

F.C. KO

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: 28-Mar-1989 03:27pm EST
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TO: See Below

Subject: U.S. OPERATIONS

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I would like to break the Company into pieces. Each piece would be run as a business. They would only use the personnel functions, finance functions and the overhead they needed. If there are left over overhead people, their corporate boss will have to find a place for them.

The first of the four key pieces I propose would be desktop, office and departmental computers, which is everything run by Lacava and Henry Ancona.

The second group would be systems integration run by Glorioso.

The third would be networks run by B.J. (which could be included in the second group).

The fourth would be applications run by Pete Smith.

These businesses would be responsible for their own personnel, finance, maybe manufacturing, their own sales, sales support, field service and software services.

Dave Grainger would be responsible for major accounts and resellers and those parts of field service and software services that do not come under the four main businesses.

I would like to make Bill Strecker marketing vice president. He would be the keeper of corporate strategy and marketing plans and would be responsible for software marketing, manufacturing and distribution and have new product development that is not done in the other four groups.

These six people would be a committee chaired by me and would replace the functions of the MSSC. In addition, we would keep the present Executive Committee and present P/MSC.

KHO:lt
KO:2818
(DICTATED 3/28/89 BUT NOT READ)

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