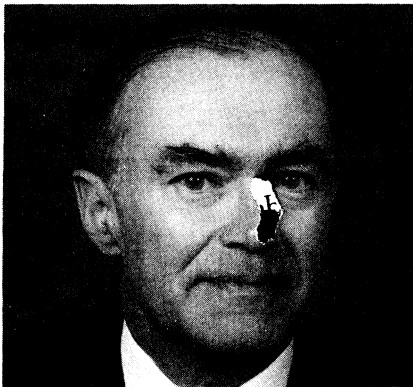


# Data General News

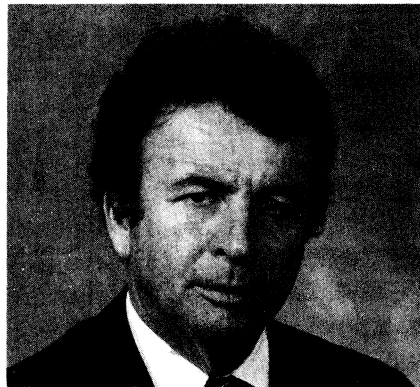
NEWS FOR THE EMPLOYEES OF DATA GENERAL

November 17-20, 1989

## Ed de Castro Becomes Data General Board Chairman; Herb Richman Vice Chairman; Ron Skates President And CEO



Ed de Castro



Herb Richman



Ron Skates

*Ed de Castro, co-founder and president of Data General since its founding in 1968, becomes chairman of the board of directors. Herb Richman, executive vice president and co-founder of the company, becomes vice chairman of the board. Ron Skates, executive vice president and chief operating officer, becomes president and chief executive officer of the company. The executive changes are a further step in the company's continuing efforts to achieve leadership in the computer industry during the decade of the 1990s. Ed also will assume the role of chief scientist, which will allow him to concentrate on the strategic direction of the company. Data General's development organizations will continue to implement the overall technical plans of the company, reporting to Ron. Herb will continue to direct the company's overall sales efforts, reporting to Ron.*

## Hospitals Hot On Data General

Data General and its value added resellers (VAR) who cater to customers in the healthcare market have teamed up recently to sell about \$2 million in proprietary and industry standard systems. The systems will be installed at hospitals in Minnesota, Texas, Missouri and California.

Immanuel St. Joseph Hospital in Mankato, Minnesota, purchased three AViiON servers to run Medi-

tech's Hospital Information System (HIS) software. According to Minnetonka Sales Representative Terri Horanic, the \$400,000 computers will run financial and administrative applications.

Data General and Meditech joined forces again in Texas as King's Daughters Hospital purchased four ECLIPSE MV/7800 systems. The hospital will run the HIS clinical software. The sale was particularly sweet, says Sales Representative Mike Embry from Austin, because the hospital went with the

Data General equipment after Digital Equipment offered its hardware running the same HIS software.

Mike also was involved with a \$450,000 sale to Citizens Medical Center of Victoria, Texas. The 300-bed hospital purchased an ECLIPSE MV/15000 Model 20 computer to run HBO's health-care applications.

An ECLIPSE MV/20000 valued at \$600,000 was bought by Christian Hospitals of St. Louis. Sales

Representative Steve Wise and 3M Healthcare convinced the hospital to upgrade its information system from Control Data with a Data General computer.

Samissa Health Care will install its first computers, two AViiON 6100 servers, early next year. It purchased the industry-standard systems along with software from Meditech to manage its administrative tasks. Sales Representative Linda Pitt of Riverside, California, says that with assistance from Data General's Network Services group, hospitals from Texas and Alaska will be linked to headquarters operations in southern California.

## It's In The Music

Classical music is probably the last thing COSMOS students expect to hear when they attend sales training classes at Data General's education center in Woodstock. But if they are lucky, that is exactly what they are treated to when in Connecticut. The music is courtesy of Lorraine Lueft, a curriculum developer in Marketing Education, who has been playing piano all her life.

Lorraine holds a PhD in music and was a college professor before coming to Data General in 1987. "I've been playing piano since I was five years old," she says. Her love for the piano comes through when she visits Woodstock. Occasionally, during after-class employee get-togethers at the cultural center, Lorraine sits behind the nine-foot grand piano and entertains students and others with classical pieces and jazz improvisations. Although the performances are informal, Woodstock-based employees enjoy Lorraine's musical ability so much that many return to the campus after work with their children just to hear her play.

Last Tuesday night, she played parts of a recital she will perform Sunday afternoon, November 19, at the First Congregational Church in Shrewsbury, Massachusetts. For nearly an hour, the sounds of Mozart, Bach, Chopin, Rachmaninoff, Brahms and Gershwin wafted through the cultural center.

"I am playing a Thanksgiving benefit performance on behalf of an organization called the 'Mustard Seed,'" says Lorraine. "Donations collected at the door will be used to provide meals and other assistance to the needy and homeless in Worcester (Massachusetts)."

Even though she is an accomplished pianist, Lorraine is excited, and a little nervous, about the event. "Although I've had an active career as professional accompanist to singers, instrumentalists and with a variety of performing ensembles, this will be my debut in a full-length solo recital."

Besides the Woodstock preview, Lorraine's prepared for her recital by practicing at least an hour and a half each morning and evening. The practice time has served more than one purpose. "The arts," says Lorraine, "provide many people with good emotional health. For me, music is an escape from some of the stress that comes with 20th century life."

### Holiday Reminder

Employees are reminded that Thursday, November 23 and Friday, November 24 are Data General paid holidays in observance of Thanksgiving. Field engineers will take Friday, November 24 as a floating holiday.

## Multi-Vendor Commitment Wins Sale

Officials at Bryant College in Smithfield, Rhode Island, had a problem that needed to be solved. A long-time Data General customer, the college was finding it increasingly time consuming and costly to administer the service contracts for its computer network. Besides equipment from Data General, the college's network includes about 300 personal computers and peripherals from four other firms. That meant the college needed five service contracts.

Although Bryant College always has been extremely pleased with Data General's maintenance turnaround time and responsiveness, it wanted a single firm that could service its Data General and non-Data General equipment.

Enter Joe Polenchar. As an account executive in the Customer Services Division's (CSD) Sales group (managed by Dave Leslie), Joe came up with a winning solution for Bryant College and Data General. It's called the Compatible Products Program (CPP) and it provides the one-stop service that Bryant College wanted and needed.

The result: Data General is now the sole service provider to Bryant College. And because a Data General field engineer works "on-site" at Bryant College, maintaining the school's computer equipment, Data General is in a better position to recommend upgrades, add-ons, supplies, accessories and replacement hardware for all of Bryant College's equipment.

"With CPP," explains Joe, "the non-Data General computers and peripherals are now maintained by us. We provide the same level of service to the non-Data General equipment that we do with products sold by us."

"CPP is one of several new programs that are helping Data General to differentiate itself from the competition as a service provider in multi-vendor computer environments," explains Dave. "Along with Multi-Year Plus, Extended Coverage options for critical applications and the Integrated Support Plan, Data General commands the credibility in the post-sales support arena that only an international firm can offer."

"These programs are important for Data General for two reasons," says Joe. "First, they allow the company to maintain important customer accounts. Second, the programs help the company to win back past accounts in which customers with computer equipment from many vendors needed service for the whole network and were forced to seek it elsewhere."

In the industry-standards marketplace, it is common for the primary hardware vendor to maintain all the equipment at customers' sites. "Data General, IBM, Digital Equipment, Hewlett-Packard, Unisys, NCR and all of the companies planning to be major players in the UNIX environment have announced programs for multi-vendor support within the last year," says Herb Fox, director of CSD Sales and DG/Direct. "Data General's multi-vendor maintenance offerings have been designed with the input of Data General value added resellers and customers so that they meet our specific customers' needs."

"When Bryant College talks about the great support it receives from Data General, it is talking about more than hardware and software performance, integrated solutions and communications capabilities," says Joe. "In today's marketplace providing a good product is not enough. Top vendors have to deliver one-call service in an environment that supports pro-

ducts from many different manufacturers and resellers."

## **Benefits**

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### ***Direct Deposit Is Not Advance Deposit***

Many Data General employees enjoy the convenience and security of payroll direct deposit to their accounts through electronic funds transfer. But some employees, trying to enjoy advance use of this money, have been embarrassed by overdrafts or notices of insufficient funds.

While direct deposits often "hit" an employee's account on Wednesday or early Thursday, they are not guaranteed in accounts until Friday. Employees should not plan to make transactions against these funds before Friday of any pay week. Electronically speaking, "the check is in the mail" but it does not always get delivered ahead of schedule.

## **Milestones**

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The following Data General employees are celebrating service anniversaries this month:

**Twenty Years**  
**Apex**  
Vinu Patel

**Southboro**  
James Reiffarth

**Fifteen Years**  
**Field Office**  
Peter Tricarico

**Southboro**  
User Katz

**Westboro**  
Herb Osher  
Arnie Vorce

**Ten Years**  
**Apex**  
Gary Baker  
Brenda Barbour  
Betty Brown  
Mark Cook  
Arthur Everett  
Donna Faircloth  
Leslie Lentz

**Clayton**  
Mary Ann Baker  
Barbara Ellis  
William Hille  
Lynwood Lucas  
Ellen Pauze

**Field Offices**  
Jeffrey Tuft  
Victor Winebrenner  
Thomas Ryan  
Pamela Arrant  
Wayne Blum

**Portsmouth**  
Frank Doole  
Catherine Dyer  
Norma King  
Eugene Lounsbury  
Marie Malizia  
Susan St. Laurent  
Judith Thurlow

**Westbrook**  
Kenneth Lambert  
Michael McElroy

**Westboro**  
Jeffrey Gardner  
Kathleen Handfield  
Laurie Klobedanz  
Bruce Zarenko

**Five Years**  
**Field Offices**  
Joseph Magrey  
Mark Langner  
Eunice Koch  
Patricia Charpentier  
Robert O'Leary  
Anthony Orlando  
Luis Sandoval  
Sharon Brucato  
Wender Bulloch

**Portsmouth**  
Thomas Simpson

**Southboro**  
Michelle Cambrola  
Nam Phan

**Sunnyvale**  
Steven Mozsgai  
Kathleen Tugwell

**Westboro**  
Jim Gauthier  
Jim Hurley  
Anne Kinsella  
Joseph Mettee  
Robin Nail  
Paul Norman  
Shirley Nuttall  
John Richard  
Austine Robinson  
Michelle Willis

## What A Run!

Nearly 25,000 runners participated in the New York City Marathon two weeks ago, including several Data General employees and their spouses. A tip of the cap goes to those who participated in the 26 mile, 385 yard event.

The following are the places and times of those who were among the 4579 finishers in women's division:

#1579 Pat Stewart - senior Human Resources representative, New York City, time - 4:08:13.

#3671 Jackie Shively - Sales representative, Saddle Brook, N.J., time - 5:02:50.

Nearly 20,000 people finished the men's division race, including:

#3323 Joe Schroeder (husband of Karen Schroeder, Human Resources department at the Customer Support Center), time - 3:19:37.

# 4805 Mike Carrigan, account executive, Melville, N.Y., time - 3:28:45.

# 10832 Peter Simcox, Systems Engineering specialist, Saddle Brook, N.J., time - 3:58:28.

## Are You Travelling?

Corporate Travel in Westboro has a limited number of discount airline tickets available to employees for their personal travel. Also available are rooms at Best Western hotels at discount rates.

Round-trip airline tickets on Pan Am between New York City (Laguardia) and Boston or Washington, D.C. (National) can be purchased for \$150. The tickets are good any day of the week, through December 31.

You can reserve rooms at any Best Western hotel in the U.S. for 25 percent off the regular rate.

For more information on the airline and hotel discounts, contact Corporate Travel via CEO at ADM Travel:IMG033.

## Read Your Story In Data General News

*Data General News* always is in search of information that is of interest to Data General employees. If you have a story other employees would be interested in reading about, contact Public Affairs via CEO on host system IMG003.

The Public Affairs department is monitoring the distribution of *Data General News*. Please notify the department if your location is receiving an excess of newsletters or not enough.

*Data General News* is produced using CEO Desktop Composer and is printed at Building 5 in Southboro.

## Address Change

Several Data General organizations formerly in Boston and Cambridge, Massachusetts, recently have relocated to new offices in Newton, Massachusetts: the Software Products and Services Division (SPSD), a branch Sales/Systems Engineering office and a regional Sales and Field Engineering group. Below are the addresses and telephone numbers for each group:

**Data General SPSD**  
255 Washington Street  
2 Newton Place  
Suite 250  
Newton, MA 02158  
(617) 964-4455

**Data General Sales (Branch Office)**  
255 Washington Street  
2 Newton Place  
Suite 280  
Newton, MA 02158  
(617) 964-4881

**Data General Regional Sales and Field Engineering**  
255 Washington Street  
2 Newton Place  
Suite 100  
Newton, MA 02158  
Regional Sales: (617) 964-4881  
Field Engineering: (617) 964-7562