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SYSUSER V2.0-0

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

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TO: See Below
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Subject: ADDING NEW BUSINESS

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It seems commonly believed or at least the actions the Company takes, that our sales people do not have enough to sell. We, apparently, keep making decisions without formally going through the process to evaluate why. In the last few years, we decided to sell various MPP machines, CRAYS machines, and we keep investing in companies who have more products to sell.

Let's make it a major subject for our Tuesday WOODS meeting. What is the limiting factor? Do we need more and more products for the sales people to keep busy with or do we need gross cutting out of products? Should we cancel agreements with other companies and concentrate on selling a small product line and get major market share?

In the scheme of things, who decides what things we are adding to the sales persons pack of catalogues? Can anyone decide if they want to commit the sales person to sell new products? Is there a budget for these commitments? Do we count the cost of training and support? Do we count the cost of training the consultants, the systems integrators and service people?

Should the three areas be responsible for these budgets? Should the person who proposes them be responsible? Is it one of the rights of Engineering to commit other groups of the Company without any business plan?

Let's ask these questions on Tuesday.