

## ISV Department news from Acorn

**No. 10 - October 1988**

Acorn Computers Limited  
Cambridge Technopark  
645 Newmarket Road  
Cambridge CB5 8PB

Telephone 0223 214411  
Telex 81152 ACNNMR G  
Fax No 0223 214382

### RISC OS

Acorn announced and demonstrated RISC OS, the new operating system for Archimedes, at the Personal Computer Show in September. RISC OS, while retaining substantial compatibility with Arthur 1-2, gives the user an easy-to-use, yet sophisticated environment. It also provides a stable, consistent environment for developers to use. A leaflet about RISC OS is enclosed.

RISC OS will be available in volume to end users in April next year as a purchasable upgrade. We expect all users to upgrade by mid 1989 and, therefore, initially, for a limited period, RISC OS will be offered at a promotional price of £29 exc VAT. The price will then revert to its true position of approximately £50.

Invitations to attend a series of seminars about RISC OS were sent to companies who have informed us of products available for Archimedes and to those known to have products under development. At these seminars ISVs and IHVs, after signing a non-disclosure agreement, have been able to purchase a set of pre-release RISC OS EPROMS, draft documentation and discs of applications under development for RISC OS. There has been a very high level of response to the Seminars and there is a waiting list. As a result, more Seminars have been booked for November. Pre-release RISC OS will not be made available to ISVs except at the Seminars. If, for some reason, your invitation did not reach you or if you are developing products for Archimedes of which I am not yet aware, and you wish to attend a Seminar, please inform me as soon as possible so that I can try to fit you in. It is assumed that delegates are familiar with Archimedes and Arthur 1-2.

### **Catalogue of hardware expansion and software applications for the Archimedes System.**

A new catalogue of products running on Archimedes systems in "native" mode was published in September. Products running under emulators are not included. A copy of the catalogue has been sent to all companies whose products appear. Thank you for your co-operation in providing additional information. Further catalogues will be published at intervals.

The current catalogue was based on the list which I update from information supplied by yourselves. Do please keep me up-to-date with your products as they are released, updated or deleted so that I can ensure that the list is kept accurate and that all appropriate products are included in future catalogues.

## MIDI Expansion Card

The MIDI Expansion Card (AKA 16) may be purchased via the ISV scheme for development purposes. The RRP is £69.00 exc VAT. Prices for ISVs are as follows:

First purchase price		Subsequent purchase price	
exc VAT	inc VAT	exc VAT	inc VAT
£49.68	£57.13	£53.82	£62.89

Don't forget to make your cheque out to Kelator and to add their handling charge (£5 for consignments including a computer or filestore, £2 for consignments without these).

## Expansion Cards

The following documentation is available to expansion card developers:

A Series Podules: Issue 2.2 - 26 November 1987

Archimedes Expansion Cards Manufacturing Notes: Issue 1 - December 1987

Archimedes Podule Loaders: Issue 1 - 20 July 1988 Please contact me if you need these.

If you require a manufacturer's ID and podule type, please write giving details of your requirements and of the products for which you need them.

## Filetypes, Error bases and SWI chunks.

If any of the above have been allocated to you by Acorn, I would be grateful if you would drop me a line confirming the names and numbers you are using. We wish to cross-check these with our records.

If you require filetypes, SWI chunks or error bases, please write to ask for them giving the following information:

Filetype:                                   1. suggested name (up to 8 characters).  
  2. the sort of data contained therein.

Error Numbers:                           purpose.

SWI chunks:                               suggested name and purpose.

Applications must be in writing, this cannot be done by telephone. A list of current allocations of filetypes can be obtained by writing to Department ISV.

## Pricing

Distributors have found, to their concern, that software houses are not allowing for distributor discounts in their pricing. Many dealers buy the applications they sell from the distributors, rather than direct from the software houses. It is important that you allow for distributor discounts, typically between 40% and 60%, when pricing your products. Otherwise you lose the advantage of having your products displayed on dealers' shelves, throughout the UK.

## **Licencing**

Acorn is frequently asked about site licences for software. After much discussion, Acorn has opted for a solution in which Site Licence purchasers pay four times the price of a single pack and in return, they receive one full software pack plus an Archimedes Software Site Licence Authority document. The document grants a personal, non-transferable, non-exclusive licence and the licensee may make as many complete copies of the Software as he wishes, provided that he does not use the Software on more than 30 Archimedes computer systems at his Licensed Site. This applies to computer systems linked by Econet network(s) and to stand-alone systems. If you do not already do so, you may wish to consider a licencing scheme along similar lines.

## **Stacking Filestore**

A leaflet describing stacking Filestore is enclosed. This product will be available later this year. An ISV price will be arranged when appropriate.

## **Programming Languages and Tools**

Release 2 of the ANSI C and FORTRAN 77 languages is now available. The ISV prices are as given on the July ISV price list.

End users who have purchased the first release of any of these languages and wish to upgrade can do so by sending the original disc, together with a cheque or postal order for £30, to Acorn Direct who will despatch a complete Release 2 pack to the customer. ISVs can upgrade at a special price of £20 inc VAT. You should send your original ANSI C or FORTRAN 77 disc together with a voucher and a cheque or postal order for £20 to Acorn Direct who will supply you with a complete Release 2 pack. One voucher, in the form of a letter, is enclosed with this newsletter for those ISVs known to have purchased the first release of the languages. If you require more vouchers, please contact me. Photocopies will not be accepted.

Details of the Release 2 languages available are listed below. A similar scheme will operate for Release 2 ISO Pascal when it is available later this year.

### **ANSI C (SKL 70)**

ANSI library with over 100 functions.

Arthur interface library which makes accessible the powerful graphics, sound and windowing facilities of the Arthur operating system.

Automatic error checking.

Facility for linking in code produced by the ARM Assembler

Support for the Arthur Symbolic Debugger

This source level debugger is part of the Software Developer's Toolbox (stock code SKL58), available from Acorn dealers.

pcc option.

'portable C compiler' option, according to the Unix pcc de facto standard.

Increased efficiency and speed of compilation.

### **FORTRAN 77 (SKL 72)**

WHILE loops.

Blocks DO statements.

Complex \*16 data types.

FORTRAN 66 switch.

Acornsoft's FORTRAN 77 compiles directly into machine code and contains a number of useful debugging features. These include:

Subscript checking.

Run-time tracing.

Source line numbers in trace-backs.

Support for the Arthur Symbolic Debugger

This source level debugger is available as part of the Software Developer's Toolbox (stock code SK) available from Acorn dealers.

Routines to interface with the Arthur operating system

OSWORD, OSBYTE and OSCLI.

Help information for the command line interface.

**The two new Acornsoft Packages for Archimedes systems mentioned in ISV Department News No 9 are now available. Details are as follows:**

### **Software Developer's Toolbox (SKL58)**

The Software Developer's Toolbox contains a Symbolic Debugger and a set of utilities for programmers working in C, ISO-Pascal, Fortran 77 or BASIC.

The utilities consist of the following programs:

Common	lists the most common words in a list of files
Dbug	machine code debugger for use with multiple languages
Diff	compares two files and lists their differences
Grope	searches files for a given pattern (regular expression)
Libfile	manipulates library files
Link	links object files and libraries to form an image file
Amu	controls compilation of multiple sources in large programs
Memtest	tests the application memory of the machine
Objlib	lists the symbols in a library file
Shell	allows BASIC to be used as a command language
Squeeze	compresses image files to conserve disc space
We	counts characters, words and lines in a file

the ISV prices for SKL58 (RRP £199 ex VAT) are:

First Purchase		Subsequent Purchase	
Inc.VAT	Exc.VAT	Inc.VAT	Exc.VAT
£137.31	£119.40	£178.50	£155.22

### **Assembler**

The Archimedes Assembler has the following features:

full support of the Archimedes instruction set

Global and local label capability

Powerful macro capability

Comprehensive expression handling

Conditional assembly

Repetitive assembly

Comprehensive symbol table print-outs

Pseudo-opcodes to control print-out.

Using the Assembler, AAsm, you can produce object files which can be executed immediately, or using a variant of the Assembler called ObjAsm, you can create files which can be linked rather than expected directly.

the ISV prices for SKL64 (RRP £199 ex VAT) are:

First Purchase	Subsequent Purchase
Inc.VAT Exc.VAT	Inc.VAT Exc.VAT
£137.31 £119.40	£1 78.50 £155.22

## **CHEST**

CHEST is the Combined Higher Education Software Team which provides a service to the Higher Education and Research community. That Community consists of universities, polytechnics, colleges of higher education and research councils, and numbers almost 200 institutions. Its task is to enable that community to get good quality software under advantageous licence conditions at the best possible price. When appropriate it can call upon funds to purchase software centrally on behalf of the whole community. It is estimated that the community annually spends around forty million pounds in the purchase and support of the software it uses.

Many of you have products relevant to this community. If you have, you may wish to forward details of your products, your company name, address and telephone number to Barry Barker at CHEST, Computing Services, Leicester Polytechnic, PO Box 143, Leicester, LE1 7RH (Tel: 0533 551551).

### **Services offered to ISVs**

I have been asked to make known to you the services offered by the following companies.

#### 1. Documentation

Catalyst Ltd are offering a service in the production of technical and user documentation.

Catalyst can blend text and graphics into typeset quality, finished artwork ready for conventional methods of plating and printing, or computer disk 'copy' for outputting to Linotronic plate making equipment linked to high speed litho printing machines. Printing can be quoted separately if required. Facsimile proofing, multi lingual translation and indefinite storage of your original document for up-dating are all part of the service, thereby saving time and resetting costs for you in the future.

Please address any queries to: John Fletcher, Catalyst Ltd., 43/45 Kineton Road, Wellesbourne, Warwick CV35 9LQ.

#### 2. Demonstration discs.

Clares Micro Supplies are producing software for creating demonstration discs for their own products. They have asked me to tell you that they would be happy to supply this under licence to other ISVs. Please contact Clares direct if you wish to take advantage of this offer (Tel: 0606 48511).

Don't forget that there is also the Demonstration Loop Kit, as mentioned in ISV Newsletter

No. 9, available from Acorn. Do send your completed demo back if you haven't already.

### 3. Disc duplication and Software Marketing.

From time to time I am asked by developers for the names of companies who might be prepared to market their products for Archimedes. Mitre Software have told me that they are interested to hear from anyone in this position. Contact Gerald Hill or Malcolm Dixon at Mitre (Tel: 01 283 4646).

### 4. Printer dumps.

Silicon Vision have a module allowing plot files to work with their Super-Dump product. They are willing to licence the module to ISVs provided that indication is given of the final product's compatibility with Super-Dump. Contact Mr Nadiadi at Silicon Vision (Tel: 01 861 2173).

### 5. Software Piracy

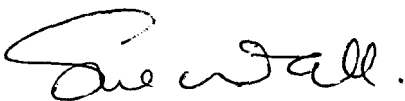
Co-ordinate Project Support Ltd are a consultancy working in the field of commercial research and investigation.

On a number of occasions in recent years, Bob Cobbold, CPS's principal has been concerned in matters relating to copyright infringement. Whilst the work of CPS is predominantly undertaken on behalf of corporate clients, it has become apparent that smaller organisations and individuals in the software industry are very much at risk.

The problems of investigation and pursuit of copyright infringement, copying and counterfeiting are daunting without adequate experience and resources, the cost of which can be prohibitive. With this in mind CPS feel that their experience could be useful in a number of ways.

1. The active investigation of sources of manufacture and distribution of copyright material, both in the UK and abroad.
2. To act as agents to prove originality of work, i.e. providing the facility to hold original material.
3. To advise and recommend appropriate security measures, at all stages of software production.

For further information contact Pamela Blackledge (0254) 583733.



Sue Wall  
ISV Product Manager

Enclosures:

RISC OS leaflet  
Stacking Filestore leaflet  
Languages upgrade letter (as appropriate)