

3770 Emulator Product Comparison

If you have not already determined that 3770Link is first choice when your needs call for SNA/RJE connectivity from a Windows platform, we have prepared the following (relatively) objective comparison of many of the key features found in 3770Link against two other emulation products currently in the marketplace. We based the features of Product C and Product P on actual hands-on testing when possible and/or documentation provided with the product. We believe this comparison to accurately reflect the key technical features and support policies associated with each product.

3770 Emulator Product Comparison	3770Link	Product C	Product P
<i>Supported Environments</i>			
Stand-Alone Version (SDLC Adapter Required)	Yes	Yes	No
AutoSync Version (No SDLC Adapter Required)	Yes	Yes	No
Stand-Alone Version (Token Ring / Ethernet link)	Yes	Yes	No
Client Version (for Microsoft SNA Server)	Yes	No	Yes
Client Version (for IBM Communications Server)	Yes	No	No
Server Setup Documentation Included With Client Version	Yes	n/a	No
<u>3770 Emulation Features</u>			
Separate LU and Console Windows	Yes	No	Yes
Support for Formatted Logon	Yes	No	No
Maximum Size of Print/Punch/Exchange Data Records	>4096	255	80 or 132
Maximum BTU (Basic Transmission Unit) Size	4096	521	n/a
Formatting Control Options for Received Print Data	Extensive	Limited	Limited
Font Selection Supported During Forms Configuration	Yes	No	No
“Hot Reader” Function (Automatic File Transmission)	Yes	Yes	Uncertain
<u>Programmatic Control</u>			
Complete Remote Control From User Application Program	Yes	No	No
Execute User Application Program from Within Script File	Yes	Yes	Yes
<u>Scripting (Unattended Operation) Features</u>			
Intuitive, Comprehensive “English-like” Script Language	Yes	No	No
Error Handling and Recovery Capabilities	Extensive	Limited	Limited
Parameter Substitution From Command Line	Yes	No	No
“Wildcard” Characters Permitted for File Operations	Yes	No	Yes
Access to PDIR Values for Dynamic Data Stream Control	Yes	No	No
Support for Embedded and Recursive Script File(s)	Yes	No	No
<u>General Usability Issues</u>			
Printed Documentation Provided	Yes	Yes	No
Understandable, Concise Error Messages	Yes	No, Cryptic Text	No, Often Numeric
Straightforward, Integrated Configuration Tool	Yes	No	Yes
Hardware Copy Protect Device (“dongle”) Required	No	Yes	No
Easily Supports Configurations for Multiple Hosts	Yes	Yes	No
Tracing, Diagnostic, Logging Capabilities	Extensive	Limited	Limited
<u>Technical Support Policy</u>			
Unlimited FREE Technical Support	Yes	No	No
Proven Track Record of Prompt, Expert Support	Yes	Can You Afford to Find Out?	Can You Afford to Find Out?
Restocking Fee (Unopened Returns)	No	Yes, 25%	No
<u>Pricing</u>			
Software Pricing for Stand-Alone Version (Qty 1)	\$995	~\$1,100 (plus support)	n/a
Software Pricing for Client Version (Qty 1)	\$1,495	n/a	>\$4,000 (plus support)