

E.C.

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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: 030315
Date: 20-Aug-1992 11:05am EDT
From: Ken Olsen
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Dept: Administration
Tel No: 223-2301

Bob Palmer
TO: See Below
cc: Win, Bob, Kathera

Subject: YOUR SEPTEMBER WOODS MEETING

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I understand you are having a WOODS meeting in September where you and the Executive Committee are going to lay out the plans for the Corporation and decide everything, including what industries we will invest in. I think it is a good idea, but the people you have available have little contact or interest in our customers, marketing, and sales people.

I planned, while I was running the Company, to have two WOODS meetings this summer, one with the group you are talking about and another leaving out the senior managers and only having the Industry Marketing groups, the Product Business Units, and a few people from Sales, a level below a Country manager. With this group, I had planned to have them lay out their proposed strategy for the Company.

I did not push this after I resigned, but if you would like, I could play the part of a consultant, organize the meeting, and deliver a written report on what this group sees as our strategic needs. It would be interesting to see their visions, dreams and goals for Digital.

I think we could organize this very quickly. We would not have everyone we want in attendance, but we could do a good job and be very helpful to the Executive Committee and the Product Committee.

KHO:lp
KO:7678
(DICTATED ON 8/20/92, BUT NOT READ)

MLW

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