

# Mini News

## News For The Employees of Data General

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December 11, 1987

### MOD Course Calendar Inside

Data General's Management and Organizational Development (MOD) group has finalized its training schedule for the second quarter. A course calendar can be found inside this week's issue of *Mini News*.

### Charting Strategies



*Data General's Barbara Babcock, division director of the Product Marketing Division, and Dave Lyons, vice president of Group Marketing, take a look at the company's business strategies.*

For any good athletic team, the key to winning is devising a game plan that takes advantage of its strengths and opponents' weaknesses.

To a business such as Data General, devising, adapting and communicating a global corporate strategy covering such issues as corporate mission, objectives, core values and organizational structure is a critical component to its success.

Since early spring, senior managers and executives representing all of Data General's business divisions have been meeting every week to discuss and develop strategic frameworks for the company.

"These weekly gatherings function as the process for constructing a framework of strategies aimed at taking Data General not only through this fiscal year, but into the years to come," says Barbara Babcock, division director of the Product Marketing Division. "Reviewing product plans and market requirements, then establishing company priorities in terms of all of the many areas of Data General's business, including product research and development, Manufacturing, Marketing and Sales, are integral parts of this process.

"The factors that are weighed in order to make these decisions are prone to change," Barbara points out. "There is a kind of perpetual motion that characterizes this process of developing corporate strategies. It is important that strategies exist. It is equally important, in light of the constantly changing business environment of which Data General is a part, that these strategies are continually evaluated to address our customers' needs, advancing technologies and our own capabilities."

Framing the strategies for the company's future is an important mission, one that affects every facet of Data General's business. As a result, it requires a keen knowledge of computer technologies and of the market.

"Technology trends provide a backdrop or foundation for developing strategies," Barbara says. "Just as do the needs of our customers. Our customers are smart, they know a great deal about these technologies and are more demanding of companies such as Data General who supply them with it. For instance, they are looking for standards and for a greater variety of software applications. Strategies for products, as well as for development and manufacturing, are formulated with these considerations in mind," she says.

According to Barbara, beginning after the first of the year these strategies will be communicated within each division by directors and managers. In addition, speeches, technical presentations and other meetings with employees, investors, customers and vendors will consistently deliver messages that reinforce this strategy.

## Childs Named General Manager For Data General-Canada

**Brian Childs** has been named general manager of Data General-Canada, reporting to Frank Keaney, vice president of the North American Sales Division (NASD). Brian succeeds Michael Toohey, who recently left Data General to pursue other interests.

In his new position, Brian is responsible for managing Data General's Canadian subsidiary including Sales, Systems Engineering, customer service, Marketing and support functions.

Brian joined Data General in February 1984 as the Southern Regional Sales manager for the United Kingdom subsidiary. For the past two years, he has been director of Sales and Systems Engineering for Data General-Canada. Prior to joining Data General, Brian worked for Honeywell Information Systems Ltd. in various managerial positions for international operations over a 13-year period. Brian is a graduate of London University.

Reporting to Brian are: Tony Smears, director of Customer Service; Tom Ray, director of Sales and Systems Engineering; Kevin Cornell, acting National Marketing manager; and Roman Turchyn, National Human Resources manager. John Palasz, country controller for Data General-Canada, reports to Jim Casey, NASD Controller.

## Nicolson Named Director For International Product Marketing

**Alex Nicolson** has been named director for International Product Marketing, reporting to Barbara Babcock, division director of the Product Marketing Division.

In this new position, Alex will oversee the development and integration of worldwide product requirements into Data General's product strategy and plans. He also will be responsible for the translation and release of software and technical documentation for five European languages (French, German, Italian, Swedish and Spanish) in addition to the support of local translation efforts in other languages.

Alex has been with Data General for 10 years. For the past three years, he was manager of IBM Communications Development within the Communications Systems Group. Prior to that, Alex was manager of Communications Product Marketing within the Information Systems Division, and before that, a senior Area Systems Engineering specialist at Data General-Europe. Before going to Europe, Alex was the project leader for SNA product development in Software Development. He joined the company as a Quality Assurance engineer.

Alex holds a bachelor's degree in computer science from Louisiana State University.

## New Items Carried In Stockroom

The office supply stockroom in Building 14A has just added the following items to its inventory:

- Hewlett Packard plotter supplies: pens, paper and transparencies
- Ribbons and correction tape for Sharp typewriters
- Diskettes and tape cartridges for Data General products
- Paper and ribbons for the DATA GENERAL/One and other printers
- Toner cartridges, toner and developer for laser printers

All employees authorized to order through the stockroom for office supplies may use the same ordering procedure to obtain these new items.

For a complete listing of materials available in the office supply stockroom, including costs and ordering part numbers, please send a message via CEO to BILODEAU J:SIR.

## Dates Set For 1988 User Group Conference

The 15th Annual North American Data General Users Group (NADGUG) Conference will be held August 29 through September 1, 1988 at the Wyndham Franklin Plaza Hotel in downtown Philadelphia. The theme for next year's conference is "Where Great Ideas Begin." Employees who have ideas for presentations should submit their applications before **February 26**. Nearly 100 papers were submitted for 45 scheduled slots at the 1987 show in Las Vegas, so employees are urged to get their submissions in as early as possible.

Copies of the Call-for-Papers are now available. Any employees interested in learning more details about the conference or about joining the Users Group should contact the NADGUG staff at (tie line) 232-4067 at 3400 Computer Drive in Westboro.

*Mini News* is published weekly for the employees of Data General-Westboro. Material may be submitted for publication to Mary Anne Been at extension 4705 or MS A235. Data General - An Equal Opportunity Employer.

## Westboro

### **Blood Drive Scheduled for Next Week**

Data General Health Services will hold a blood drive next Wednesday, December 16 and Thursday, December 17 in the Employee Conference Center, which is located at Mail Stop A-227 in Westboro. Hours for the drive are 9:00 a.m. to 3:00 p.m. **Employees can sign up in the Building 14B pizzeria today from 11:30 a.m. to 1:30 p.m.**

### **Prescription Services Are Available**

On a trial basis, the CVS store in Building 14A in Westboro will initiate drop-off and pick-up services for prescription drugs. The service will be available on Mondays, Wednesdays and Fridays between 9:30 a.m. and 11:00 a.m. Employees may use their Data General Prescription Drug card when filling prescriptions. CVS also fills prescriptions under the Bay State, RIGHA, Harvard/Multigroup, Central Mass, and the Tufts Health Maintenance Organization plans. More information is available in the store.

### **Need A Meeting Room?**

Managers in need of meeting rooms in Westboro can make use of the Employee Conference Center. Rooms must be reserved 24 hours in advance. Please obtain and complete an Employee Conference Center room request and send it to Susan Davolio via CEO on host system IMG010 or call extension 4660 in Westboro. Please do not occupy a room without a reservation.

### **Watch Those Decorations**

This holiday season, employees decorating their offices are asked to observe the following guidelines:

1. No live trees are to be used at any Data General location. Trees must be artificial and labeled fire-resistant.
2. All decorations also must be fire-resistant.
3. Tree lights are not recommended; however, if used, they must be Underwriters Laboratory approved. Contact the Facilities department for safety fuses and installation guidelines.
4. No decorations may be attached to electrical fixtures such as power poles, electrical bus bars or electrical cabinets because a shock hazard could result.

Decorations must be adequately secured and arranged so they do not hinder operations.

6. All decorations must be removed by **Tuesday, January 5.**

## People

### **In Data General-Canada**

**Tom Ray** has been named director of Sales and Systems Engineering, reporting to Brian Childs, Data General-Canada general manager. In this position, he is responsible for managing the Sales and Systems Engineering functions for the Data General-Canada subsidiary.

Tom joined Data General-Canada from Northern Telecom where he was most recently manager of the Calgary Olympics Program. Before that, he had spent three years as branch manager and Western region manager. He had been with IBM before joining Northern Telecom. He holds a bachelor's degree in psychology from York University in Toronto.

### **In SDD**

**Paul Godek** and **Kumar Goradia** have joined Data General within the Power Systems Engineering group. Paul is a senior hardware engineer, and Kumar is a hardware engineer.

Paul, who reports to Section Manager Frank Masciarelli, is responsible for analog designs for new power systems. Before coming to Data General, Paul was employed with Power General and Stevens Arnold. He holds a bachelor's degree in electrical engineering from Northeastern University.

Kumar is responsible for new product design activities within the department. He is a recent graduate of Virginia Polytechnic Institute, where he earned a bachelor's and a master's degree in electrical engineering. He reports to Section Manager Phil Roux.

### **In Finance**

**Susan Johnson** has joined the Corporate Stock department as a Stock Option financial analyst, reporting to Suzanne Singer, Corporate Stock manager. Susan is responsible for the accounting for stock options and the administration of the company's various stock plans.

Before coming to Data General, she was employed at Framingham Savings Bank and Home National Bank. Susan holds a bachelor's degree in economics from Framingham State College.

# MANAGEMENT AND PROF TRAINING FISCAL 1988 - Q<sup>4</sup>A

<p><b>MIDDLE MANAGEMENT</b></p> <p>BUILDING ORGANIZATIONAL SUPPORT</p> <p>TEAM EFFECTIVENESS PROGRAM</p> <p>STRATEGIC MANAGEMENT WORKSHOP*</p> <p><b>MANAGEMENT</b></p> <p>FINANCE FOR NON-FINANCIAL MANAGERS</p> <p>EFFECTIVE MANAGEMENT PRESENTATIONS</p> <p>FRONTLINE LEADERSHIP I</p> <p>FRONTLINE LEADERSHIP II</p> <p>NEGOTIATIONS: MANAGING COMPETING INTERESTS</p> <p>INTERVIEW WORKSHOP</p> <p>PROGRAM FOR NEW MANAGERS*</p> <p>MANAGING NEW EMPLOYEE ASSIMILATION</p> <p><b>PROFESSIONAL</b></p> <p>INTRODUCTION TO MANAGEMENT*</p> <p>INTRODUCTION TO PROJECT MANAGEMENT</p> <p>MANAGING INTERPERSONAL RELATIONSHIPS</p> <p>TECHNICAL WRITING WORKSHOP</p> <p><b>COURSE LOCATION</b></p> <p>W = Woodstock</p> <p>R/D = Raleigh/Durham</p> <p>M = Manhattan Beach</p> <p style="text-align: right;">*Core Transition Courses</p>
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<b>JANUARY</b>		
28	4	11
		<p>1/13</p> <p>1/6 (3 DAY) W</p> <p>1/6 (3 DAYS) M</p> <p>1/12 (2.5 DAYS) R</p>

# PROFESSIONAL DEVELOPMENT SCHEDULE FOR TWO COURSES

	FEBRUARY				MARCH				
18	25	1	8	15	22	29	7	14	21
1/20 █ (3 DAYS)	W								
		2/1 █ (3 DAYS)					3/7 █ (3 DAYS)		
		2/2 █ (3 DAYS)	2/9 █ (3 DAYS)						
			2/10 █ (3 DAYS)						
		2/3 █ (3 DAYS)				3/2 █ (3 DAYS)			
			2/8 █ (5 DAYS)			2/29 █ (2 DAYS)	3/8 █ (3 DAYS)		
						3/2 █ (1 DAY)			
1/20 █ (3 DAYS)	W	2/1 █ (3 DAYS)					3/9 █ (3 DAYS)		
1/18 █ (2 DAYS)		1/27 █ (2.5 DAYS)						3/15 █ (2.5 DAYS)	

## Training

Educational Services is offering the following courses for Data General employees. Prior approval of your supervisor is required for course registration. Call (tie line) 221-1647 to enroll in these classes or other classes. All classes are held at the Education Center at 2400 Computer Drive in Westboro.

- **CEO For System/Office Managers (SM526E)** - This two-day seminar will provide participants with the information necessary to efficiently make the transition to a new CEO revision. This seminar begins on Monday, December 28.
- **Introduction to MS-DOS (S145E)** - This course teaches employees how to use the features of the MS-DOS operating system. This two-day course begins Monday, December 28.
- **Getting Started with the CEO Spreadsheet (OA146E)** - This one-day course teaches employees how to effectively organize and analyze numerical data using Data General's CEO spreadsheet software. The prerequisite for this class is familiarity with the CEO system. This class will be held on Monday, December 28.
- **CEO Decision Base Data Tables (OA153E)** - This one-day interactive course covers the functionality and uses of the CEO Decision Base Data Tables facility. Familiarity with CEO is the prerequisite. This class will be held on Tuesday, December 29.

## Activities

### **Space Available On Some Trips**

The Data General Ski Club has some openings still available on several trips during the 1988 ski season. Employees interested in going to Bolton Valley, Vermont, on March 4 through 6 should contact Debbie Blood at the Executive Briefing Center at 3400 Computer Drive. If you want to head to Steamboat, Colorado, on April 2 through April 9, contact John Watkins at Mail Stop B-223. Those wanting to ski at Saddleback, Maine, on February 26 through 28 should contact Teresa Forster at Mail Stop C-134.

### **Edaville Railroad Christmas Festival**

Employees interested in attending Edaville Railroad, one of New England's largest Christmas attractions, may obtain discount coupons through Employee Activities at Mail Stop C-128 in Westboro. Coupons are good for half the regular price of admission. One coupon is good for the whole family.

### **Christmas Craft Show To Be Held This Weekend**

New England's longest-running and largest holiday festival, the 17th Annual Christmas Craft Show, will feature artists and craftspeople from the United States and Canada demonstrating and selling their wares. The show will be held at the Bayside Expo Center in Boston on December 11-13. Employees may obtain discount coupons for the show through Employee Activities at Mail Stop C-128 in Westboro.

### **Data General Basketball League**

Below are the standings of the Data General Basketball League after five weeks of play.

#### **Recreational Division**

TEAM	W	L	Pct.
Bouncing Bubatos	5	0	1.00
6 Feet Under	4	1	0.80
Jump Dot	3	2	0.60
Marketing	3	2	0.60
Orphans	3	2	0.60
King Comm	1	4	0.20
Slam Drunk	1	4	0.20
Them	0	5	0.00

#### **Competitive Division**

TEAM	W	L	Pct.
Top Gun	4	0	1.00
Floating Points	3	1	0.75
Agent Orange	2	1	0.67
Spuds McKenzie	2	2	0.50
Mongrois	1	2	0.33
SID	0	3	0.00
Jerry's Kids	0	3	0.00

**MARKETPLACE**

**FREE**

**Guinea pig** , 4-months-old, male, 875-3389 (Framingham).

**'79 Honda Civic** , '72 Dodge Dart, '74

**mouth Vallant** , not running, 875-6205 (Framingham).

**CARPOOL**

**Carpool** , looking to join/form from Andover to Webo/Sobo, flex, Allison, 221-1457.

**WANTED**

**Roommate** , male, non-smoker, to share 4bdm house, 8 mi from Webo, \$255mo + 1/4 util, avail 1/1/88, 460-9909 (Marlboro).

**Roommate** , to share 2bdm townhouse, \$325/mo + util, off 290/190, Greendale area, washer/dryer incl, 856-0984 (Worcester).

**Roommate** , non-smoking male to share townhouse condo, 25 min from Webo, \$300 mo + 1/2 util, 772-7810 (Ayer).

**Roommate** , non-smoker, to share 3.5 bdrm Victorian house, \$375/mo + 1/2 util, 460-9161 (Marlboro).

**Roommate** , non-smoker, to share townhouse, 15 min to skiing, 30 min to Webo, avail 1/88, \$330/mo + 1/2 util, 835-2421 (W.Boylston).

**FOR RENT**

**Apartment** , 3rd flr, 6 rms, Worcester-Grafton Hill area, garage opt, \$400/mo + util, 752-0816 (Worcester).

**Apartment** , heat, hot water, off-street parking, appl, 2/3 bdrm, 791-7607 (Worcester).

**Condominium** , Waterville Estates, NH, 3 bdrm, sleeps 8, x-country, lighted ski, skating areas, near major resorts, 966-3741 (Framingham).

**Condominium** , Bi-level, fully carpeted, 2 bdrm, 1 1/2 bath, lvngrm, diningrm, applianced ktchn, washer/dryer hookups, prkng, \$725/mo + util, sec. deposit, 395-1602 (Medford).

**House** , 4 bdrm, 2.5 bath, lg yd, near major rts, \$1000/mo + util, 393-6879 (Northboro).

**White Mt. ski chalet** , 3-bdrm, 2 bath, frpic, lvngrm, all util., \$300/wk, \$200/wknd, 696-6065 (Milton).

**FOR SALE**

**Sears weight set** , w/padded bench, multit-position incline, leg lift, weight holder, \$75, 842-4426 (Shrewsbury).

**Stereo speakers** , UA Series 300, 3-way, all cone, 125 watts, dual freq, adj, \$350/pair, \$650 four/BO, 435-6609 (Hopkinton).

**Dishwasher** , GE under counter, 7yrs old, gold, will deliver w/in 20-mi radius of Webo, \$100/BO, 435-6609 (Hopkinton).

**Two tire rims** , for Ford Escort, rims have snow tires mounted on them, \$20 for pair, 393-3121 (Northboro).

**Pool table** , solid one-piece 1" slate, 42"x75", needs recovering, balls, sticks incl, \$350, 875-3389 (Framingham).

**Scania Woodstove** , w/controlled Heat Saver, \$500/BO, 473-6191 (Hopedale).

**Items** , girl's ice skates, white, sz 1, dbl blades, \$10, modern English single wardrobes (4), w/full-length mirror, \$30 each, (203) 974-2358 (Putnam, CT).

**Snow tires** , 2 P205/75R14 Sears Roadhandlers, mtd/bal GM, \$100, 966-2335 (Bellingham).

**Four Tires** , P225-75R15 M/S, three mounted on GM rims, \$50 for all, 476-7142 (Hudson).

**Airplane Tickets** , three round-trip domestic air tickets, must be used before 12/30, 898-2809 (Westboro).

**Purebred Mini Daschund** , 9 mo. female, AKC reg w/papers, all shots, about ready to breed, w/pet carrier, to good home, avail. for Christmas, \$325, 234-6769 Northbridge).

**Two youth ski pckgs** , Head SC Racing 120s w/Solomon S137 bindings, size 2 Roces boots, Head SC Racing 130s w/Solomon #137 bindings, size 3 boots, both sets for 2-yr-old, used two seasons, \$90/each or \$150/both, neg., 839-4867 after 4 p.m. (Grafton).

**Colecvision game set** , 10 game catridges, \$150/BO, 443-7043 (Sudbury).

**Items** , L/P natural gas heater for home/workshop, 55 gal kerosene barrel setup; triple combo aluminum storm windows; antique upright multi-band radio; GE 78 rpm trntbl; old HP oscilloscope; 2 Ford Mercury 14" 4-lug rims; wooden storm windows, 234-6769 (Northbridge).

**Ladies Diamond Ring** , 14K yellow gold, pear shape, .33 wh/mh, sz 5, \$575, 853-0889 (Worcester).

**Oriental rug** , 9' x 12', \$60, 473-4347 (Milford).

**AUTOS**

**'79 Buick Regal** , 2 dr, T-top, black/silver, V6, auto, AC, AM/FM cassette, 99K mi, \$2495/BO, 443-7043 (Sudbury).

**'82 Honda Accord hthcbck** , 5-spd, \$3300/BO, 877-6261 (Framingham).

**'84 Chevy Cavalier wagon** , 4-spd, \$3200/BO, 877-6261 (Framingham).

**'84 Volkawagen Jetta GL** , red, 36K mi, 5-spd, snrf, AM/FM cass, \$5700, 568-1080 (Hudson).

**'85 Isuzu pick up** , \$3500/BO, 875-6205 (Framingham).

**'85 Toyota 4x4 truck** , 40K mi, red, AM/FM stereo cass, 5spd, locked wheels, storage box, \$6800/BO, 387-5542 (Everett).

**'86 Ford F250 Supercab** , XLT Lauriet, auto, PS/PB, pwr locks, windows, A/C, trailer-towing pckg, AM/FM cass ster, tilt wheel, cruise control, blue/white, 16K mi, \$14,400, 885-4510 (Spencer).

**'87 Ford Bronco II XLT** , V6, fuel-inj, elect. 4-wheel drive, 5spd overdrive, blk/slvr, 10K mi, \$13,450, must sell, 433-8303 (Pepperill).

**HOURS**

**Westboro Cafeteria** , full breakfast, 6:30 a.m.-10:00 a.m.; lunch, 11:30 a.m.-1:30 p.m.; open from 6:30 a.m.-3:00 p.m. for beverages.

**Pizzeria** , serving from 10:00 a.m.-2:00 p.m. **Pumpernickel's Deli** , Coffee & pastries, 6:30 a.m.-7:30 p.m.; full breakfast, 6:30 a.m.-10:00 a.m.; deli lunch, 11:00 a.m.-2:00 p.m.;

Take-out, 3 p.m.-6:30 p.m.; dinner, 5 p.m.-7:30 p.m.

**3400 Computer Drive Cafeteria** , full breakfast, 7:30 a.m.-10:00 a.m.; lunch, 11:00 a.m.-1:30 p.m.; open from 7:30 a.m.-3:00 p.m. for coffee and pastries.

**Milford** , full breakfast, 6:30 a.m.-8:30 a.m.; lunch 11:15 a.m.-1:15 p.m.; open from 6:30 a.m.-3:15 p.m. for beverages.

**Southboro** , full breakfast, 6:30 a.m.-10:00 a.m.; lunch 11:15 a.m.-1:00 p.m.; open from 6:30 a.m.- 3:00 p.m. for beverages.

**Advertise In The Mini News**

Name: \_\_\_\_\_ Ext. \_\_\_\_\_

Home Phone: \_\_\_\_\_ Town: \_\_\_\_\_

Classified Ad: \_\_\_\_\_

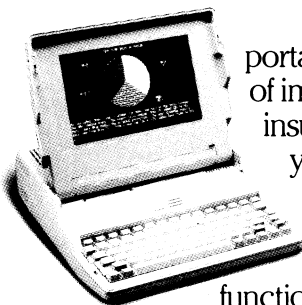
Ride/Carpool: To: \_\_\_\_\_ From: \_\_\_\_\_

Working Hours: \_\_\_\_\_ Flexible:  YES  NO

Classified ads are accepted from Data General employees only for the sale or rental of personally owned goods or property. Ads for any business or profit-making service are not accepted. Mini News reserves the right to reject an ad or to edit for space limitations. All ads must be submitted in writing or via CEO and include employees' name, home phone and extension number. Ads must be received by Public Affairs by 10:00 a.m. on Tuesdays to be included in that week's issue of Mini News. Limit ads to five descriptive words. Send ads to Laureen Sasseville, MS A235 or CEO :IMG010.



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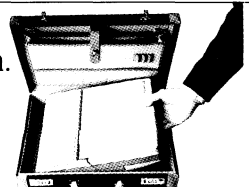
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