SDD - Los Gatos Laboratory
October 4, 1973

MEMO TO:    L. D. Stevens

SUBJECT:    SCAMP

REFERENCE:   Your verbal request of October 3, 1973

## Product Description

SCAMP is a portable APL computer, weighing less than 50 pounds. This programmble stand alone APL computer has 20K bytes of working memory and is IPL'ed from a built in tape cassette in 4 minutes. The built in APL keyboard has 66 keys and the built in display has 16 lines of 64 characters. The printer is a separate selectric with a matrix print head working at 80 characters/second. A later addition to the machine will be a second cassette drive or a miniature DASD file with a 3.5" disk based on Winchester technology. The latter will expand working storage to 256kB. With a forecast of 32,000 units the machine can be sold for $10,000 for the basic machine and for $15,000 for the APL machine with printer. The development cost will be $4 Mi. for 1Q75 announcement. For more detail see the attached Phase 0 review and SCAMP flipchart copies.

## Review

I have tried the SCAMP model and reviewed the attached documentation in a hurry. I basically agree with the numbers and strongly endorse the program. The $4 million development bill will be the same whether GSD or SDD does the job. Since this machine extends IBM's range downwards however I think it belongs into GSD if not into OPD.

It should be developed like the HP35/80/45 series with a strong, preplanned follow on program. That should include a wide range of application firmware for those users that do not want to learn APL at the outset.
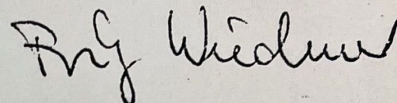
I would not mess around with OEM tape drives and go for the miniature diskdrive directly at a probable increase in the development bill of $1 million. This would buy a strong competitive edge for this MSI machine. (Duchess)

This in turn would buy the necessary time to develop an LSI machine, possibly in Diamond Technology.

You have also asked me to look at this machine as a terminal on a system. The hole I am coming out here is that this would be counter strategic. 1. The machine is so powerful that system connection is not needed for a large amount of untapped applications. More so for the LSI machine. 2. System connection would limit the users to our DB/DC customer's employees and time sharing system users. It makes each sale conditional on something much larger than and remote from the user's mind. 3. System connection would de-focus the thrust of the product development and introduce contradicting goals. The same could possibly happen for the sales effort and the customer himself.

I know this does not sound like the party line but the more I think it over the stronger this gut feel conviction gets.

Fritz S. Wiedmer

FSW:bb


Attachments

cc: F. Glass

bcc: J. George
     R. Harper