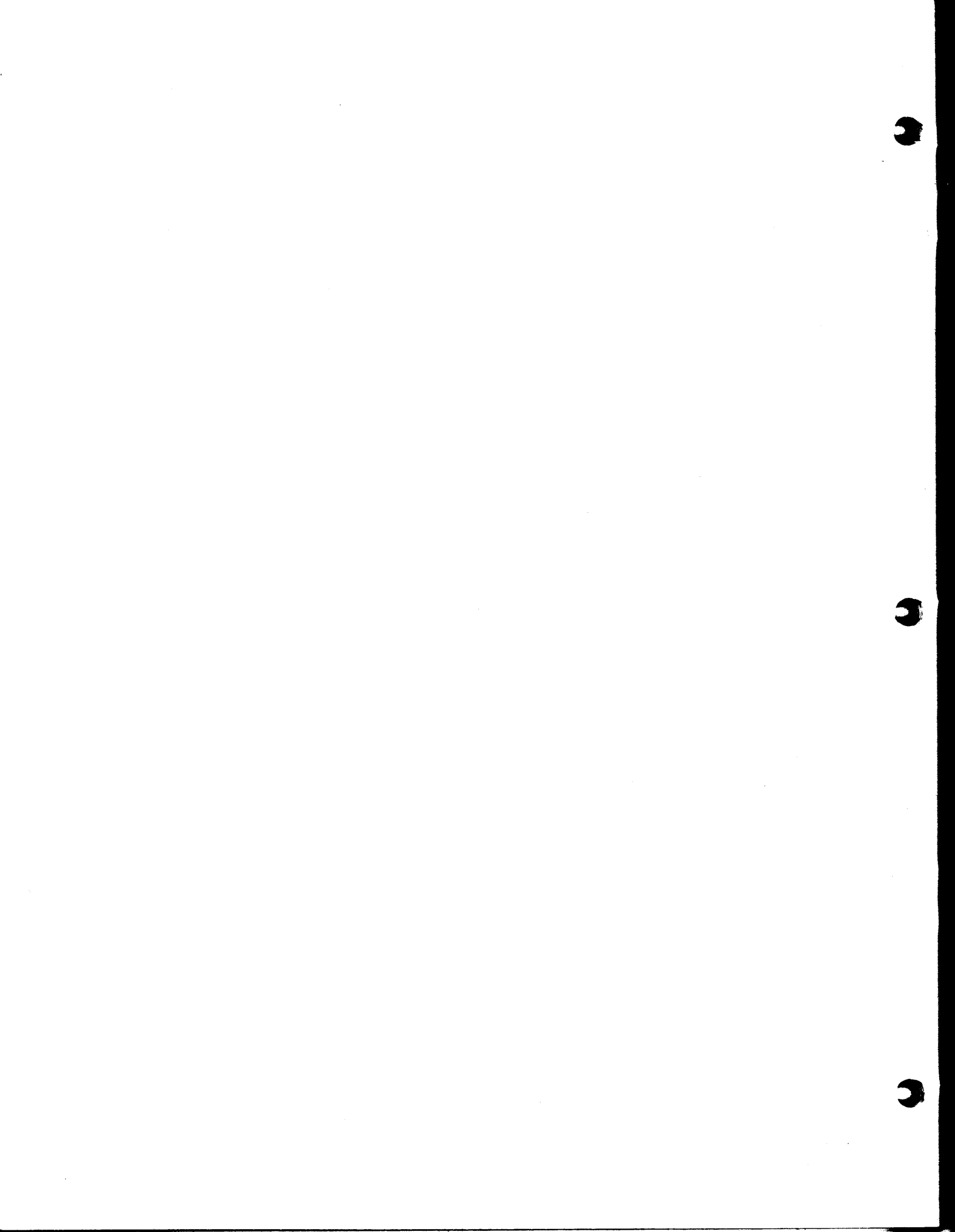
700-6457 Survival of the Fittest: Ledger Card Machine Versus
Wang 2200 Computer



C

C

C



WANG

The Office Automation Computer Company

Wang Laboratories, Inc.

One Industrial Avenue
Lowell, Massachusetts 01851
Tel. (617) 459-5000
TWX: 710-343-6769
Telex 94-7421