

EC.

I N T E R O F F I C E   M E M O R A N D U M

Doc. No: 010840  
Date: 02-Nov-1989 04:27pm EST  
From: Ken Olsen  
          OLSEN.KEN  
Dept: Administration  
Tel No: 223-2301

TO: See Below

Subject: IMAGING

\*\*\*\*\*  
DIGITAL CONFIDENTIAL

DO NOT DISTRIBUTE OR COPY  
\*\*\*\*\*

Dick Heaton and crew have had success in setting up an imaging sales office as part of the sales department. This gives the sales person a place to go and because the staff is confident and enthusiastic, they are able to help the sales person.

Let's consider pursuing this one step further and put a DCC in one of our local buildings. It would carry on the functions of the sales office but would also have a demonstration area for all the things we can offer and integrate. Those who want to come and see something can see it all in one place.

If it is a good idea, we then should do the same thing for electronic publishing and EDI. We might also have a small area for other things such as DECTalk.

If we concentrated it all in one of our newer, not too full buildings, we could have some specialized DCCs. For example, one could be a network wiring of DCCs where we demonstrate all the possible ways of doing wiring, and customers could come there, look at them, try them out, make connections, make sample networks, and really see the advantages and disadvantages of each of the ways of wiring up a network.

KHO:dao  
KO:3494  
DICTATED ON 11/2/89, BUT NOT READ

Distribution:

TO: Jim Osterhoff                   ( OSTERHOFF.JIM )  
TO: Win Hindle                   ( HINDLE.WIN )  
TO: John Sims                   ( SIMS.JOHN )  
TO: Martin Hoffmann @CORE       ( HOFFMANN.MARTIN )

TO: Abbott Weiss ( WEISS.ABBOTT )  
TO: Jack Smith ( SMITH.JACK )  
TO: Remote Addressee ( DICK HEATON @UPO )  
TO: Remote Addressee ( KERRY BENSMAN @UPO )  
TO: Jack Smith ( SMITH.JACK )  
TO: Bill Demmer ( DEMMER.BILL )  
TO: Bob Glorioso ( GLORIOSO.BOB )  
TO: Dom LaCava ( LACAVA.DOM )  
TO: Remote Addressee ( PIER CARLO FALOTTI @GEO )  
TO: Dave Grainger ( GRAINGER.DAVE )  
TO: DICK POULSEN ( POULSEN.DICK )  
TO: Don Busiek ( BUSIEK.DON )  
TO: DONALD ZERESKI ( ZERESKI.DONALD )  
TO: BILL HANSON ( HANSON.BILL )  
TO: BILL STRECKER ( STRECKER.BILL )  
TO: PETER SMITH ( SMITH.PETER )  
TO: Bill Johnson ( JOHNSON.BILL )  
TO: BRUCE J RYAN @CORE ( RYAN.BRUCE J )  
TO: Dick Farrahar ( FARRAHAR.DICK )  
TO: Willow Shire @ CORE ( SHIRE.WILLOW )  
TO: Ken Olsen ( OLSEN.KEN )  
TO: BOB PALMER ( PALMER.BOB )  
TO: Grant Saviers ( SAVIERS.GRANT )