

E.C.

Printed by Win Hindle

DIGITAL CONFIDENTIAL Document

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

Doc. No: 027599
Date: 23-Mar-1992 11:01am EST
From: Ken Olsen
 OLSEN.KEN
Dept: Administration
Tel No: 223-2301

Bill strecker & David Stone

TO: See Below

cc: Win & others

Subject: THE NEW ARCHITECTURE

Charlie Christ, and I believe Frank McCabe, are requesting a complete change in the way we do computing. In the traditional model, we would plan to re-do all the complications and write a whole new set of databases and a whole new set of server software for every new operating system and platform.

The traditional approach means we have to make compromises, to cut things, and unfortunately, it means we continue to change our mind about what we will and will not cut. This leads to all kinds of misunderstandings because each platform and operating system is not complete. There is always some sales person selling something left out of the operating system and platform.

The new model on which Charlie Christ is insisting says we will leave an application as it is today on that platform and operating system, and we will make a universal and ubiquitous network that accepts any application and any operating system on any platform. Applications will play on independent, specialized, but very inexpensive, servers made to run those applications on that specific platform. This means there will be a special server for every application.

For example, Kienzle could have (but hopefully not) a Motorola server for Motorola applications, an Intel server for Intel applications, a MIPS server for MIPS applications, and an ALPHA server for factory loading applications. They could even have a Spark server for Spark workstations and a Hewlett-Packard server for Hewlett-Packard applications. The results of the computations start in an "ubiquitous" database for access by anyone.

I think it would be a good idea for both of you to present the business model for each of these approaches, and the arguments for and against, to the Board of Directors on 26 March 1992.

I think this is a major Corporate decision. It is one anyone can

understand and one for which we cannot wait or discuss forever.

KHO:eh
KO:6812
(DICTATED ON 3/22/92, BUT NOT READ)

Distribution:

TO: BILL STRECKER	(STRECKER.BILL)
TO: David Stone @ CORE	(STONE.DAVID)
CC: Remote Addressee	(CHUCK ROZWAT @NUO)
CC: Remote Addressee	(HANS GYLLSTROM @ALF)
CC: BARRY GOLDSTEIN	(GOLDSTEIN.BARRY)
CC: Win Hindle	(HINDLE.WIN)
CC: Martin Hoffmann @CORE	(HOFFMANN.MARTIN)
CC: Ken Senior @ CORE	(SENIOR.KEN)
CC: John Sims	(SIMS.JOHN)
CC: Jack Smith	(SMITH.JACK)
CC: Charles Christ @ CORE	(CHRIST.CHARLES)
CC: Remote Addressee	(PIER CARLO FALOTTI @GEC)
CC: Sam Fuller	(FULLER.SAM)
CC: Russ Gullotti @ CORE	(GULLOTTI.RUSS)
CC: Bill Johnson	(JOHNSON.BILL)
CC: Bill Koteff @ CORE	(KOTEFF.WILLIAM)
CC: Frank McCabe	(MCCABE.FRANK)
CC: BOB PALMER	(PALMER.BOB)
CC: DICK POULSEN	(POULSEN.DICK)
CC: Don Zereski	(ZERESKI.DONALD)

DIGITAL CONFIDENTIAL Document