

IBM OPERATING SYSTEMS STRATEGIES

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Market Analysis and Planning Service (MAPS)

IBM Operating Systems Strategies

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ABSTRACT

Operating systems are becoming more important to the overall effectiveness and productivity of the increasingly complex applications which users plan to implement during the next five years.

Important driving forces are at work which will shape the future characteristics and directions of these mainstream operating systems.

This report analyzes and forecasts the market impact and implications for the period 1986 to 1991 of five major operating systems which support IBM 370 and XA architecture (MVA/XA, MVS, VM, DOS, UNIX), as well as PC-DOS, the major OS player for smaller systems that will be evolving into mid-range processors.

- Operating systems of the future will have more strategic business-related demands placed on them as top management looks to automation to enhance their competitive edge. As a result of this emphasis, operating systems will be actively changing and expanding their role and functions.
- The continued growth of end-user computing and the corresponding scarcity of technical personnel will put major demands on operating systems in terms of flexibility and general ease of use.
- The magnitude of the economic investment in hardware, software, communications, training, policies, and procedures which is embodied in existing systems.

This report contains 174 pages, including 76 exhibits.

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I INTRODUCTION



I INTRODUCTION

A. IMPORTANCE OF ANALYSIS

- Operating Systems (OS) define the operational limits of the computer products they support and, hence, the framework of present and future information systems. Since IBM is the leading vendor in the hardware and OS market, their OS strategies directly impact not only other hardware vendors but also add-on equipment suppliers and software product companies.
- Users are facing increasingly important OS questions that affect costs and migration paths. These, coupled with more complex hardware and software relationships and the interaction of differing OS and applications software, are further increasing the importance of following IBM's OS directions.

B. USE OF RESEARCH

- The research included in this report can be used in a variety of ways by both vendors and users.
 - Vendors can use it for:
 - Identifying new product opportunities.
 - Determining enhancements for existing product offerings.



- . Assessing market timing.
- . Establishing R&D priorities.
- . Defining sales and advertising strategies.
- Users can use it for:
 - . OS selection and timing.
 - . Identifying new resource requirements; e.g., people for programming in a specific OS environment.

C. RESEARCH METHODOLOGY

- Since OS impact all areas of the information systems and services market, the research for this study is the sum total of INPUT's research base from the past year. In addition to analysis extracted from INPUT's existing data base, in-depth interviews were conducted with:
 - Leading-edge users.
 - OS experts.
 - Software and service vendors.
 - User group members.
 - Computer manufacturers.



- This primary research was coupled with extensive secondary research. Computer Intelligence, La Jolla, California's hardware census data base, helped to establish a baseline for INPUT's hardware forecasts.

D. SCOPE OF STUDY

- This study discusses in depth IBM's standard operating systems.
 - MVS.
 - MVS/XA.
 - DOS.
 - VM.
 - PC-DOS.
- UNIX, as it applies to IBM 370 and XA architecture, is also covered along with several other non-IBM standard OS offerings such as TPF.

E. FORECAST PARAMETERS

- INPUT's forecasts are based on the U.S. business installed base of hardware and OS units and extend from 1986-1991.
- Contained in Appendix A are INPUT's year-by-year forecasts of OS by hardware type for 1985-1991.





II EXECUTIVE SUMMARY





II EXECUTIVE SUMMARY

- The Executive Summary is given in presentation format to help the busy reader quickly review key research findings. It also provides an executive presentation, complete with script, to facilitate group discussions.
- The key points of the entire report are summarized in Exhibits II-1 through II-8. On the left-hand page facing each exhibit is a script explaining that exhibit's contents.



A. DRIVING FORCES IMPACTING OS FUTURE

- Operating systems are becoming more important to the overall effectiveness and productivity of the increasingly complex applications which users plan to implement during the next five years. This report analyzes and forecasts the market impact and implications for the period 1986 to 1991 of four major operating systems which support the IBM 370 and XA architecture (MVA/XA, MVS, VM, DOS) as well as PC-DOS (IBM's main OS player for personal computers that will be increasingly competing with mid-range processors such as the System 36 and System 38, particularly with the multitasking capabilities recently announced by Microsoft).
- Important driving forces are at work which will shape the future characteristics and directions of these mainstream operating systems.
 - Operating systems of the future will be increasingly complex and performance oriented to accommodate business-related demands placed on them by a management structure that is looking to automation to enhance their competitive edge. As a result of this emphasis, operating systems will be actively changing and expanding their role and functions.
 - The continued growth of end-user computing and the scarcity of technical personnel will put major demands upon operating systems in terms of flexibility and general ease of use. The "rat's nest" of obscure codes and brain-taxing formats will (fortunately) become more scarce as OS vendors respond to user requirements in this area.
 - The huge investment in existing hardware, software, communications, training, and policies and procedures will place an increasing premium on OS compatibility as a primary way to leverage yesterday's investment with tomorrow's opportunities.



DRIVING FORCES IMPACTING OS FUTURE

- **Automation as Competitive Edge**
 - **Demand for End-Specific Interfaces**
 - **Scarcity of Technical Personnel**
 - **Investment in Existing Systems Requiring Upwards Compatibility**
-



B. CHANGING COMPUTING ENVIRONMENT TO SHAPE OS DIRECTIONS

- Operating systems directions during the next five years will be heavily influenced by the evolution of ever more complex and more tightly inter-connected hardware and software. Examples of this changing computing environment include:
 - Design of systems for multi-tiered environments--the hierarchical processing structure of host-to-departmental-to-personal-to-mobile computers will become the commonplace, thus placing major demands on communications-oriented OS that are capable of easy coexistence with multiple product lines.
 - Sophisticated peripherals--technology will continue to provide important new peripheral-related capabilities in areas such as optical storage (e.g., CD ROM), network control, speech recognition, and pattern recognition. Properly configured operating systems will be needed to provide efficient access to these powerful subsystems.
 - Specialized-processing hardware--many large-scale computers of the future will incorporate subprocessors, each of which will be dedicated to a specialized computing function such as artificial intelligence/expert systems, data base management, or array processing. Operating systems will be changed to become more capable of directing and optimizing these functions.



CHANGING COMPUTING ENVIRONMENT TO SHAPE OS DIRECTIONS

- **Multi-tiered Systems**
 - **New, Sophisticated Peripherals**
 - **Specialized Processors**
-



C. COMPETITIVE FORCES ALSO IMPACT OS DIRECTIONS

- Business forces will also influence future OS characteristics. Examples include:
 - The high cost, labor-intensive/scarce-resource nature of supporting operating systems and their enhancements is encouraging IBM (and others) to seek ways to reduce the number of supported operating systems. When this is combined with the user's desire to minimize the number of operating systems used (for the same reasons), a major market pressure develops to reduce the variety of operating systems in the marketplace.
 - On the other hand, vendors are being forced to offer and/or support non-proprietary operating systems. For example, market pressures on IBM from UNIX adherents finally resulted in IBM's belated support of that operating system via their IX/370 offering.
 - Expansion of market scope via strategic alliances will change the marketplace. AT&T, Microsoft, and INTEL have entered into cooperative agreements which will assist the standardization of UNIX implementation.



**COMPETITIVE FORCES
IMPACT OS DIRECTIONS**

- **High Cost of Multiple OS Support**
- **Willingness to Support Non-Proprietary OS**
- **More Strategic Alliances**



D. OS OBJECTIVES ARE CHANGING

- Design and implementation objectives of operating systems must change to accommodate new priorities in user requirements. Examples of OS characteristics that will receive significantly more emphasis in the future include:
 - Ease of use--this capability truly occurs only when the person-machine interface for all three types of users (end users, programmers, and operators) is significantly simplified. OS vendors will place increasing emphasis in this area.
 - Efficiency of operation--the explosion of on-line applications will place continual pressure on OS to become more efficient. However, the increasing demands for more complex OS functionality will result in only moderate progress in this area.
 - Ease of modification--frequency of OS source code changes will fade as the Object Code Only (OCO) policies of IBM and others becomes more commonplace and as the rate of change of OS functionality accelerates. However, ease of standard modifications will expand as OS vendors place increasing emphasis on expanded user exits to help users more easily adapt operating systems to their own environment.
 - Portability--with the advent of more mixed-vendor shops, the ability of an OS to reside on differing types and sizes of CPUs (i.e., portability) becomes more critical as a resource conservation strategy.
 - Continuity of operations--the inexorable movement of information systems toward the heartbeat of the enterprise places a premium on continuous processing. Operating systems of the future will become significantly more fault tolerant.



OS OBJECTIVES ARE CHANGING

| OS OBJECTIVE | PAST (1970s) | PRESENT (1980- 1985) | FUTURE (1986- 1991) | TREND (1985 vs. 1991) |
|---|-----------------|----------------------------|---------------------------|-----------------------------|
| Ease of Use | Low | Medium- | High | ↑ |
| Efficiency of Operation | Low | Medium | Medium | ↑ |
| Ease of Modification - Non-Standard - Standard | Low Low | Medium Medium | Low- Medium+ | ↑ ↓ |
| Portability | Low | Medium | Medium+ | ↑ |
| Continuity of Operations | Low | Medium | Medium | ↑ |



E. IMPLICATIONS OF OS FOR PLANNING

- The rate of change of operating systems will accelerate during the next five years. The new demands of an on-line, highly interconnected, multiprocessing level world, in concert with an explosion of vendor options and higher expectations from users concerning both functionality and ease of use, will all serve to cause frequent and significant expansions/modifications to operating systems.
- Many operating system functions will gravitate to specific levels within the processing hierarchy. Storage management, protection, and security will tend to be centralized on host mainframes. Resource allocation will become the primary function of departmental processors where software routines will determine where the most economical processing and data sources are on the network. Processing of functions will be distributed over a wide range of intelligent workstation levels.
- Guest-host solutions to operating systems concurrency will become more popular since they allow different OS to co-exist, thus preserving application investments and minimizing conversion costs, at least for the short term.
- No single operating systems solution will evolve. The diversity of processing requirements combined with the complexity of required OS functions and the magnitude of the installed bases make a monolithic consolidation of OS functions unlikely for the foreseeable future. However, a slow consolidation of operating systems is expected as both users and vendors attempt to standardize on fewer, but more comprehensive, operating systems.



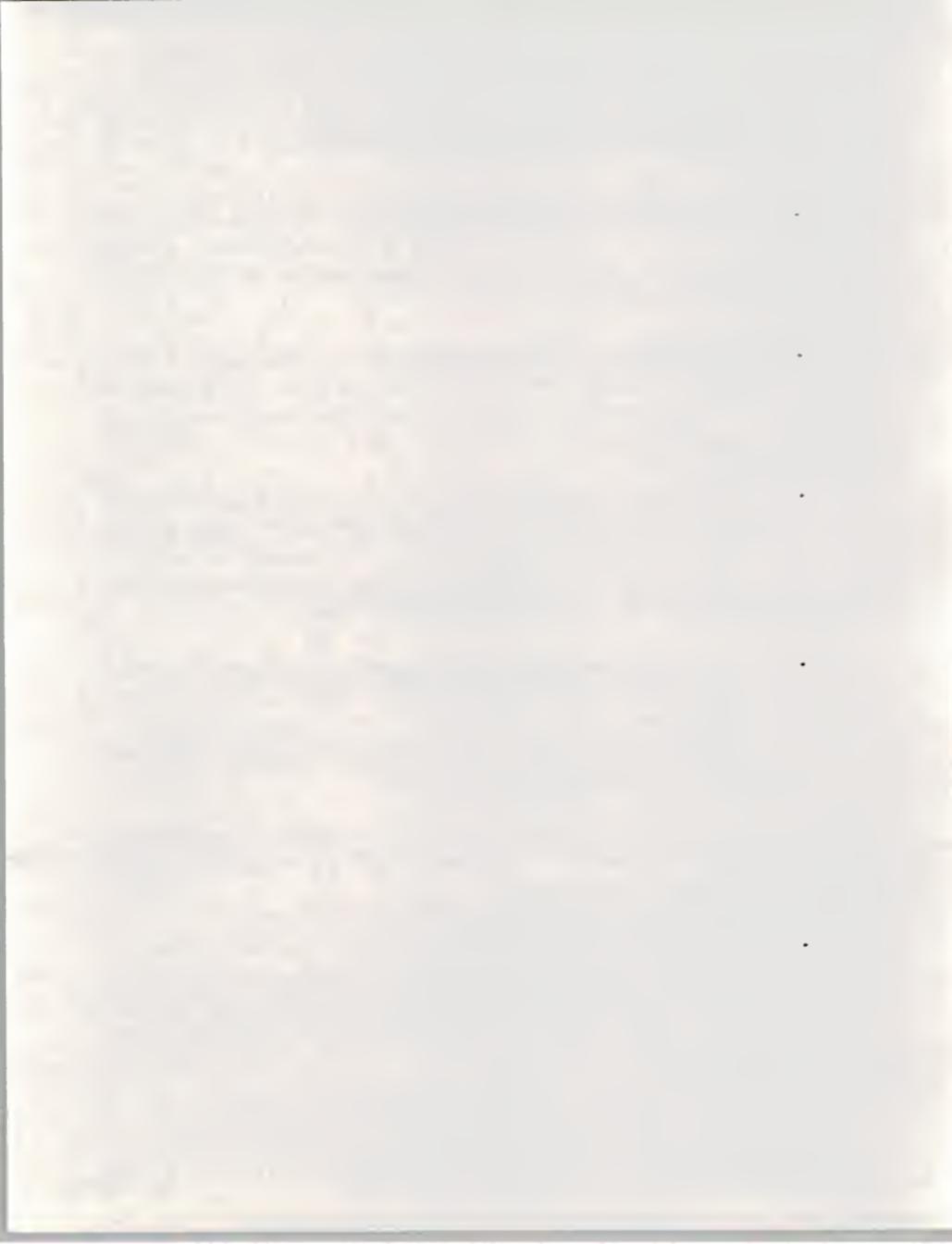
IMPLICATIONS OF OS FOR PLANNING

- OS Changes to Accelerate
 - Function to Gravitate to Specific Levels
 - Enhanced Popularity of Host-Guest Solutions
 - No Single OS Solution to Evolve
 - Slow Consolidation of OS Types
-



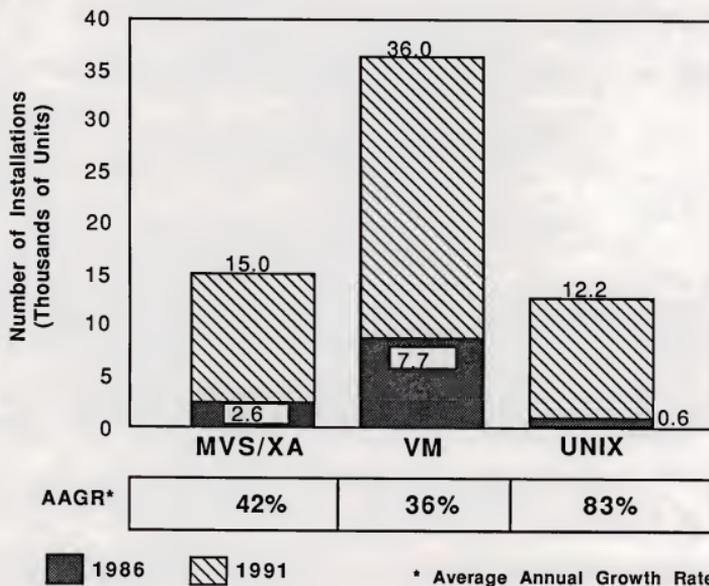
F. MVS, MVS/XA, VM, UNIX TO SHOW MAJOR GAINS

- The growth rates for major operating systems will vary widely. MVS/XA, VM, and UNIX will show the greatest gains in the next five years in terms of increases in installed base (as well as percentage increase) on 370 and XA architecture systems.
- MVS/XA will have 12,400 additional installations by 1991, an increase of 45% annually. As IBM's primary host-based operating system, a greatly expanded MVS/XA will account for 45% of all MVS-type operating systems by 1991, up from 18% in 1986.
- VM will increase its installed base by more than fourfold to become the most popular operating system by 1991 with an installed base of 36,000. VM will benefit primarily, but not solely, from its ability to serve as a powerful conversion tool as more organizations attempt to integrate formerly disparate computing environments into a single hardware system.
- UNIX will show the greatest percentage gain with an impressive 83% average annual growth rate over the five-year period. UNIX's rapid ascension from a small 1986 base is being stimulated by widespread acceptance of a System V standard combined with its economies of scale when developing software for multiple computer sizes and architectures.
- In contrast, MVS will grow only 9% annually to 18,000 units by 1991 from a base of 11,600 in 1986. It will, however, still be a major operating system throughout this forecast period.
- The erosion of the DOS base will continue, but at a slow 3% annual decline. The 1986 installed base of 10,900 units will contract to 9,200 by 1991. Smaller, slow-growth organizations will continue to embrace it for mid-range systems, while larger and/or faster growing firms will convert to the more actively supported operating systems.



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MVS/XA, VM, AND UNIX INSTALLATIONS, 1986-1991





G. CONCLUSIONS: OS DIRECTIONS

- As IBM's designated primary strategic operating system, MVS/XA will be the OS winner for the large-scale IBM 370 architecture commercial computing environment. IBM can be expected to continue to make major efforts to reduce the cost and complexity of implementing and using XA. Additional conversion tools and migration aids as well as increased automation of operator functions will be aggressively introduced and marketed.
- VM will increase in popularity and importance as it expands its appeal to small, mid-range, and mainframe system users seeking multiple OS operation and/or helpful interactive facilities. As the primary IBM offering supporting host-guest processing, VM can be expected to be actively supported not only by IBM, but by a large group of vendors providing VM-related systems and applications software.
- DOS is the operating system that refuses to die. Its final demise will be postponed by its existence as a VM guest and by the sheer momentum of a large installed base, many of which are smaller organizations with little or no growth requirements.
- UNIX is the non-IBM proprietary "up and comer" to the 370 architecture world. UNIX will experience increasing commercial appeal and will emerge as a major operating system within the IBM 370 environment, although a distant third place to MVS/XA and VM. Key driving forces for UNIX are favorable vendor economics resulting from UNIX portability and wide-scale implementations to date, rapid increases in smaller-scale multiuser systems, and the emergence of System V as a widely adopted UNIX standard. Prime markets for UNIX will be in the scientific, engineering, and development environments.
- PC-DOS will not only be IBM's mainstream microcomputer operating system on individual systems, but will play an important role as a host OS or as a VM guest on non-370 architecture, multiuser, mid-range systems.



CONCLUSIONS: OS DIRECTIONS

- **MVS/XA: Rapid Evolution, the Large-Scale Winner**
 - **VM: Increasing Importance, All Size Systems**
 - **DOS: a Slow, Not Fast, Decline**
 - **UNIX: Up and Coming Multi-User OS for Commerical Users**
 - **PC-DOS: Important Impact on Mid-Range Systems**
-



HL RECOMMENDATIONS

- The choice of operating systems should be viewed as a strategic business decision and thus should be made with great care. As the role and functionality of operating systems expand during the next several years, the investment by both users and vendors in the use and support of these systems becomes major. Mainstream operating systems, such as those profiled in this report, should be given first preference unless circumstances strongly mitigate against them.
- Multiple computer installations should favor either VM or UNIX. These operating systems are widely used and provide important commonality of function across a variety of sizes and types of hardware. The benefits in terms of efficiency of training and support resources are significant.
- The efficiency and effectiveness of information systems, which are fundamental competitive business tools, will be increasingly impacted by OS capabilities. Because operating systems will evolve extremely rapidly during the next several years, users and vendors must stay current on new OS releases to benefit from increased functionality, which in turn will mean increased competitiveness.



RECOMMENDATIONS

- **Select Operating Systems Carefully**
 - **Multiple Computer Installations Should Favor VM or UNIX**
 - **Stay Current on New OS Releases for Optimum Competitiveness**
-





III ENVIRONMENTAL FRAMEWORK







III ENVIRONMENTAL FRAMEWORK

A. HISTORICAL PERSPECTIVE

- In 1963, in preparation for the announcement of System 360, IBM conducted a comprehensive customer survey of all its "large" systems users (1410, 707X, 7080, and 709X installations) to determine what programming systems they were using, what they thought of them, and what the most important attributes of such systems were. To the best of our knowledge, this is the first and only time IBM has seen fit to ask specifically what a large segment of its customer base liked (or disliked) about specific programming systems offerings as well as their opinions on the most important attributes of such systems. From that time on, assistance has been sought primarily as guidance from customers on functional priorities.
- Before the announcement of System 360, IBM did not use the term operating system. However, there were operating subsystems called loaders, monitors, and input-output control systems (IOCSs) which incorporated most of the functions of today's operating systems in some limited fashion. In 1963, IBM asked its customers to rank a list of 12 attributes of these subsystems and other important components of programming systems support (Languages, RPGs, Sorts). The six most important attributes for the subsystems are presented in Exhibit III-1.



EXHIBIT III-1

RANKING OF MOST IMPORTANT ATTRIBUTES

| ATTRIBUTE | MONITORS | IOCS | LOADERS |
|-------------------------------|----------|------|---------|
| Ease of Use (Operating) | 100 | | 100 |
| Minimize Storage Requirements | 77 | 69 | 77 |
| Speed of Operation | 73 | 76 | 91 |
| Documentation | 68 | 79 | 72 |
| Ease of Use (Programming) | 59 | 100 | 60 |
| Object Program Efficiency | | 75 | |



- For the first time, "ease of use" was clearly established as the most important attribute of programming systems support. However, the rankings presented in the exhibit require some explanation.
 - As mentioned above, respondents were asked to rank the subsystem on 12 attributes and only the top 6 are presented. The most important attribute is given a rating of 100, and the other attributes were given a rating based on their weighted rankings.
 - Therefore, these ratings do reflect relative importance based on forced rankings. (Unlike so many "evaluations" which use average respondent assigned ratings to discriminate relative importance.) This means it is impossible for everything to be important, and the lowest six attributes for the subsystems fell within the following ranges:
 - Loaders - 31 to 12.
 - Monitors - 29 to 13.
 - IOCSs - 45 to 21.
 - Therefore, it can be seen that such attributes as "speed of operation" and "minimize storage requirements," while less important than "ease of use," were significantly more important than the other attributes which were ranked by users.
- The results of this study were used to establish the primary design points of what was to become OS/360, and such attributes are clearly reflected in the general objectives of operating systems which are still being used to this day. The COmputer Science and Engineering Research Study (COSERS), sponsored by the National Science Foundation in the mid-to-late 1970s (and later published by MIT Press in 1980 under the title What Can Be Automated?), was probably the most comprehensive research study ever



attempted on the subject of computer science and engineering, and it laid down the general objectives of operating systems which will be used for this study. They are as follows:

- Maximize ease of use.
 - Maximize use of equipment (thereby increasing efficiency and reducing the cost per user by sharing resources).
 - Provide for the effective development, testing, and introduction of new system functions without at the same time interfering with service.
- It is apparent that IBM was aware of these general objectives from the design stage of its operating systems development and may even have influenced their establishment in the 1960s. The degree to which IBM has met these objectives over the years since System 360 was announced will be left to the reader. One thing is certain, IBM operating systems have provided a degree of account control which is still being exercised to this day.
 - In addition to the general objectives of operating systems, the COSERS research emphasized five "abstract areas of implementation" which will be important in analyzing what is going on in the operating systems area. Simply stated, these areas are:
 - Process, which refers to a program being executed and the problems of concurrency between such programs and devices and among programs in a multiprogramming and/or multiprocessing mode. This abstraction of process in the implementation of operating systems evolved in response to problems which become critical in both the architectural (hardware) distribution of processing (dyadic, vector processors, etc.), and the geographical distribution of processing over both hierarchical and local area networks. It sometimes is not apparent that those involved with either personal computers or office automation are

[The text on this page is extremely faint and illegible. It appears to be a list or a series of entries, possibly a table of contents or a list of references, but the specific details cannot be discerned.]

aware of the progress which has been made or the problems which still exist.

- Memory management refers primarily to the concept of virtual storage which has developed over the last 20+ years and is currently so widely accepted that it threatens to impede the development of new concepts which may be required for new storage media and to meet the performance requirements of many of the complex systems being developed or contemplated.

- Information protection and security has long been a matter of concern to many people, but has all too frequently been ignored by both computer scientists and systems developers interested in getting things "up and running." While substantial progress has been made in certain aspects of access control, the problems of information flow have only recently come under serious consideration. The information protection and security problems associated with distributed data bases are not currently understood, and even access control is weak in most operating systems.

- Scheduling and resource management has been the subject of substantial theoretical progress over the last several decades. The primary reason for this has been the very visible impacts of poor performance in terms of turnaround time and response time. Intuitive judgments such as getting the short jobs out of the system as rapidly as possible have been proven mathematically correct, and queuing networks have been proven to be effective predictors of operating systems performance despite the fact that the models are not intuitively appealing to most computer scientists (and mathematicians). Unfortunately, there has been a general tendency to throw hardware at IBM operating systems performance problems rather than use proven tools to assure improved internal performance of the systems.

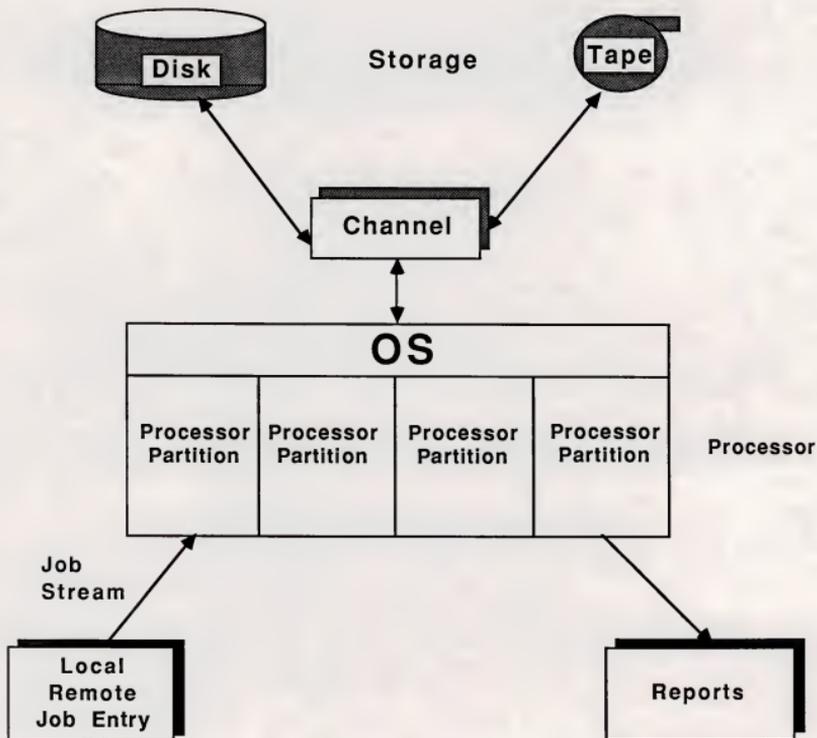


- System structure covers everything from the concept of subroutines through structured programming to virtual machines. The COSERS study makes the point that virtual machine (VM) operating systems are not design tools but rather are machine simulation. As such, each virtual machine is considered to be a "passive entity" and therefore more primitive than the abstraction process. It is INPUT's opinion that VM has traditionally been used as a tool of integration (usually during major operating systems conversions--such as DOS to OS) and that such a tool is desperately needed in today's environment--if it had not already existed, IBM or someone would have had to invent it. As it was, IBM kept it under wraps for about 20 years because it was not mainstream.
- A quick look at some of the early systems which employed these abstractions are revealing because they remind us of where we have been and where we might be going.
- Exhibit III-2 illustrates a simple batch, multiprogramming system from the mid-1960s and it clearly illustrates the concept of process by overlapping computing with I/O activity. It was also pointed out long ago that even a simple channel necessitates "multiprocessing," (IBM has recently pointed out channels are "RISC" machines, which of course they always have been.) The diagram also illustrates multiprogramming, which was really the beginning of complex scheduling and resource allocation problems associated with memory management due to the fragmentation of main storage (which was small and expensive when System 360 was announced). It should be understood that the fragmentation problem was relatively easy to solve through standardization of program size, but the memory limitation of 1 meg. on a System 360, Model 65 did not permit a deep enough level of multiprogramming to make effective use of the System 360's processing power.



EXHIBIT III-2

A SIMPLE BATCH SYSTEM - OS/360 (1966)

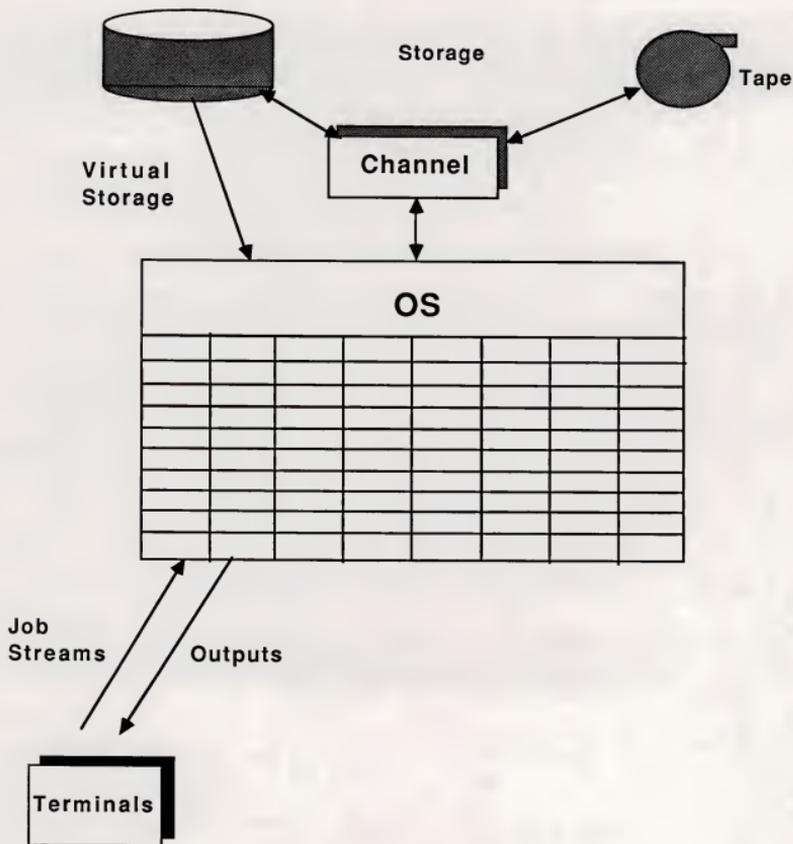




- While a little more storage would have permitted the balancing of processing power with I/O for commercial work in a simple multiprogramming environment, the same was not true for timeshared engineering and scientific work with the requirements of many active users for matrices of data. (It is important to recognize that spreadsheets are matrices and will have many of the same attributes of engineering and scientific processing because of similar views of data.) IBM was aware of virtual storage concepts prior to the announcement of System 360 and experimental systems were in operation in the early 1960s, but the mainstream operating systems effort had no such facilities in its plan. The competitive environment at the time prompted IBM to start a separate Time Sharing System (TSS) effort incorporating virtual storage (VS).
 - Even the simple diagram in Exhibit III-3 demonstrates clearly the primary resource problem associated with VS. As much as you pretend, virtual storage is spread across a real storage hierarchy and must be moved (paged) back and forth to relatively slow I/O devices.
 - Research had disclosed general tendencies toward "locality of reference" in both programs and data associated with engineering and scientific work--in other words, programs tended to spend most of their time in their inner loops and matrices tended to be sparsely populated.
 - It was, therefore, assumed that the paging problem would not be severe--an assumption which ignored commercial applications such as sorting.
 - As virtual systems have evolved, they have encountered numerous performance problems, including the classic "thrashing" problem which, while "counter-intuitive," simply



A SIMPLE TIME SHARING SYSTEM - TSS (1967-68)





meant that nonproductive work got done--the CPU could be kept busy merely keeping track of where everything it was supposed to be doing was located.

- . By employing a lot of creative analysis and software effort, and by absorbing most of the advances in processor performance and system storage size, VS has been made to work and is now the accepted solution to the storage management problem.
 - . The real cost of virtual storage on large general purpose mainframes has been largely obscured, but there is little question that it has been the primary contributor to the overhead associated with IBM mainframe operating systems.
 - . The possibility of direct cost comparisons between micro and mainframe applications as micro-mainframe links develop may provide at least a rough approximation of these costs, and the development of VS operating systems for micros may bring the problem into even sharper focus.
 - . The point is that VS is not the best answer to all storage management problems in all environments, and as processing and data bases are distributed over network hierarchies, this is going to become increasingly apparent.
- The experimental work on virtual storage systems at the IBM Research Center at Yorktown Heights in the early 1960s was done on an experimental machine (M44X) which had the interesting characteristics of being able to look like different machines. (The data analysis for the IBM Programming Systems Evaluation Survey mentioned earlier was done on the machine when it reverted to its native state--a 7044.) The M44X was the first virtual machine (VM), and the concept became very attractive for the development and testing of systems software



(operating systems) and for conversion from one operating systems environment to another. Exhibit III-4 highlights a simple virtual machine system. One of the primary advantages of VM is to isolate the machines--this effectively precludes shared data. VM has traditionally been a tool for development and conversion, and in that environment shared data has not been important. As it moves into the production environment, some means of sharing data across machines becomes essential. This will be discussed later.

- The basic hardware/software concept of System 360 was one compatible line of general purpose systems for both scientific and commercial processing. This was even carried to the level of languages where PL/I was intended to replace both Fortran and COBOL. While it was IBM's desire to keep everything under one cover, it became necessary to isolate certain functions quite early in order to provide a buffer between central processors and slower speed communications lines. Essentially, HASP and ASP (which will not be discussed at length in this report) provided for effective spooling of input and output queues for both remote and local job streams. This meant that the primary operating system needed support in the form of either a separate processor or a high-performance subsystem. As the operating systems absorbed more and more of the individual processors, the tight coupling of an additional processor (MP) supplied more power (see Exhibit III-5). The desire for a single solution and a single system view remains the primary emphasis of IBM's operating systems efforts to this day.
- The mainstream of IBM's operating systems strategy has been the OS, VS, MVS, and MVS/XA strategy which has been so successful in supporting the profitable IBM mainframe strategy. The reasons for TSS and VM have already been explained, but IBM was also forced to develop DOS because OS could not be implemented on the smaller System 360 systems (believe it or not, OS was originally specified to run on 16K systems). The last 20 years have seen a



A SIMPLE VIRTUAL MACHINE SYSTEM - VM (1960s)

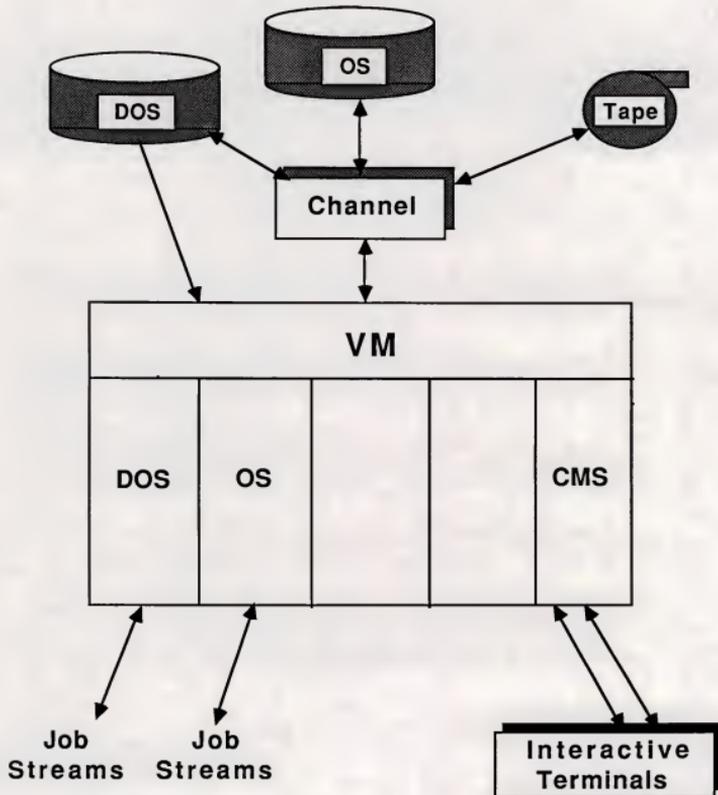
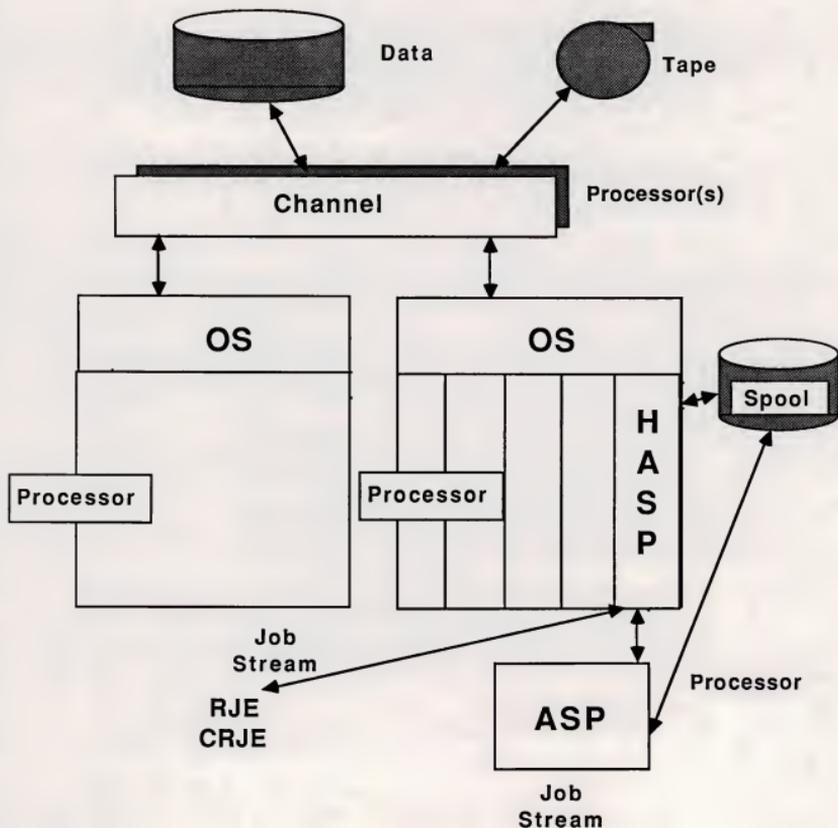




EXHIBIT III-5

HASP/ASP/MP (LATE 1960s, EARLY 1970s)





continuing effort to integrate interactive processing (timesharing) and DOS into the mainstream, and this has been accompanied, until recently, by the desire for VM to fade away.

- There is one additional bit of historical information which must be added in order to understand from where IBM is coming and to place operating systems into proper perspective.
 - It has already been pointed out that IBM operating systems were particularly deficient in communications capability (QTAM did not solve many of the problems) and IBM took ten years to announce SNA.
 - The same was true of data base management systems (DBMSs), where some in IBM felt that ISAM was all that was necessary to counter the emergence of DBMSs around System 360 announcement time. The later announcement of IMS/CICS/GIS as a "solution" has gradually evolved into a dual DBMS approach with IMS and DB2.
 - To view SNA and DBMS as being separate from operating systems is only convenient because of terminology (and as Fred Brooks, one of the architects of System 360, stated: "We have more terms than we do concepts").

B. IBM'S OPERATING SYSTEMS DIRECTIONS

- Projecting IBM's OS directions is no simple task since IBM appears to be going in all (or at least many) directions at once. This problem was fully explained in Market Impacts of IBM Software Strategies, INPUT, 1984, and it was determined that some means of describing "directions" was required. The means of describing directions in the software area was adopted from General Systems Theory (GST) and consists of four fundamental concepts which can be applied to all systems.



- Progressive integration which states that the parts of a system tend to become more dependent upon the whole.
 - Progressive differentiation which states that the parts tend to become more specialized.
 - Progressive mechanization which states that individual parts become limited to a single function.
 - Progressive centralization which states that "leading parts" develop which dominate the behavior of the system.
- These concepts were used to classify IBM's predominant directions at all levels of the "software pyramid" and contrast these directions with what was technologically possible, desirable, and necessary. It was concluded that appropriate competitive strategies for software vendors could be developed by identifying those areas where IBM's predominant direction lagged that dictated by technology. (The model also proved effective in predicting IBM's use of VM for integration and its acceptance of UNIX.)
 - IBM's primary strategy has been, and continues to be, centralization on large mainframes. This strategy is more important to IBM than any other hardware, software, or networking development or concept. SNA has been around for over 10 years and precious little processing has been distributed. "Departmental processors" and PCs may have their own operating systems, but differentiation has not been too popular in IBM--they are still fundamentally oriented toward large general purpose mainframes.
 - Over the last 10 years, INPUT has defined and refined a "proper" hierarchical network of mainframes, minicomputers, intelligent workstations, and terminals. Exhibit III-6 presents this hierarchy.



NETWORK HIERARCHY

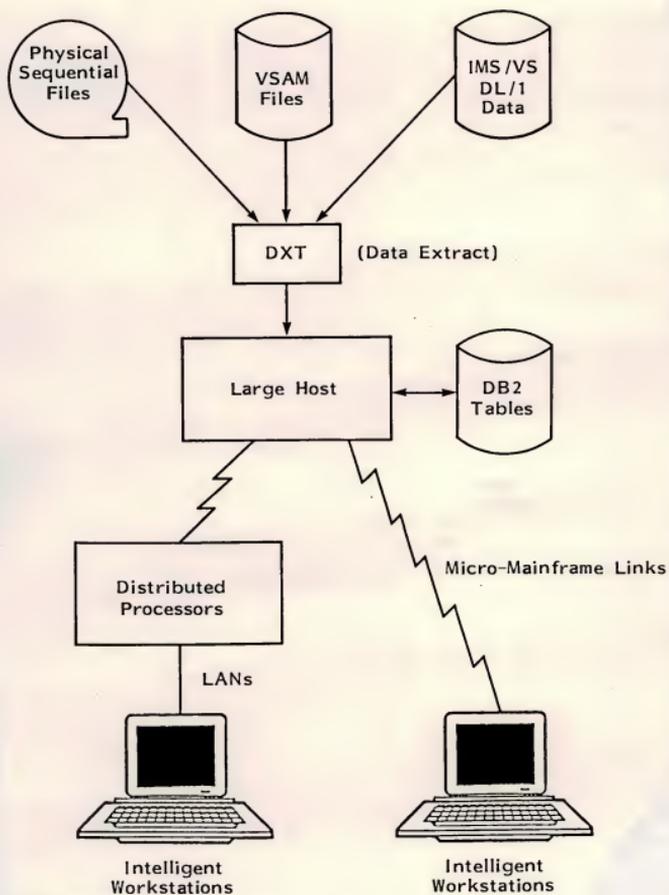
- **Level I (Large Mainframes)**
- **Level II (Minicomputers)**
- **Level III (Intelligent Workstations)**
- **Level IV (Terminals)**
- **Level V (Mobile Terminals)**



- Level I is represented by highly centralized mainframes.
- Level II minicomputers have never really been recognized by IBM as having a proper place in the network hierarchy, and much of IBM's hardware and software strategy has been directed against them. During that period of time, minicomputer vendors have replaced mainframe vendors as IBM's chief source of competition.
- Level III consists of microcomputers or intelligent workstations.
- Level IV terminals include a wide variety of input/output devices, including sensing devices. Frequently, their operation is real time in nature (for example, intrusion alarms) and "operating systems" are normally customized. As more powerful microprocessors are placed in printers, modems, etc., these Level IV "operating systems" will become more complex.
- From an operating systems point of view, Level I represents centralization, Level II represents integration, Level III represents differentiation, and Level IV represents mechanization.
- IBM's emphasis upon centralization on large host mainframes essentially turns them into enormous data base machines. Exhibit III-7 highlights this.
 - It is obvious that there will be a substantial amount of batch processing in this environment. For example:
 - Extracts from other files and data bases to build DB2 tables.
 - Batched updating of these large central data bases.
 - Backup of both the host and any distributed data bases.



LARGE HOST DATA BASE MACHINES

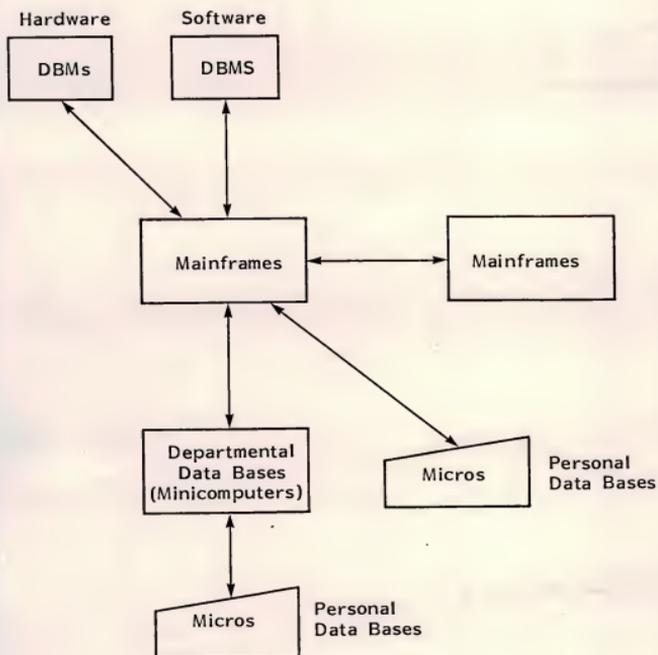




- Extraction and transmission of data bases (primarily Selects against DB2 tables) to Levels II and III.
 - Heavy computation for purposes of data reduction and analysis using the tools of operations research and artificial intelligence (expert systems).
 - It is INPUT's opinion that as more Level II and IIIs are connected to hosts the batch processing load is going to increase dramatically (much greater than the 20-30% growth rate IBM is currently quoting).
- In fact, it is doubtful that the large host data base machines will be able to support both batch processing and any significant amount of interactive processing with acceptable response time (much less the "subsecond response time" which is currently seen as being a requirement). It will therefore be necessary to distribute data bases in some fashion, and this can be done in several ways (see Exhibit III-8), all of which have profound implications for operating systems design. It is possible to distribute in the following ways:
- To hardware data base machines.
 - To multiple data bases and/or DBMSs.
 - To multiple mainframes (either loosely or tightly coupled).
 - To Level II processing nodes.
 - To Level III processing nodes.
- IBM's highly centralized operating systems strongly places emphasis upon multiple host data bases and multiple host management software



DISTRIBUTED DATA BASES





which must also address the three general objectives of operating systems.

- Over the last two years in Large Scale Systems Directions, INPUT has expressed concern that the big systems, operating under the substantial software burden of a multi-operating system and DBMS environment, might not be able to keep up with the demands made upon them. While it is not appropriate to pursue this analysis in any detail in this study, it is important to review some of our concerns.
 - IBM's hardware growth projections are based upon the following observed growth among its large scale customer base.
 - Transaction processing exhibits a compound growth rate of 40-50%.
 - End-user computing is growing at 60-70%.
 - Batch is "only" growing at 20-30%.
 - Installed workstations (between 1983 and 1990) have been projected to grow at a compound growth rate of 60-80%.
 - INPUT believes that if the growth rates hold up, batch processing on IBM mainframes is going to increase substantially more than 20-30%. This is due primarily to IBM's highly centralized strategy of connecting everything to those mainframes for purposes of data base management. (Which incidentally makes a lot more sense now than it has in the past.) While it is possible that IBM is aware of this increased burden on mainframes, it is also probable that the full impact has not been anticipated, for the following reasons:



- IBM's main concern has always been, and continues to be, the sale of hardware; and, traditionally, that concern has always been how to absorb advances in processor technology with systems software--it is not easy to reverse this strategy and worry about whether the systems will be able to support the environment. (The obvious answer from IBM's point of view is to add more systems and tie them together.)
- There is also the disturbing (and unrecognized) possibility that as data bases grow and information proliferates, entropy (the natural tendency toward chaos) increases and the requirements for processing power (as manifested in systems overhead) will increase more rapidly than data base size. (See Large-Scale Systems Directions: Disks, Tapes, and Printers, INPUT 1985.)

C. MACRO FACTORS

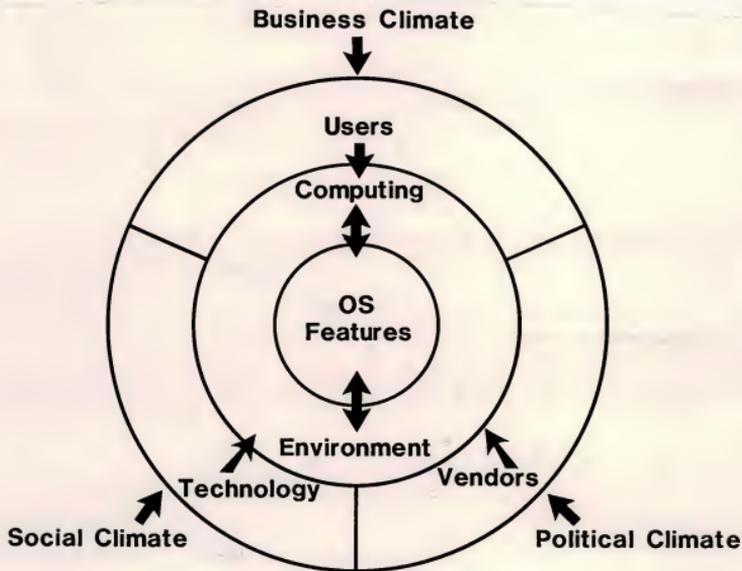
I. DEFINITION AND PURPOSE

- Macro factor analysis is the means by which important environmental driving forces can be identified and assessed for the purpose of determining likely future marketplace activities. For example, the price of petroleum is a macro factor that shapes future decisions related to automobile design (e.g., engine efficiency required, weight tradeoffs for various driver conveniences, etc.). Similarly in the computer industry, a macro factor such as the rate of decline of memory costs impacts market offerings such as available functions and speed for a certain type of software.
- Exhibit III-9 summarizes certain types of macro factors that ultimately impact the features, functions, and benefits of operating systems.



EXHIBIT III-9

MACRO FACTORS AT WORK





- The general business, political, and social climate has broad, important, but often underevaluated factors that influence operating system directions.
- The next level of impact concerns two types of organizations (vendors and users) and the material (technology) that one develops and the other implements.
- The third level, the computing environment, most directly impacts operating systems. This macro factor category deals with the hardware, software, communications, people, and facilities that comprise the computing entities within the organization.
- These macro factors directly and indirectly shape such operating system-related business considerations as user demands for certain OS features/functions/benefits and competitive market strategy decisions (including facilities, resource requirements, support, pricing, sales promotion, and timing) as well as the economics of OS implementation and ongoing usage.
- Each of these macro factor categories will be discussed in more detail in the following section.

2. BUSINESS, POLITICAL, SOCIAL CLIMATE

- The business climate in the U.S. is expected to be generally favorable during the balance of the 1980s. As a result, commercial as well as governmental and education organizations will aggressively expand their investment in information systems. The systems they select to implement will be more complex and closer to the heart of the enterprise than those implemented during the 1970s and early 1980s. This boldness will be derived from top management's realization that computer success and business success are increasingly intertwined. Operating systems will be impacted in terms of a higher level of decisionmakers becoming involved in their final selection.



- The social and political climate will also have important impacts. Society is evolving to the point where reliance upon computerization is expected. To not be effectively automated is becoming a social stigma rather than the reverse. As the use of computers expands, however, legal and regulatory restraint loom larger. Concern over privacy and security issues will result in renewed efforts to incorporate appropriate safeguards into both systems and applications software.

3. USER NEEDS

- User needs is one of the most significant macro factors impacting operating systems directions, primarily because information services vendors are making good progress in reorienting themselves to become market (i.e., user needs) driven, rather than technology driven.
- Exhibit III-10 reviews the results of INPUT's research concerning major issues which information systems executives cite as being significant to their decision making. These issues ultimately impact their attitudes and expectations concerning operating systems.
 - External considerations include factors that impact the overall organization that the information systems department services as their "clients."
 - The health of the economy directly affects the level of funding which top management is willing to allocate to automation for a given year. Experience in recent years has shown that practically every industry in the economy is susceptible to economic swings, the timing and extent of which is extremely challenging to anticipate. Those on the receiving end of the computing budget find it difficult to predict how much will be received and for how long.



EXHIBIT III-10

MAJOR INFORMATION SYSTEMS ISSUES

- **External**
 - **Health of the Economy**
 - **Deregulation**
 - **Nontraditional Competitors**

- **Internal**
 - **Integrate IS and Corporate Planning**
 - **Apply New Technology**
 - **Cost Containment**



- Deregulation, particularly for the banking, transportation, insurance, and telecommunications industries, has brought both rewards (i.e., new markets, new funding sources, etc.) as well as problems (major revenue/profit swings, shortages or new skills, etc.). The IS department often finds itself in the uncomfortable position of being faced with reduced budgets and with expectations of meeting increased user demands.
 - Entry of nontraditional competitors. Banks now compete with insurance companies and brokerage houses. Giant Fortune 50 firms bring money and staying power to new markets such as the information services industry. New types of competition bring renewed demands for new methods of planning, management, and product development, all of which can benefit from astute automation.
- The net impact of these external issues is that IS finds itself responsible for systems which must be increasingly reliable and cost-effective in order to perform satisfactorily in such a volatile environment. Again the operating system decision assumes increasing importance.
- The internal issues as summarized in Exhibit III-9 are a reflection of the impact of the external issues.
 - The desire to more closely integrate IS and corporate business planning underscores the central role of computerization within the organization. It also results in OS considerations becoming more visible outside the IS department.
 - Application of new technology is high on the list of IS executive concerns. The options proliferate, the cost of application increases, yet the risk of misapplication remains a very real threat.



- Cost containment is the special challenge in these times of ever-increasing computing demands. This issue puts a premium on proper selection of operating systems since they impact on a daily basis all related software and hardware resources.
- The result of considerations such as those cited above are a number of driving forces which will impact operating systems directions from a user point of view. These forces include:
 - Use of information systems to gain a competitive edge.
 - Continued growth of end-user computing.
 - Scarcity of technical personnel.
 - Increased dependency upon automation.
 - More emphasis on security.
 - Implementation bottleneck due to increased automation projects in the recent past.

4. TECHNOLOGY

- The rate of technological change will accelerate during the next five years in ways that will require operating systems to evolve at a much faster rate than was required in years past. Areas of technology that will have direct impact on OS features and functions include:
 - Larger, cheaper storage. The commercialization of cost-effective optical storage, for example, will place new demands on techniques for accessing, managing, manipulating, and transmitting gigabytes of information.



- Higher speed, lower cost telecommunications using fiber optic and other media will alter the centralization/decentralization balance. Other technologies such as scanning and pattern recognition will advance the processing of image, voice, and video, requiring operating system and information management changes.
- More sophisticated peripherals. Laser printers, scanners, digitizers, voice recognition, and speech synthesizers as well as back end data base machines must be efficiently handled within the context of not just standalone systems, but complex network environments.
- Advances in semiconductors. Emitter Coupled Logic, for example, will bring greater speed. New chips such as the INTEL 80386 will provide cost-effective multiprocessing. Thus, hardware capabilities will expand significantly, thereby requiring clever OS solutions to make the technology pay off for the ultimate user.
- Processing-specific hardware. Large-scale individual computers of the future will have numerous subprocessors optimized to offer cost-effective specialized processing for such areas as artificial intelligence/expert systems, array processing, data base inquiry, etc.

5. VENDORS

- The ability of hardware, software, and services vendors to compete and prosper within a business environment has a direct impact upon the variety, cost, and timing of products and services needed by the user community. Operating systems and the systems and applications software that depend upon them will benefit from the following vendor-related developments.
 - Hardware vendors will increasingly focus on software for their value added. That means more resources will be applied to develop solutions to perplexing user problems.



- Software and services vendors within the computer industry are becoming significant economic entities in their own right. Firms such as EDS, Automatic Data Processing, and Computer Sciences Corporation are near to or exceed the billion-dollar milestone of size and scope.
- Easier access to financial resources. The stock market as well as the venture capital community are active, although not necessarily consistent, supporters of the computer industry. These suppliers of capital enable vendors to take larger risks to develop ever more complex yet cost-effective solutions for users.

6. IMPLICATIONS FOR OPERATING SYSTEMS

- Implications of the above macro factors are many. For the most part they are positive in terms of accelerating both the scope and the timing of operating systems-related solutions. Users and vendors can expect to see, as a result of these forces:
 - Accelerated expansion of OS features. To accommodate the rapid extension of hardware and software facilities, operating systems will have their capabilities extended at a much faster pace.
 - Emerging need for network-wide operating system facilities. IBM's recent Netview offering, for example, is a step in the direction of getting more operational control over the multitude of nodes, processors, communications lines, controllers, and terminals that comprise the complex networks of the future.
 - Evolution toward more highly specialized OS subfunctions. Operating systems of the future must be adaptable to the differing needs of processing that users require. As a result, operating systems will



become increasingly functionalized around specific areas, such as on-line transaction processing, expert systems access, etc.

- Emphasis on non-technical interfaces. End-users will continue to assume increasing responsibilities for the design and operation of automated systems within their departments. Poorly designed interfaces will rapidly become a thing of the past.





IV SYSTEMS DIRECTIONS





IV SYSTEMS DIRECTIONS

A. LARGE SYSTEMS ARCHITECTURE DIRECTIONS

I. IBM 370 ARCHITECTURE

- Since hardware is the fundamental driving force for OS (there is a limit to the number of OS that can be installed per CPU), this chapter will focus on analysis and forecasting of IBM's major product offerings in the 370 environment.
- All of IBM's current large system offerings fall under the 370 architecture umbrella with extensions. INPUT believes that IBM future product families (e.g., Summit) will also have a similar hardware architecture.
- IBM considers most of their large System 370 products to be mainframes. Those products that are not included as mainframes include less than two MIPS products such as 4331, 4341, and 4361, which INPUT labels as mid-range systems and IBM calls minicomputers
- In 1986 the U.S. installed base of large systems with 370 architecture was 26,000 units. In 1991, there are expected to be 70,000 units installed for a 22% AAGR.



2. PLUG-COMPATIBLE MANUFACTURERS (PCMs)

- Today, these vendors are more "software compatible" than "plug compatible," primarily because of the firmware content of the system.
- PCM vendors have had the challenge of being IBM compatible while at the same time being "IBM-plus" in added functionality, decreased price, and innovation. These vendors were able to take the XA architecture from scratch and produce it in their products in a timely fashion.
- Large system vendors in general will be hurt by IBM increased competition, but PCMs are increasingly coming under attack.
 - IBM has increased the productivity of their manufacturing plants to the point that they can deliver products closer to announcement dates than in previous years. This limits one advantage PCMs have had of delivering products similar in capability to IBM but prior to IBM's shipment dates.
 - PCMs (especially Amdahl) have been strong in technologically innovative products; however, IBM's vector processing facility for the Sierra series threatens Amdahl's lead with innovation.
 - IBM has aggressively cut the prices on older systems as well as on the as of yet undelivered Sierra 400. Pricing had been a major selling point of NAS.
 - The newly formed company Burroughs/Sperry is aggressively looking into the 370 market and may soon become a PCM vendor.



3. 370 ARCHITECTURE MARKET SHARE

- The following forecasts include all IBM products of 370 architecture excluding micro products such as the PC 370.
 - Products with other than 370 architecture (primarily mid-range systems or minis) are forecast as a group in the mid-range systems chapter.
 - The remaining piece of non-370 IBM products encompasses traditional microcomputers which are forecast in the small systems section.
 - PCMs are included in the analysis since their customers purchase OS from IBM, which adds to IBM's overall OS revenue.
- Exhibit IV-1 presents the large systems 370 marketplace in terms of present market share by series. As can be seen by the exhibit, the product series with the largest installed bases in 1986 are not the leaders in 1991.
 - The 43XX series in 1987 has about 62% of the installed base or 16,000 units. In 1991 market share increases to 76% or 53,000 units, or a threefold increase in the 43XX installed base.
 - The primary factor contributing to this increase will be a new 43XX low-end CMOS product to be introduced in 1987. This product will be targeted toward small businesses, engineering and scientific departments, and as general business departmental processors. It will be priced about \$50,000. In 1987, 250 units are expected to be shipped, significantly increasing to 10,000 units shipped in 1990 and 7,000 in 1991.
 - The 4381 product family will remain relatively healthy through 1991.



EXHIBIT IV-1

COMPUTER MARKET SHARE
370 ARCHITECTURE

| COMPUTER MODEL | INSTALLED BASE (Percent of Units) | |
|-------------------|--------------------------------------|------|
| | 1986 | 1991 |
| 43XX | 62% | 76% |
| 308X | 15% | 3% |
| 309X | 8% | 14% |
| PCM | 10% | 6% |
| 303X | 3% | 0% |
| 360/370 | 2% | 0% |
| SUMMIT | 0% | 1% |



- The 3090 products will have significant growth during the forecast period (2,000 units to 10,000 units—a 28% AAGR). IBM is aggressively encouraging users to migrate to this product line as their strategic product of the late 1980s which will account for the large increase in installed base from 1986-1991. In 1991 the 3090s will be almost as common unit-wise as the 43XXs are in 1986.
- IBM, through price and technology improvements, will be successful in phasing out the 308X (as they have already done with the 360/370 and 303X) as a viable computer family.
- PCMs will hold their marketplace while installed base units will increase to 4,000 in 1991.
- INPUT anticipates that IBM will continue to release new product families about every four to five years. Consequently, INPUT anticipates one family to be announced in 1989 and shipped in 1990 (Summit series).

4. INSTALLED BASE TRENDS

- Exhibit IV-2 shows overall product growth trends.
 - Generally speaking, 303X and 308X will experience similar rates of decline at three-year intervals since both have become orphaned families.
 - 43XX, in contrast, will have a large increase in installed base over the forecast period.
 - Again, this will be due to the introduction of a low-end CMOS processor or family of processors.



EXHIBIT IV-2

COMPUTER INSTALLATION TRENDS
(1983-1991)

| COMPUTER MODEL | 1986 INSTALLED BASE (Thousand Units) | | | | | |
|-------------------|---|------|------|------|------|------|
| | 1984 | 1986 | 1988 | 1989 | 1990 | 1991 |
| 43XX | 14.0 | 16.0 | 21.0 | 29.0 | 43.0 | 53.0 |
| 308X | 3.9 | 3.9 | 3.9 | 3.5 | 3.0 | 2.0 |
| 309X | 0 | 2.1 | 6.4 | 8.0 | 9.3 | 9.9 |



- The departmental systems of the future will be low-end 43XXs.

5. PRODUCT FAMILIES

a. Overview

- IBM introduces products at the same or increased reliability of the top of the line of existing products. This includes mean time between failures and mean time to fix. This is a major challenge as well as a strong selling point of IBM.
- The following section elaborates on specific families, their unique characteristics, and product trends. The summaries will be brief to provide background for OS trends as opposed to specific architectures and functions.

b. 303X

- Exhibit IV-3 lists characteristics of the 303X family. The product family is older and discontinued, but the high-end 3033 is still a viable product in moderate use.
- Since the products have been superceded by the 308X family (with the ensuing increase in service), their decline in installed base will be steep, as highlighted in Exhibit IV-4.

c. 43XX

- The 43XX series is generally labeled as superminis in spite of the fact that IBM considers its high-end 4381 to be a mainframe (see Exhibit IV-5).
- In 1986 and 1987, two new high-end 43XX (4391?) will be introduced to close the large gap in price per MIPS between the 4381 model 14 and the low-end 3090.



EXHIBIT IV-3

303X SERIES CHARACTERISTICS

- **Older IBM Large System Product**
- **Predecessor to the 308X Line**
- **OS**
 - **OS/VS1 and 2**
 - **VM/370**
 - **MVS**
 - **DOS**
- **3033 Largest Host**
- **3031, 32 Smaller Processor**



EXHIBIT IV-4

COMPUTER INSTALLATIONS, 1986-1991
303X

| COMPUTER MODEL | INSTALLED BASE (Units) | |
|-------------------|----------------------------|------|
| | 1986 | 1991 |
| 3033 | 650 | 0 |
| 3032 | 35 | 0 |
| 3031 | 75 | 0 |



43XX SERIES CHARACTERISTICS

- **Products Labeled Superminis**
- **Compete in Commercial and Engineering and Scientific Markets**
- **CPU Price with Memory \$60K - \$1M**
- **OS**
 - **SSX/VSE**
 - **DOS/VSE**
 - **VM**
 - **IX/370**
 - **MVS/370 (XA for 4381 only)**
- **4341 Being Phased Out**
- **4361 Weak - Replacement in 1987**
- **New 4381 Models**



- The products run a large number of OS including SSX/VSE for the 4361 which is a subset of DOS/VSE for small systems and users with limited DP skills.
 - The 4361 is targeted toward departmental computing and as an engineering and scientific workstation. It has specific engineering capabilities built into the hardware.
 - To be truly office-worthy from a packaging point of view, the product would need an internal Winchester which is not available.
 - IBM's Cadam CAD/CAM software is available on the 4361 as well as turnkey products from other companies such as Computervision. With the introduction of the RISC-PC, and the unannounced low end 43XX, the 4361's long-term strategic place as an engineering workstation is in question.
 - The 4381 series of products (#11-14) are the only products with the XA architecture in this product family and consequently are able to run MVS/XA.
 - The products run all 370 OS as well as XA.
 - They range in price from \$200,000 for the model 11 to \$1 million for the model 14.
 - IBM has discontinued the original models 1 through 3.
 - Exhibit IV-6 shows the drastic increase of the 43XX family that will occur due to the aforementioned reasons.
- d. 308X
- Major characteristics of the 308X product line are found in Exhibit IV-7.



EXHIBIT IV-6

COMPUTER INSTALLATIONS, 1986-1991
43XX

| COMPUTER MODEL | INSTALLED BASE (Units) | | |
|-------------------|----------------------------|-------|--------|
| | 1986 | 1988 | 1991 |
| 4331 | 500 | 300 | 0 |
| CMOS 43XX | 0 | 1,900 | 23,000 |
| 4341 | 4,000 | 2,200 | 250 |
| 4361 | 5,000 | 7,000 | 11,000 |
| 4381 | 6,000 | 9,000 | 20,000 |



EXHIBIT IV-7

308X SERIES CHARACTERISTICS

- Large-Scale Mainframe with Tenfold Growth Path
- \$600K - \$6M
- 31-Bit Architecture
- OS
 - VM/SP
 - MVS/370
 - MVS/XA
- 3083CX - Low End
- 3081 - Dyadic
- 3084 - Quadratic (= (2) 3081KX)



- Users are aware that there are no new enhancements due for the 3081 and 3084 and IBM is encouraging the migration of users to the Sierra series in a number of ways.
 - The 3081KX is comparable to the 3090/150 while the 3084QX is comparable to the 3090/200.
 - IBM has cut the price on Sierra products including the as of yet undelivered model 400.
 - The maintenance cost on the 3090s is generally lower than on 308Xs (\$6,000/month model 3090/200 versus \$7,000/month 3084/QX).
 - The 308X family is not field-upgradeable to the 3090.
- Even though the product is not one of long-term strategic importance to IBM, it is in general a good processor and will be moved in many organizations to an information center or service bureau and kept in use. INPUT expects sales to increase short term due primarily to price cuts and a slow decline in installed base (see Exhibit IV-8).
 - e. 3090
- In 1985, IBM introduced its 3090 or Sierra series of mainframes. The products include:
 - Faster processing cycle times than previous models.
 - Expanded storage capability.
 - New scientific and engineering instructions.



EXHIBIT IV-8

COMPUTER INSTALLATIONS, 1986-1991
308X

| COMPUTER MODEL | INSTALLED BASE (Units) | |
|-------------------|----------------------------|-------|
| | 1986 | 1991 |
| 3084 | 700 | 150 |
| 3081 | 1,500 | 1,150 |
| 3083 | 1,740 | 650 |



- The enhancement of VM/XA and MVS/XA by the ability to make greater use of the 3090 architectural design.
- Exhibit IV-9 provides key product characteristics.
- Due to the increased price/performance of the 3090 series, INPUT believes sales of the product family will be healthy and that this family alone could deliver almost \$8 billion in sales worldwide to IBM in 1986.
- A key add-on to the high-end products is the vector processor that provides raw speed for scientific and engineering functions. With its use, the computer runs 1.5 to 3 times faster than the base unit. Each processor can have a vector processor, therefore on the model 400 there can be four.
- Historically, for the 3084 product, IBM based the product on water cooling whereby they could run faster and hotter chips in the thermal conduction module (TCM). Emitter Coupled Logic (ECL) chips as found in the 3090 series operate at 500 watts as opposed to Transistor to Transistor Logic (TTL) chips that run at 300 watts. IBM's TCM can run at up to 1,400 watts, leaving much potential for processing speed in the future.
- Both the model 200 and the model 400 include tightly coupled processors (two in the case of the model 200 and four in the case of the model 400, hence dyadic and quadratic processors). This procedure was also used in the 3084 and was thought to be a temporary method to increase system capability until the next series of products was built. IBM has chosen to stay with proven technology linking processors. This is due to economies of scale with production and stable products requiring less support.
- The biggest issue for vendors and users alike, however, is not what has been announced for the Sierra series, but what has not been announced and is awaiting disclosure. Historically with its large system family, IBM has delivered products with latent capabilities. With the 370 product line, virtual



EXHIBIT IV-9

3090 SERIES CHARACTERISTICS

- Extended Growth Path for 308X Family
- \$1.6M - \$10M
- Vector Processor (Engineering and Scientific)
- ECL
- High-Density 288K Chips
- OS
 - MVS
 - VM
 - MVS/XA
- 150, 180 Uniprocessors
- 200 Dyadic (29 MIPS, \$5M)
- 400 Quadratic (50 MIPS, \$9M)



memory was present but not initially announced, while with the 308X XA was included but revealed at a later date.

- In the near future it is possible that IBM will introduce another 3090 product to fill the gap in price/performance between the 150 and the 4381/14. There will also be higher-end products from the 43XX family, and larger processors will also be introduced.
- Exhibit IV-10 shows the increased growth in the 3090 installed base throughout the forecast period. The low-end products are expected to level out as prices of the higher-end products come down around 1988.
 - 3090 products below the 150 are included in the 150/180 forecast.
 - 3090 products above the 400 are included in the 400 forecast.

f. Summit

- In general, IBM tends not to radically change its product architecture due to its large installed base of customers and the economies of scale for production. Consequently, INPUT believes the Summit series to be an extension of the 370 architecture. A broad product profile is provided in Exhibit IV-11.
- The Summit is expected to be a high-end family with:
 - Multiple processors tightly coupled (more than four with a theoretical maximum of 16).
 - One hundred MIPS and above capability.
- The processors will have the optional capability to be dedicated, meaning that there would be one processor for computation (array), one for business decisions (AI-expert system), and one that would allow users to run existing



EXHIBIT IV-10

COMPUTER HARDWARE FORECAST
309X

| COMPUTER MODEL | INSTALLED BASE (Units) | | |
|-------------------|----------------------------|-------|-------|
| | 1986 | 1988 | 1991 |
| 150/180 | 0 | 700 | 3,700 |
| 200 | 400 | 1,250 | 3,650 |
| 400 and Above | 0 | 100 | 2,575 |



EXHIBIT IV-11

SUMMIT SERIES CHARACTERISTICS

- **Summit To Be Announced 1989**
- **High-End Product Family**
- **More Open Architecture**
- **Multiple Processors Capable of Being Dedicated to Specific Function**
- **Increased Fault Tolerance**
- **Processing Power > 100 MIPS**



software for obsolete systems whereby the user could also take advantage when necessary of the added features of the new system.

- The Summit RAS (Reliability, Availability, Serviceability) enhancements will move toward the low end of the fault tolerant spectrum.
- Exhibit IV-12 forecasts the Summit market.

B. LARGE SYSTEMS OS DIRECTIONS

1. PROCESSING TYPE

- Exhibit IV-13 lists the major IBM OS and in what capacity each functions best.
- INPUT's projects that there will be no universal OS in the near future since computing is too complex and diverse to be satisfied by one "panacea" product. However, there will be a convergence/merging of OS functions over the next five years, especially in the areas of connectivity, user interfaces, application program support, and I/O device support. The net effect will be almost transparency to the end user.

2. OS CHARACTERISTICS

- Historically, OS tend to be identified with certain types of hardware (see Exhibit IV-14). In the future, however, this will be less true.
- VM and UNIX are the only two OS that span the whole range of hardware sizes. This will continue in the future.



EXHIBIT IV-12

COMPUTER INSTALLATIONS, 1990-1991
SUMMIT

| COMPUTER MODEL | INSTALLED BASE (Units) | |
|-------------------|----------------------------|------|
| | 1990 | 1991 |
| SUMMIT | 100 | 700 |



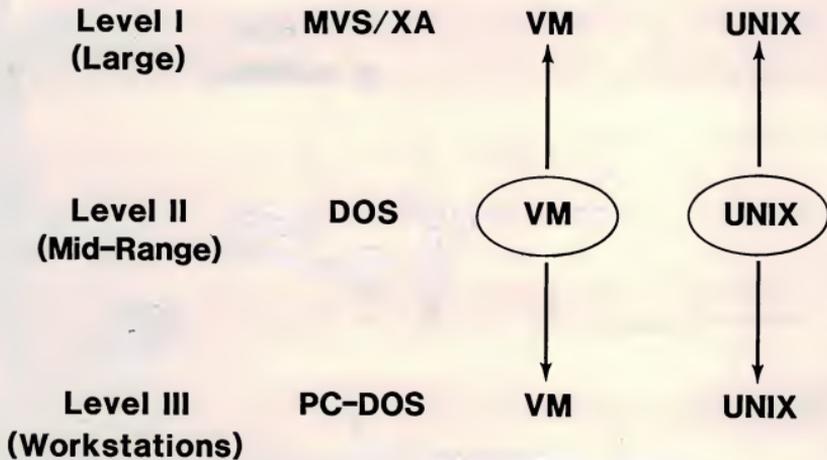
EXHIBIT IV-13

MAJOR IBM OS CHARACTERISTICS

| OS TYPE | CHARACTERISTIC |
|---------|---|
| MVS/XA | <ul style="list-style-type: none">● Large-Volume Batch Production |
| MVS | <ul style="list-style-type: none">● Large DB/Data Communications● On-Line Transaction Processing |
| TPF | <ul style="list-style-type: none">● High-Performance On-Line Transaction |
| VM | <ul style="list-style-type: none">● Interactive Inquiry |
| VM/CMS | <ul style="list-style-type: none">● Program Development |
| DOS | <ul style="list-style-type: none">● Smaller Volume Batch Production |
| UNIX | <ul style="list-style-type: none">● Medium-Volume Production, Scientific/Engineering |
| PC-DOS | <ul style="list-style-type: none">● Small Volume Interactive |



OPERATING SYSTEMS BY SYSTEM SIZE





3. 370 OS UNITS

- As shown in Exhibit IV-15, the installed base of major OS for 370 computers will grow at an AAGR of 22% through 1991. The average of 1.3 OS per computer is expected to stay relatively constant throughout the forecast period.
- The rapid growth of VM installations will be due to the use of departmental processors, for which VM is a strategic product, and its valuable role as a conversion tool. Also, VM/Entry will be the primary OS on the CMOS 43XX, and shipments of these systems from 1988-1991 account for a large part of the VM market.

4. COMPUTER INSTALLATIONS FORECAST

- From a computer hardware perspective, the low end of the large system market (4361 and equivalent) is increasing more rapidly than the high end, as shown in Exhibit IV-16, because of:
 - Use of departmental processors in large companies.
 - Migration in the standalone environment from System 36 and 38 to 370 and extended architecture in small and medium-sized installations.

5. OS FORECAST

- a. 370 Architecture Computers Over Two MIPS
- From an OS perspective, MVS (including MVS/XA) not surprisingly dominates the large environment, as shown in Exhibit IV-17.
 - Of all computers with 370 architecture, MVS is 42% of the installed base in 1986; however, it is two-thirds of all OS of those computers over two MIPS.



EXHIBIT IV-15

OS INSTALLATIONS ON 370 ARCHITECTURE COMPUTERS,
1986-1991

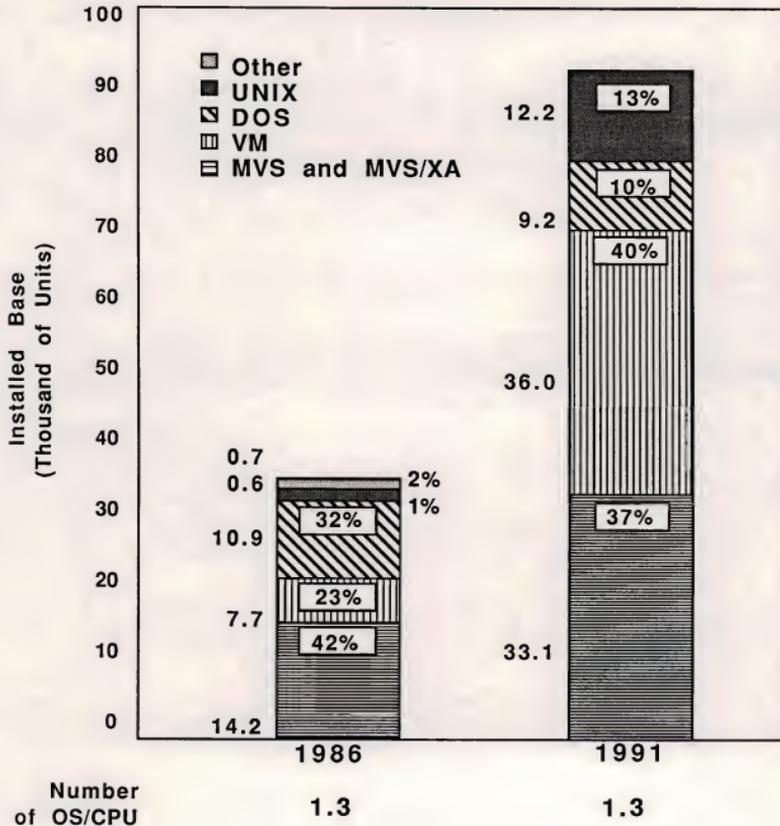




EXHIBIT IV-16

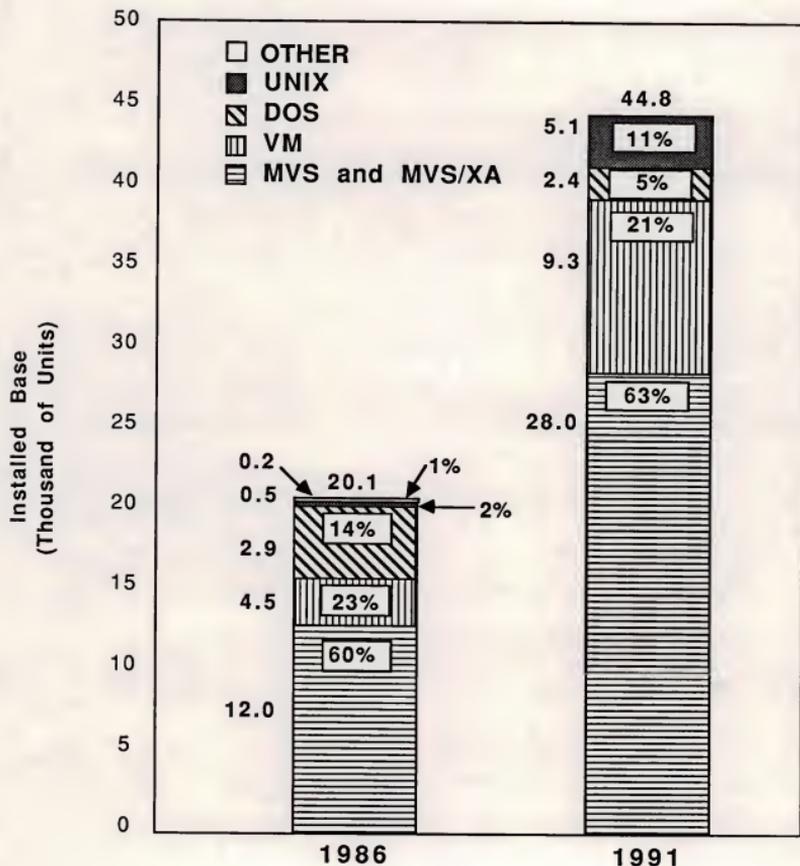
370 ARCHITECTURE COMPUTER INSTALLATIONS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|--------|----------------------|------|----------------------|------|-----------------------|
| | Units (Thousands) | % | Units (Thousands) | % | |
| >2MIPS | 15.6 | 60% | 36 | 51% | 18% |
| <2MIPS | 10.3 | 40% | 34 | 49% | -27% |
| TOTAL | 25.9 | 100% | 70 | 100% | 22% |



EXHIBIT IV-17

OS UNITS*
COMPUTERS OVER 2 MIPS



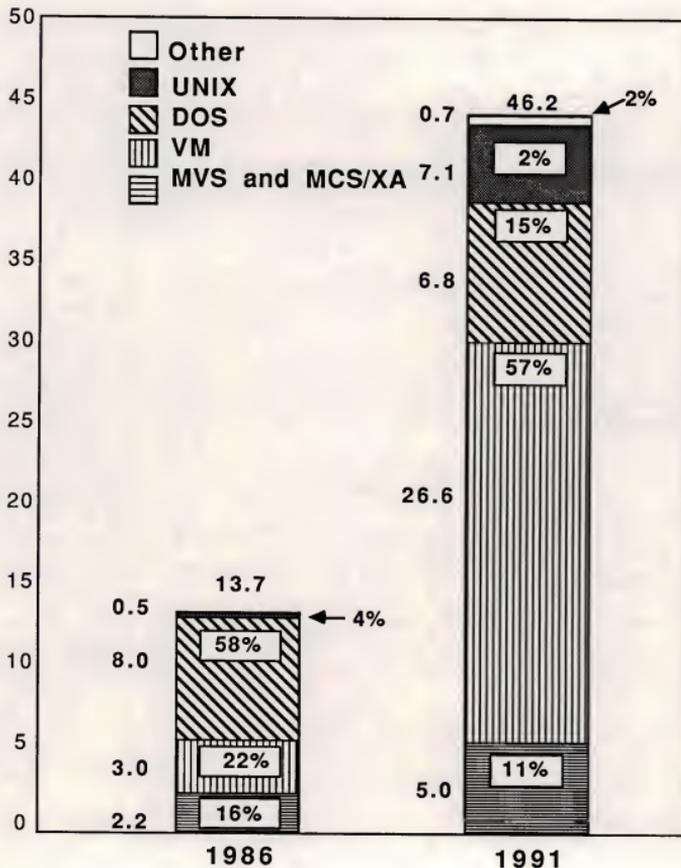


- Even though the market share will increase slightly (60-63%), the number of units will more than double.
- VM is a very versatile operating environment whose market share for large systems will remain more or less constant. For over two MIPS systems, the number of VM units in the OS installed base will double during the forecast period.
- DOS units installed will remain almost constant from 1986 to 1991; market share, however, will decrease from 14% to 5%.
- The majority of the UNIX population will continue to be on systems under two MIPS.
- b. 370 Architecture Computers Under Two MIPS
- Exhibit IV-18 reflects the large increase in the under two MIPS OS base (similar to the hardware forecast).
 - The under two MIPS systems in large companies are mainly departmental and specialized processors primarily for scientific and engineering applications.
 - DOS will be discontinued as the primary OS for this segment of the market. It will have a 58% to 15% decline in installed base market share.
 - VM will more than double in market share from 22% in 1986 to 57% in 1991.
 - UNIX will grow from zero market share in 1986 to 15% or the same percentage as DOS in 1991. These will be primarily UNIX units running as guests under VM for scientific applications.



EXHIBIT IV-18

OS INSTALLATIONS ON 370 ARCHITECTURE
COMPUTERS UNDER 2 MIPS, 1986-1991





- MVS will continue to be a less significant player throughout the forecast period, primarily because of the overhead involved.
- For purposes of further evaluation, the under two MIPS 370 architecture systems are included in the mid-range analysis in the following section.

C. MID-RANGE SYSTEMS

I. DEFINITION

- Mid-range products are either departmental systems or main processors in small business units and are otherwise known as minicomputers (minis).
 - Mid-range products have been thought to have been poorly planned since there are too many products from which to choose (five in total-- 4361, System 36 and 38, Series 1, and 8100) and they all are incompatible.
 - However, the 4361 is very price competitive with DEC in the scientific and engineering environment and has gained a reasonable market share.
 - The System 36 may be less capable than newer departmental systems on the market today, but IBM has shipped 100,000 units worldwide by 1985, which makes it a financially sound product offering.
 - The System 38 is an offshoot of "future systems" and although incompatible with other mid-range IBM products, it is being made compatible and provided as an upgrade path for System 36 users.



- . The Series 1 is an excellent communications controller, and over 70,000 have been shipped worldwide as of year end 1985.
- Combining all of IBM's mid-range offerings (including low-end 370 products), IBM has about 12% of the mini market.

2. IBM MID-RANGE PRODUCTS

- IBM's System 36 is a replacement for the System 34. It runs the SSP OS and accounts for the largest percent of IBM's installed mid-range products.
 - The product's assets include:
 - Excellent product for small business data processing.
 - Reliable.
 - Over 4,000 applications software packages available.
 - Liabilities include:
 - Underpowered and not well suited for large amounts of data processing.
 - No DBMS.
 - No obvious growth path.
 - Poor utilities and end-user interface.
 - In 1985, a desktop version of the 36 was introduced. It was priced at \$6,000, but to have a workable system the investment was closer to \$20,000.



- The System 38 was thought at one time to be IBM's mainframe architecture of the future; however, the 370 architecture seems to have retained that role. It runs the CPF OS (a real time operating system), has an excellent integrated data base, and real time OS. It is expected that in late 1986 an emulation capability will be added to the System 38 whereby it will run SP (System 36) software. This would allow 36 users to upgrade to a more capable system while still retaining their applications software base.
- The Series I runs the EDX/RPS OS and is an excellent, cost-effective communications controller. It has finally matured into a viable family of programmable communications systems currently exhibiting:
 - An advanced technology.
 - Broad IBM/OEM device attachability.
 - Powerful application development tools.
 - LAN-PC affinity.
 - Office interconnect capability.
 - Extensive SNA management support.
 - Open modular architecture.
- As a result, the Series I is currently being installed to fulfill the role of:
 - Gateway between dissimilar networks (X.25 and SNA).
 - Network manager.



- Transaction processing system.
 - Industrial automation.
 - Program development.
 - Communication network concentrator.
- As a result of the new interest in the Series 1, it experienced its best year of shipments in 1985.
 - The 8100 with the DPPX/DPCX OS is a communications-oriented system that has been recently downplayed by IBM.
 - Exhibit IV-19 shows that IBM's mid-range products with product-specific OS will increase in installed base size by 12% per year over the forecast period.
 - INPUT expects that all existing mid-range systems will receive strong competition from 43XX products as well as new micros based on the 80386 chip.

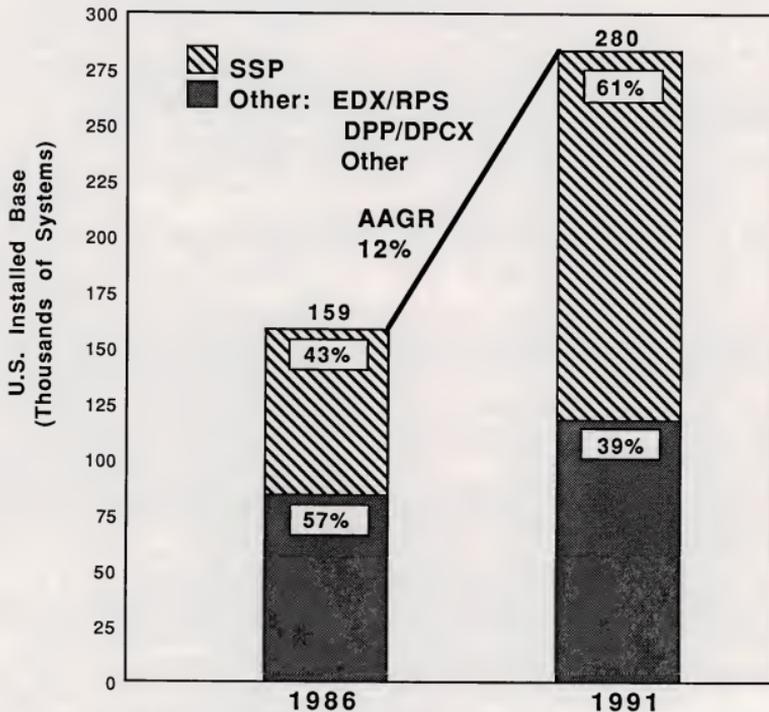
3. MID-RANGE SYSTEMS FORECAST

- Exhibit IV-20 shows INPUT's mid-range market forecast, which highlights an overall increase in installed base of mid-range systems by 58% in spite of the fact that those traditional IBM mini systems with specific OS will decrease significantly from 94% of the mid-range market in 1986 to 29% of the market in 1991.
 - Systems of 370 architecture less than two MIPS will decrease in market share (6% to 4%), but significantly increase in units (10,000 to 34,000) due to low-cost (under \$50,000) systems.



EXHIBIT IV-19

INSTALLATIONS OF IBM MID-RANGE PRODUCT-SPECIFIC OS*
1986-1991

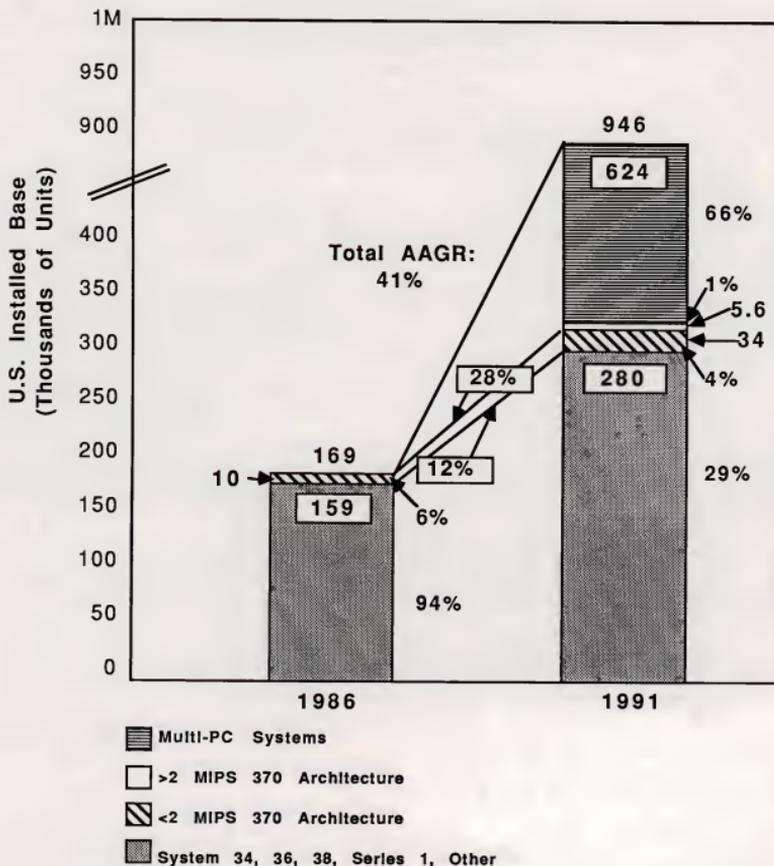


* Series 1, SYS 34/36/38, 8100, Other



EXHIBIT IV-20

IBM OR COMPATIBLE MID-RANGE SYSTEMS INSTALLATIONS,
1986-1991





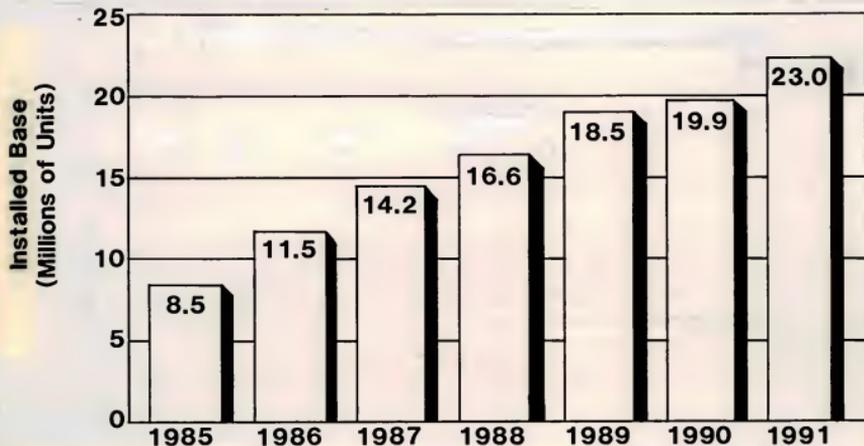
- During the same time period, high-end PC-type products will be 66% (624,000 units) of the 1991 market. Of the 23 million micros in the installed base in 1991, 3% will be mid-range multiuser, multitasking units in 1991. Several operating systems will be used separately and together including VM, UNIX, and PC-DOS variants.
- There will also in 1991 be a small percent (1%) of more than two MIPS 370 architecture machines used as departmental processors. These would include primarily 4381s.

D. SMALL SYSTEMS DIRECTIONS

- The installed base of micros will triple from 1985-1991 (see Exhibit IV-21). Contributing to the increase in installed base are:
 - Increased system capacity.
 - Increased end-user and small business computer literacy.
 - Increased availability of applications software.
 - Decreased system cost.
 - Development of comprehensive micro strategies by large businesses.
- The primary OS today for micro products is PC-DOS (MS-DOS) with over 50% of the installed base.



U.S. INSTALLATIONS OF MICROCOMPUTERS
IN BUSINESS*, 1985-1991



*Microcomputer systems selling for less than \$15,000 that are used for business.



V OPERATING SYSTEMS DIRECTIONS





V OPERATING SYSTEMS DIRECTIONS

A. MVS AND MVS/XA

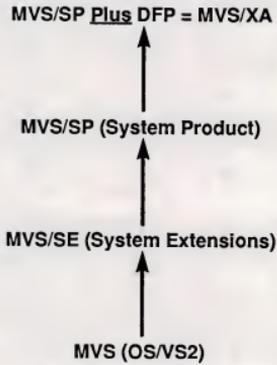
I. MVS EVOLUTION

- In 1974, IBM introduced OS/MVS for its system 370. The OS included multiple virtual storage (MVS) in which a virtual storage (storage space that appears to be real but is not) address space of 16 MB was available to each of several concurrent users. Since that time it has been IBM's primary mainframe OS (see Exhibit V-1).
- The MVS architecture continued to evolve with SE and SP. SE enabled users to take advantage of 303X, processors which implemented several frequently used system routines in microcode, and SP, which included further enhancements and architecture extensions.
- As larger capacity processors became available, effective management of system resources became difficult, and as user workload increased the requirement for system resources, major capacity constraints also became apparent.
- Consequently, in 1981 IBM introduced a new systems architecture to alleviate these constraints. The architecture was called XA (extended architecture) and the OS to complement the hardware was MVS/SP2 or MVS/XA.



EXHIBIT V-1

MVS EVOLUTION





- MVS/XA includes all of the features of preceding MVS products, but also includes data facility product (DFP).
 - DFP integrates data management support into a single software package for MVS/XA and MVS/370. It includes:
 - Data management.
 - Device support.
 - Program library management.
 - Utilities function.
 - Access methods.
 - User and systems catalog support.
 - DPF replaced five IBM program products previously available for data management.
- Other MVS/XA enhancements include additional storage and 31-bit virtual addressing (MVS/370 was 24-bit for programming). This increase in address area gave each user 2GB of user area. Only the Basic Control Program (BCP) and data management functions were changed.

2. XA KEY FEATURES

- The initial incentives for customers to install MVS/XA were to relieve the constraints imposed on their system by the 370 architecture.



- Virtual storage constraint relief was the primary reason for initial migration. Main storage capacity is the key limiting factor to system performance growth. Consequently, XA takes advantage of both extended virtual and real storage to support larger programs than MVS.
- It also has a dynamic channel subsystem:
 - Increases channel capabilities to 256 channels.
 - Increases device capability to over 65,000 devices from 4,000.
 - Supports dynamic reconnection.
- As on-line transaction processing (OLTP) and end-user computing (EUC) continue to increase, so too must system reliability levels. XA provides for increases in RAS (reliability, availability, and serviceability), primarily by enhancing the BCP error detection and recovery features.
- Today there are new incentives to take advantage of new functionality provided by MVS/XA architecture.
 - VSCR (virtual storage constraint relief) is still very important.
 - Higher speed processors.
 - Support for 3084 and 3090/400 processors.
 - Ability to support increasingly large system capacity requirements (in CPU memory, I/O) through improved management of resources.
 - Over 80 enhanced RAS features.
 - New capabilities such as vector processors and expanded storage.



3. XA USER NEEDS

- Users interviewed have several key issues regarding MVS/XA. They include:
 - Conversion.
 - How? Conversion to XA is being primarily done through VM/XA in which the day-to-day processing is ongoing on a 308X running MVS while MVS/XA is being tested.
 - Costs? XA costs about three times MVS (\$13,000-14,000 initial fee with \$2,000-4,000 monthly charge). This cost is exclusive of the cost of training staff, retuning the system to maximum performance, and converting applications and systems programs. Users must weigh all these costs against XA benefits.
 - Exploiting XA features. In reality it takes years to exploit XA features. Users must redesign old applications to take advantage of the increased storage size, I/O capabilities, multiprocessing, and new functionality.

4. FORECASTS

- The four environments of MVS are: running in native MVS or MVS/XA, as a guest under VM, or as one of several guests under VM. Forecasts for MVS appear in Exhibits V-2 through V-4.
 - XA, due to IBM's aggressive marketing and product benefits, will emerge as the dominate MVS type in 1991 in spite of the fact that MVS has the larger installed base in 1986.
 - The three types of MVS other than XA (MVS, VM/MVS, VM/MVS/DOS) will maintain a steady installed base and as a group will have modest growth.



EXHIBIT V-2

MVS INSTALLATIONS, 1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|--------------|---------------|-------------|---------------|-------------|-----------------------|
| | Units | % | Units | % | |
| MSV/XA | 2,600 | 18% | 11,700 | 35% | 35% |
| MVS | 7,800 | 55% | 14,900 | 45% | 14% |
| VM/MVS | 1,700 | 12% | 3,200 | 10% | 14% |
| VM/MVS/DOS | 2,100 | 15% | 3,300 | 10% | 9% |
| Total | 14,200 | 100% | 33,100 | 100% | 18% |



EXHIBIT V-3

**MVS INSTALLATIONS* ON LARGE SYSTEMS OVER 2 MIPS
1986-1991**

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|--------------|---------------|-------------|---------------|-------------|-----------------------|
| | Units | % | Units | % | |
| MSV/XA | 2,600 | 22% | 11,700 | 42% | 35% |
| MVS | 7,000 | 58% | 13,200 | 47% | 14% |
| VM/MVS | 1,500 | 13% | 2,200 | 8% | 9% |
| VM/MVS/DOS | 900 | 7% | 900 | 3% | -1% |
| Total | 12,000 | 100% | 28,000 | 100% | 18% |

* 370 Architecture



EXHIBIT V-4

MVS INSTALLATIONS* ON LARGE SYSTEMS UNDER 2 MIPS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|--------------|--------------|-------------|--------------|-------------|-----------------------|
| | Units | % | Units | % | |
| MSV/XA | - | 0% | - | 0% | - |
| MVS | 800 | 36% | 1,700 | 33% | 16% |
| VM/MVS | 200 | 9% | 1,000 | 20% | 37% |
| VM/MVS/DOS | 1,200 | 55% | 2,400 | 47% | 15% |
| Total | 2,200 | 100% | 5,100 | 100% | 18% |

*370 Architecture



- Exhibit V-5 highlights the growth of MVS/XA.
 - The success of MVS/XA is one of IBM's major corporate goals. Consequently, it is aggressively encouraging users to migrate to XA in several ways:
 - Six months test allowance.
 - Packaging programming product and OS in order to make it easier for users to install XA; i.e., migrate faster.
 - Significant hardware features on newer products require XA.
 - Providing conversion tools as VM.
 - Providing more professional service help in the form of consulting and/or software development.
 - XA will have a 35% AAGR for total systems of the 370 architecture. Due to XA requirements, all XA systems are in the more than two MIPS category.

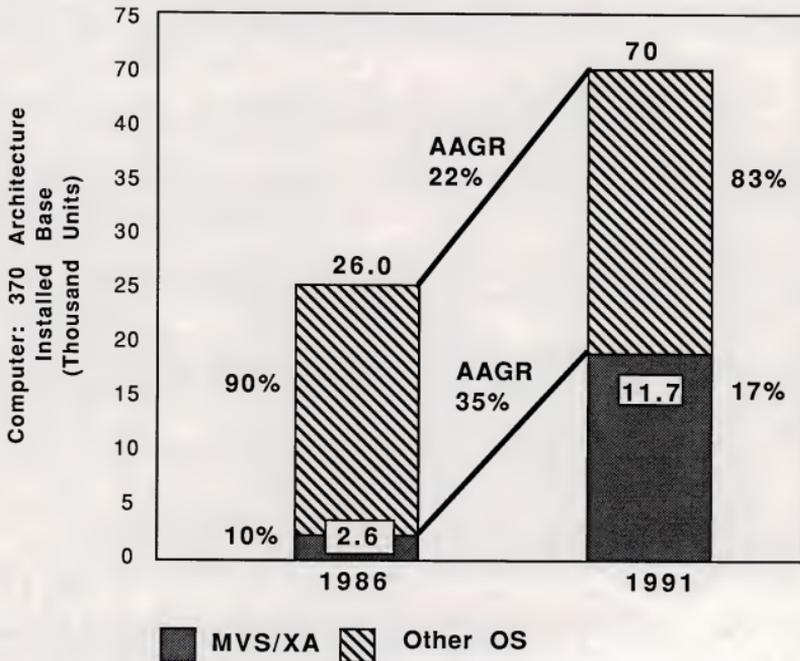
5. XA FUTURE DIRECTIONS

- a. Overview
- IBM will continue to announce for XA additional and enhanced capabilities. Customers can expect new releases every six months to one year, which is IBM's release timeframe.
 - Hidden features in the XA architecture will emerge gradually.



EXHIBIT V-5

MVS/XA CONTINUES TO GROW





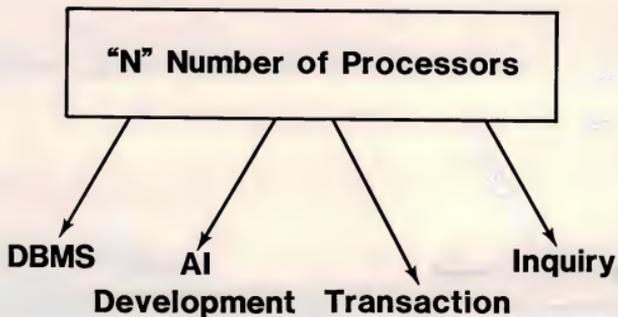
- An example of this is the potential ability of parts of XA being pulled off the host and put into the 3092 I/O process controller to free up CPU cycles.
- IBM will attempt to minimize changes to the JCL and general operator complexity by the use of YES/MVS.
- XA will have more functional subsystem capabilities and will become a modular OS. This will be done to support the modular computer architecture of the future, depicted in Exhibit V-6, using specialized processors for various functions, such as DBMS, AI, transaction handling, etc. Consequently, OS of the future will need to be recast in smaller parts to support these new products.

b. On-Line Transaction Processing (OLTP)

- One of the functional subsystems that could be part of XA in the future could be for on-line transaction processing. The on-line transaction market is growing very rapidly, particularly in industries such as banking, finance, and transportation. In 1987, demand in this area for 100 transactions per second (TPS) performance will be common, and this will grow to 1,000 TPS by 1991.
- Presently, most users of IBM products that perform OLTP use CICS/IMS under XA. However, the 30 TPS capability of this product is stretched. IMS extensions include IMS/DC at 60 TPS and IMS/FASTPATH at 80 TPS.
- An alternative product that IBM has begun to market is TPF2. The product is an upgrade of the old airlines control program (ACP).
 - It handles the growing TP rates and is not burdened by an underlying data base as is IMS.
 - However, functionality is sacrificed.



FUTURE MVS/XA COMPUTERS





- Presently there are over 75 users of TPF2/HPO at a one-time enterprise (per location) license charge of \$428,000 and \$42,800/month.
- Consequently, IBM customers with present product offerings cannot have both functionality and speed for OLTP applications.
- Potential future IBM directions in this market include:
 - Combine the functionality of TPF and CICS/IMS and make them MVS compatible.
 - Improve the performance of IMS with new hardware, perhaps the Sierra series.
 - Utilize the fault tolerant Stratus product (System 88) as a target OLTP product.

B. VM

I. VM EVOLUTION

- VM/370 is a multiple access time sharing system that was developed in the 1960s at IBM's Cambridge Scientific Center. At the time it was not considered a mainstream product and was developed as a development and test environment.
- In the 1970s VM/SP was introduced as an enhanced product for the commercial environment.



- Subsets of the VM OS have since been released.
 - VM/XA is a migration aid to assist users in transferring from DOS to MVS or MVS/XA. It allows existing applications to be run while the conversion process is taking place.
 - VM/ENTRY is an easy to install "load and go" system for selected 4300 systems. It is low priced and aimed primarily at the departmental level CMS environment with 128 users or less. VM/ENTRY is used as a base product for VM/SP End User Software Support-ES(3) which is:
 - A family of general business, office, and engineering and scientific application solutions.
 - In addition, ES 3 has eight optional packages--text office systems, intelligent workstation support, engineering/scientific program development support, data base query, APL, problem solving languages, network and support, and communication controller support.
 - VM-HPO is used in conjunction with VM/SP, hardware improvements, and microcode assists. It offers in the large systems environment:
 - Performance improvements.
 - Operational improvements.
 - RAS improvements.
 - VM/SNA provides native SNA support at a level compatible with MVS/SNA support. The product was announced in late May 1986.



- VRM is a hypervisor that runs on three custom 68000 chips on the PC-RT. PC-VM that runs on the XT or AT 370 is also a hypervisor. A hypervisor is not an OS per se, but a lower-level task master. It has no utilities or resource management, but allows VM to run in non-370 environments. It also ensures compatibility with future chip architectures.
- VM is a highly strategic IBM OS and is used in 70% of IBM's internal development. It is also IBM's present answer to UNIX on a supermicro.
- VM consists of four major components:
 - CP controls the resources of the real computer to provide multiple virtual machines, each capable of running different OS.
 - CMS is an operating system by itself. It has the capability of supporting two times as many simultaneous users as MVS on a given IBM mainframe. In many cases CMS is used for program development even though the actual program execution is under MVS/TSO.
 - RSCS (remote spooling communication subsystem).
 - Interactive problem control system.

2. VM BENEFITS

- VM's benefits are:
 - It is an interactive as opposed to batch OS. This means that the computer responds immediately as opposed to in minutes/days/hours for a batch request.



- It is IBM's strategic product as an information center host operating system, primarily since it is interactive in nature. VM/PROFS is the primary departmental host product for end-user computing. A link between PROFS and DISOSS and support for IBM's Advanced Function Printing Architecture were announced in May 1986.
- It runs multiple OS under it as guests—significantly important for programming at the same time daily processing is being transacted or as a migration aid.

3. VM CHARACTERISTICS

- VM is the only OS by IBM that is available for products from the PC to the 309X series. Exhibit V-7 is a graphic portrayal of the specific processing characteristics of VM for levels of computers. As previously mentioned, VM's primary role is on Level Two systems for information centers.

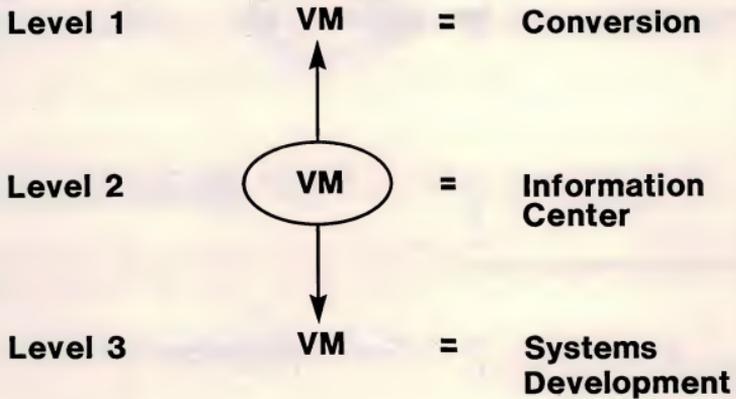
4. VM USER ISSUES

- Several key user issues regarding VM arose during the research process.
 - IBM's overall commitment to VM.
 - VM is a major IBM emphasis—second, however, to MVS. The company is traditionally a batch company and it is difficult to switch allegiances; consequently, VM development has not kept pace with MVS development. But recent announcements such as support of SNA and DISOSS links affirm IBM's choice of VM as a strategic product. Other deficiencies in VM provide opportunities for add-on vendors in areas such as scheduling and sorting.



EXHIBIT V-7

RANGE OF VM CHARACTERISTICS





- Using VM as a production tool.
 - Due to the efficient use of VM paging, users find that DOS runs more efficiently under VM than in standalone mode. With MVS, however, the paging function is duplicated, thereby creating a less efficient operating environment and higher overhead.
- How long to support multiple OS?
 - Overhead is not only the only consideration of a multiple OS strategy; users must also consider the resource expense, i.e., programmers and maintenance that increase with multiple OS usage.

5. FORECASTS

- Exhibits V-8 through V-10 forecast the VM marketplace.
- The VM market as a whole will have an AAGR of 36% from 1986 to 1991.
 - The number of units will increase significantly due primarily to low-end 43XX that will be aggressively shipped from 1988-1991. These products will run primarily VM/CMS (VM/ENTRY) or VM/UNIX.
 - VM/DOS will decrease in share of VM installations from 18% to 4% by 1991 due to the migration from DOS to MVS that will be completed by that time.
 - UNIX/VM will have the most rapid growth of VM operating environments. More information on UNIX will follow in the UNIX chapter.



EXHIBIT V-8

TOTAL VM INSTALLED BASE*
(Large Systems)

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|--------------|--------------|-------------|---------------|-------------|-----------------------|
| | Units | % | Units | % | |
| VM CMS | 1,600 | 21% | 18,000 | 50% | 64% |
| VM/MVS | 1,700 | 22% | 3,200 | 9% | 14% |
| VM/MVS/DOS | 2,100 | 27% | 3,300 | 10% | 9% |
| MV/DOS | 1,400 | 18% | 1,500 | 4% | 2% |
| VM/UNIX | 300 | 4% | 9,300 | 25% | 95% |
| VM/Other | 600 | 8% | 700 | 2% | 4% |
| Total | 7,700 | 100% | 36,000 | 100% | 36% |

* 370 Architecture



EXHIBIT V-9

VM INSTALLATIONS* ON LARGE SYSTEMS OVER 2 MIPS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|-----------------|--------------|-------------|--------------|-------------|-----------------------|
| | Units | % | Units | % | |
| VM CMS | 1,000 | 20% | 1,500 | 16% | 10% |
| VM/MVS | 1,500 | 33% | 2,200 | 24% | 9% |
| VM/MVS/DOS | 900 | 20% | 900 | 10% | -1% |
| VM/DOS | 900 | 19% | 500 | 5% | -10% |
| VM/UNIX | 200 | 4% | 4,200 | 45% | 79% |
| VM/Other | 200 | 4% | 10 | - | - |
| Total VM | 4,700 | 100% | 9,310 | 100% | 16% |

*370 Architecture



EXHIBIT V-10

VM INSTALLATIONS* ON LARGE SYSTEMS UNDER 2 MIPS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|-----------------|--------------|-------------|---------------|-------------|-----------------------|
| | Units | % | Units | % | |
| VM CMS | 600 | 20% | 16,500 | 62% | 94% |
| VM/MVS | 200 | 7% | 1,000 | 4% | 37% |
| VM/MVS/DOS | 1,200 | 40% | 2,400 | 9% | 15% |
| VM/DOS | 500 | 16% | 1,000 | 4% | 15% |
| VM/UNIX | 100 | 3% | 5,100 | 19% | 121% |
| VM/Other | 400 | 14% | 700 | 2% | 11% |
| Total VM | 3,000 | 100% | 26,700 | 100% | 55% |

*370 Architecture



6. VM FUTURE DIRECTIONS

- VM will continue to be IBM's information center OS. It will be extended as the office system environment OS.
- It will be a common IBM OS for all major computer types. On micros, VM will continue to be a modification of the 370 large system version and will be used primarily in a multisystem office environment.
- VM will become more efficient using microcode assists and more user friendly. True support (for CMS) of 31-bit addressing will be available.
- VM concepts such as running multiple OS and specialized processor support will be heavily imbedded in new IBM computers. This implies that there will continue to be different operating environments, such as batch and interactive processing and development.
- VM will have more "hooks" for security purposes. This is especially important for C2 certification (even RACF that runs on MVS cannot get security clearance). This feature would increase the sales of VM to government agencies and thereby increase the market potential for add-on vendors.

C. DOS

1. CHARACTERISTICS AND EVOLUTION

- DOS/VSE is the latest version of the almost two decades old operating system whose impending death has been actively predicted by many almost since the day it was announced. In the original conception of OS/360 by IBM in the early 1960s, DOS did not exist. However, the complexities of operating system development overrode the architects' lofty goals and DOS became a



"temporary" solution for smaller users until they could convert to the real "OS."

- Even though DOS has long been considered a dead-end diversion from the mainstream of operating systems evolution, in fact DOS refuses to die. The reality is that the IBM 360, 370, 43XX, 303X, 308X, PCMs, and others actively support DOS/VSE, the latest version of DOS. IBM continues to enhance DOS/VSE for the thousands of users who depend upon it. Although IBM has been actively encouraging conversion from DOS to MVS for some time, the actual rate of conversion is less than IBM desires.

2. FORECASTS

- Exhibit V-11 shows that the DOS installed base will decline at the rate of -3% per year for the period 1986-1991. From a 1986 population of 10,900 units, DOS will decline to 9,200 units during this five-year period. The rate of conversion of DOS users to larger, primarily MVS and/or VM operating systems exceeds 20% per year. However, the significant increase in computer population, primarily among mid-range 43XX machines, during this same five-year period provides an avenue of expansion that almost completely offsets the conversion activity.
- Standalone DOS installations will show the greatest decline with a -10% average annual decrease. In contrast, VM/DOS and VM/MVS/DOS will experience a 2% and 9% increase respectively. VM is especially attractive to DOS users because it not only provides a smooth avenue for conversion to MVS, for example, but it also may, in some cases, improve the performance of DOS itself, due the superior paging and other facilities within VM. As a result, these factors will help increase the market share of VM-related DOS from 32% in 1986 to 52% by 1991.
- The percentage of DOS installed on "under two MIPS" machines will remain in the vicinity of 73% for the five-year forecast period. As shown in



EXHIBIT V-11

DOS INSTALLATIONS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|----------------------------|---------------|-------------|--------------|-------------|-----------------------|
| | Units | % | Units | % | |
| DOS | 7,400 | 68% | 4,400 | 48% | -10% |
| VM/DOS | 1,400 | 13% | 1,500 | 16% | 2% |
| VM/MVS/DOS | 2,100 | 19% | 3,300 | 36% | 9% |
| TOTAL DOS UNITS | 10,900 | 100% | 9,200 | 100% | -3% |



Exhibit V-12, the most vigorous portions of the DOS "under two MIPS" marketplace are the VM/DOS and VM/MVS/DOS segments which are increasing at a 15% annual growth rate. These segments will benefit from the introduction of thousands of small 43XX/CMOS systems that will be introduced into the marketplace beginning next year.

- In contrast, the segment showing the greatest decline (-15% annually) is the standalone DOS market for these same size machines. Buyers of the newer technology 43XX/CMOS systems will be more sensitive to and thus prefer VM-related solutions.
- Exhibit V-13 profiles the DOS marketplace for hardware over two MIPS in size. While the "over two MIPS" DOS installed base overall is declining at the same rate (-3%) as the "under two MIPS" segment, the largest contributor to the decline is the VM/DOS portion at -10%. The larger systems can more easily accommodate MVS, thus the preference for a VM/MVS/DOS solution, which is a conversion mode solution.

3. ISSUES AND FUTURE DIRECTIONS

- The rate of conversion from DOS to VM and/or MVS is slower than IBM prefers. Supporting and extending DOS requires a large commitment of technical resources which IBM would prefer to allocate elsewhere. This slowness of upgrades is due not only to the reluctance of users to incur a major conversion cost, but also to the aggressiveness of independent software product vendors in offering systems and applications software for the DOS user. Computer Associates, one of the largest vendors of this type continues to actively promote and support its DOS-oriented systems software. Corodale, also a vendor of DOS systems software, recently received a significant business boost via its acquisition by UCCEL Corporation, a leading vendor of OS systems software.



EXHIBIT V-12

DOS INSTALLATIONS* ON LARGE SYSTEMS UNDER 2 MIPS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|----------------------------|--------------|-------------|--------------|-------------|-----------------------|
| | Units | % | Units | % | |
| DOS | 6,300 | 79% | 3,400 | 50% | -12% |
| VM/DOS | 500 | 6% | 1,000 | 15% | 15% |
| VM/MVS/DOS | 1,200 | 15% | 2,400 | 35% | 15% |
| TOTAL DOS UNITS | 8,000 | 100% | 6,800 | 100% | -3% |

*370 Architecture



EXHIBIT V-13

DOS INSTALLATIONS* ON LARGE SYSTEMS OVER 2 MIPS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|----------------------------|--------------|-------------|--------------|-------------|-----------------------|
| | Units | % | Units | % | |
| DOS | 1,100 | 40% | 1,000 | 41% | -1% |
| VM/DOS | 900 | 28% | 500 | 21% | -10% |
| VM/MVS/DOS | 900 | 32% | 900 | 38% | -1% |
| TOTAL DOS UNITS | 2,900 | 100% | 2,400 | 100% | -3% |

*370 Architecture



- IBM knows that it cannot ignore the needs of its large base of DOS mid-range systems users, particularly given the onslaught of competition in the departmental systems area from DEC, DG, WANG, et al. Since conversion to MVS is often close in difficulty to converting to another vendor's operating system, IBM has a strong incentive to both protect its DOS installed base for those who do not want to convert and assist those who do want to move up to larger systems.

D. UNIX

- As shown in Exhibit V-14, a number of actions have contributed to the proliferation of UNIX. As the original developer of UNIX, AT&T initially encouraged its spread during the 1970s by offering very inexpensive licenses to educational institutions. By 1978 this "seeding" had resulted in over 600 UNIX installations around the world. By 1979 imitators began to flourish since AT&T made little effort to preserve and/or enforce a standard version of the system.

I. CHARACTERISTICS AND EVOLUTION

- It was during the first half of the 1980s that forces finally came into play that provided UNIX with its most significant boost into the non-educational realm. In 1981 AT&T introduced System III as a new version. It was also at this time that personal computer versions such as XENIX (from Microsoft) began to expose a wider range of programmers to its special characteristics.
- Momentum further increased in 1983 when AT&T announced System V, an improved version. It was also during this year that Amdahl introduced UTS and thus became the first vendor of IBM-compatible hardware to offer a UNIX-based operating system.



UNIX HISTORY

- 1969 - Creation at Bell Labs/DEC-Based
- 1978 - 600 Installations
- 1979 - Imitators Flourish
- 1981
 - System III Appears
 - PC Versions Proliferate
- 1983
 - AT&T Announces System V
 - Amdahl Announces UTS
- 1984
 - Mainframe Versions Appearing
- 1985
 - Major AT&T Push in Commercial Environment



- By 1984 numerous mainframe versions began to appear. Sperry announced UNIX availability on its full range of systems. Thus, UNIX now was in the unique position of being widely implemented not only on different vendor machines, but also on different sized machines covering the full spectrum of minis, mainframes, and micros.
- The slow but increasingly widespread acceptance of UNIX (and its many variants) in the non-IBM 370 environment finally caused IBM to conclude that, rather than lose important computer sales to customers who insisted upon UNIX, it would introduce a UNIX-based solution for 370 systems. Thus, IBM announced its own version of UNIX called IX/370. This system was developed for IBM by Interactive Systems of Santa Monica, California.
- 1985 saw AT&T further push UNIX into the commercial environment by undertaking special efforts to standardize the mainstream UNIX variants. Thus, AT&T and Microsoft as well as AT&T and Intel reached accords to bring their respective systems closer to a common standard.
- Exhibit V-15 summarizes the characteristics of the UNIX-based operating systems currently available on IBM architecture computers.

2. PRIMARY USE

- To date the main users of UNIX have primarily been installations with one or more of the following characteristics: need for multiuser systems support, heavy software development, commitment to the "C" programming language, and need to support a mixed-vendor hardware environment with a common operating system. Scientific and engineering environments have been especially attracted to UNIX because of its positive interactive characteristics, its effective file sharing, and its multiple user capabilities.



EXHIBIT V-15

UNIX IMPLEMENTATIONS ON IBM COMPUTERS

| System Name | Hardware | Compatibility | Memory Required | Date of Introduction | Seller | Author | Notes |
|-------------------------------------|---|---------------|-----------------|----------------------|-----------------------------|---------------------|----------------------|
| Small Systems | | | | | | | |
| PC Xenix 2.0 | PC AT | System V | | 1986 | IBM | Microsoft | |
| PC Xenix 1.0 | PC AT PC XT | System III | | 1980 | IBM | Microsoft | |
| PC/IX | PC XT PC AT | System III | | | IBM | Interactive Systems | |
| XENIX | PC AT | System III | | | Microsoft | Microsoft | |
| AIX | RT PC | | | | IBM | Interactive Systems | |
| Mid-Range/ Large Systems | | | | | | | |
| Series 1/IX | Series 1 | System V | | | IBM | IBM | |
| CP/IX | Series 1 | System III | | | Univ. Ohio Rutgers Univ. | | |
| IX/370 | 3090 43XX 303X S/370 | System V | 4MB | 10/85 | IBM | Interactive Systems | Uses VM/SP |
| UTS | Amdahl 470 3090 43XX 303X S/370 | | 4MB | 5/81 | Amdahl | Amdahl | Uses VM/370 or VM/SP |
| UTS/V | Amdahl 470 3090 43XX 303X S/370 PCMs | | 6 MB | | Amdahl | Amdahl | Requires VM/SP |



3. STRENGTHS AND WEAKNESSES

- Whether or not to commit to UNIX has been a perplexing issue to many vendors and users during the past several years. UNIX popularity through the years has been frequently overestimated by many proponents, and yet often underestimated by opponents.
- Exhibit V-16 contrasts numerous strengths and weaknesses of UNIX. Strengths include:
 - Programmer productivity. Users of the system who can benefit from the speed by which software can be developed are especially attracted to UNIX programmer productivity advantages. The powerful, terse commands were created specifically for software developers by the original UNIX developers at Bell Labs. In addition, the more than 150 built-in utilities further aid technicians' creation of software code. The underlying elegance of the internal design of UNIX not only contributes to its functional effectiveness, but also adds a psychological appeal to programmers technical enough to appreciate its implementation.
 - Large pool of trained programmers. An important factor that contributes to UNIX overall strength is the large pool of trained programmers that currently exist. AT&T's seeding of UNIX at universities almost two decades ago is now paying off as UNIX enthusiasts graduate to positions of responsibility in installations throughout the country.
 - Wide range of CPU size and vendor implementation. Mixed-vendor environments are becoming increasingly commonplace within information systems departments of all sizes as advances in technology, standards, and communications connectivity provide a synergy previously unattainable. UNIX is uniquely able to provide a single



EXHIBIT V-16

UNIX STRENGTHS AND WEAKNESSES

Strengths

- Programmer Productivity
 - Powerful, Terse Commands
 - Good Development Tools
 - Elegant Design
- Large Pool of Trained Programmers
- Wide Range of CPU Size and Vendor Implementations

Weaknesses

- Compatibility Problems
- Memory Requirements
- Weak Supermicro-Mainframe Transferability
- Less Support In IBM Environment



operating system solution for those users desirous of reducing the expense and overhead associated with support of multiple operating systems.

- There are, however, a number of weaknesses that serve to reduce the appeal of UNIX to many installations. These negative factors include:
 - Compatibility problems. There exist more than 40 actively marketed versions and variants of UNIX. Because AT&T did little to encourage standardization during UNIX formative years of the 1970s, many approaches were developed which resulted in significant compatibility problems. Exhibit V-17 provides an overview of the evolution of UNIX.
 - Memory requirements. The abundance of capabilities and utilities within UNIX result in large memory requirements. Microcomputer-based UNIX systems often require 256K or more of memory, while mainframe versions can run in the 2-6 MB range.
 - Weak supermicro-mainframe transferability. UNIX was originally developed in a DEC environment with much concern for interaction between multiple users of the same CPU, but with little consideration given to UNIX use within a hierarchy of machines. As a result, connectivity capabilities have been underdeveloped. In today's era of widely networked systems, this deficiency becomes increasingly unacceptable.
 - Less support in IBM environment. As discussed above, UNIX arrival within the IBM 370 world has been relatively recent. As a result, the variety of resources, software, and expertise while increasing, is much less than that available for DEC, DG, etc. systems.



EXHIBIT V-17

UNIX EVOLUTION

| DATE | NAME | DEVELOPER |
|------|---------------------------|------------------------|
| 1983 | System V UTS | AT&T AMDAHL |
| 1981 | System III Version 4.2 | AT&T UC-Berkeley |
| 1980 | XENIX | MicroSoft |
| 1979 | Version 7 Version 6 | Bell Labs Bell Labs |
| 1969 | Original Versions | Bell Labs |



4. FORECASTS

- Within the IBM 370 architecture marketplace, UNIX will have the fastest growth rate of the operating systems profiled in this report. As shown in Exhibit V-18, the UNIX installed base will enjoy an 83% average annual growth rate for the period 1986 to 1991.
- A number of factors are contributing to this significant growth. They include:
 - Favorable software development economics for vendors marketing revisions to multiple computer types.
 - Standardization successes by AT&T (Microsoft, Intel, etc.).
 - Endorsement by IBM.
 - Powerful appeal of the applications software whereby users are less concerned with UNIX underneath.
 - User desire to minimize the number of operating systems to support.
- Whereas there currently exists a 50-50 ratio of standalone UNIX to VM/UNIX, in 1991 the scales will tip in favor of VM/UNIX with more than three-quarters of the installed base preferring this approach. VM/UNIX benefits from IBM's emphasis in offering this option. In addition, UNIX residence in commercial environments often requires coexistence with other operating systems. VM helps make this coexistence more effective.
- Exhibit V-19 divides the market into installations of either under or over two MIPS in size. Twenty percent of the UNIX installation in 1986 are on systems under two MIPS. However, by 1991 this percentage share will increase to almost 60%. This will be due to the popularity of smaller 370 architecture systems, primarily in the 43XX series.



EXHIBIT V-18

LARGE SYSTEMS* UNIX INSTALLATIONS,
1986-1991

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|---------|-------|------|--------|------|-----------------------|
| | Units | % | Units | % | |
| UNIX | 300 | 50% | 2,900 | 24% | 62% |
| VM/UNIX | 300 | 50% | 9,300 | 76% | 95% |
| Total | 600 | 100% | 12,200 | 100% | 83% |

* 370 Architecture



EXHIBIT V-19

**UNIX LARGE COMPUTERS*
INSTALLED BASE**

| SIZE | 1986 | | 1991 | | AAGR 1986- 1991 |
|---------------------|-------|------|--------|------|-----------------------|
| | Units | % | Units | % | |
| <u>Under 2 MIPS</u> | | | | | |
| UNIX | - | - | 2,000 | 28% | - |
| VM/UNIX | 100 | - | 5,100 | 72% | 121% |
| Subtotal | 100 | - | 7,100 | 100% | - |
| <u>Over 2 MIPS</u> | | | | | |
| UNIX | 300 | 60% | 900 | 18% | 27% |
| VM/UNIX | 200 | 40% | 4,200 | 82% | 79% |
| Subtotal | 500 | 100% | 5,100 | 100% | 59% |
| Total: | 600 | | 12,200 | | 83% |

* 370 Architecture



5. ISSUES AND FUTURE DIRECTIONS

- A number of issues surround the evolution of UNIX that impact its future appeal to both users and vendors. These issues include:
 - Outlook for UNIX standardization. The primary key to UNIX future acceptance is the extent to which a standard version will emerge that is supported by the major vendors. INPUT believes that major progress will be made in this area during the next few years, but that a single UNIX will not emerge. Instead, users and vendors can expect to see a convergence of systems into three major categories.
 - The first category will be built around the AT&T System V. Most of the major computer and software firms will embrace this approach. System V will not be dictated by AT&T, but instead will be the result of compromises between leading UNIX vendors such as AT&T, Microsoft, et al. Thus, Microsoft's XENIX will become more similar to System V and vice versa as a result of these two vendors' decisions to move toward a common standard.
 - The second category will be IBM's IX/370 which will be much like System V, but will include a number of proprietary elements designed to maintain some degree of account control for IBM. While not radically different from System V, IBM will continually seek to maintain a distinctiveness that keeps it distanced from AT&T, its computer-communications rival. INPUT believes that the differences will become increasingly small over time because IBM will find that its late entry into the UNIX arena gives it much less market "clout" than it desires. The primary momentum will be with the System V standard.



- The third category will be a continued proliferation of non-standard UNIX systems that have carved out relatively small, but viable market niches. The number of viable, actively supported, and nationally distributed UNIX variants in this tier will decrease by more than 75% during the next five years. However, either through stubbornness, lack of resources, satisfaction with protection of a small market segment, or a combination of all of these factors, numerous vendors will hold their own in this specialty tier for the balance of the decade.

- Extent of commercial marketplace penetration. Use of UNIX for other than scientific and engineering environments will increase significantly during the next five years. While use of UNIX for commercial applications currently comprises less than 15% of all UNIX processing, INPUT estimates that commercial implementations will grow to more than 50% by 1991. This increase in commercial market share will be driven by factors such as:
 - The increasingly favorable economics of UNIX applications software development for software vendors. The popularity of UNIX among such a wide variety of non-IBM vendors combined with the attainment of a critical mass of UNIX installations in the 370 world (over 1,000 installations by 1987) provides a market potential that becomes sufficiently large to support amortization of applications development costs over a large base.

 - Existing shortage of applications software for commercial purposes. Because of the historical orientation of UNIX toward the engineering and scientific community, commercial software has been neglected. With the increasing advent of multiuser systems in a departmental environment, vendors are finding an eager market for software which addresses business needs.



- During the next few years UNIX versions will not only be increasingly compatible, but will also be strengthened functionally to increase their fit into the more heavily networked end-user computing oriented environment of the future. INPUT expects to see better distributed data processing connectivity, improved user interfaces, and faster transaction processing capability.

E. SMALL SYSTEMS OS DIRECTIONS

1. OVERVIEW

- PC-DOS is the primary OS of personal computers. It is a product IBM licenses from Microsoft of Bellevue, WA. It is clear that IBM had no idea as to the incredible acceptance of microcomputers in the business place or it would not have had an outside company develop such a strategic product.

2. IBM'S OFFICE SYSTEM STRATEGY

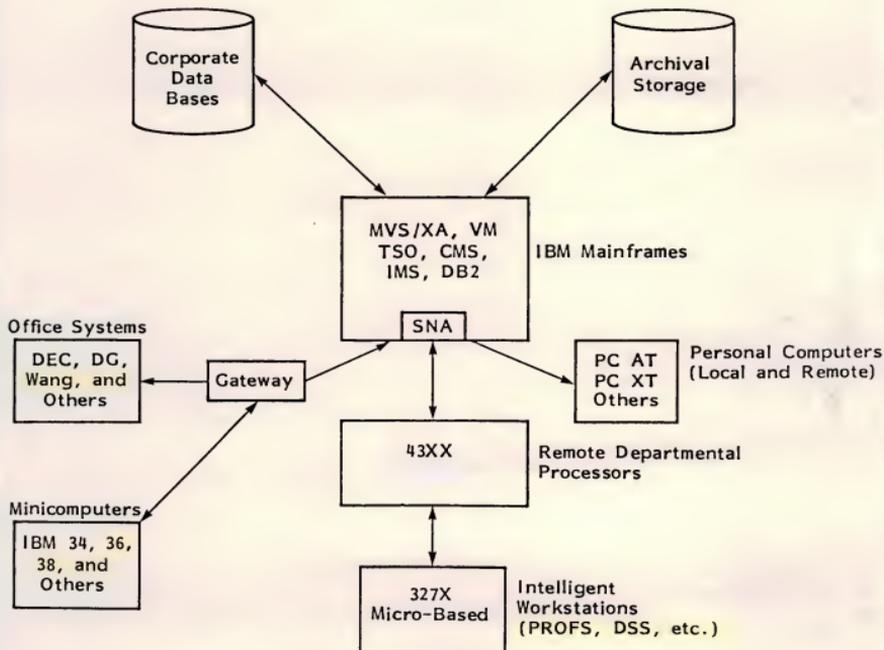
- Since 1981, when IBM entered the PC marketplace, they have quickly achieved over 50% of the 1985 installed base. In 1985 IBM accounted for almost 60% of business microcomputer shipments.
 - As in the other segments of the information services industry that IBM dominates, their future strategies and products determine the overall market direction.
 - There has been speculation about IBM's microcomputer operating system strategy. Several schools of thought have evolved.
 - IBM will port their mainframe operating system VM down to the microcomputer level.



- IBM will support UNIX on present and future microcomputer product offerings.
 - IBM will abandon PC-DOS or adapt it slightly to lock out "PC clones" and close the PC market.
 - IBM will continue to support an upgrade of PC-DOS.
- IBM's microcomputer operating systems strategy must be viewed as part of the company's overall office strategy. Exhibit V-20 shows IBM's idea of centralization and differentiation of functions within the office. Microcomputers are part of the overall configuration linked to the SNA architecture. In Exhibit III-7 they fit within the category of intelligent terminals for display and the control of office products with fewer capabilities.
 - IBM's response to the proliferation of standalone personal computers in the corporate environment has been based on two perceived threats: true off-loading of processing from mainframes, and the potential of personal computers to be used as cheap, intelligent terminals. Over two years ago, Don Estridge of IBM stated: "The PC is communications oriented. The day of the standalone is over." The primary impetus for micro-mainframe links from IBM's point of view is integration. Intelligent workstations are going to become more dependent upon other parts of the system--specifically, mainframe hardware, software, and data.
 - Over a year ago, IBM announced that there were more installed MIPS in PCs than there were in mainframes--and this trend has obviously accelerated since that time. IBM's direction in resource allocation will be to assure that those MIPS are not employed to diminish the ever-increasing demand for mainframe MIPS. Since a high percentage of mainframe MIPS are used to execute IBM operating systems software,



IBM CENTRALIZATION AND DIFFERENTIATION OF FUNCTIONS





maintaining central control of resource allocation is not only necessary, but self-fulfilling. This will result in the following:

- . As intelligent workstations are added, requirements for mainframe power will increase sharply.
 - . For every dollar spent on workstations, substantially more will be spent (over the life cycle) on host services (processing and storage).
 - . Host processing will be extended to the workstation only when it receives its "fair share" of the host operating system burden. (The XT/370 is a good example of how to burn microprocessor MIPS without substantially off-loading mainframes.)
- Considering IBM's overall strategy of centralization, what are its micro-computer operating system options for the future?
 - a. VM
 - IBM runs a version of VM on the PC-RT as well as the XT/370 micro. As previously mentioned, it is not a complete OS in that it has no utilities, resource management, or accounting features, but does allow VM key features such as running multiple OS in a non-370 environment.
 - The machine capabilities have limited VM on a micro, but, with an 80386 chip, PC-DOS, UNIX, and SSP could run under VM in a multiuser environment for departmental systems.
 - b. UNIX
 - IBM offers a version for its IBM PC XT called PC/IX. The product is developed by Interactive Systems Corporation, Santa Monica (CA) and costs



\$900. IBM's decision to have Interactive Systems rather than Microsoft develop their product could indicate their desire not to be locked into a single third-party vendor for microcomputer operating system products.

- Microsoft, however, offers XENIX for the IBM PC and IBM has announced XENIX for the PC AT as well as an upgraded UNIX PC/IX. INPUT believes this shows IBM's overall ambivalence toward the UNIX marketplace.
- IBM is committed to UNIX insofar as it can sell machines, but as a strategic OS for workstations it is insignificant.

c. PC-DOS

- The micro industry has grown tremendously in the past five years. By 1986, 11 million micros were installed in business. Along with the increased installed base come more sophisticated end users who have encountered OS problems with PC-DOS that are due primarily to OS constraints.
- More sophisticated users require the ability to address more than the 640 KB of internal memory which is constrained by PC-DOS. Sales of the PC AT have been much slower than IBM has expected due primarily to this factor. The extra \$2,000 a user must pay over the price of a PC or PC XT does not provide any more significant capabilities than faster speed of processing.
- When Intel designed the 80286 chip used in the PC AT, it did not allow for an easy redesign of MS-DOS (PC-DOS). Consequently, to extend the chip's power it allowed for two modes.
 - Real mode which emulates the 8088 chip and allows users to utilize their existing base of applications software.
 - Protected mode that utilizes the increased memory of the chip and processes more quickly. In this mode new applications would need to be written.



- Unfortunately, Intel made it difficult to switch between these modes on the 80286 chip.
- Users are asking for a multiuser DOS. Presently to run the PC AT as a multiuser product, UNIX is the only OS that will work. DOS 3.1 is a type of multiuser OS, but for use on a LAN not as a multiuser system.
- Another demand is for multitasking. Topview, IBM's strategic operating environment, is multitasking, but not PC-DOS itself. Concurrent DOS by Digital Research (DRI) is multitasking, but not an IBM OS. DRI is expected to introduce a multiuser, multitasking DOS for the 80386 chip to be shipped at the end of 1986 with new machines by Convergent Technologies. The OS would operate in the protected mode, which means it would not be compatible with existing PC-DOS applications.

d. Proprietary

- IBM is in a difficult position:
 - It is very dependent on Microsoft since it has a large installed base of software for its systems based on Microsoft's DOS.
 - But low-priced PC-clone sales are increasing rapidly under the umbrella of PC-DOS-compatible operating systems produced by Microsoft.
- Consequently, a proprietary OS or operating environment that could "lock-out" compatible vendors yet protect the installed base of PC-DOS users would be very attractive. IBM has told developers to "write to Topview--it's a strategic product."



- Topview is a multiuser, multitasking operating environment.
 - It requires 200K of memory. Consequently, it is not a viable product for existing microcomputers with their limited memory constraints.
 - Software developers are not presently writing software for Topview.
 - Major software packages that write their calls directly to screen (as Lotus and dBase) will not work with Topview.
 - The product, however, will not run on PC clones.
- With the 80386 chip and its inherent increased capabilities and memory, it is possible that Topview could cease being a product unto itself and have its capabilities incorporated in the OS for a consistent user interface for the entire IBM product line from mainframe to micro. Any OS could run under Topview.
- So, IBM may introduce a proprietary workstation OS, but will users convert to it? IBM does not hold the control it once did in computing. More sophisticated users are weighing alternatives. They do not want to be locked into one vendor's OS as in the past if competitive products have good features.
- INPUT sees IBM's microcomputer operating system strategy as a combination of products.
 - The company will continue to want to capitalize on the large installed base of PC-DOS software.
 - INPUT believes that IBM will port VM down to its high-end PC products for the reason of market dominance as well as office centralization around SNA. PC AT-type and as yet unannounced 32-bit products will have the availability of a VM PC host as early as the end of 1987. PC-



DOS software could be run under VM as well as UNIX, but IBM by 1990 will have its own offerings of new software applications taking advantage of Topview as well as VM. Third-party packages will be available for VM, but to a lesser degree. The high-end VM products will be used primarily as minis:

- . Linking to mainframes.
 - . Running office automation systems.
 - . Used in smaller companies as hosts.
- In the mid- and lower-range PC products, whose function is to be primarily intelligent workstations, there will be some type of concurrent PC-DOS provided, perhaps version 6.0 providing multiuser capability, multitasking, user-friendly interface, windowing, and high speed. Small businesses would also be key purchasers of this product since many units will be sold through VARs (value-added resellers) with vertical packages.
- Another significant trend that affects the transition from single user/single tasking to multiuser/multitasking is technology. The present or near future availability of more powerful 16- and 32-bit microprocessors such as the Motorola 68000, National 16032, and Intel 80386 have stimulated the growth of operating systems from collections of programs to products as powerful as operating systems in mainframes and minicomputers were a few years ago. The new chips provide the ability to address more memory than earlier 8- or 16-bit processors with increased speed. These chip characteristics greatly influence the operating system's ability to solve or at least contribute to solving the user needs mentioned.



3. SMALL SYSTEMS FORECAST

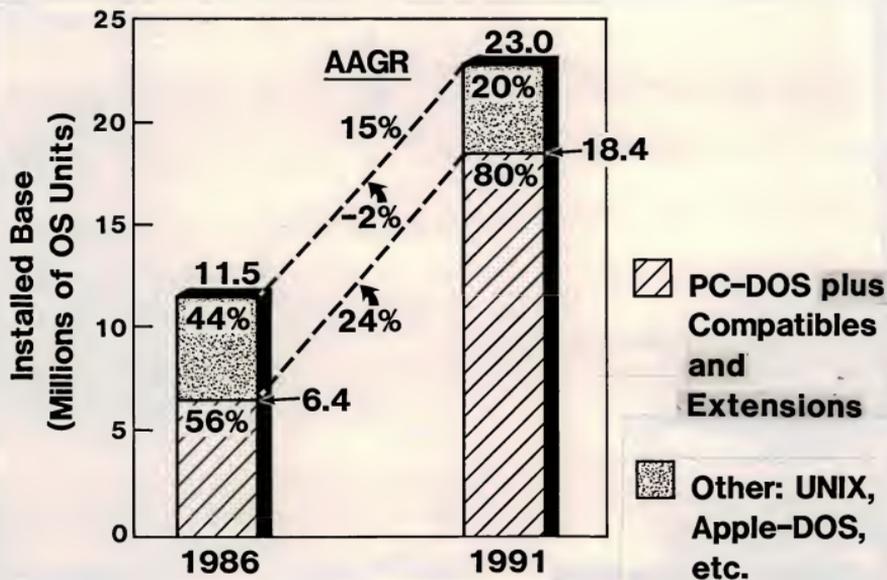
- From an OS perspective, IBM PC-DOS and MS-DOS compatibles are the leaders with 56% of the installed base (see Exhibit V-21). Including extensions into proprietary areas as described above, PC-DOS and its derivatives will dominate the market even more by 1991.
- Proprietary operating systems (such as Apple-DOS) and UNIX will still remain viable, but only from a few large vendors with large installed bases of quality generic applications software packages or specialized quality vertical systems. Apple presently is aggressively soliciting VAR support for the latter approach.

4. CONCLUSIONS

- PC-DOS will be IBM's mainstream microcomputer OS—on standalone systems as the primary OS and on high-end multiuser systems in late 1987 as both the host OS and as a guest under VM.
- IBM will retain an open architecture with DOS but will attempt to move the total environment under control using proprietary products such as VM and Topview.



BUSINESS MICROCOMPUTER OS FORECAST



100
100



VI CONNECTIVITY AND OTHER ISSUES







VI CONNECTIVITY AND OTHER ISSUES

A. OVERVIEW

- With connectivity comes challenges and opportunities related to OS.
 - Is a common OS necessary or will communications protocols suffice?
 - What is IBM's connectivity strategy and how will it relate to OS?

B. IBM'S INTERCONNECT STRATEGIES

I. OVERVIEW

- IBM is encouraging a three-tiered office system strategy--one that includes linking mainframes, minis, and micros.
 - They do acknowledge, however, that not all of their customers will be large enough to need all three different types of computers.
 - The goal of IBM is to increase its revenue from computer sales, and selling three levels of computers and links is consistent with this goal.



- Exhibit VI-1 presents IBM 1985 stated interconnect strategies. In 1986 the strategies have been refined to downplay the PC-Net as a strategic departmental group LAN and include the newly delivered Token-Ring. Originally, this product was planned to be an intermediate departmental LAN linked to a mainframe in the SNA network. However, it is now being marketed also as a work group LAN.

2. SNA AND APPC

- Two protocol products are inherent in IBM's present and future office interconnect strategies (see Exhibit VI-2).
- SNA is IBM's foundation for interconnection in the office environment. There are about 20,000 SNA installations in 1986. One concern relative to SNA's ability to handle future communications needs is its voice transmission capability.
- As users demand DDP, the strategic implications of APPC (Advanced Program to Program Communications) become even clearer. APPC is key to IBM's current and future interconnect strategies in that it provides enhanced SNA support for distributed processing through the evolutionary addition to the System Network Architecture of:
 - Logical Unit Type 6.2 (LU6.2).
 - Physical Unit Type 2.1 (PU2.1).
- Together, LU6.2 and PU2.1 provide the capability for direct communication (peer to peer) between users in a SNA network. This enables applications to converse directly with other applications without the requirement for host intervention.



EXHIBIT VI-1

1985 - IBM'S STATED FOUR INTERCONNECT STRATEGIES*

- DISOSS and Personal Services/PC
- PROFS
- System 36
- PC-Net

*All Under SNA



EXHIBIT VI-2

SNA AND APPC CHARACTERISTICS

- **SNA: Set of Protocols Used to Communicate in an Organization's Private Network**
 - **Rich in Function**
 - **Hierarchical Structure**

- **APPC: Defines Two-Way Communications under SNA**
 - **Key to SNA's Transition from Hierarchical to Peer-to-Peer Structure**
 - **Key to Universal Network OS**



- IBM is using APPC to provide the foundation upon which to build additional distributed processing functions such as:
 - DIA specifies how devices are to interchange content and data; i.e., documents.
 - SNADS provides the asynchronous store and forward capabilities for distributing documents throughout a network.
 - SNADS and DIA, in conjunction with DCA, then provide a major part of the architectural definition for major office system products such as DISOSS.
- Most of the other significant vendors in the office system market provide SNA and LU6.2 support for their products for connecting to IBM equipment in the office environment.

3. DISOSS

- DISOSS (DISTRIBUTED Office Support Systems) is an interconnect product that is of primary importance to IBM (see Exhibit VI-3 for product components).
 - It is a highly complex and highly functional host product for document file, management, and distribution, providing text compatibility under SNA across computer levels.
 - It runs under DOS or MVS with CICS.
 - It is expensive to acquire (\$45,000 license fee, \$1,400 monthly charge), and the implementation process takes a long time; consequently, few users have installed it.



EXHIBIT VI-3

DISOSS (DISTRIBUTED OFFICE SUPPORT SYSTEM)

- **DIA (Document Interchange Architecture)**
- **DCA (Document Connect Architecture)**
- **SNADS (SNA Distribution Services)**



- Also impeding the growth of DISOSS is the fact that since it is an architectural type of product, there is a long selling cycle. Users must do a systems design of how it will be incorporated prior to its purchase, which at times creates a tough internal sell.

4. PROFS

- PROFS (Professional Office System), another strategic IBM product, is a VM product for the 43XX series of computers. It provides text processing, e-mail, and scheduling. Infocenter I is a decision support application that supports PROFS on the 43XX host.
 - Rolm recently announced phone mail support to PROFS which is a sign that IBM is beginning to integrate Rolm products strategically to key IBM products.
 - VM/PC was also announced by IBM in which a master tape is put on a host and the program is downloaded to licensed users' disks.
 - Another key announcement is that there is now a bridge between DISOSS and PROFS.

5. OTHER IBM CONNECTING STRATEGIES

- The major backbone of IBM's connectivity strategy involves architecture, protocols, and applications (SNA and DISOSS) as its backbone. These products are primarily host based. However, there are other connectivity strategies that will be of significance over the years.
- In 1990, INPUT believes that 70% of all micros (20 million) will be linked in some form—multiuser, micro-mainframe links, PBX, LAN. IBM's strategy will ultimately include product offerings in all these areas; however, presently only its LAN strategy is obvious.



- IBM offers three different LAN products: cluster program, PC-Net, and Token-Ring.
 - The Cluster Program is for sharing storage and exchanging files. It has a single network interface and can support six users. It will not, however, be a mainstream link product.
 - The PC-Net is for sharing information locally. It is based on broadband technology and distributed through retail channels. The product, however, lacks multiuser software.
 - The Token-Ring is IBM's serious long-term LAN product. It is based on DOS 3.1 and NETBIOS, a network interface specification.
- IBM is targeting its Series I computer as a key to office connecting via LANs. It is now DIA/DCA and SNADS supported.

C. OTHER ISSUES

I. CHANGING OBJECTIVES OF OS

- To remain viable, operating systems must change over time to reflect the special characteristics of the computing environment of which they are so integral a part. To assist users and vendors in anticipating certain types of changes in future operating systems, Exhibit VI-4 shows the evolution of five special aspects of this type of software and predicts their future directions.
 - Efficiency of operation, while a relatively low priority in the 1970s, has assumed more importance during the 1980s as information systems budgets come under closer top management scrutiny. The increasing



EXHIBIT VI-4

CHANGING OBJECTIVES OF OPERATING SYSTEMS

| OS Objective | Past (1970's) | Present (1980- 1985) | Future 1986- 1991) | Trend (1985 vs. 1991) |
|--------------------------|------------------|----------------------------|--------------------------|-----------------------------|
| Efficiency of Operation | Low | Medium | Medium | - |
| Ease of Use | Low | Medium | High | ↑ |
| Ease of Modification | | | | ↓ |
| - Non-Standard | Low | Medium | Low | ↓ |
| - Standard | Low | Medium | Medium + | ↑ |
| Portability | Low | Medium | Medium + | ↑ |
| Continuity of Operations | Low | Low | Medium | ↑ |



popularity of on-line systems, with their attendant major demands on systems resources, has also served to highlight the importance of efficient operating systems.

- Ease of use will see the greatest change in emphasis of the five characteristics profiled in this exhibit. Going from a low importance rating in the 1970s, ease of use will rate a "high" during the next five years. A major cause for this important change in emphasis is the proliferation of personal and departmental systems with their reliance on end users rather than data processing professionals for programming and/or operation,
- The ease of modification to the operating systems themselves will increase in importance during the next five years for standard modes (i.e., non-source code related alterations). In contrast, non-standard (i.e., source code changed) modifications will become less significant as users back away from this expensive and time-consuming approach.
- Portability will continue to increase in importance through the end of the decade as mixed-vendor shops become more commonplace.
- Continuity of operations, while slow to acquire importance until recently, will become a very important characteristic during the next five years. The ubiquity of on-line systems combined with their deep involvement in the mainstream of many business operations results in a high value being placed on "staying up" regardless of problems that arise.

2. OBJECT CODE ONLY (OCO)

- IBM's gradual but steady implementation of its Object Code Only (OCO) policy will have important impacts on the strategies of both users and vendors concerned with operating systems directions. This section provides an overview of the issues and implications of this controversial business decision.



- OCO is the practice of not releasing source code of a software product to users or vendors, but instead only providing object code whenever a product is licensed. Adoption of this policy is a difficult decision for any software products vendor because there are clear cut advantages as well as disadvantages to both the customers and the program's owner.

- Exhibit VI-5 summarizes the advantages and disadvantages of OCO for IBM, users, software product vendors, and information services vendor.
 - The net impact of the seven characteristics listed in the table is that IBM realizes the greatest advantage (+5) from the OCO policy.

 - Using this same criteria, users have a net zero advantage. For example, they enjoy less costly conversions and faster conversions because they do not have to worry about having to undo special modifications they may have made to the currently installed software release. On the other hand, OCO reduces the opportunity to incorporate company-unique facilities that require source code modifications in the software.

 - Both software products vendors and other information services vendors receive a net disadvantage (-2), primarily because of their inability to modify source code to create unique competitive-edge facilities.

- INPUT believes that IBM will determinedly pursue an OCO policy, but that user resistance will primarily limit the application of this policy to the release of new products and/or new additions to existing programs. Thus, users and vendors need not fear that overnight their in-place operating systems and/or applications software will become "untouchable."



EXHIBIT VI-5

IMPACT OF IBM'S OBJECT CODE ONLY POLICY

| Object Code Only (OCO) Characteristic | Impact On | | | |
|--|-----------|----------|----------------|--------------------|
| | IBM | Users | S/W Vendors | Service Vendors |
| Faster Conversions | ++ | + | + | + |
| Less Costly Conversions | NA | ++ | + | + |
| Reduced Opportunity for Company-Unique Features | NA | - | - | -- |
| Reduced Support Costs | + | NA | NA | NA |
| Enhanced Account Control | ++ | - | - | - |
| Higher Barriers to Competition | + | NA | NA | NA |
| Reduced Opportunity for Add-On Products | - | - | -- | - |
| Total | +5 | 0 | -2 | -2 |

++ = Advantage - = Disadvantage NA = Not Applicable



VII CONCLUSIONS AND RECOMMENDATIONS



VII CONCLUSIONS AND RECOMMENDATIONS

A. XA

- MVS/XA will continue to be IBM's primary host OS throughout the forecast period.
 - New hardware features will require XA support.
 - IBM will manage the complexity of XA whereby users will be able to travel directly from DOS to MVS/XA without first going through MVS.
 - IBM will de-emphasize other OS (except VM).
 - Rate of change in MVS/XA functionality will accelerate.
- INPUT's recommendations are to:
 - Convert/support XA as soon as possible.
 - Use MVS/XA complementary departmental and workstation systems--think through interconnect strategy for cooperative processing.
 - Avoid source code changes.
 - Avoid heavy dependence on specific releases.



B. VM

- VM is and will continue to be a strategic product for IBM. Users are basically very happy with the product and it is a tool for IBM to use to encourage conversion to MVS/XA. Consequently, VM will have a long life.
- Since IBM considers MVS/XA to be its OS of primary importance, there will continue to be deficiencies of VM which will leave opportunities for add-on vendors.
- There will be a convergence of VM toward MVS. The products will continue to be separate, but will interlink with common interfaces whereby users will be able to switch back and forth relatively easily.
- Both users and vendors should expand VM commitment where appropriate.
 - Vendors of enhancement products for DOS should consider reworking for VM.
 - Users with IS environments with long-term conversion projects or three levels of computing (with an information center) should consider VM.

C. UNIX

- UNIX has a bright outlook within the IBM 370 architecture world. While MVS and VM will be more popular from an installed base point of view, UNIX will carve out for itself an important role as a third major operating system. INPUT's optimism regarding UNIX stems from a number of factors, including:
 - The evolution of System V as a leading standard.



- The recognition that many of the UNIX functional deficiencies are temporary and will be overcome via redesigns and additions (including shells).
 - The increasing commercial appeal of UNIX.
 - Its evolution as a mid-range system operating system, an area anticipated to have explosive growth during the next five years.
 - Its ability to effectively co-exist with other operating systems under VM.
- INPUT recommends that vendors undertake the following approaches concerning UNIX:
 - Select UNIX for market reasons, not because of programmer biases. Programmers assigned to evaluate UNIX as a possible operating system for a future applications software product must be careful that UNIX technical "cult" appeal, which stems from the elegance of its internal design and its reputation among "supertechies," does not override the business considerations required for economic justification.
 - The best match for UNIX is within a market segment that has these characteristics: mid-range systems are the primary hardware implementation, the market requires support of a wide variety of vendor hardware, and unfulfilled applications demands exist.
 - Implement a System V standard UNIX. Avoid features and facilities that are unique to a single vendor, even if that vendor is IBM.
 - Anticipate a primarily VM environment for UNIX implementations in the IBM 370 world.



- Opportunity areas for vendors include:
 - Most applications software areas.
 - Developing facilities to improve the connectivity of UNIX.
 - Development of UNIX shells that improve the appeal to end-user computing environments.

D. DOS

- INPUT believes that IBM will continue to reluctantly enhance DOS/VSE to a modest degree for the next several years. Its main efforts, however, will be to offer tools, aids, and other incentives to facilitate conversion. IBM's first preference is to have a complete conversion away from DOS and onto MVS. If DOS must exist at an installation, IBM wants it as a VM guest, not as a stand-alone system.
- Evidence of IBM's aggressiveness in encouraging DOS to MVS conversion is its acquisition of the nonexclusive marketing rights to UCC TWO, the DOS under MVS system originally developed and still marketed by UCCEL Corporation. UCC TWO enables installations to execute DOS programs under MVS with little or no source code changes.
- Another incentive to conversion which will be heavily utilized by IBM in the ensuing years is the introduction of hardware that has new facilities that are available only to MVS or VM users. Thus, over time the gap between DOS capabilities and the full potential of both medium- and large-scale systems will be lengthened even more.



- Thus, on balance users and vendors can anticipate that DOS will shrink but will not die during the next five years. INPUT suggests that:
 - Any installation that anticipates computing growth of more than 20% annually can anticipate conversion pressure to increase significantly as the decade progresses.
 - Vendors contemplating providing DOS versions of their applications software may do so providing they factor a net no-growth market into their sales projections.
 - Vendors currently offering only DOS applications should seriously evaluate how they might extend their offerings up to at least the lower end of the VM or MVS environment.
 - Significant opportunities exist for not only DOS-to-VM, MVS conversion tools and aids, but also for the professional services required to assist installations in making it happen.

E. SMALL SYSTEMS OPERATING SYSTEMS

- IBM's microcomputer products, based on PC-DOS X.X, will continue to have healthy growth rates.
- In the future, IBM PC AT-type products and above will be able to have multiple operating systems running as guests under VM. This would include an enhanced version of PC-DOS (multiuser, multitasking) and perhaps a third choice such as UNIX. The PC-DOS operating system would allow the usage of PC-DOS applications software from the large installed base. The inclusion of other operating systems would depend upon uniqueness of application packages for that environment as well as the tools for program modification or development available under that specific operating system.



F. CONNECTIVITY

- IBM's connectivity strategy will continue to evolve. In 1987, IBM is expected to introduce a factory LAN to complement its existing product line.
- IBM has successfully implemented links for text transfer (DISOSS) and graphics (GDDM). Links will next be needed for image and voice transfer. Image transfer will be a viable opportunity before voice. All of these capabilities in the long term will need to be transparent to the end user.
- Users should stay abreast of linking technologies and alternatives but be aware that this area will continue to change very rapidly.
- Vendors should develop complementary products to enhance IBM's linking products; e.g., bridges and gateways. Opportunities for applications for the Token-Ring LAN are substantial--IBM will keep the architecture open for this product in order to capture market position.
- All vendors should develop links and bridges to DISOSS, SNA, and Token-Ring LAN.



APPENDIX A: OPERATING SYSTEM FORECAST BY
COMPUTER TYPE







APPENDIX A: OPERATING SYSTEM FORECAST BY COMPUTER TYPE

- Exhibits A-I through A-11 contain INPUT's market sizes and growth rates for each year from 1985 through 1991 for MVS/XA, MVS, DOS, UNIX, and PC-DOS operating systems running on different IBM and PCM computer modes.



EXHIBIT A-1

OPERATING SYSTEMS FOR ALL
370 ARCHITECTURE COMPUTERS, 1984-1991

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|------------------|
| MVS/XA UNITS | 879 | 1432 | 2632 | 4914 | 6079 | 8175 | 10044 | 11705 | 35% |
| MVS/XA % | 4 | 6 | 10 | 16 | 17 | 18 | 17 | 17 | |
| MVS UNITS | 4668 | 6004 | 7787 | 9885 | 10573 | 12267 | 14369 | 14900 | 14% |
| MVS % | 21 | 26 | 30 | 32 | 30 | 28 | 24 | 21 | |
| VM CMS UNITS | 1098 | 1211 | 1552 | 1929 | 3233 | 5371 | 12284 | 18158 | 64% |
| VM CMS % | 5 | 5 | 6 | 6 | 9 | 12 | 21 | 26 | |
| VM/MVS UNITS | 1114 | 1265 | 1668 | 2158 | 2382 | 2924 | 2908 | 3232 | 14% |
| VM/MVS % | 5 | 6 | 6 | 7 | 7 | 7 | 5 | 5 | |
| VM/MVS/DOS UNITS | 2100 | 2055 | 2114 | 1970 | 2170 | 2556 | 3423 | 3270 | 9% |
| VM/MVS/DOS % | 10 | 9 | 8 | 6 | 6 | 6 | 6 | 5 | |
| VM/DOS UNITS | 1320 | 1295 | 1356 | 1336 | 1280 | 1465 | 1727 | 1529 | 2% |
| VM/DOS % | 6 | 6 | 5 | 4 | 4 | 3 | 3 | 2 | |
| VM/UNIX UNITS | 50 | 126 | 325 | 753 | 1697 | 4021 | 6846 | 9267 | 95% |
| VM/UNIX % | 0 | 1 | 1 | 2 | 5 | 9 | 11 | 13 | |
| VM/OTHER UNITS | 656 | 610 | 588 | 585 | 556 | 694 | 606 | 722 | 4% |
| VM/OTHER % | 3 | 3 | 2 | 2 | 2 | 2 | 1 | 1 | |
| DOS UNITS | 9884 | 8556 | 7431 | 6285 | 6006 | 5791 | 5306 | 4418 | -10% |
| DOS % | 45 | 37 | 29 | 21 | 17 | 13 | 9 | 6 | |
| UNIX UNITS | 150 | 220 | 260 | 568 | 918 | 1281 | 2128 | 2890 | 62% |
| UNIX % | 1 | 1 | 1 | 2 | 3 | 3 | 4 | 4 | |
| OTHER UNITS | 162 | 147 | 137 | 127 | 2 | 1 | 0 | 0 | |
| OTHER % | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | |
| TOT. ALL TYPES OS | 22080 | 22920 | 25850 | 30510 | 34895 | 44545 | 59640 | 70090 | 22% |
| TOTAL % | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | |

* - AVERAGE ANNUAL GROWTH RATE

EXHIBIT A-2

OPERATING SYSTEMS FOR 370 ARCHITECTURE
COMPUTERS OVER 2 MIPS, 1984-1991

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|--------------------|------|-------|-------|-------|-------|-------|-------|-------|------------------|
| TOTAL MVS/XA | 879 | 1432 | 2632 | 4914 | 6079 | 8175 | 10044 | 11705 | 35% |
| % MVS/XA | 9 | 12 | 17 | 23 | 26 | 29 | 30 | 32 | |
| TOTAL MVS/370 | 3924 | 5231 | 6963 | 9113 | 9757 | 11118 | 12767 | 13202 | 14% |
| % MVS/370 | 42 | 45 | 45 | 43 | 42 | 39 | 39 | 37 | |
| TOTAL VM CMS | 494 | 673 | 952 | 1187 | 1064 | 1132 | 1337 | 1522 | 10% |
| TOTAL VM CMS % | 5 | 6 | 6 | 6 | 5 | 4 | 4 | 4 | |
| TOTAL VM/MVS | 846 | 1030 | 1456 | 1784 | 1923 | 2271 | 2107 | 2213 | 9% |
| TOTAL VM/MVS % | 9 | 9 | 9 | 8 | 8 | 8 | 6 | 6 | |
| TOTAL VM/MVS/DOS | 683 | 788 | 920 | 946 | 910 | 924 | 1020 | 894 | -1% |
| TOTAL VM/MVS/DOS % | 7 | 7 | 6 | 5 | 4 | 3 | 3 | 2 | |
| TOTAL VM/DOS | 702 | 746 | 847 | 861 | 816 | 810 | 659 | 510 | -10% |
| TOTAL VM/DOS % | 7 | 6 | 5 | 4 | 3 | 3 | 2 | 1 | |
| TOTAL VM/UNIX | 50 | 126 | 228 | 569 | 1013 | 1902 | 3108 | 4175 | 79% |
| TOTAL VM/UNIX % | 1 | 1 | 1 | 3 | 4 | 7 | 9 | 12 | |
| TOTAL VM/OTHER | 150 | 162 | 176 | 208 | 209 | 203 | 72 | 43 | -25% |
| TOTAL VM/OTHER % | 2 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | |
| TOTAL DOS | 1516 | 1278 | 1082 | 1012 | 998 | 1030 | 1034 | 1023 | -1% |
| % DOS | 16 | 11 | 7 | 5 | 4 | 4 | 3 | 3 | |
| TOTAL UNIX | 150 | 220 | 260 | 384 | 576 | 629 | 793 | 853 | 27% |
| % UNIX | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | |
| TOTAL OTHER | 35 | 35 | 34 | 32 | 0 | 0 | 0 | 0 | |
| TOTAL OTHER % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| TOTAL TOTAL | 9430 | 11720 | 15550 | 21010 | 23345 | 28195 | 32940 | 36140 | 18% |

* - AVERAGE ANNUAL GROWTH RATE

EXHIBIT A-3

OPERATING SYSTEMS FOR 370 ARCHITECTURE
COMPUTERS LESS THAN 2 MIPS, 1984-1991

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|--------------------|-------|-------|-------|------|-------|-------|-------|-------|------------------|
| TOTAL MVS/370 | 745 | 773 | 824 | 772 | 816 | 1149 | 1602 | 1698 | 16% |
| % MVS/370 | 6 | 7 | 8 | 8 | 7 | 7 | 6 | 5 | |
| TOTAL VM CMS | 604 | 538 | 600 | 742 | 2169 | 4239 | 10947 | 16636 | 94% |
| TOTAL VM CMS % | 5 | 5 | 6 | 8 | 19 | 26 | 41 | 49 | |
| TOTAL VM/MVS | 268 | 235 | 212 | 374 | 459 | 653 | 801 | 1019 | 37% |
| TOTAL VM/MVS % | 2 | 2 | 2 | 4 | 4 | 4 | 3 | 3 | |
| TOTAL VM/MVS/DOS | 1417 | 1267 | 1194 | 1024 | 1260 | 1632 | 2403 | 2377 | 15% |
| TOTAL VM/MVS/DOS % | 11 | 11 | 12 | 11 | 11 | 10 | 9 | 7 | |
| TOTAL VM/DOS | 618 | 549 | 509 | 475 | 464 | 655 | 1068 | 1019 | 15% |
| TOTAL VM/DOS % | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 3 | |
| TOTAL VM/UNIX | 0 | 0 | 97 | 184 | 684 | 2119 | 3738 | 5093 | 121% |
| TOTAL VM/UNIX % | 0 | 0 | 1 | 2 | 6 | 13 | 14 | 15 | |
| TOTAL VM/OTHER | 506 | 448 | 412 | 377 | 347 | 491 | 534 | 679 | 11% |
| TOTAL VM/OTHER % | 4 | 4 | 4 | 4 | 3 | 3 | 2 | 2 | |
| TOTAL DOS | 8368 | 7278 | 6349 | 5273 | 5009 | 4761 | 4272 | 3395 | -12% |
| % DOS | 66 | 65 | 62 | 56 | 43 | 29 | 16 | 10 | |
| TOTAL UNIX | 0 | 0 | 0 | 184 | 342 | 652 | 1335 | 2037 | |
| % UNIX | 0 | 0 | 0 | 2 | 3 | 4 | 5 | 6 | |
| TOTAL OTHER | 127 | 112 | 103 | 95 | 2 | 1 | 0 | 0 | |
| TOTAL OTHER % | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | |
| TOTAL TOTAL | 12650 | 11200 | 10300 | 9500 | 11550 | 16350 | 26700 | 33950 | 27% |

* - AVERAGE ANNUAL GROWTH RATE



EXHIBIT A-4

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
SUMMIT SERIES

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 |
|------------------|------|------|------|------|------|------|------|------|
| SUMMIT : UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 100 | 700 |
| MVS/XA UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 45 | 315 |
| MVS/XA % | 0 | 0 | 0 | 0 | 0 | 0 | 45 | 45 |
| MVS/370 UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 70 |
| MVS/370 % | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 10 |
| VM CMS UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 35 |
| VM CMS % | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 5 |
| VM/MVS UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 21 |
| VM/MVS % | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 3 |
| VM/MVS/DOS UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 105 |
| VM/MVS/DOS % | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 15 |
| VM/DOS UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 28 |
| VM/DOS % | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 4 |
| VM/UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 126 |
| VM/UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 18 |
| VM/OTHER UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| VM/OTHER % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| DOS UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| DOS % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| OTHER UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| OTHER % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL UNITS OS | 0 | 0 | 0 | 0 | 0 | 0 | 100 | 700 |
| TOTAL % OS | 0 | 0 | 0 | 0 | 0 | 0 | 100 | 100 |

EXHIBIT A-5

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
309X

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|-------------------|------|------|------|------|------|------|------|------|------------------|
| TOTAL 309X: UNITS | 0 | 400 | 2050 | 4250 | 6350 | 8000 | 9250 | 9925 | 37% |
| MVS/XA UNITS | 0 | 152 | 820 | 1785 | 2731 | 3520 | 4163 | 4665 | 42% |
| MVS/XA % | 0 | 38 | 40 | 42 | 43 | 44 | 45 | 47 | |
| MVS/370 UNITS | 0 | 140 | 697 | 1360 | 2032 | 2320 | 2498 | 2481 | 29% |
| MVS/370 % | 0 | 35 | 34 | 32 | 32 | 29 | 27 | 25 | |
| VM CMS UNITS | 0 | 28 | 144 | 255 | 254 | 320 | 370 | 397 | 23% |
| VM CMS % | 0 | 7 | 7 | 6 | 4 | 4 | 4 | 4 | |
| VM/MVS UNITS | 0 | 48 | 226 | 468 | 635 | 800 | 648 | 596 | 21% |
| VM/MVS % | 0 | 12 | 11 | 11 | 10 | 10 | 7 | 6 | |
| VM/MVS/DOS UNITS | 0 | 8 | 41 | 43 | 64 | 80 | 93 | 0 | |
| VM/MVS/DOS % | 0 | 2 | 2 | 1 | 1 | 1 | 1 | 0 | |
| VM/DOS UNITS | 0 | 20 | 82 | 128 | 127 | 160 | 93 | 99 | 4% |
| VM/DOS % | 0 | 5 | 4 | 3 | 2 | 2 | 1 | 1 | |
| VM/UNIX UNITS | 0 | 4 | 41 | 213 | 508 | 800 | 1388 | 1687 | 110% |
| VM/UNIX % | 0 | 1 | 2 | 5 | 8 | 10 | 15 | 17 | |
| VM/OTHER UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| VM/OTHER % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| DOS UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| DOS % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| OTHER UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| OTHER % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| TOTAL UNITS OS | 0 | 400 | 2050 | 4250 | 6350 | 8000 | 9250 | 9925 | |
| TOTAL % OS | 0 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | |

* - AVERAGE ANNUAL GROWTH RATE

Table 1

Summary of the study results

| Variable | Mean | Standard Deviation | Significance |
|--------------|-------|--------------------|--------------|
| Age | 35.2 | 12.5 | |
| Gender | | | |
| Male | 55.0% | | |
| Female | 45.0% | | |
| Education | | | |
| High School | 30.0% | | |
| Bachelor's | 40.0% | | |
| Master's | 20.0% | | |
| PhD | 10.0% | | |
| Income | | | |
| Low | 25.0% | | |
| Medium | 45.0% | | |
| High | 30.0% | | |
| Occupation | | | |
| Professional | 35.0% | | |
| Managerial | 25.0% | | |
| Service | 20.0% | | |
| Unemployed | 20.0% | | |

EXHIBIT A-6

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
308X

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|--------------------|------|------|------|------|------|------|------|------|------------------|
| 308X HARDWARE BASE | 3900 | 3900 | 3940 | 3965 | 3880 | 3545 | 3105 | 1950 | -13% |
| MVS/XA UNITS | 624 | 702 | 788 | 952 | 1086 | 1134 | 1025 | 702 | -2% |
| MVS/XA % | 16 | 18 | 20 | 24 | 28 | 32 | 33 | 36 | |
| MVS UNITS | 2145 | 2106 | 2049 | 1983 | 1940 | 1702 | 1459 | 878 | -16% |
| MVS % | 55 | 54 | 52 | 50 | 50 | 48 | 47 | 45 | |
| VM CMS UNITS | 117 | 156 | 158 | 159 | 116 | 71 | 62 | 20 | -34% |
| VM CMS % | 3 | 4 | 4 | 4 | 3 | 2 | 2 | 1 | |
| VM/MVS UNITS | 429 | 390 | 394 | 357 | 310 | 213 | 186 | 98 | -24% |
| VM/MVS % | 11 | 10 | 10 | 9 | 8 | 6 | 6 | 5 | |
| VM/MVS/DOS UNITS | 312 | 273 | 276 | 238 | 194 | 142 | 93 | 39 | -32% |
| VM/MVS/DOS % | 8 | 7 | 7 | 6 | 5 | 4 | 3 | 2 | |
| VM/DOS UNITS | 117 | 117 | 118 | 119 | 78 | 71 | 31 | 20 | -30% |
| VM/DOS % | 3 | 3 | 3 | 3 | 2 | 2 | 1 | 1 | |
| VM/UNIX UNITS | 0 | 39 | 39 | 40 | 78 | 142 | 186 | 176 | 35% |
| VM/UNIX % | 0 | 1 | 1 | 1 | 2 | 4 | 6 | 9 | |
| VM/OTHER UNITS | 39 | 39 | 39 | 40 | 39 | 35 | 31 | 0 | |
| VM/OTHER % | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | |
| DOS UNITS | 117 | 78 | 79 | 79 | 39 | 35 | 31 | 20 | -24% |
| DOS % | 3 | 2 | 2 | 2 | 1 | 1 | 1 | 1 | |
| UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| OTHER UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| OTHER % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| TOTAL UNITS OS | 3900 | 3900 | 3940 | 3965 | 3880 | 3545 | 3105 | 1950 | |
| TOTAL % OS | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | |

* - AVERAGE ANNUAL GROWTH RATE

| Date | Particulars | Debit | Credit | Balance |
|--------|-------------|-------|--------|---------|
| 1900 | | | | |
| Jan 1 | Balance | | | |
| Jan 2 | ... | | | |
| Jan 3 | ... | | | |
| Jan 4 | ... | | | |
| Jan 5 | ... | | | |
| Jan 6 | ... | | | |
| Jan 7 | ... | | | |
| Jan 8 | ... | | | |
| Jan 9 | ... | | | |
| Jan 10 | ... | | | |
| Jan 11 | ... | | | |
| Jan 12 | ... | | | |
| Jan 13 | ... | | | |
| Jan 14 | ... | | | |
| Jan 15 | ... | | | |
| Jan 16 | ... | | | |
| Jan 17 | ... | | | |
| Jan 18 | ... | | | |
| Jan 19 | ... | | | |
| Jan 20 | ... | | | |
| Jan 21 | ... | | | |
| Jan 22 | ... | | | |
| Jan 23 | ... | | | |
| Jan 24 | ... | | | |
| Jan 25 | ... | | | |
| Jan 26 | ... | | | |
| Jan 27 | ... | | | |
| Jan 28 | ... | | | |
| Jan 29 | ... | | | |
| Jan 30 | ... | | | |
| Jan 31 | ... | | | |
| Feb 1 | ... | | | |
| Feb 2 | ... | | | |
| Feb 3 | ... | | | |
| Feb 4 | ... | | | |
| Feb 5 | ... | | | |
| Feb 6 | ... | | | |
| Feb 7 | ... | | | |
| Feb 8 | ... | | | |
| Feb 9 | ... | | | |
| Feb 10 | ... | | | |
| Feb 11 | ... | | | |
| Feb 12 | ... | | | |
| Feb 13 | ... | | | |
| Feb 14 | ... | | | |
| Feb 15 | ... | | | |
| Feb 16 | ... | | | |
| Feb 17 | ... | | | |
| Feb 18 | ... | | | |
| Feb 19 | ... | | | |
| Feb 20 | ... | | | |
| Feb 21 | ... | | | |
| Feb 22 | ... | | | |
| Feb 23 | ... | | | |
| Feb 24 | ... | | | |
| Feb 25 | ... | | | |
| Feb 26 | ... | | | |
| Feb 27 | ... | | | |
| Feb 28 | ... | | | |
| Feb 29 | ... | | | |
| Feb 30 | ... | | | |
| Feb 31 | ... | | | |
| Mar 1 | ... | | | |
| Mar 2 | ... | | | |
| Mar 3 | ... | | | |
| Mar 4 | ... | | | |
| Mar 5 | ... | | | |
| Mar 6 | ... | | | |
| Mar 7 | ... | | | |
| Mar 8 | ... | | | |
| Mar 9 | ... | | | |
| Mar 10 | ... | | | |
| Mar 11 | ... | | | |
| Mar 12 | ... | | | |
| Mar 13 | ... | | | |
| Mar 14 | ... | | | |
| Mar 15 | ... | | | |
| Mar 16 | ... | | | |
| Mar 17 | ... | | | |
| Mar 18 | ... | | | |
| Mar 19 | ... | | | |
| Mar 20 | ... | | | |
| Mar 21 | ... | | | |
| Mar 22 | ... | | | |
| Mar 23 | ... | | | |
| Mar 24 | ... | | | |
| Mar 25 | ... | | | |
| Mar 26 | ... | | | |
| Mar 27 | ... | | | |
| Mar 28 | ... | | | |
| Mar 29 | ... | | | |
| Mar 30 | ... | | | |
| Mar 31 | ... | | | |

EXHIBIT A-7

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
303X

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 |
|------------------|------|------|------|------|------|------|------|------|
| 303X: UNITS | 2030 | 1320 | 760 | 295 | 115 | 50 | 20 | 0 |
| MVS/XA UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| MVS/XA % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| MVS/370 UNITS | 244 | 251 | 167 | 71 | 33 | 17 | 7 | 0 |
| MVS/370 % | 12 | 19 | 22 | 24 | 29 | 33 | 37 | 0 |
| VM CMS UNITS | 162 | 106 | 61 | 24 | 8 | 4 | 1 | 0 |
| VM CMS % | 8 | 8 | 8 | 8 | 7 | 7 | 7 | 0 |
| VM/MVS UNITS | 142 | 92 | 61 | 24 | 9 | 4 | 2 | 0 |
| VM/MVS % | 7 | 7 | 8 | 8 | 8 | 8 | 8 | 0 |
| VM/MVS/DOS UNITS | 81 | 53 | 23 | 9 | 2 | 1 | 0 | 0 |
| VM/MVS/DOS % | 4 | 4 | 3 | 3 | 2 | 2 | 2 | 0 |
| VM/DOS UNITS | 365 | 238 | 129 | 50 | 20 | 8 | 3 | 0 |
| VM/DOS % | 18 | 18 | 17 | 17 | 17 | 15 | 14 | 0 |
| VM/UNIX UNITS | 0 | 0 | 8 | 3 | 1 | 1 | 0 | 0 |
| VM/UNIX % | 0 | 0 | 1 | 1 | 1 | 2 | 2 | 0 |
| VM/OTHER UNITS | 61 | 40 | 23 | 12 | 5 | 2 | 1 | 0 |
| VM/OTHER % | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 0 |
| DOS UNITS | 954 | 528 | 281 | 103 | 37 | 15 | 5 | 0 |
| DOS % | 47 | 40 | 37 | 35 | 32 | 29 | 26 | 0 |
| UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| OTHER UNITS | 20 | 13 | 8 | 0 | 0 | 0 | 0 | 0 |
| OTHER % | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| TOTAL UNITS OS | 2030 | 1320 | 760 | 295 | 115 | 50 | 20 | 0 |
| TOTAL % OS | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 0 |



EXHIBIT A-8

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
4381 SERIES

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|-------------------|------|------|------|------|------|-------|-------|-------|------------------|
| TOTAL 4381: UNITS | 2000 | 3900 | 6200 | 9300 | 9400 | 12900 | 16500 | 19300 | 25% |
| MVS/XA UNITS | 180 | 468 | 868 | 1953 | 1974 | 3225 | 4455 | 5597 | 45% |
| MVS/XA % | 9 | 12 | 14 | 21 | 21 | 25 | 27 | 29 | |
| MVS/370 UNITS | 1160 | 2184 | 3348 | 4836 | 4888 | 6192 | 7920 | 8878 | 22% |
| MVS/370 % | 58 | 56 | 54 | 52 | 52 | 48 | 48 | 46 | |
| VM CMS UNITS | 140 | 273 | 434 | 558 | 470 | 516 | 660 | 772 | 12% |
| VM CMS % | 7 | 7 | 7 | 6 | 5 | 4 | 4 | 4 | |
| VM/MVS UNITS | 200 | 390 | 620 | 744 | 752 | 1032 | 990 | 1158 | 13% |
| VM/MVS % | 10 | 10 | 10 | 8 | 8 | 8 | 6 | 6 | |
| VM/MVS/DOS UNITS | 140 | 234 | 372 | 465 | 470 | 516 | 660 | 579 | 9% |
| VM/MVS/DOS % | 7 | 6 | 6 | 5 | 5 | 4 | 4 | 3 | |
| VM/DOS UNITS | 100 | 195 | 310 | 372 | 376 | 387 | 330 | 193 | -9% |
| VM/DOS % | 5 | 5 | 5 | 4 | 4 | 3 | 2 | 1 | |
| VM/UNIX UNITS | 20 | 39 | 62 | 186 | 282 | 774 | 1320 | 1930 | 99% |
| VM/UNIX % | 1 | 1 | 1 | 2 | 3 | 6 | 8 | 10 | |
| VM/OTHER UNITS | 20 | 39 | 62 | 93 | 94 | 129 | 0 | 0 | |
| VM/OTHER % | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | |
| DOS UNITS | 40 | 78 | 124 | 93 | 94 | 129 | 165 | 193 | 9% |
| DOS % | 2 | 2 | 2 | 1 | 1 | 1 | 1 | 1 | |
| UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| OTHER UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| OTHER % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| TOTAL UNITS OS | 2000 | 3900 | 6200 | 9300 | 9400 | 12900 | 16500 | 19300 | |
| TOTAL % OS | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | |

* - AVERAGE ANNUAL GROWTH RATE

EXHIBIT A-9

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
4331/4361 AND NEW CMOS 4300

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|--------------------------|-------|-------|------|------|-------|-------|-------|-------|------------------|
| 4361 AND BELOW UNITS: | 11200 | 10100 | 9700 | 9200 | 11400 | 16300 | 26700 | 33950 | 28% |
| MVS UNITS | 672 | 707 | 776 | 736 | 798 | 1141 | 1602 | 1698 | 17% |
| MVS % | 6 | 7 | 8 | 8 | 7 | 7 | 6 | 5 | |
| VM CMS UNITS | 560 | 505 | 582 | 736 | 2166 | 4238 | 10947 | 16636 | 96% |
| VM CMS % | 5 | 5 | 6 | 8 | 19 | 26 | 41 | 49 | |
| VM/MVS UNITS | 224 | 202 | 194 | 368 | 456 | 652 | 801 | 1019 | 39% |
| VM/MVS % | 2 | 2 | 2 | 4 | 4 | 4 | 3 | 3 | |
| VM/MVS/DOS UNITS | 1344 | 1212 | 1164 | 1012 | 1254 | 1630 | 2403 | 2377 | 15% |
| VM/MVS/DOS % | 12 | 12 | 12 | 11 | 11 | 10 | 9 | 7 | |
| VM/DOS UNITS | 560 | 505 | 485 | 460 | 456 | 652 | 1068 | 1019 | 16% |
| VM/DOS % | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 3 | |
| VM/UNIX UNITS | 0 | 0 | 97 | 184 | 684 | 2119 | 3738 | 5093 | 121% |
| VM/UNIX % | 0 | 0 | 1 | 2 | 6 | 13 | 14 | 15 | |
| VM/OTHER UNITS | 448 | 404 | 388 | 368 | 342 | 489 | 534 | 679 | 12% |
| VM/OTHER % | 4 | 4 | 4 | 4 | 3 | 3 | 2 | 2 | |
| DOS UNITS | 7280 | 6464 | 5917 | 5060 | 4902 | 4727 | 4272 | 3395 | -11% |
| DOS % | 65 | 64 | 61 | 55 | 43 | 29 | 16 | 10 | |
| UNIX UNITS | 0 | 0 | 0 | 184 | 342 | 652 | 1335 | 2037 | |
| UNIX % | 0 | 0 | 0 | 2 | 3 | 4 | 5 | 6 | |
| OTHER UNITS | 112 | 101 | 97 | 92 | 0 | 0 | 0 | 0 | |
| OTHER % | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | |
| TOTAL OS UNITS | 11200 | 10100 | 9700 | 9200 | 11400 | 16300 | 26700 | 33950 | |

* - AVERAGE ANNUAL GROWTH RATE



EXHIBIT A-10

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
SYSTEM 360/370

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 |
|------------------|------|------|------|------|------|------|------|------|
| 360/370: UNITS | 1450 | 1100 | 600 | 300 | 150 | 50 | 0 | 0 |
| MVS UNITS | 73 | 66 | 48 | 36 | 18 | 8 | 0 | 0 |
| MVS % | 5 | 6 | 8 | 12 | 12 | 15 | 0 | 0 |
| VM CMS UNITS | 44 | 33 | 18 | 6 | 3 | 1 | 0 | 0 |
| VM CMS % | 3 | 3 | 3 | 2 | 2 | 2 | 0 | 0 |
| VM/MVS UNITS | 44 | 33 | 18 | 6 | 3 | 1 | 0 | 0 |
| VM/MVS % | 3 | 3 | 3 | 2 | 2 | 2 | 0 | 0 |
| VM/MVS/DOS UNITS | 73 | 55 | 30 | 12 | 6 | 2 | 0 | 0 |
| VM/MVS/DOS % | 5 | 5 | 5 | 4 | 4 | 4 | 0 | 0 |
| VM/DOS UNITS | 58 | 44 | 24 | 15 | 8 | 3 | 0 | 0 |
| VM/DOS % | 4 | 4 | 4 | 5 | 5 | 5 | 0 | 0 |
| VM/UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| VM/UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| VM/OTHER UNITS | 58 | 44 | 24 | 9 | 5 | 2 | 0 | 0 |
| VM/OTHER % | 4 | 4 | 4 | 3 | 3 | 3 | 0 | 0 |
| DOS UNITS | 1088 | 814 | 432 | 213 | 107 | 34 | 0 | 0 |
| DOS % | 75 | 74 | 72 | 71 | 71 | 68 | 0 | 0 |
| UNIX UNITS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| UNIX % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| OTHER UNITS | 15 | 11 | 6 | 3 | 2 | 1 | 0 | 0 |
| OTHER % | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 |
| TOTAL OS UNITS | 1450 | 1100 | 600 | 300 | 150 | 50 | 0 | 0 |
| TOTAL OS % | 100 | 100 | 100 | 100 | 100 | 100 | 0 | 0 |

| Date | Description | Debit | Credit | Balance |
|--------|-------------|-------|--------|---------|
| 1890 | | | | |
| Jan 1 | Balance | | | |
| Jan 15 | ... | | | |
| Jan 30 | ... | | | |
| Feb 15 | ... | | | |
| Feb 30 | ... | | | |
| Mar 15 | ... | | | |
| Mar 30 | ... | | | |
| Apr 15 | ... | | | |
| Apr 30 | ... | | | |
| May 15 | ... | | | |
| May 30 | ... | | | |
| Jun 15 | ... | | | |
| Jun 30 | ... | | | |
| Jul 15 | ... | | | |
| Jul 30 | ... | | | |
| Aug 15 | ... | | | |
| Aug 30 | ... | | | |
| Sep 15 | ... | | | |
| Sep 30 | ... | | | |
| Oct 15 | ... | | | |
| Oct 30 | ... | | | |
| Nov 15 | ... | | | |
| Nov 30 | ... | | | |
| Dec 15 | ... | | | |
| Dec 30 | ... | | | |

EXHIBIT A-11

OPERATING SYSTEM FORECAST BY COMPUTER TYPE
PLUG COMPATIBLE MANUFACTURERS (PCM)

| TYPE | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | AAGR* '86-'91 |
|------------------|------|------|------|------|------|------|------|------|------------------|
| PCM UNITS | 1500 | 2200 | 2600 | 3200 | 3600 | 3700 | 3965 | 4265 | 10% |
| MVS/XA UNITS | 75 | 110 | 156 | 224 | 288 | 296 | 357 | 427 | 22% |
| MVS/XA % | 5 | 5 | 6 | 7 | 8 | 8 | 9 | 10 | |
| MVS/370 UNITS | 375 | 550 | 702 | 864 | 864 | 888 | 872 | 896 | 5% |
| MVS/370 % | 25 | 25 | 27 | 27 | 24 | 24 | 22 | 21 | |
| VM CMS UNITS | 75 | 110 | 156 | 192 | 216 | 222 | 238 | 299 | 14% |
| VM CMS % | 5 | 5 | 6 | 6 | 6 | 6 | 6 | 7 | |
| VM/MVS UNITS | 75 | 110 | 156 | 192 | 216 | 222 | 278 | 341 | 17% |
| VM/MVS % | 5 | 5 | 6 | 6 | 6 | 6 | 7 | 8 | |
| VM/MVS/DOS UNITS | 150 | 220 | 208 | 192 | 180 | 185 | 159 | 171 | -4% |
| VM/MVS/DOS % | 10 | 10 | 8 | 6 | 5 | 5 | 4 | 4 | |
| VM/DOS UNITS | 120 | 176 | 208 | 192 | 216 | 185 | 198 | 171 | -4% |
| VM/DOS % | 8 | 8 | 8 | 6 | 6 | 5 | 5 | 4 | |
| VM/UNIX UNITS | 30 | 44 | 78 | 128 | 144 | 185 | 198 | 256 | 27% |
| VM/UNIX % | 2 | 2 | 3 | 4 | 4 | 5 | 5 | 6 | |
| VM/OTHER UNITS | 30 | 44 | 52 | 64 | 72 | 37 | 40 | 43 | -4% |
| VM/OTHER % | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 1 | |
| DOS UNITS | 405 | 594 | 598 | 736 | 828 | 851 | 833 | 810 | 6% |
| DOS % | 27 | 27 | 23 | 23 | 23 | 23 | 21 | 19 | |
| UNIX UNITS | 150 | 220 | 260 | 384 | 576 | 629 | 793 | 853 | 27% |
| UNIX % | 10 | 10 | 10 | 12 | 16 | 17 | 20 | 20 | |
| OTHER UNITS | 15 | 22 | 26 | 32 | 0 | 0 | 0 | 0 | |
| OTHER % | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | |
| TOTAL UNITS OS | 1500 | 2200 | 2600 | 3200 | 3600 | 3700 | 3965 | 4265 | |
| TOTAL % OS | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | |

* - AVERAGE ANNUAL GROWTH RATE

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| Column 1 | Column 2 | Column 3 | Column 4 | Column 5 |
|----------|----------|----------|----------|----------|
| 1 | 2 | 3 | 4 | 5 |
| 6 | 7 | 8 | 9 | 10 |
| 11 | 12 | 13 | 14 | 15 |
| 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 |
| 31 | 32 | 33 | 34 | 35 |
| 36 | 37 | 38 | 39 | 40 |
| 41 | 42 | 43 | 44 | 45 |
| 46 | 47 | 48 | 49 | 50 |
| 51 | 52 | 53 | 54 | 55 |
| 56 | 57 | 58 | 59 | 60 |
| 61 | 62 | 63 | 64 | 65 |
| 66 | 67 | 68 | 69 | 70 |
| 71 | 72 | 73 | 74 | 75 |
| 76 | 77 | 78 | 79 | 80 |
| 81 | 82 | 83 | 84 | 85 |
| 86 | 87 | 88 | 89 | 90 |
| 91 | 92 | 93 | 94 | 95 |
| 96 | 97 | 98 | 99 | 100 |

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APPENDIX B: RECONCILIATION



APPENDIX B: RECONCILIATION

- Many of the market forecast numbers in this study differ in varying degrees from the data INPUT presented in the client seminar held in late April 1986. As was mentioned during the seminars, the information presented was preliminary and subject to more in-depth analysis.
- Since that time, additional data was gathered that caused us to reassess our assumptions in the computer marketplace which consequently affected our operating systems forecasts.
- The major factor that impacted our findings was the downward migration of the 43XX primarily via a low-end CMOS family of products for mid-range processing.
 - Since the product family will not incur major shipments until 1988, the base line forecasts were only altered marginally while the 1991 forecasts reflected significant changes.
 - By 1991, this family is expected to have over 23,000 units of the 370 architecture installed base, most of which will be running VM alone or with guests, thus altering the VM and VM/UNIX forecasts.
- In our seminar we also projected the introduction of the Summit series of mainframes in 1988 and another mainframe family in 1990. After additional analysis, we concluded that IBM would not introduce new families so close to



the introduction of the Sierra series in 1985. This move we concluded would cut off potential sales of 3090 products before their time. Consequently, INPUT projects that the Summit series will be announced in 1989 and begin shipments in 1990. This change has caused a lowering of the MVS/XA forecast since that will be the primary OS of these computers.

- In the mid-range area, INPUT originally underestimated the number of Series I in the installed base of 1986. This new installed base for Series I of 70,000 units increased our 1986 mid-range installed base found within this study.
- Overestimated for the seminar in April 1, 1986, was the retirement rate of System 36/38 and Series I. Decreasing the retirement rate of these products increased their share of the forecast installed base of mid-range systems in 1991.

