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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

Doc. No: 030157
Date: 12-Aug-1992 11:05am EDT
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TO: See Below
CC: Win, EC, + BOD

Subject: COOPERS & LYBRAND PROPOSAL TO STUDY FIELD EFFICIENCY

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I have not seen the Coopers & Lybrand proposal to study our Field operation, but I would suggest they not just study what we have today. Instead, they should compare for us today's complex structure where the Field gets involved with marketing, engineering, services, systems integration, downsizing, and heaven only knows what else, with a Sales department which just sells, and the rest of the Company is responsible for their part without supervision from the Sales department.

Once we have carefully phrased the question for Coopers & Lybrand, the conclusion might be to go ahead and make the change. The second major step in efficiency would be to have the Business Units do the bidding and the systems design that goes with it. This will leave the sales people the task of only selling which they can do efficiently, and it could be well organized and supervised.

KHO:pm
KO:7625
(DICTATED ON 8/11/92, BUT NOT READ)

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