



CHARON News Update

Salem Automation, Inc.

Volume IV September 2005

Corbin Russwin CHARON-VAX Conversion:

Corbin Russwin came to Salem Automation with a need to move off of its aging VAX system to a new computer system to serve as a future platform for their MRP and other applications. Corbin Russwin, a leading manufacturer of architectural door hardware and part of the ASSA ABLOY group of companies, had both a VAX 4705A production system and a MicroVAX development system. Corbin Russwin had several goals with CHARON VAX:

- ✓ **Reduce system maintenance costs**
- ✓ **Reduce risk of aging hardware failing**
- ✓ **Improve system performance for future growth**



Salem Automation provided a tour of an existing site to assure Corbin Russwin of the viability of the CHARON solution. After Corbin released the purchase order, Salem Automation implemented the CHARON system setup and data migration. Corbin IT staff then tested the new CHARON system via Telnet access to Salem Automation prior to shipment. The system installed smoothly and achieved the following benefits:

- ✓ **Removed risk of old hardware failing.**
- ✓ **Increased production system speed by more than 50%.**
- ✓ **More than doubled development system speed.**
- ✓ **Improved network performance tenfold.**
- ✓ **Eased system management and backup tasks.**
- ✓ **Decreased MRP planning time by more than 50%.**
- ✓ **Provided solid platform for future growth.**

As system manager Neil Hartfield summarized:

“We initially eyed the CHARON-VAX Emulators as a too-good-to-be-true solution. However, with the combination of SRI’s solidly coded software and Salem Automation’s expertise and commitment to the project, we were able to prove that it was all true!”



Special points of interest:

- Corbin Success Story
- Windows 6660 Emulation
- Alpha 6660 Emulation
- DVD Write with CHARON
- Oracle Support for CHARON
- New Sales Offices Open



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CHARON-VAX 6660 Emulation Now Available:

In 1991 Digital Equipment Corporation introduced the VAX 6610 with the NVAX chip incorporating the pipelined performance of the VAX 9000. This was the fastest CISC chip of its time. Now in 2005, Software Resources International is introducing another item to its lineup of VAX 6000 emulations, the 6660. The 6000 emulation already came in three flavors, an emulated 6610, 6620 and 6630. SRI is now adding a fourth flavor - the super high performance 6660. These new products emulate the VAX 6000 CPU and the Symmetrical Multiprocessing (SMP) feature of the VAX computers. The emulation maps an emulated 6000 processor to a real world Intel or AMD processor. The 6660 will require a dual-core 4 way or 8 way server.



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This new 6660 is expected to come in with a VUP rating of about 400 to 500 VUPs. The 6660 emulation, running at over 400 VUPs, should allow the CHARON-VAX to run at speeds exceeding the fastest VAX ever built, the VAX 7860, which ran at 306 VUPs. This new offering now allows the CHARON-VAX to replace any VAX ever built with a comparable or faster system.



At the same time as the release of the Windows 6660 version, SRI also is releasing the same full set of 6610, 6620, 6630 and 6660 emulations for the OpenVMS Alpha platforms. This is a significant improvement over the existing MicroVAX 3100-98 512 MB single Ethernet port OpenVMS emulation. Some of the benefits include:



- ✓ **Multiple Ethernet ports to allow network segmentation for improved clustering speed and user performance**
- ✓ **100 MB networking speed**
- ✓ **Supports NI Clustering with shared MSCP disk clustering**
- ✓ **Supports versions of VMS back to VMS 5.5-2H4**
- ✓ **Improved reliability and emulation performance**
- ✓ **Support for up to 2 GB of memory**
- ✓ **Support for latest versions of VMS**

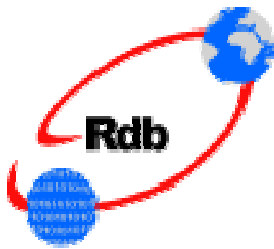
Typical Alphaserver platforms include DS25 for 6610 and ES45/ES47/ES80 for the 6620/6630/6660 platforms. For additional information on the 6XXX emulations contact Chuck Graham at 336-661-0890, ext. 106 or via email at: CWGraham@SalemAutomation.com .





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Support for Oracle Rdb on CHARON-VAX Emulators:

Oracle now supports CHARON-VAX as a valid platform for Oracle's Rdb database product. Additional information is at:

http://www.oracle.com/technology/products/rdb/htdocs/rdb7/charon_vax.html

Independent testing of the CHARON-VAX product with Oracle Rdb can be found at:

<http://vms.vmslive.com/Oracle.PPT>

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"Software Resources International (SRI) has developed a range of VAX emulator products that prolong the use of HP OpenVMS VAX applications. CHARON-VAX products emulate complete VAX systems on OpenVMS Alpha, Linux, or Windows platforms, allowing applications, layered products, tools, and middleware to run unmodified.

Oracle Corporation supports VAX versions of Oracle Rdb and Oracle CODASYL DBMS and their related products running on CHARON-VAX provided that any problems reported can be reproduced by Oracle Support on an actual VAX. Customers migrating from VAX to a CHARON-VAX emulated environment should check with their Oracle account managers regarding licensing. Oracle's Global Pricing and Licensing rules apply. In most cases, Oracle license and service agreements are transferred to the same number of CHARON-VAX processors at no charge."

CHARON 11 Update Available:

CHARON-11 version 2.5 build 117 is available for shipment. This release is supported on PC hosts running Windows XP and Windows 2003 Server Standard Edition. This release improves network connectivity, offers optional KW11-L50 and KW11-L60 with smoother time transition for specialized real time applications, corrects WIRE function, corrects IEQ-11 operation over the BCI-2104, introduces a network feature allowing network filtering, improves "running as a service" facility including starting Wire automatically from the configuration file. Version 2.5 is available to customers on support at no charge and requires an update to the CHARON-11 license key to run.



Many New Customers Join the List of CHARON-VAX:

Since our last newsletter, many new customers have joined the list of CHARON-VAX clients. Every branch of the U.S. military and all the major U.S. defense contractors are using CHARON-VAX, some at many of their sites! CHARON-VAX is enjoying widespread use in commercial, industrial and educational institutions. We will be adding many new success stories to our website over the next few months.





CHARON-VAX Backup Keys for Disaster Recovery:



This key provides 720 hours run time with no date limit for use in a disaster recovery plan. The prerequisites are the purchase of an unlimited license and a valid GOLD or PLATINUM support contract for a CHARON-VAX product. The backup (one word) key is always associated with one and only one unlimited license.



Updates for CHARON-VAX XM/XK/XL (PLUS):

CHARON-VAX XM/XK/XL (Plus) for Windows version 3.1 is currently in Field Test and will be available for general shipment in September. The functionality introduced with this release is:

- ✓ **The 3100-96/98 and 4000-106/108 can boot VMS 5.5-2 without the H4 extension.**
- ✓ **A DVD write capability. New Third Party sells CD/DVD reading/writing software for VAX/VMS.**
- ✓ **Improved networking performance.**
- ✓ **Improvements for running as a service under Windows 2003.**
- ✓ **Tape images may be of unlimited size. (Previously limited to 4 GB)**
- ✓ **CHARON-VAX launcher now takes the CHARON-VAX model from the configuration file and remembers the default configuration file.**
- ✓ **A new Dummy_VCB02 function is implemented allowing D type VMS licenses (Workstation) to run on CHARON-VAX/XM/XK/XL**
- ✓ **It is now possible to halt a 3600 emulation that is set up for Auto Boot.**





New Sales Offices Opened in Boston and Columbus

Salem Automation has opened new sales offices in the Columbus, OH and Boston, MA areas with the hires of two new regional sales managers. As Vice President of Sales & Marketing Chuck Graham stated: "The hires of Bob Gyles and John Davis by Salem Automation are strategic moves to expand further into the VAX legacy system replacement market utilizing CHARON-VAX. Bob and John both bring excellent sales skills and talents to our organization to help us grow and expand."

Bob Gyles comes to Salem Automation from a sales management position with a DEC maintenance and support company in the Boston area. Bob has worked in various sales management positions with a number of high technology companies such as Ozicom. Bob has experience in direct sales, sales management and sales channel management. Bob has been successful in placing CHARON-VAX into companies as a replacement for legacy VAX systems.

John Davis comes to Salem Automation from a recent stint at XLN Systems and previously with Digital Equipment Corporation. John is intimately familiar with the Digital line of VAX computer systems having originally come from the maintenance side of Digital's business before moving into sales. John has experience in providing CHARON-VAX as a solution for military test stands with embedded VAX computers and defense market VAX cross compiler replacements, as well as using CHARON in commercial, educational and industrial applications.

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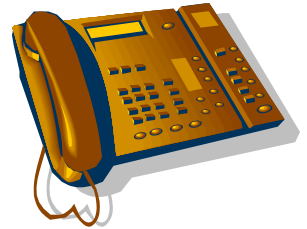


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CHARON-VAX 24x7 Support Update:

Salem Automation offers 24 x 7 PLATINUM support in addition to the normal 8 x 5 Business Day GOLD support for CHARON-VAX products. In most cases it is not that much more expensive to upgrade from Monday through Friday 8 x 5 coverage to full 24 x 7 support. In some cases it could cost as little as an additional \$1000 per year to have peace of mind with round-the-clock coverage. Software support includes phone support, modem support and CHARON-VAX/11 software updates. Salem Automation references SRI for 2nd line support questions but handles all first line support requests out of our Winston-Salem, NC headquarters.



Salem Automation Company Background Information:

Company Profile:

Incorporated in 1992. Offices in Winston-Salem NC, Boston, MA, Columbus, OH, Humacao, PR & Charlotte, NC

Company Mission:

To provide high quality automation solutions and cost-effective engineering services to manufacturing companies via Win-Win business relationships.

Staff:

Staff members with backgrounds in Computer Science, engineering disciplines, consulting and Business Administration. Most all of our engineers have more than 15 years experience. Staff experience is extensive in the areas of application development, distributed process control programming, programmable controller programming and computer based process control. Industry experience in Defense, Pharmaceutical, Textile, Food, Tobacco, Chemical and Metals. Salem Automation has implemented many material handling projects in the area of legacy Automatic Storage & Retrieval Systems (ASRS), tracking, bar coding, scheduling and work-in-process (WIP) inventory system systems utilizing standard off-the-shelf, Microsoft Visual BASIC and SQL database.

Partnerships:

Salem Automation has created partnerships with numerous organizations including:



HP DSPP Partner



Platinum Reseller



Developers Network Member



Authorized System Integrator