

THE BEAK SPEAKS



The Newsletter of the Grey Eagles, the National Association of Data General alumni.

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Boston's first Inter networking Event of it's kind to be held at the Computer Museum May 6th, 1996

At last some real info on this year's key event. Included in the guest list will be alumni from Data General, Digital, Wang, Apollo, Prime and Computervision - where else could you get together such a group of well known individuals and companies. Consider the opportunities! We plan to have some of the founders compete against each other in a trivia competition - much like the Computer Museum's own annual event. Test your knowledge and see the sparks fly amongst this highly competitive group! You may participate in a scavenger hunt and/or just check-out the museum. Prizes provided by the Computer Museum gift shop. In addition, we have engaged *The Talking Propellerheads*, a band established by a group of DG'ers and who received rave reviews at Lotus World '93 and Uniform '94 - where they opened for the Beach Boys. We are seeking sponsors for this event, in return for which you will receive significant personal exposure, advertising for your company/services, and the chance to meet privately (at a pre-event cocktail party) with the founders, key exec's, reporters, and other sponsors. Call Kim if you're interested or wish more info. Space will be limited, so look for your invite in April and be sure to respond quickly.

Success Stories: The Computer Museum event is generating a lot of interest. We sure could use some material for the reporters that will be calling! Let us know your success story - particularly the role Data General Alumni or the Grey Eagles in particular, have played in your life, your company and getting you to where you are today. At the same time, let's keep the newsletter full of news! Send in your success stories, news items, press releases and profiles NOW. There is room for news updates on the form on page 6. Or type something up and send it and/or the disk (save as text). You can even send it over the internet! Back issues of *The Beak Speaks* are at our website (including photos!). Let everyone in on what you are doing! Next newsletter goes to print September '96. Feature article on web services/managers/info. If your business relates to the Web, and you'd like to participate, email kimbeaum@aol.com.

Spirit of Boston Cruise, September 1995. What a great night! The weather was perfect and the group small, but of course "elite". Amongst the "crew" were David & Mary Jo Herter, Steve & Wendy Gaal, Carole Mega & Doug Ayers, Bob Bradley, Angelo & Anne Buono, Ann and Peter Hawtrey, Herb & Trudy Osher, Dot McGrath, Subu Kota, Mike Feldstein, Stefan & Cynthia Casemyr, and the Kellehers. We enjoyed a delicious 3 course meal, live music and entertainment, and the opportunity to get to know one another much better, as the photos show - see inside!

Christmas Party at the Westborough Marriott. Back by popular demand! Always a great place for a party - particularly for the locals. Excellent food, company and conversation.

News Flash! The Grey Eagles Website has been launched! See the flyer enclosed, and use the passcode (on your membership list) to check it out. Just a few of the benefits include - membership list avail. for viewing and sending messages to email users - updated quarterly! Job site - check-out the latest positions available or post your own resume. Read back issues of *The Beak Speaks*. Check out the Photo Gallery! Advertise your company or services (for a small fee) and reach hundreds of Grey Eagles immediately. Let this be your incentive to get on the internet! New ideas and features are being added daily.

Dues: Reminder - if you haven't paid you will find that your membership list and the passcode to the Grey Eagles Website, have not been included. Be sure to send them in asap so that Kim can mail these to you. \$20 covers you from September 1995 through August 1996. Be sure to include the update form (on the back page) so that your information remains current. Dues pay for the cost of printing 2 newsletters a year, invitations to functions, the annual membership list, keeping the list current, postage and administrative costs. Questions? Call Kim at (508) 358-9552.

Email: Please note that there is a section on the update form on page 6 where you may indicate whether or not you wish to receive periodic private member notices from *The Grey Eagles*.

Credit Card Service: We are looking into starting a credit card service - allowing users to pay for dues, advertising, function fees via credit card. More info on this in the September newsletter.

Happy New Year from David, Kim & Steve!

AN ARCHITECT OF AN EAGLE!

Robert Bradley - Architects & Engineers Assoc. Inc.

Bob Bradley came to DG when they were building the new company headquarters in Westboro, were expanding in Westbrook, ME and had just bought a property on Lafayette Rd in Portsmouth, NH. "Paul Stein came into my 'office' on the 2nd floor of Southboro and asked if I knew anything about heating pipes in the concrete floor of his house. They were leaking. Boy! my career was launched at DG."

"Then I blew it, telling management that you can't build computer cabinets on the floor of a former supermarket in Portsmouth. To demonstrate we drove a front-end loader over the concrete floor and it started to crack and breakup. Let's go to Maine and build them. Thank God for Don Bateman and Jim Millar for busting the machinists and everyone else who got involved.

Shortly after, I started Research Triangle Park with Ron Gruner and Craig Mundy and built the first phase of the R&D facility there. Following that we did the peripherals plant in Austin, TX; the new board plant in Clayton, NC (with Ben Dalton), and expanded the semi conductor facility in Sunnyvale. Wow! Not bad - for 3 years!

Not to mention the addition to the headquarters building in Westboro, building 2400 Computer Dr, expansion at RTP and the 2nd phase of the Clayton facility. In the fall of 1980 we started negotiations on the western regional headquarters in Manhattan Beach which involved 4 buildings and quite a sizable development (DG bought it for 7.5 million and sold it for 35 - good deal).

In the 81 and 82 time frame I started developing

the real estate in Europe with a group of really wonderful people both in Paris, Germany and the UK. I was stationed in Germany in the Army for almost 4 years - so it was always great to go back. I was involved with almost all the development in Europe ending in the late 1980's with the UK headquarters building at Brentford. Sorry Ray, the Wang building really didn't work well.

Back in the US we built the Durham and Hooksett, NH facilities and the Fountain, CO field engineering complex. Not to mention the Milford, Atlanta, Chicago, Dallas, Mclean and all the New York City moves (seems like they moved every 6 months).

My experiences as an architect at DG and coming from a fairly large firm in Boston in the mid seventies to Data General and building all the plants, offices and R&D facilities, was a truly great experience. The people I met in sales, systems, field engineering, management, research, programming, and computer engineering was great. I had a ball and loved building for DG.

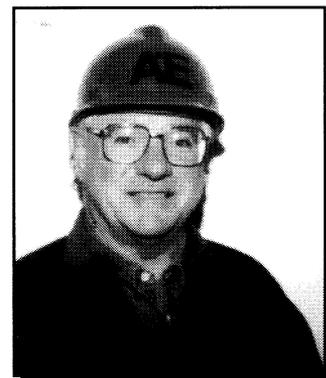
From my experiences and training at DG I started an architecture and engineering consulting firm in Lexington. The firm is a little over 4 years old and we have done a tremendous variety of work. We did not start off specializing in anything particular but have developed an interesting client base over the years. The best way to describe A & E Associates is - "High Tech, Bio-Tech and Retail". Our biggest high-tech client is Digital, Banyan and M/A-COM. Our bio-tech companies are at the

Biotech Research Park in Worcester and include The Mass BioTech Research Institute, Ecoscience and the Institute for Molecular Biology.

Our retail client base extends to small renovations of stores to 2 projects in the Prudential Center Mall. We are also the architects for the chain Pet Supply Depot with 11 stores built in New England and New York.

So, should your needs be architecture, engineering, real estate or construction and you wish an old friend at your side to help negotiate a lease or fix up a property, give this old 'eagle' a call - I'll be glad to help you anywhere in the world. I have very fond memories of a lot of great people at DG. Happy Holidays and a prosperous New Year."

Bob can be reached at (617) 862-4630; Fax (617) 863-2620; Email: robert8327@aol.com.



Robert Bradley

Welcome to our New Members 9/95-1/96:

Ruth Anne Ares, Mktg Programs Mgr - EMC Corporation, (508) 435-1000 x56113; **Emile Berthelette**, Sr. Network Training Spec. - Bytex, (508) 366-8000; **William Braun**, Consultant - Braun Associates, (617) 863-1814; **Donald Byrne**, President - Target Systems Corp., (508) 460-9206; **Guy Carter**, President - The Carter Group, (334) 342-0999, 103121.410@compuserve.com; **Cynthia Casemyr**, EMC2, (508) 435-2075 x8380, casemyr_cynthia@isus.emc.com; **Ed Connor**, VP, Sales & Mktg - SpecTram Corp., (508) 347-2261, etconnor@aol.com; **Michael Doub**, doub@eworld.com; **Stan Driban**, (603) 899-5075; **Steven Evilia**, HighGround Systems Inc., (508) 263-5588 x114, SEvilia@highground.com; **Ruth Fax**, (508) 436-8296, rfax@baynetworks.com; **Maureen Forrett**, Reservations Supervisor - Global Express Travel Systems, (508) 650-0400; **Jerry Goguen**, President - On Tour Multimedia Inc., (508) 870-0747, jgoguen@otm.com; **Jack Huisman**, Raleigh, NC; **Robert Kenna**, HighGround Systems Inc., (508) 263-5588 x116, rkenna@highground.com; **Christopher Maietta**, Vice President - Combined Properties, Inc., (617) 321-7800, maietta@tiac.net; **Sarah Mann**, T.J. Maxx, (508) 390-2471, smann@novalink.com; **Scott Menzel**, EMC2 Corporation, (508) 435-1000 x56503, menzel_scott@emc.com; **Kenneth Miner**, Sr. Consultant - Inference Corp., (508) 865-0996; **Pat Monk**, Software Manager - Cisco Systems Inc., (508) 262-1203, pmonk@cisco.com; **Bruce Parbee**, Technical Writer - Information Design Group, (508) 392-1450, design@infodesign.com; **Richard Parent**, Dir. Technical Support & Quality Assurance - Keyfile Corporation, (603) 883-3800 x365; **Vivian Podsiadlo**, Marketing Programs Mgr - NSC/Bytex, (508) 366-0040 x607, vivian.podsiadlo@bytex.network.com; **William Robinson, Jr.**, (617) 431-1254; **Jack Rothschild**, Public Sector Mktg Mgr - EMC, (508) 435-1000; **Frederic Shea**, Director-RAS - Stratus Computers, (508) 460-2218, deric Shea@aol.com; **David Therrien**, (508) 263-5588 x104; **Christine Wallis**, chrwallis@AOL.COM, Cupertino, CA.

Common Enterprise Communications, Inc.

UNDERSTANDABLE AND COST-EFFECTIVE BUSINESS SOLUTIONS

Executive Summary

The Company

Common Enterprise Communications, Inc. [CEC] was incorporated in Massachusetts in 1994 to provide network communication technology services to medium and large corporate organizations. These services include sales consulting, related network/computer products and business process reengineering initiatives as incorporated into desired business solutions.

The Services

Sales:

- Set up product distribution via appropriate local/national sales reps or distributors
- Provide innovative sales and marketing strategies

Products:

- DeskTop Video Conference systems for cost-effective interaction between individuals and/or groups
- Internet Firewall systems for medium and large networks
- High bit-rate Transmission systems for "last mile" wide bandwidth connections over copper
- Network data security systems for PC networks
- PCMCIA paging units
- Desktop, Tower and Notebook Intel *Pentium*™ PC systems

Services:

- TurnKey PC systems and networks
- Consulting for effective implementation of CEC product offerings into client operations via reengineering initiatives
- Integration of CEC product offerings at client sites

The Philosophy

CEC founder, Russ Cramer, has been in the "high tech" business community for over thirty years, designing, marketing and selling computer/communications hardware and software. Key associates of CEC have over 120 years of related experience in the network, telecommunication and WAN environments. They are dedicated to providing understandable and cost-effective business solutions to their clients. Voice: 617-431-2325; 800-457-0015; Fax: 617-431-0778; Email: reciii@aol.com.

AN INVENTIVE EAGLE!

Grey Eagle David Schwartz, takes the credit for inventing the newest educational tool - the HyperFlow Workbook. Schwartz, who founded his company, Productive Environments, 7 years ago, was spurred into action following a conversation with the Head of a local school who was concerned at the lack of means to help keep the students organized. Schwartz immediately envisioned how his methods of developing organizers for business people could be adapted for students. With the assistance of his son, Zachary, a sixth-grader, Schwartz was able to identify the problems students faced in keeping their work together, finding assignments and doing homework. The result was the HyperFlow Workbook - a black multi-ring binder enclosing an array of unique pockets and pull-out work panels with window-like features, which allows students to view their notes, tests and quizzes at the same time they are looking at their schedules - much like windows of a computer screen. The HyperFlow Workbook is not electronic, but Schwartz did model it after the personal computer. Already the workbook is a huge success, with students who used it last year, using it again this year. The binder described is one of 6 that make up the entire HyperFlow organizer. The day-to-day organization that it encourages leads to month-to-month organization. Several schools using the product have already expressed delight at the difference it is making. Students are promptly turning in their homework. Private schools across the state including Nobles, Hillside, Worcester Academy among others, have ordered the organizers. The deluxe version of the organizer is \$99.99 with quantity discounts available.



*David Schwartz - talking with sixth graders
about the HyperFlow workbook*

"Congratulations to you David, it's great to hear of someone doing something for our kids and improving the learning process." The Editor. For more information, please call David at (508) 370-0228; fax (508) 460-9277. Attention: Hyperflow Team.

In the News

Correction: Please note that the contact info for **Qualix Group** was not included in the previous newsletter. The Qualix Group specializes in client/server software for high-performance networked computing environments. They are seeking software products or companies for acquisition, merger, or partnership/publishing relationships. If you're familiar with a company that could benefit by teaming with Qualix Group, call **Bill Jobe** at (970) 923-4448 or fax to (970) 923-0608.

John D. Abbott (DG 1975-1994), offers consulting on all aspects of technical documentation: products, content, processes, staffing, organization, delivery media, management, etc. Ph: (508) 533-8077. Email: jdabbott@world.std.com.

Virginia Aldrich (DG 1977-1987). "I have retired from management and have reverted to the fun part of engineering at a small startup. Once a nerd, always a nerd. The new business, C.P.U. Inc., develops industrial automation equipment for the photo processing industry." Ph: (206) 720-1798. Compuserve: 71562,3633.

Howard Baulch (DG 1974-1990), "Leading Software Development at Checkfree Corp. for the last 1.5 yrs has been an exhilarating experience as we continue our industry leadership in electronic commerce. Check out all that's going on at www.checkfree.com!" Ph: (614) 825-3262, Email: hbaulch@checkfree.com.

Dick Bowman (DG 1975-1987), accepted position as VP for Sun's Reseller Area. Will be moving to Dallas, Texas. Email: dbowman121@aol.com, compuserve 72722.1022.

Ed Burke (DG 1982-1991), Ed is with Cabletron, Rochester, NH, Ph: (603) 337-5601, Email: eburke@ctron.com. They have about 20 openings for Firmware Developers, Hardware Developers (Board and ASIC), and Development Managers in the Nashua area (just off Rte 3/Turnpike).

Guy W. Carter (DG 1979-1989), welcome! Guy recently joined the Eagles, and has his own search practice - The Carter Group (of course!) Guy spent 10 years with DG in Austin, TX and Westboro, MA. Guy is advertising the senior exec. positions he has available on our website - if you're in the market, and on the web, be sure to check them out - and good luck! Ph: (334) 607-9484, Email 103121.410@compuserve.com.

Ken Clapp (DG), it is with regret that I notify you that Ken died last year. We send our condolences to his wife.

Richard Copits, "Now working as Senior Technical Consultant to Director of Ohio Bureau of Workers Compensation, one of the largest State Insurance agencies in the country. I head up a team of top-level technical support personnel that are responsible for keeping the agencies 4000+ Desktop networked PCs running." Ph: (614) 466-1364. 71165.3036@compuserve.com.

Dana Crawford, is now at 3COM Corporation as the Senior Marketing Operations Manager. Ph: (508) 229-1780.

Paul Dale "At the OSF Research Institute we are developing advanced technology for the Web and for operating systems. We are always looking for highly skilled research engineers in these areas." Ph: (617) 621-7345. Email: pauld@osf.org.

David Dimmick (DG 1978-1989), "Once a DG'er always a DG'er! More than 5 years after leaving DG, I've come a full circle and am now the Executive Director of NADGUG, the Data General users group. On the home front, my wife, Bonnie, and I welcomed our second son, Jason Philip, on 9/12/95. Taylor, the older brother, is now almost 4. Time flies!" Ph: (508) 443-3330x1223. Email: david_dimmick.DOK@notes.compuserve.com.

Joseph C. Godbout (DG 1969-1990), President of CD International, Inc., is proud to announce they were incorporated in April of 1995, and have been shipping CD-ROM systems in Library and Archive applications since September, 1995. Their fast access 28 CD-ROM auto changer can provide over 18GB of pre-published or written CD's to on-line networks. CDI's products are supported by software companies that operate on all of the standard operating systems and computers, such as UNIX, Windows NT, Novell etc. With fast, reliable CD Technology they plan to grow very fast in the exciting field of CD-ROM, CD-R and D.V.D. Some of the applications are: Banking, Insurance, Document scanning, Archival storage, Hospitals, Legal, Corporate MIS, and many other areas where fast access, low cost, data storage is required. Joseph can be contacted at (207) 985-6370, fax (207) 985-6467, Email: cdi@cybertours.com. Also at CDI is **John Galt**, Email: galt@mainelink.net.

Harvey Grossman (DG 1972-1982), is now the Sales Manager of Praegitzer Industries in Framingham. Ph: (508) 879-2326, Email: hgross1029@aol.com.

John Hime (DG 1974). "No longer with Tivoli Systems." Business Ph: (512) 328-0065.

Paula Jandrow (DG 1981-1992). "Starting in March of 1995, I am back at DG as a systems support coordinator." Ph: (508) 898-4290.

Peter Jessel (DG 1983-1986), "I have moved! Am now the CIO of Towers Perrin - the leading benefits consulting administration firm, located in Valhalla, NY. Rhonda remains at Perkin Elmer as VP & Treasurer."

John Jewett, is now with Pointcast Inc. in Cupertino, CA. Pointcast do internet publishing. John still has a residence in Sudbury, and now also in Mountain View. Bus Ph: (408) 253-0894.

Greg Kenley (DG 1981), left StorageTek in Boulder CO and returned to New England by order of his Wife on New Years Day 1995. "Currently I am with a new venture started in May of this year - HighGround Systems, Inc., Boxborough, MA." Ph: (508) 263-5588 x112 voicemail. Email: gkenley@highground.com. Also at HighGround are Robert Kenna, Steven Evilia and Dave Therrien.

Todd Kurland (DG 1981-1994), has started a new company called Global InterAction. His mission is to generate new opportunities for businesses by leveraging their customer, supplier and employee relationships through the creative use of interactive technologies. Contact Todd if you would like to discuss leveraging the Internet in your business. Ph: (508) 366-6091, Email: tkurland@aol.com. <http://www.globalinteraction.com>. *Check out Todd's expertise by reviewing the Grey Eagles own website. Todd created it and will be maintaining it for us. Info in this newsletter.*

Randy Lambe (DG 1977-1995). "Truly retired! for now... May return to University teaching - 3rd career? My wife, Cathy, took early retirement 7/95. Her company, BWCO, was purchased by Glaxo with a 'to good to refuse' offer for her. We celebrated with 3 weeks in Seattle and Colorado." Ph: (919) 489-1248.

Larry Lapide (DG 1980-1990), was promoted to Associate Partner of Andersen Consulting. Since leaving Data General he has recycled himself to a "box-kicker", specializing in logistics strategy consulting. Ph: (617) 330-4925. Email: lawrencelapide@ac.com.

Mary Moore (DG 1977-1990). "In February of '95, I left Banyan and went to Chipcom Corp, where I work in the Technical Publications Department as a senior

In the News (continued)

technical writer." Ph: (508) 229-1569. *Postnote: 3Com has since acquired Chipcom, and Mary's email has been converted to Lotus Notes. Email: mary_moore@3mail.3Com.com. Mary has generously taken on some coding work for our website. Many thanks for your efforts, Mary.*

Jim Morrissey's fame as a consultant, sales skills trainer, and speaker is soaring. Look for interviews of Jim in Inc. Magazine, articles in Personal Selling Power, Boardroom Reports, and newspaper business sections. His firm, Market Share Catalysts, is in its fifth year and he has worked with many high tech companies to boost sales productivity in multiple channels and to improve customer satisfaction. Most popular offering is his modular Sales Champions program which is adaptable to regional and national sales meetings in addition to formal sales skills training programs. Ph: (508) 358-2957; Email: jimwayland@aol.com

Jim Neill (DG 1975-1979), "Recently joined the Buckley Group, Professional Search Services, at the home office in Boca Raton, FL. After leaving DG in 1979, I put together a corporate accounts (service) program at Wang, managed service and sales programs at Digital and did Latin America Marketing and workstation sales at Digital in FL, recently left Compucom sales to recruit sales/marketing/service professionals." Ph: (407) 392-4575.

Network Integrity - by Barry Fidelman (DG 1977-1995). "Update on Network Integrity - Ken Holberger, John Butler, and Chuck Holland are founders. I am a lead investor and on the Board. Call Paula Berman at (508) 466-6670 if you are interested. She runs Marketing Communications and can send a press kit! Best Regards." Barry is a General Partner with Atlas Ventures - (617) 859-9290x224; Email: barry@aventure.com.

Richard Parent (DG 1970-1980), relocated with Intergraph Corp. 4 years ago to Orange County, CA. "Since then we have experienced Floods, Fire, Earthquakes, Orange County Bankruptcy and O.J. - what a trip! Should have stayed in New England!" *As fortune would have it, Dick has since relocated BACK to New England, and has joined Chris Robert's team at Keyfile, Nashua, NH, as Dir. Technical Support & Quality Assurance.* Ph: (603) 883-3800x365.

John Piazza (DG 1972-1991), is no longer at Xyplex. He is now Materials Manager at Crosscomm Corp. Ph: (508) 229-5362. Email: jpiazza@ccmail.crosscomm.com.

Peter Polachi (DG 1977-1979/1980-1985), has joined Fenwick Partners as a Partner. Fenwick, a leading high tech executive search firm was founded in 1982 by Grey Eagles Jim Masciarelli and Charley Polachi. Ph: (617) 676-1904.

Robert Primmer (DG 1980-pres.). "I'm back at DG!" Ph: (508) 898-7228. Email: bob.primmer@dg.com.

Joanne Reich (DG 1975) "Last year, I relocated back to California from MA. I subsequently joined Western International Media as Associate Director of Database Marketing. Within 8 months I was promoted to Vice President. Western's Database Marketing Division uses relationship marketing to help clients turn knowledge about their customers into actionable programs to increase their "share of customer", to extend customers' lifetime value, and to build relationships with customers to increase perceived value. Programs include loyalty, acquisition and attrition prevention. Data is also used to provide tools for media planning and tactical database marketing programs. Ph: (310) 854-4899. Email: joanner@wimc.com.

James Repsher (DG 1973-1980), has finally moved! "I finally made it south to Raleigh! After five years of effort, I have made it to the 'warm' south where Raleigh just had the most snow since 1989. I am the Director of Business Development (OEM deals) for INTERSOLV of Rockville, MD. Ph: (919) 461-4472. Internet ID: jim_repsher@intersolv.com.

Jim Roop (DG 1984-1995), recently joined BBN Planet Corp. as Director of Sales and Marketing for the central region headquartered in Chicago. BBN Planet is the leading provider of Internet services and solutions to businesses in the U.S. Also, the provider for all AT&T customers. Ph: (708) 981-5105. Email: jroop@bbnplanet.com.

Allan Scura (DG 1973-1993). "DG pulled me out of retirement to consult in Irvine, CA. The job is great, but the commute is 'nasty'." Ph: (520) 577-9644. Email: 73160.571@compuserve.com.

Ralph Sherouse, Jr. (DG 1971-1981), is the Principal of Sherouse International Distribution - Sales & Distribution of Business Application HW/SW/ISO/ Networks and computer environment air treatment systems. Ph: (603) 964-5489.

Bob Shroyer (DG 1973-1989), "Moved from Compaq to IBM this year. Have brought quite a few Compaq people (DG'ers) to IBM. I still think the best training I received was while I was at DG." Ph: (919) 543-5098. Email: shroyer@nando.net.

George Tuthill (DG 1979-1993), George has started a new company, Online Documentation Solutions, Inc. The company specializes in generating online documents, multimedia, and online help for Windows based systems. They also generate pages for the World Wide Web. George was Manager, Online Services at Information Mapping, Inc. and has spent the past year consulting in online services for Fidelity Investments and Reuters, Ltd. Ph: (508) 839-4364

Lance Ubas (DG 1978-1981). "New job and new home!" Lance is now Mgr, Technical Services, Raptor Systems, Inc., and living in Waltham. Bus. Ph: (617) 487-7700, Hm Ph: (617) 487-6755. Email: lance.urbas@raptor.com.



PRESS RELEASE - BORNS, HURLEY EXPAND ABERDEEN GROUP'S CUSTOM MARKET RESEARCH SERVICES

New Staff Appointments Focus on Middleware, Operating Environments and Conferencing

The Aberdeen Group, an internationally recognized information technology consulting and market research firm, has appointed ex-DGers Patricia Borns and James Hurley to the positions of Senior Analyst and Director. Patricia will develop and extend the Middleware, Video and Document Conferencing practices, and Jim will direct Aberdeen's Operating Environments practice.

Patricia will initially focus the Middleware practice on the challenges and opportunities of deploying today's key solutions such as Web and multimedia integration. In the video and document conferencing area, she intends to provide an IS Buying Guide, scheduled for release later this year.

Jim's Operating Environments practice will provide IS Managers with strategic deployment advice as they migrate from MVS, VMS and other proprietary operating environments to open environments such as Unix, OS/400 and NT. Jim will focus on enterprise-related business requirements for high availability, system security and related operations management issues.

Patricia has 12 years' experience as a high technology marketing strategist helping major companies focus and refine their market positions and corporate messages. In developing and managing marketing and sales training programs such as end-user research, channel training and competitive analyses, she has enhanced the market acceptance of numerous hardware and software product lines.

Jim brings sixteen years of senior technology and marketing experience to Aberdeen clients. He has advised numerous end-user and supplier organizations on a wide range of hardware, software and communications topics, and has been influential in the systems and software designs of market-leading UNIX suppliers - helping to create strategic business, product, and marketing plans that led to broad market acceptance.

Aberdeen Group is an information technology research and consulting organization closely monitoring user needs, technological change and market developments. Based on comprehensive analytical framework, Aberdeen provides fresh insights into the future of information technology and its implications for users and the industry. Aberdeen also performs custom research projects for domestic and international clients requiring strategic and tactical advice on how to manage information technology. Ph: (617) 723-7890.



News: write your update here...

GREY EAGLES MEMBERSHIP RENEWAL/UPDATE FORM

Return form to:
Kim Beaumont
PO Box158
Wayland, MA 01778

_____ # _____ 19____ to 19____
Last Name First Name (DG Badge) (Years at DG)
()

_____ Business Phone
Title Company ()

_____ Facsimile
Business Address ()

_____ Home Phone
Home Address

NOTE: All mailings go to the home address if one is listed. Newsletters are produced in February & September. Membership lists are mailed in Feb. once all updates and renewals have been received.

Address changes - mark on label \$20.00 Membership fees enclosed Renewal New Member
 I'd like to plan a local chapter function I'd like to write (or enclose) an: *Mark choice(s)*
Article Profile Letter to the Editor

_____ Email/Internet/Compuserve etc.
_____ Website URL
 I hereby authorize the Grey Eagles to send me infrequent member notices via email.
 I hereby request the Grey Eagles do not use my email address for infrequent member notices.