COMPANY CONFIDENTIAL

TO: Ed Kramer

Gordon Bell

DATE: June 13, 1974

Bill Long Bob Savell

Dick Clayton Pete VanRoekens

FROM: Andy Knowles

Julius Marcus

DEPT:

Small Computer Products

CC: Operations Committee

EXT: 3043

LOC:

SUBJ: RDP-11 STRATEG

I believe our first group meeting was quite fruitful. We covered a great deal of ground:

Appointment of "Management Consultants" to the "Product Managers". (1)We evolved this concept to help the decision process for both hardware and software. The management consultants are to be senior group managers who through their interest and presence will champion and sponsor computer hardware and appropriate software products. They will act as consultants to the product managers, major hassle settlers (of hassles between market groups), and sponsors of the products at P.L. Mgr. meeting, Operations Committee meetings, etc.

Computer System

Management Consultant

11/05

11/44 - 11/55

Bill Long

Julius Marcus, Brad Vachon

11/85

Ed Kramer

(2) Notes on 11 family

11/05 series

Seems to be consensus between users and builders that what is being designed is what is desired in the market place by the system users. We will address the 16 Bit computer on a board problem as a separate issue.

11/44 & 11/55

Deep concern here and considerable disagreement between the users and the builders. The problems derived from

- (a) a lack of understanding of what's being designed (by the users)
- (b) The failure to accept the architectural limitations of the ll (Modcomp, inst. set, etc.)
- (c) Too much faith in what will come out of Teicher's work (i.e. he'll extend upwards far enough into the 16 bit mid-range to satisfy you users, don't worry, have faith, etc.

We need considerably more discussion and interaction here.

My simple view at this point, yields a less complicated 11 strategy (than say Dick Clayton).

11/05 Keep going Steve. Bill Long will write down complete functional specs with you.

11/44 11/55 Two high end, systems machines of which neither will satisfy our competitive needs in terms of competitive, bench mark wise. One of them may have to go. Julius would like the 11/44 to be a hot 16 bit machine, a 11/40R and not a competitor to the 11/55. Keep going on the 11/55 as a marketing smoke screen. Again — mucho more discussion and planning needed here.

11/85 See users desires. Is that what we are building?

. If so, users are happy.

Could we please start the discussion in the middle (11/44, 11/55) Friday A.M.? Please be prepared to start there.

/sc Attachments