

file
F.C.

I N T E R O F F I C E M E M O R A N D U M
C O R M T S A L L - I N - 1 S Y S T E M

Date: 22-Feb-1989 01:49pm EST
From: Ken Olsen
OLSEN.KEN
Dept: Administration
Tel No: 223-2301

TO: See Below

Subject: KEN OLSEN'S SCHOOL OF MARKETING 1989

CONFIDENTIAL - DO NOT DISTRIBUTE OR COPY

I'd like to take half a day of the March Woods meeting and have each member of the Executive Committee, partnered with one member of Jack Smith's staff, solve a simple small business problem.

The problem is: We have a small business that needs one workstation for desktop publishing and maybe a little simple CAD work.

We need eight terminals hooked to the accounting system. They should also do word processing and electronic mail.

We have eight PCs doing miscellaneous specialized work in accounting and engineering.

We also have eight tiny one man remote offices that we would like to tie into the system. They don't need synchronous lines but just simple dial-up telephone modems would be good enough.

They are happy with the VMS software that is available to run on a VAX time-shared system, except that they have one UNIX program that they would also like to run.

They have a myriad of MS-DOS software, but they are happy to put that on individual PCs with floppy disks.

The customer was led to believe that he could do all of this on one PMAX with a large disk and a streamer tape for backup. Can he do it? If so, what equipment do you want so you can hook it up during the half-day March meeting?

Will he have to run his UNIX program on one of the PCs, or can he do it on the PVAX?

Like all good little companies, he has plans for dramatic growth. Before he buys it, he would like to know how would we do it if he had ten times as many workstations, terminals and PCs.

Let's assume we can add any amount of disks or peripherals to the PVAX. It's not quite true because, after a certain number of units are added to SCSI, it gets to be unreliable. But for this experiment, let's assume we can add any number of disks and that we have a package that will carry them.

If we can't do all the things requested here, let's not go to the next larger size VAX, but let's limit the number of things that we do that can fit on a PVAX.

KHO:lt
KO:2708

Distribution:

- | | |
|-------------------|-------------------|
| TO: Win Hindle | (HINDLE.WIN) |
| TO: Jim Osterhoff | (OSTERHOFF.JIM) |
| TO: Jack Shields | (SHIELDS.JACK) |
| TO: John Sims | (SIMS.JOHN) |
| TO: Jack Smith | (SMITH.JACK) |
| TO: Bill Johnson | (JOHNSON.BILL) |
| TO: Bill Demmer | (DEMMER.BILL) |
| TO: Bob Glorioso | (GLORIOSO.BOB) |
| TO: Grant Saviers | (SAVIERS.GRANT) |
| TO: Dom LaCava | (LACAVA.DOM) |
| CC: Abbott Weiss | (WEISS.ABBOTT) |