

# TREETIPS



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A Publication of

**TREEHOUSE**  
SOFTWARE

## SAG PARTNERS CONFERENCE

Treehouse Software was invited to participate in the first-ever Software AG Partners Conference on September 10 and 11, in Reston. Dubbed "Partners in Solutions", **this conference was of great importance to many companies**, large and small, along with individual consultants.

The major objectives and strategy of the Partner's Program are to:

- Enter into **proactive partnership** arrangements
- Support SAG's business strategy by leveraging the capabilities of Partners
- Improve SAG's image with key influences
- Leverage relationships to increase sales
- Deliver complete business solutions
- Evolve partnership strategies

Software AG feels they do not have the optimum mix of functional expertise, platform expertise, market position, and distribution. Therefore, **they must augment themselves with Partners**. Attempts at partnering have previously failed due to unclear economic benefit, fighting for control, poor planning, and unrealistic objectives. Software AG believes they have the blueprint for success with realistic plans, measurable objectives, specific targeting, dedicated resources, and **shared investment, risk, and reward**.

The partnering program shows SAG playing the biggest role in DBMS (ADABAS) and Application Development (NATURAL) Technology, Partners having the handle on Application Software and Services, with an even mix in System Tools/Monitoring.

The Conference was for VARs,

Interface Vendors, and Cooperative Consulting Partners. Approximately 75 Partners attended. Charles Enwright of SAG (Director, Channels Marketing) is the focal point for the SAG Partner Program and he was the host for this well-run Conference. Channels is the **"Broker of Solutions from our Partners to our Mutual Client Base."**

There were SAG presentations on marketing, consulting, education, technical support, international operations, European Partners, and technical direction (a lot on ENTIRE). The presentations described SAG's direction and how they operate in those areas. The idea of the SAG Partner Program is how the Partner can work with SAG in any of these areas in a **win-win situation**. All the presentations included the key element of **"we can work with the Partners"**. The policy or philosophy of **"Not Invented Here (in Darmstadt)"** is reported to no longer exist at SAG.

We believe the message came across very clear that SAGNA and SAGD are willing to work with the Partners. They recognize the help they can receive from the Partners and **all parties can benefit**. All the SAG speakers repeated these messages in their presentations.

(continued on page 11)

### Table of Contents

|                              |   |                           |    |
|------------------------------|---|---------------------------|----|
| SAG Partners Conference      | 1 | In Search Of...Affiliates | 10 |
| Editor's Sproutings          | 2 | Mega Soft Spotlight       | 13 |
| Current Breezes              | 3 | Please Keep Up With Us!   | 13 |
| N <sub>2</sub> O News        | 5 | Message From DynaDoc Team | 13 |
| AUDITRE Solves Problems      | 6 | El Artículo de Español    | 14 |
| Outsourcing - Friend or Foe? | 7 | Affiliate Information     | 14 |
| Documentation...RAD          | 8 | Shoe                      | 15 |
| A SECURITRE Update           | 9 |                           |    |



# Editor's Sproutings

by Michael Salisbury

## TSI SHAKES THE TREES

Data processing publications pay attention to what Treehouse Software has to say. They publish announcements about the new releases of our products. They publish **articles from our staff**, including:

- *ADABAS/NATURAL Performance Monitoring* by George Szakach
- *Change Management in the NATURAL Environment* by Scott Ferrell
- *Automating ADABAS File Monitoring and Reloading* by Scott Ferrell
- *NATURAL Application Development Using Productivity Tools* by Paul Correa

An article on database security solutions in Software Magazine features **SECURITRE**, showing how it helps our customers solve their security problems. **We'd like to see users of our products get their articles published.** It's quite easy, and can help your career. Call us and we'll be glad to offer our assistance.

## RAD COMES ON THE SCENE

Software AG recently grouped three of its application development products, NATURAL, CONSTRUCT, and PREDICT, promoting them as a **Rapid Application Development (RAD)** platform. SAG claims that RAD will enable users to develop applications better and faster than before.

**DynaMacs**, a family of products available from Treehouse Software, can be used to augment components of the RAD process. For example, **DynaShell** provides easy prototyping of NATURAL applications. **DynaMenu** enhances the security and user interface of new and existing application systems by providing dynamic menus and consistent access techniques across applications. **DynaGen** provides model-based code generation. **DynaDoc** provides something not included in the RAD philosophy, "**rapid documentation development**". **DynaDoc** can document applications created manually, or generated by **DynaGen** or CONSTRUCT.

## PUBLICATIONS AVAILABLE

Updated manuals and Product Overviews for all TSI products are now available. We recently completed the **DynaMacs** manuals (generated by **DynaDoc**). If you would like a manual or other information (at no charge) to help you decide if our software is right for your organization, give us a call.

## DEMO DISKETTES APPEAR IN COLOR!

We recently updated the **SECURITRE** and **AUDITRE** demo diskettes. PCs with color monitors now see everything in **full color!** The other demo diskettes will also be colorized.

For those who have seen our current diskettes, we welcome your comments or criticisms. Are they too detailed, or not detailed enough? Are they too boring, too slow, too fast? Are they difficult to work with?

Development of the **DynaMacs** demo diskette continues. This will be a color presentation about these powerful development tools. The **DynaMacs** demo may be our first diskette to include **animation**.

## ATTENTION USER GROUP PRESIDENTS

This year we contacted most regional Software AG user groups, and made technical presentations in many places, including the Hill Country, Minnesota, Western Canada, Eastern Canada, DC, Salt Lake City, and Denver. **User group rules no longer prevent us from presenting or attending**, but we know that sometimes there isn't time to squeeze in a TSI presentation. As a result, your user group may not get the word about our offerings. We can provide you with copies of **TREETIPS** and our other literature for distribution at your meeting. Let us know what material you'd like and how many copies you need. We'll try to ship the materials to you in time for your meeting.

## WE'LL COME TO YOU!

We offer to visit sites to install, present, and demonstrate our products **at no charge**. If a customer starts off on the right foot with a product, they are more likely to buy it. Most importantly, however, we can ensure that customers fully benefit from our products.

(continued on page 12)

## TREETIPS

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# Current Breezes

by George

## SAG RELATIONS IMPROVE

You may be wondering what's so significant about a conference and why it is front page news in *TREETIPS*. Well, we think it is probably the most important event (that Software AG is encouraging partnering) since our company's founding in 1982.

As the cover story indicates, our relationship with Software AG has taken a turn for the better. We were very encouraged by comments we received from SAG personnel. We believe our products are complementary to SAG offerings, and that customers realize this. In those cases where our products and SAG's overlap in functionality, we think it is the customers who benefit. Having some competition ensures that products are frequently enhanced and improved, vendors strive to provide better support, and customers get better prices.

You've probably seen the resistance, the competition, the reluctance to partnering over the years, as SAG tried to become the company to do everything for everybody, all by itself. We have always believed that Software AG was keeping their growth down, and their reputation tarnished with an "adversarial relationship" with all but very close friends. This attitude was very noticeable in the user community, worldwide, and adversely affected the sales of our products and services, and theirs.

Now, we feel like the shackles have been removed. Customers are calling to express their satisfaction about this new approach by SAG. By opening up, by aligning with other big companies like DEC, AT&T and Apple, by enlisting small companies who have particular expertise or niches, and by continual communication and cooperation with all consultants and vendors who have something to offer, SAG will grow. More importantly, SAG will see its reputation change from the closed mindset to a large company getting with the 1990s, and primed for the next century.

## TSI GETS A LICENSE FOR ADABAS/NATURAL

As part of our improved relationship with SAG, we recently acquired ADABAS5 and NATURAL2 for use on our VM system here in the Treehouse. This is allowing us to do work here to better support you.

## TELLING THE WORLD ABOUT OUR PRODUCTS

We recently sent letters to all Computer Associates, Optima, Legent, and Software AG offices and affiliates, along with copies of the latest manuals for all appropriate products. We want these vendors to know what our products are, how they are installed and used, how their products can interface or interact with ours, and how our products can help these vendors satisfy their customers' demands.

## ACQUISITIONS ABOUND

Computer Associates recently bought On-Line Software International and Pansophic Systems. The Computer Industry Update for October 1991 says that CA's acquisition of Pansophic "signals a shift in CA's strategy away from offering disparate product lines and toward the unified customer approach previously outlined as CA '90s ... But technology analysts found little synergy in CA's multifaceted products suite."

We've also heard rumors that CA may be buying Legent or Goal Systems International, Inc.!

The September 1991 issue of *Datacenter Manager* carried an article about vendors who have had an effect, or created a stir, in the data processing industry. Computer Associates figured prominently in the article. Analysts can't seem to decide what to make of CA. Some say

that the company has done all of the acquiring it can, and that it is sitting back to count its profits. They feel it has had little effect on the software industry in the last 25 years. CA isn't known as a technological innovator, even though it spends millions on R&D. Analysts often regard CA as a "predator, gaining market share through acquisition rather than software leadership".

CA's stated goal is to become a "one stop software shop". If this is true, we can probably expect to see more acquisitions taking place in the future. However, analysts say that to truly conquer the software industry, CA is going to have to work hard to integrate its existing hodgepodge of products as it continues its R&D and acquisition efforts. If this integration can be accomplished, along with some true innovations, CA's competitors could be in big trouble.

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***"Having some competition ensures that products are frequently enhanced and improved, vendors strive to provide better support, and customers get better prices."***

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# Current Breezes

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Meanwhile, Goal acquired Teaching-By-Computer, Inc., a computer-based training developer, and Legent signed a letter of intent to merge with Spectrum Concepts Inc., a New York software company which provides a comprehensive system for connecting and distributing information among more than 20 different computer systems. Legent says the move is a "pooling of interests".

## COMPUTER MEASUREMENT GROUP

We recently attended the Mid Atlantic Computer Measurement Group (MACMG) meeting. The MACMG is a local chapter of the CMG, a national organization devoted to the performance of computer-based systems. We heard several outstanding presentations on subjects like imaging, non-synchronous I/O, RAID technology, outsourcing, optimizing cache I/O, and more. We recommend the CMG to any individuals dedicated to improving the performance of their computer systems.

## LET'S MOVE THE COMPANY TO ST. PETERSBURG (FLORIDA OR RUSSIA)!

We mentioned ADABAS behind the old Iron Curtain in our last newsletter. This prompted a call from a Russian immigrant who said that there were approximately 500 ADABAS sites in Russia four years ago! The conversation was very lively and led us to wonder if we shouldn't pursue a Russian affiliate, or set up office in St. Petersburg. He said that SAG had a definite lead in installations there, having "let ADABAS come in", under different names, in the past.

## HAVING FUN

You've probably seen the flyer featuring Dean Clothier of Kerr-McGee, in which he discusses the importance of SECURITRE to their organization. We also did a flyer on DynaDoc.

The most recent flyer on N<sub>2</sub>O contains testimonials from all over the world (gathered by Carol Middelburg, who also interviewed Dean Clothier for the SECURITRE flyer), along with photos of the N<sub>2</sub>O development team.

Contrary to the pictures we put in the flyer, they really don't hang out at Baskin-Robbins all the time. But Scott does wander around the office without his shoes and they do wear jeans. The atmosphere in the Treehouse is casual, but we are all in tents when we have to be.

## PAC "JOINS" ENDEVOR

We read that Software AG and Legent signed an agreement to develop an interface between PAC and ENDEVOR. At the time of this writing, we haven't seen it (in spite of the expected release date of "the third quarter of 1991"). We have no idea how it will work, or what they plan to charge for it. Legent, despite being housed 8 miles away from SAG, was not present at the Partners Conference. If you were planning to buy ENDEVOR, PAC, and the interface, consider N<sub>2</sub>O again. Its upcoming 3GL support may provide most (if not all) of the functionality you require, and at a substantially lower cost than the over \$100,000 PAC/ENDEVOR combination.

## PAC TESTIMONIALS?

Speaking of PAC, we haven't printed any PAC testimonials. The fact of the matter is, we haven't received any. The sites we have spoken to who purchased PAC over N<sub>2</sub>O have done it because of SAG's promotional pricing. We'd like to hear from satisfied PAC users. In the interest of fairness, we'll print their testimonial in *TREETIPS* for all to see.

## COMPANY SHARK REVISITED

In 1979, Software AG was a rapidly growing and changing company. Things bordering on bizarre occurred often. One day about 6:00 p.m., a moving company appeared - with a shark! This was no ordinary shark; it was 12 1/2 feet long.

It started with a deep sea fishing trip courtesy of the SAG Florida salesperson for a prospective customer, expenses paid by HQ, of course. Then came a call asking "the customer caught a fish, will SAG pay for stuffing it?" Of course, anything for the customer. Later it came out that this stuffing costs \$100 per inch, or \$15,000.

Presumably, the customer had no place to put the shark, because it was "donated" to SAG. The movers searched for live SAG people, and found them in the SAG Print Shop. They said, "We're supposed to deliver a fish to you, but we can't get it into the elevator." Sure enough, stuffed sharks don't bend. Bucking for a good management position some day, the print shop manager tried to make a good impression with the decision to "Book the shark in the Sheraton next door, overnight."

The story got around the next day, and several people

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## Current Breezes

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walked over to see the thing. I showed up with my family, at 5:00 p.m., right after a change in shift at the hotel. They had not warned the new shift of the goings on. When I requested the key to room 216, I was asked if I was Mr. McGuire. I tried to explain that Mr. McGuire was the president of SAG and he has a big shark in room 216, and I don't want to talk loudly or else my wife and kids (I'm going to surprise them by showing them the shark) will hear. Finally, I convinced them to give me a key. I wondered if they would be explaining to the housekeeping staff what was in room 216.

Anyway, we opened the door and wow, there was a full 12-1/2 foot hammerhead staring at us! Its head was 3 feet across and it had about 10,000 teeth, sharp as razor blades, scattered throughout the mouth. Frighteningly, the shark was aimed right at the door, resting across two double beds.

That weekend, at a party, a friend in the interior decorating business announced she had a job to do for SAG, to make a "big fish mounting" for Mr. Rardin's office on the 15th floor. The problem was they couldn't get the shark in the elevator, or up the stairs. So, the plan was to install a crane on the roof, hoist the shark up, and bring it down one flight of stairs. Meanwhile, the shark stayed at the Sheraton, at \$46 per night (expensive back then), for over a month.

Somebody had a better idea, so the next thing you know, the shark appeared at the San Diego SAG Conference. That meant another 3,000 mile trip for the animal. That was followed by another 3,000 mile trip back and a final resting place in the Smithsonian. I think that was right around the time SAG raised their prices.

### PRICING CHANGES

TSI is raising the prices for its **N<sub>2</sub>O**, **SECURITRE**, and **TRIM** products, effective January 1, 1992. Purchases negotiated prior to the new year will remain at the old prices. We are often complimented for keeping our prices low and making these excellent products affordable to all ADABAS/NATURAL users. With our efforts to maintain the highest level of quality in product performance, ease of use, documentation, and support, nominal increases in price are now necessary. For specifics, contact the TSI marketing staff. We can fax you a new price sheet.

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## N<sub>2</sub>O News

The **N<sub>2</sub>O** Team is hard at work preparing upcoming releases. They want to share some of their plans with you.

### EFFICIENCY WILL BE INCREASED

Several improvements to the efficiency of the product are being made. For example, two of the **N<sub>2</sub>O** internal files have been merged into one. Initial estimates indicate that this will result in space savings of 45% or more.

### RESTRICTIONS WILL BE GONE

Restrictions are being eliminated, such as:

- **N<sub>2</sub>O** currently migrates NATURAL source code with line lengths of 90 characters or less. NATURAL CONSTRUCT, which is becoming more common, generates "long lines" of over 90 characters. Changes to **N<sub>2</sub>O** will make it possible to migrate source code with line lengths up to 250 characters.
- A person requesting a migration will optionally be able to authorize their own request.

### PLENTY OF ENHANCEMENTS ON THE WAY

**N<sub>2</sub>O** will:

- Support XREF at the target environment, as well as at the source. This option will allow sites to determine which components at the target environment will require recompilation due to changes in migrated objects.
- Interface with the DB2 DBRM/BIND process.
- Extend access control from the menu level down to the function level, providing better control over access to **N<sub>2</sub>O**.
- Support site-specific Change Control Numbers, allowing sites to link migration activity to specific user change requests.
- Support migration of SYSERR applications.
- Provide access to PREDICT documentation at migration request time, to allow users to help verify that the proper programs are being migrated.
- Support multiple target migrations, allowing sites to distribute changed programs to more than one environment.
- Support the migration of 3GL code, such as COBOL and PL/1.

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# AUDITRE Solves Problems

*Deborah Barsel is a member of the DBA staff at the University of Rochester, in Rochester New York. One of Deborah's many responsibilities is to install and tailor AUDITRE in the University's environment. The following is taken from a letter by Deborah describing some of the unorthodox uses of AUDITRE at the University.*

AUDITRE can be used to easily generate audit reports from Protection Log data. The University of Rochester uses AUDITRE for just this purpose, but has also found additional applications where AUDITRE can be used that are seemingly unrelated to auditing.

## TESTING OVERSIGHTS CAN CAUSE TROUBLE

The University has encountered many instances in the past where a programmer modifies a program that, when migrated back into the Production environment, causes problems in an area **unrelated to the area modified**. In most cases this scenario has the programmer making modifications to an existing program (COBOL or NATURAL), testing these modifications, having the user office test and verify these changes, and then having the program migrated back to Production. Soon afterwards, it becomes evident that **the program is modifying or deleting fields or records that it shouldn't**.

As is too often the case, the programmer only tested the area directly related to the modification and did not apply a full test to the program. The user, trusting the programmer, also only tested the area that was modified. Unfortunately, the programmer caused an error to occur in another part of the program that could be **very detrimental** to the system if undetected for a long period of time.

## AUDITRE TO THE RESCUE!

To combat this problem, the University created a procedure whereby AUDITRE is used to verify the modifications made to the file(s) by the program. The Protection Log from the Test database, which contains all the file modifications made by the program, is dumped to a disk dataset at the end of each night. At any time during the following day, a staff member can use a TSO CLIST to run an AUDITRE report against

the dataset to verify the test run. The TSO CLIST handles the formatting of the AUDITRE syntax and site JCL. The staff member simply enters the file number in question.

This AUDITRE report is used to verify that the changed programs are modifying **only those fields which should be modified**, modifying them with the **proper information**, and not modifying fields which should not be modified. Before the program can be migrated to Production, both the User and the Programmer must review the AUDITRE report to verify that the program is working correctly, and then **sign** the report to indicate their respective approvals.

## SOLVING PROBLEMS BEFORE THEY OCCUR

This procedure has been responsible for catching programmer mistakes **before** the the program is put back into Production, as well as making the programming staff more aware of the impact they can have on large, complex programs if they are not careful. Another benefit of the procedure is that it can **monitor changes made by any program** executing against the database, regardless of the language the program is written in.

## MONITORING EMPLOYEE PRODUCTIVITY

Another example of using AUDITRE in a non-auditing manner can be seen in one of the University department's wish to **monitor its staff's productivity**. This office has a staff of data entry personnel who spend their work day entering or modifying data. The management of this office wanted a method for determining the relative productivity of each employee, as well as the ability to **illustrate the amount of work the office performed** on a daily basis.

## AUDITRE PLAYS SCOREKEEPER!

To accomplish this, AUDITRE summary reports are run every night against the department's Production files and the reports are sent to the department's office. The reports display the User-Id of the person adding or modifying the record, which file this was done to, and how many times the person added or modified a

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## AUDITRE Solves...

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record against that file. The management has been made aware that they must carefully interpret the information on the report since a person who *added* 300 records will have a "score" of 300, while a person who *modified* 200 existing records will receive a "score" of 400 (recall that the Protection log will have 200 BEFORE and 200 AFTER images on it). Taking this information into account, **the department has found this to be a useful tool** in managing their workload and personnel.

### AUDITRE HELPS RAISE FUNDS!

This same office also uses AUDITRE to monitor changes to their files and thereby **trigger subsequent office procedures** without having personnel involved. Each night an AUDITRE job is executed to monitor the file containing the address of past students or contributors to the University. The purpose of the job is to look for a change in the zip-code field. The department created a procedure whereby it assumes that **if the zip-code changed, the person probably has a new home**, which might imply a new job and/or a raise. If this is the case, the department wants to send a mailer to this person congratulating them and inquiring on the possibility of a contribution to the University.

If AUDITRE determines that the zip-code has been modified, then that record and the corresponding ID number of the person to whom the record belongs are written to a GDG. At the end of each week a program is run which reads the GDG and then accesses the corresponding record on the database to produce an address label for the letter to be sent.

Although this tracking procedure could be performed programmatically, **this would require modifications to the application**, enlarge its size, and **would not be as flexible** as using AUDITRE.

### CAN AUDITRE HELP YOU?

As you can see, AUDITRE is more than an auditing tool. It can be used to discover potential program problems, monitor productivity, or provide applications with useful data. As the University of Rochester has discovered, AUDITRE pays for itself, even with non-auditing uses.

Do you have a problem that involves, either directly or indirectly, monitoring changes to files stored on ADABAS? **AUDITRE may be the solution.** Contact Treehouse Software and find out!

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## Outsourcing - Friend or Foe?

A lot of media attention has been paid to outsourcing lately. Many companies are outsourcing their data centers to independent vendors as a way to reduce costs. We hear mixed reviews about outsourcing.

Some say that outsourcing is a perfect idea. No longer do sites need to bother themselves with maintaining hardware and software. No longer do they need to develop their own applications, handle their own technical support, etc. The outside vendor takes care of everything, letting the company go about its business. It also saves them money.

Others see outsourcing as a "source" of potential problems. By outsourcing your hardware and code, you also outsource all of your technical knowledge and experience. If the vendor can do it for less money, what kind of job will they do? Will you get necessary enhancements and support? Will changes be made in a timely fashion? What will it cost you to have ad hoc

reports and new programs created? You will no longer be in control of your data center.

In the event that the outsourcing arrangement is terminated, and the organization returns to handling its own data center, problems abound. The outside vendor has been developing and maintaining your code.

Any site considering outsourcing should take a good long look at its data center operations. Are the applications fairly static, or regularly changing? Are ad hoc queries performed often, or only on occasion? Will you lose your best people, and can you get them back easily? Will response times improve or grow worse because you may be sharing a machine with other organizations?

We'd like to hear your thoughts on outsourcing, and share them with the other readers.

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# Documentation as a By-Product of RAD

Much has been said about RAD (**Rapid Application Development**) recently. We've seen a few presentations on RAD at user group meetings, etc. **One word was lacking** in all of the presentations we attended: **documentation**.

**Documentation has often been overlooked** because it has been difficult to do, time-consuming, and a low priority at many sites. **DynaDoc**, a member of Treehouse Software's **DynaMacs** family of NATURAL 2 productivity tools, delivers documentation as a **by-product of the RAD process**. This high-quality documentation forms an integral part of the communication between analysts, developers, and end users.

With RAD and NATURAL, specifications are entered on a PC or Macintosh-based CASE tool (e.g., NATURAL ARCHITECT, IEW, Excelerator). PREDICT GATEWAY and other interfaces allow these specifications to be uploaded to PREDICT.

**DynaDoc** or the CASE tool may be used to print **functional decomposition diagrams** and/or **working documents** at this early point in the process.

To produce detailed specifications, screen layouts are specified, either on the PC and uploaded to NATURAL, or using the NATURAL map editor.

**DynaDoc** integrates screen layouts with specification text to print a **detailed specification document**. This document may be used as a sign-off document in end-user negotiations.

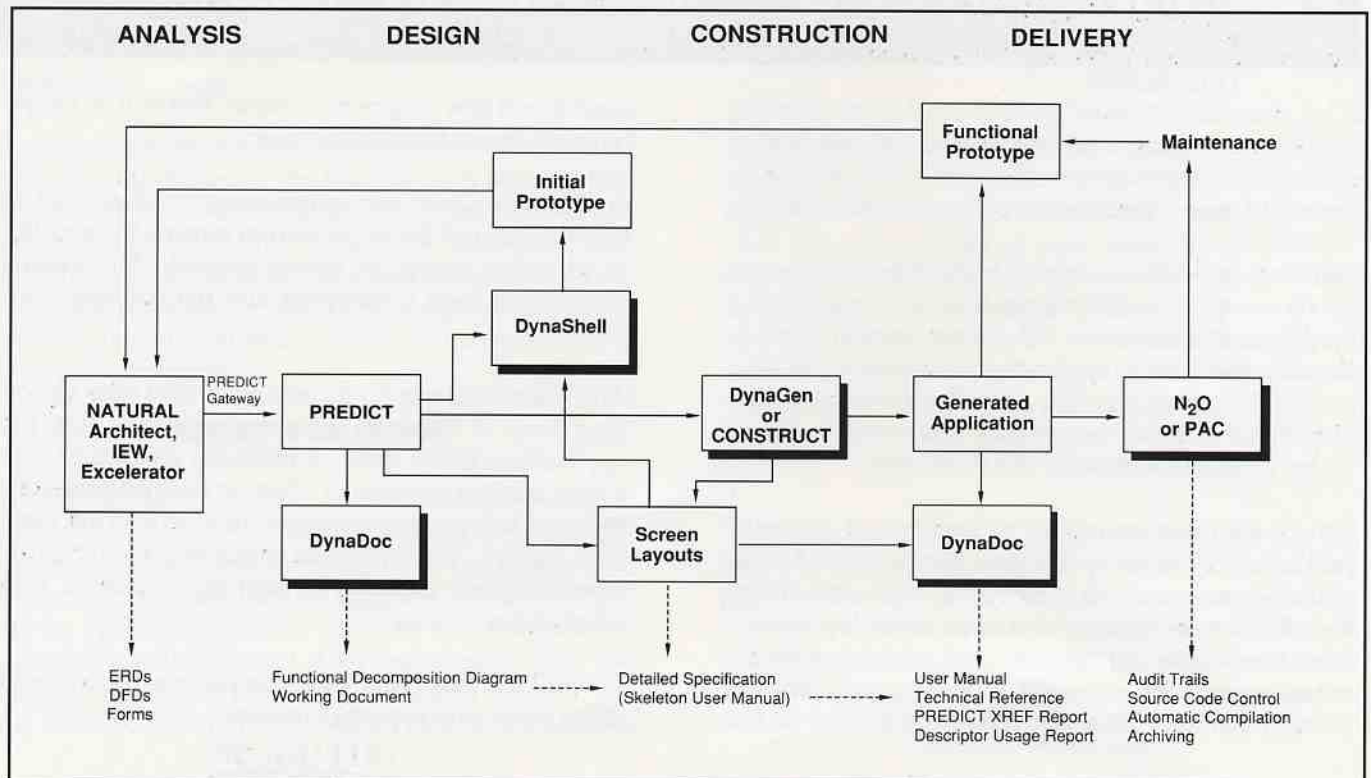
**DynaShell** can generate initial, **non-functioning prototypes** for every specified program at this stage. Prototypes can be considered a visual specification and offer the end user a chance to "**experience**" the finished system. Design changes can be implemented **before code generation begins**.

**DynaGen** (or **CONSTRUCT**) can be used to generate programs based on the program and screen specifications. The generated application is **automatically documented**, using **DynaDoc**, by integrating specification text, screen layouts, and help text into a high-quality, typeset user manual.

In RAD, the **generated application** is considered to be a **functional prototype**. Changes requested to the system by end users are made at the specification level and programs are regenerated rather than manually maintained.

Some elements of the required application may be non-standard or too complex for pure code generation.

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# A SECURITRE Update

SECURITRE 2.1, now in beta testing, has received several major enhancements.

## ADABAS SECURITY IMPROVEMENTS

Program Pathing is now available. Program Pathing provides control over whether an ADABAS file may be accessed by a particular program, and a variety of other options, including:

- Filename (as in 1.1.1)
- MVS Jobname
- Node or SMFID of calling program
- FUSER DBID/FNR of calling program
- Program Name (NATURAL or other)
- NATURAL Library
- CICS Tranid and/or Termid
- ADABAS Command

For example, while a particular user may be able to log on to a particular application, and may be authorized to update a particular file, Program Pathing further tightens the overall security by requiring that updates

## Documentation...

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These programs are coded manually by extending generated code via user exits or starting from scratch. DynaDoc will provide the full technical documentation of all programs, whether generated or manually created.

Because DynaDoc draws the documentation from PREDICT, source code, current maps, help text, etc., it can be used to document the current status of any application immediately.

For tracking, auditing, and other purposes, sites may wish to use a change management package such as N<sub>2</sub>O. N<sub>2</sub>O will provide reports on migration/development activity, allow comparison of NATURAL programs to track design changes, recover previous versions of programs from the archive, etc. After the new application is implemented, N<sub>2</sub>O tracks maintenance and enhancement activity.

be made only by a particular program in the application. The user would not be able to make unauthorized updates to that file using an ad hoc program.

## UTILITY SECURITY IMPROVEMENTS

SECURITRE Utility Security may now run in Dormant, Warn, or Fail mode separately from the MODE setting for ADABAS File Security.

## IMPROVED SECURITY FOR NATURAL

New SECURITRE for NATURAL options allow sites to:

- Specify Dormant, Warn, or Fail for the PGMCHK parameter
- Specify a steplib other than SYSTEM for individual libraries
- Specify whether users may SAVE, CAT, SCRATCH, or PURGE while they are logged onto a library
- Differentiate between TEST and PROD library parms (e.g., PGMCHK) when only one NATURAL module accesses both databases
- Control the Natparms LT, MT, MADIO, and MAXCL at logon time
- Restrict the RUN command

Security checks at execution time can be restricted to specified NATURAL objects. This makes it possible to limit security checks to programs, while not requiring security checks on maps or subroutines.

## REAL-TIME MONITOR ENHANCEMENTS

The SECURITRE Real-time Monitor now displays:

- The ADABAS file security (STRFNR) parameters
- The SECURITRE for NATURAL parameters (STNPARM, STNLIB, etc.) in effect for the NATURAL module in which the RTM is currently executing

## PROGRESS CONTINUES

These enhancements provide greater levels of security and flexibility than previous releases, and demonstrate our continuing commitment to provide sites with the ultimate ADABAS/NATURAL security options.

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## In Search Of...Affiliates

In an effort to better distribute its products to the international marketplace, Treehouse Software placed the advertisements on this page in *Computerworld* issues for Spain and Japan.

The ads tell readers in these countries that Treehouse is looking for affiliates to market its ADABAS and NATURAL related products. They mention that we have performance monitoring, auditing, security, change management, and other products. It also

### Treehouse Software Inc.

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Treehouse Softwareは世界8カ国に関連会社を持ち、その優れたソフトウェア・  
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#### ADABAS, NATURAL

のユーザーから高い評価を受けています。製品ラインには、パフォーマンス管理、  
オーデiting、セキュリティ、チェンジ・マネジメント、コード生成、  
ダイナミック・メニュー、自動ドキュメンテーションなどがあります。

ADABAS/NATURALに関して知識・経験を持ち、市場での確固とした名声を持ち、英語による  
円滑なコミュニケーションが可能で、迅速かつ効率のいい対応をして下さる代理店を募集して  
います。当社とのマーケティング契約は、基本的に、柔軟性の高い価格設定と高収益をお約  
束するものです。下記までご連絡をお待ちしています。

#### Treehouse Software Inc.

400 Broad Street, Suite 206 Sewickley, PA 15143 U.S.A. Tel: (412)741-1677 Fax: (412)741-7245

describes the type of affiliate we are looking for: ADABAS / NATURAL expertise, market visibility, excellent English skills, and the ability to act quickly and effectively.

We are currently evaluating the respondents as potential Treehouse affiliates. If you know of overseas

ADABAS/NATURAL professionals, in any country, who would be effective Treehouse affiliates, please ask them to contact us, or tell us how to reach them.

**TREEHOUSE**  
**(SOFTWARE)**

### Treehouse Software Inc.

Actualmente representada por afiliados en ocho países, busca representantes para sus productos en España y Portugal.

Treehouse Software produce una línea de software que incluye excelentes herramientas de productividad y utilidades muy bien acogidas por cerca de 500 usuarios de

#### ADABAS Y NATURAL

La línea de producto cubre: comprobación de rendimiento, auditoría, seguridad, gestión de cambios, generación de código, menús dinámicos, documentación automática y otros aspectos.

Los representantes deben tener experiencia en ADABAS/NATURAL, reconocimiento en su área de mercado, nivel excelente de comunicación en inglés y la posibilidad de actuar rápida y eficientemente. Un acuerdo de comercialización único permite obtener unos ingresos sustanciales y flexibilidad en los precios. Por favor, contacten con

**Treehouse Software, Inc.**  
**400 Broad Street, Suite 206**  
**Sewickley, PA 15143**  
**ESTADOS UNIDOS**

**Teléfono: (412) 741-1677**  
**Fax: (412) 741-7245**



# SAG Partners Conference

(continued from page 1)

The SAG speakers included:

- Charles Enwright - Director, Channels Marketing
- Joe Agro, Steve Watson, and Dave MacSwain - Marketing
- Michael King - President and CEO
- Barry Barthelman - Operation and Services
- Syl Stephani - Professional Services
- Dennis Privitera - Customer Support
- Steve Winings - Education Services
- Philippe Kuperman - SAGNA International Operations
- Dr. Wolfgang Martin - Product Marketing, SAGD
- Jen Norman - Manager, Customer Relations

Through the Partner's Program there is a **new openness for opportunity** in all areas. There are opportunity channels for us in:

- worldwide marketing
- complementary or competing products
- education
- consulting
- technical support
- delivering solutions through SAG, or Treehouse, or a combination

Michael King approached many of the attendees at a reception and talked to most of them. One of his primary questions was, "**How well known in the world of data processing is SAG, ADABAS, and NATURAL?**" The answer was typically "**not well enough**". Generally, people outside the ADABAS world do not recognize the company or the software. They often confuse ADABAS with the word "database" or the ADA language. They question the "AG" in Software AG, and isn't everything "NATURAL"? Recently, we saw an ad from a German company named "Smart Software AG" which sells PC compatibles. **Michael, maybe it's time to change your company's name.**

Here is some interesting information that we heard at the conference:

- SAG's income last year was slightly less than **\$400 million**, with nearly **two-thirds** of it from Europe
- SAG worldwide staffing is at about **4,000**
- SAG is the ninth largest software company in the world, and they believe that they are the **largest privately-held** software company

- **80%** of SAG's revenue comes from **20%** of SAG's product catalog
- The SAG customer base for Europe (approximate) is **1,000 in Germany** (same as U.S.), 500 in Spain, and 200 in each of France, England, and Italy
- SAG's Denver support staff is at 100 and plans to grow to 130; Denver receives about **10,000 calls** per month
- NATURAL will be released on the **AS/400** in the second quarter of 1992
- SAG is concerned about how they are going to support all of the different varieties of **UNIX**
- The most requested off-the-shelf application by SAG customers is **Human Resources**, the second most requested is Financial Control
- The **First Annual Symposium** (new name for annual international conference) will start on May 11 in New Orleans

**SAG ranks third, of large companies, in R&D investment**, placing 25% of their revenue back into technical efforts. **Treehouse Software does over 50%, by comparison.**

There's **new management** at SAG in the U.S. and Darmstadt. They came from companies that did not fear partnerships, and who have **benefited** by such partnerships.

These managers are talking a new game: cooperation, partners in solutions, **the best solution for the customer**. This change affects not only SAGNA and affiliates, but SAGD and affiliates. We're encouraging our affiliates to talk to SAG offices in their areas, and we will be asking SAG to consider helping us to market our products and services in areas not served directly by our affiliates.

In no place in this world, in no SAG office, from no SAG employee or affiliate will you be hearing negative words about any partner, ever again. If you think that this new SAG philosophy hasn't reached your SAG representative or affiliate, we're sure that Mr. Enwright, Mr. Kuperman, or Dr. Martin would like to hear about it, and change it.

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# Editor's Sproutings

(continued from page 2)

## FOREIGN VISITORS

Working in our Sewickley office is like working at the United Nations. Paul Mare, from South Africa, has been here for several months to help us with **DynaMacs**. Francois Audibert from Fairware, our French affiliate, was here for a visit this summer. He brought some French wine, which we got to sample, and he took a baseball bat home.

Our new Venezuelan affiliate, Mega Soft, was here in October to learn about our products. They attended a National League Championship baseball game while they were here. We learned a lot about Venezuela, and about the similarities in ADABAS/NATURAL sites around the world. We've also visited Germany, France, England, Venezuela, and Spain to talk to affiliates and customers.

## AND THE WINNER IS...

Earlier this year, TSI held a contest for all college and university users who tried our products. The winner would get a **substantial discount** off the price of any product. In addition, we would donate \$1,000 to their **general scholarship fund** and \$1,000 to the **University CAUCUS group**. **Dallas County Community College** won the drawing, and chose to apply their discount to the purchase of **N<sub>2</sub>O** and **TRIM**.

## KID PIX FOR THE MAINFRAME?

Our documentation and marketing staff uses **Apple Macintosh** computers to produce many of the publications you receive, such as this newsletter. We try to keep on top of developments in the Macintosh marketplace by reading software reviews, scanning tips and tricks, etc. Occasionally, we even read reviews of **children's software** like **Kid Pix** from **Brøderbund Software** (phone 415-492-3200).

Kid Pix is a **paint program** for children, which runs on the **IBM PC** or **Apple Macintosh**. Kid Pix provides the usual drawing tools, such as paintbrushes, pencils, and erasers, and a few new ones, like a **rubber stamp** tool that draws "canned" pictures like moons, cows, and palm trees. The neat thing about Kid Pix is that it draws **with sounds**. That is, when you use the pencil tool, you hear a pencil scratching on paper. When you

want to clear the screen, use the **firecracker tool**, which makes an exploding sound and blows the image off the screen. When you use the "truck" tool to move an object across the screen, you hear an engine idling, then revving up, and finally screeching to a halt as you stop moving it. Brøderbund sent us a demo diskette for Kid Pix, and **we've had a ball with it** (even if we aren't kids)! Wonder if Brøderbund will ever make a **mainframe version**?

## KEEP THEM COMING

In our last issue, we mentioned that we needed good, experienced ADABAS/NATURAL people to help us as developers, consultants, and educators. We received responses from **many** experienced applicants. **We hope to receive many more.** Keep them coming!

## PRODUCT STEERING AND STRATEGY COMMITTEE

TSI plans to solicit individuals to assist in the **future strategy or directional steering** of our product line. We plan to start with four separate committees:

- Security and Auditing
- Application Development Tools
- Program Change Management
- Performance, Resource

Management, Trend Analysis, and Capacity Planning

We will be looking for a proper mix of ADABAS and NATURAL administrators, management, security administrators, application analysts, systems programmers, etc. These may be from large and small companies, North American or otherwise. We'll also try to have representation from at least one affiliate, one consultant, and one Software AG person.

We must decide on where to meet, when, and other logistics. **We're committed to giving you the best products**, and we believe that requires the coordinated efforts of concerned customers and others. **We'll be in touch** with further details. Meanwhile, **if you have any ideas** to contribute, you can fax them directly to me.

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# Mega Soft Spotlight

Mega Soft Computación C.A. is Treehouse Software's new affiliate for Venezuela and the Caribbean. Mega Soft features experienced personnel with a strong background in Software AG products. Mega Soft's goal is to be the preferred vendor of effective solutions based on Software AG products in Venezuela and the Caribbean. They feel that Treehouse Software's products will help them reach this goal.

Mega Soft estimates that there are approximately 160 **IBM and compatible mainframe sites** in their market area, with about 60 of these running MVS. They estimate 300 AS/400 and S3x systems, 180 DEC/VAX systems, 80 HP systems, and about 300 WANG sites. They feel that Software AG has a **fairly strong presence** in their market area, especially in the financial and banking industries.

The Board of Directors at Mega Soft consists of Armando Aguirre, Antonio Castro, and Cesar Hernandez. Armando Aguirre has been involved in data processing for seven years, including work for APS, the Software AG affiliate in Venezuela. Antonio Castro has seven years of experience in data processing, and served as the chief analyst for all ADABAS/NATURAL development at Maraven, a very large oil company in Venezuela. Antonio has directed more than 60

evaluation and technical projects including leading edge technologies like distributed databases and text retrieval systems. Cesar Hernandez has over ten years of experience in data processing, many of these working for APS. Cesar developed the nationwide sales and consulting strategies for APS, and has broad technical experience.

The technical staff at Mega Soft includes Antonio Losada, David Ferreiro, Elizabeth Silva, and Francisco Charr. They have provided consulting in many areas, including ADABAS/NATURAL. Mega Soft consultants have developed specialized applications for Oil and Gas, Electricity, Steel, Mining, and other industries. Like TSI, Mega Soft also provides education on a variety of ADABAS/NATURAL related subjects.

The Mega Soft Board of Directors visited TSI in October. We discussed TSI products from the marketing and technical viewpoints, compared our experiences in the field, and exchanged ideas about improving products and customer service.

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## Please Keep Up With Us!

Since each release of a product contains fixes as well as enhancements, it is important for customers to upgrade to the current version as soon as possible. This will often eliminate a problem you may be experiencing. Upgrading is also important because we do not support the previous release of a product as easily, once newer releases are available.

The following chart displays the product versions you should be running.

| Treehouse Product | Version(s) Supported |
|-------------------|----------------------|
| AUDITRE           | 1.2.0                |
| AUTOLOADER        | 1.2.0                |
| DynaMacs          | 3.2.3                |
| N <sub>2</sub> O  | 2.3.0                |
| SECURITRE         | 2.0.0                |
| TRIM              | 4.0.0 / 5.0.3        |

## Message From the DynaDoc Team

Treehouse Software needs your tapes (preferably 1600 bpi). No, we haven't run out. In case you haven't heard, or didn't receive our DynaDoc flyer, the DynaMacs Team at Treehouse Software is offering to document one of your NATURAL applications FREE! Just send us a tape with NATURAL source code and PREDICT objects and we'll generate a user manual and technical reference guide using DynaDoc. We'll return this documentation to you for your review. This is an easy and convenient way to evaluate the functionality of DynaDoc.

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# El Artículo de Español

*TSI serves the international Software AG user community through our network of foreign affiliates (see page 15). The Spanish-speaking market is large and growing. This includes Spain, Central America, and South America. We will be covering issues specific to the Spanish-speaking market in this and future newsletters. This article was provided by Mega Soft, our Venezuelan and Caribbean affiliate (see the Affiliate Spotlight on page 13).*

En la actualidad, los grandes gigantes transnacionales ven en América Latina un mercado nada despreciable. Especialmente el área de tecnología se vislumbra, a corto plazo y según los expertos, mayor al propio mercado de la Europa Oriental.

En países como Brasil, México, Puerto Rico, Panamá y Venezuela son aplicadas las más actualizadas tecnologías para entrar al competitivo mundo de los negocios, y los grandes, europeos, japoneses y norte americanos consideran este mercado como estratégico.

IBM, Unisys, Wang, DEC, HP, Apple, Hitachi, Mitsubishi, Siemens-Nixdorf y otros soportan grandes operaciones de "hardware" en América Latina con resultados y tasas de crecimiento realmente envidiables, a pesar de las depresiones de los grandes mercados europeos y norteamericanos.

En el área de "software", América Latina explota las más recientes líneas de productividad. Las grandes

empresas petroleras de México y Venezuela se encuentran, en términos de uso de tecnología, en primera línea; usan grandes Bases de Datos, 4GL, los recientes I-CASE, computación gráfica, CAD/CAM, Sistemas Expertos, comunicaciones ópticas y satélites, etc. Como muestra, la empresa Petroleos de Venezuela S.A., la cual es propietaria de grandes refinerías en Estados Unidos y Alemania, es un gran ejemplo de uso eficiente de estas tecnologías.

Los grandes bancos Latinoamericanos también se encuentran en situación privilegiada y preparada técnica y tecnológicamente para recibir a la banca internacional, gracias a la vertiginosa implantación de eficientes servicios, por medio del "software" y "hardware" más actualizado y disponible.

Especialmente las grandes empresas de Bases de Datos han tenido una participación determinante en este mercado. Empresas como Software AG en los sectores bancarios, petroleros y servicios, a nivel de "mainframes" IBM y compatibles, han demostrado lo importante de una sólida penetración a este mercado para su propia proyección mundial; Oracle abrió operaciones directamente (sin representantes) en varios países; Computer Associates mantiene excelentes ingresos, y con sus recientes adquisiciones seguramente que incrementarán sus inversiones.

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## Treehouse Software's Affiliate List

| <u>Area Served</u>       | <u>Affiliate</u>               | <u>Phone Number</u> |
|--------------------------|--------------------------------|---------------------|
| Africa                   | Syntactica                     | 27-11-880-4976      |
| Australia                | Computer Consultants Australia | 61-3-416-3377       |
| France                   | Fairware                       | 331-39-65-0688      |
| Germany                  | MaK DATA SYSTEM                | 49-431-3995-134     |
| Brazil, Argentina        | MSS do Brasil Ltda.            | 55-61-225-1158      |
| United Kingdom<br>& Eire | OCS Software Limited           | 44-81-207-5434      |
| Venezuela &<br>Caribbean | Mega Soft Computación C.A.     | 58-2-483-53-70      |



## ADABAS/NATURAL Publications

**NATURAL 2 Tips & Techniques** Answers your questions on the how and why of NATURAL functions along with the essential do's and don'ts privy only to the NATURAL 2 guru. There's info for the NATURAL Administrator; plenty on data structures with examples; a section on enhancements; the Map Editor; batch NATURAL processing guidelines and Structured Programming notes. 210 pp.

**NATURAL 2 Developers Handbook** has taken the best from our training manuals and combined it with plenty of hands-on experience into a very well rounded guide to using NATURAL. We've detailed the editors with plenty of examples and workthrus for each facility. A perfect companion to the Tips & Techniques publication. It comes with an excellent set of appendices with working examples. 476pp.

**NATURAL 2 Self Study Guide** Is a basic working guide to using NATURAL 2. The Study Guide covers all the editors and a very large part of the programming statements with hands-on workthrus. This NATURAL 2 Study Guide is intended to get entry-level programmers, analysts, and anyone interested in working with the leader in 4GL languages started with NATURAL 2 fundamentals. 402pp.

**Inside ADABAS** Is designed for the developer of applications utilizing ADABAS. Associator and Data storage are detailed, file and field structures are examined, commands are explored with an eye towards performance. Reviews of the data dictionary, utilities and security, and reporting and

performance monitors are included. The appendices include ADASQL and Direct Call programming to round out the developer's background in ADABAS. 226pp.

**Introduction to PREDICT** Takes the reader through a session building a conceptual file introducing the editor, file and field concepts with chapters on verification rules, PREDICT menus, keywords, documentation, object retrieval and direct commands. 194pp.

All these books are bound, soft-cover editions in an 8 1/2 by 11 inch format. Each is complemented by a comprehensive index and the last three have exercises intermixed to better reinforce many of the concepts presented.

European customers interested in these books should contact MaK DATA SYSTEM, the Treehouse Software affiliate in Germany. Others interested in purchasing these books should contact WH&O. For ordering information, call, FAX, or write:

**WH&O International**  
(A division of Meristem Systems Corp.)

P.O. Box 82355  
Wellesley, MA 02181  
Telephone: 1-800-553-6678  
Fax: 1-617-239-0827

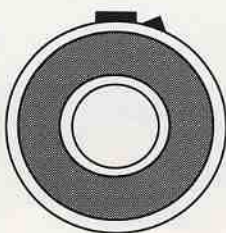
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## SHOE

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To expedite the distribution of new releases of TSI products, please return old Treehouse Software tapes that you may have in your possession. Thank you.



ADABAS, NATURAL, NATURAL Security, PREDICT, PREDICT CASE, PREDICT Application Control (PAC), and CONSTRUCT are all products of Software AG. Kid Pix is a product of Brøderbund Software.



## Treehouse Software products and services include:

**DynaMacs** - a family of productivity tools for NATURAL 2

**N<sub>2</sub>O** - a NATURAL application Change Management System

**SECURITRE** - a Centralized Security Administration package for ADABAS/NATURAL

**TRIM®** - an ADABAS/NATURAL performance monitor

**AUDITRE** - an ADABAS auditing tool

**AUTOLOADER** - an ADABAS file automatic unload/reload/dump utility

**Consulting** on ADABAS, NATURAL, and associated topics

**Customized on-site classes** on a variety of ADABAS/NATURAL related subjects, including:

ADABAS (Concepts and Facilities through Advanced Topics)

ADABAS Direct Calls

NATURAL 2 (Beginning, Intermediate, Advanced, and End User)

PREDICT

COM-LETE

TSI Products (DynaMacs, N<sub>2</sub>O, SECURITRE, TRIM, AUDITRE, AUTOLOADER)

Custom Classes on ADABAS/NATURAL Designed to Meet Unique Needs



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