ALPHA COMPUTER SOLUTIONS

Mr. Edward Lucinti
Digital Equipment Corporation
146 Main Street
Maynard, MA 01754

Mr. Russell Gullotti
Digital Equipment Corporation
Continental Boulevard
Merrimack, New Hampshire 03054

RE: TRANSITION OF ACCOUNT

January 21, 1994

Gentlemen:

For the past three years, Alpha computer Solutions has had a mutually beneficial, and increasingly prosperous relationship with Digital Equipment Corporation. As a value added reseller (VAR) operating out of Scottsdale, Arizona, we have seen our sales and credit line with Digital increase annually. Certainly, considering the success of the relationship over the past three years as well as our forecast of continued sales growth, it is our intent and desire to establish a long term relationship with Digital.

Unfortunately, several problems have developed which compel us to contact you directly. More specifically, we have experienced direct interference from certain individuals at Digital in our sales efforts. In addition, our request that our account be transitioned to Pennsylvania has been ignored.

With regard to the sales interference, Alpha has been and continues to be an aggressive and successful reseller. As a business partner with Digital, we are fully aware of the terms and conditions which must be met in order to effectuate a sale. In all situations, Alpha has acted in good faith and strived to satisfy these conditions.

However, there have been numerous incidents in which, although in compliance with our business agreement with Digital, we have been forced to back away from sales. Recently, we were informed by our local account manager, Ms. Kayne Thrift, that any effort to conclude a sale with Honeywell in Phoenix or Abbott Labs in New Jersey would result in Digital's refusal to deliver its product. In the past, we have "backed away" from such sales in order to preserve "good will" and our relationship with Digital. This has been very costly, and in many cases embarrassing for our company.

Such restraints on Alpha serve to the detriment of both Digital and Alpha. Our repeated attempts to address these issues with Mr. John Huggins and Mr. Roger Orr have shown no results.

ALPHA COMPUTER SOLUTIONS

In an attempt to preserve our relationship with Digital and to continue our sales growth, we have made the decision to relocate our corporate offices to Pennsylvania. Relocation will promote our continued sales growth and enable us to operate more effectively as a Digital reseller.

For over six months, we have received repeated assurances that our account would be transitioned to Pennsylvania. To date, neither Mr. Orr nor Mr. Huggins have taken any action to transition our account. In fact, our office has heard nothing for over three months regarding our request.

Digital and Alpha have had a mutually profitable partnership for approximately three years. Sales, which continue to grow, have increased from <u>under $100,000</u> to <u>nearly $3,000,000</u> in 1993. We value our relationship with Digital and certainly appreciate any steps which can be taken to prevent improper interference with our sales efforts and to expedite the transition of our account to Pennsylvania.

Should you have any questions, please feel free to contact us at (602) 948-9488. Thank you and we look forward to a long lasting partnership with your company.

Sincerely,

Mr. James Henrie
Vice President - Sales

Mr. Simon Jeffries
Vice President - Marketing

cc: Mr. Roger Orr
     Mr. Edward Kamins
     Ms. Kayne Thrift
     Mr. Timothy Bellamy, Esq.

INTEROFFICE MEMORANDUM

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Doc. No:   068522
Date:      14-Feb-1994 09:49am EST
From:      ED KAMINS
           KAMINS.ED AT A1 AT USCTR1 AT M
Dept:      U.S. CHANNELS
Tel No:    508-467-9373 (DTN 297-9373)
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TO: See Below

Subject: Letter to Alpha Computer Solutions

Attached is the letter I sent to Mr. Henrie and Mr. Jeffries at Alpha Computer Solutions in response to their letter to Ed Lucente and Russ Gullotti.

I will be sending via interoffice mail the actual letterhead copy for your files.

Regards,
Ed

/bjm

a —
I need to see the original letter. This will likely lead to legal proceedings.

February 10, 1994

Mr. James Henrie, VP, Sales
Mr. Simon Jeffries, VP, Marketing
Alpha Computer Solutions
7750 East Gelding Drive, Suite #2
Scottsdale, AZ   85260

Gentlemen;

I'm writing in response to your letter dated January 21, 1994 to Ed
Lucente. In the interim, I have reviewed the status of your account
with our field management team, specifically, John Huggins and Roger
Orr. As the Vice President of U.S. Channels for Digital, it is my
responsibility not only to grow our business through channels
partners, but also to ensure an orderly flow of product to the
market by insuring that each channels partner lives within the scope
of their contract.

In the vase majority of cases, the terms of the contracts that our
partners sign are consistent with their business model and
practices. Our goals and operating methodologies are in common or
at least compatible. But when that is not the case, we find that it
is best for both parties to end the relationship as amicably as
possible.

It has never been Digital's policy to deny orders which are in
compliance with its contracts and I am unaware of any such denials
in Alpha's case. What you experienced from Mr. Huggins and Mr. Orr
was not intended as interference but rather an effort to protect the
integrity of Digital's channels strategy and the collective
interests of all our channels partners by enforcing the terms of the
contract. Our added value and resale plans form the heart of those
contracts. And when they cannot be closely adhered to we inevitably
have channels conflict among our partners.

Although some conflict is a normal by-product of doing business,
excessive and recurring conflict generally indicates that the model
under which the reseller is selling does not match its actual
business strategy and, as a result, the relationship is not working.
That, in our judgment, is clearly the case with Alpha Computer
Solutions.

In an effort to make this transition as smooth as possible, we have
given you reasonable notice of our intent not to renew your
contract. That decision by our field managers has my full support
in light of our repeated conflict over adherence to, and
interpretation of your contract.

Although I don't expect that you will agree with our conclusion I hope we can agree to an amiable separation which would be best for both Companies.

Sincerely,

Ed Kamins

EBK/bjm

cc: Ida Estep, Esq.
      John Huggins
      Roger Orr
      Leo Fredette
      Ed Lucente
      Scott Roeth
      Russ Gullotti

Andrea

Call Susan Shapiro

If USMT was not on distribution —

CC them on this.

TO USMT

This is an excellent document! Your Solis Teams should all be using it.

full alpha

digital™

To: WINNING WITH ALPHA.Dis

cc:

Date: March 31, 1993
From: Susan Shapiro
Dept: CSG/Alpha Marketing
Loc: BXB1-2/E06
Tel: 293-5337
Mail:MSBCS:SHAPIRO,@BXB

Subject: WINNING WITH ALPHA: Over 100 References to Help Close Sales!

Attached are the 100+ Alpha references now on VTX Reference Exchange. Of these 86 WINNING WITH ALPHA profiles are detailed in this package. We have identified several new customers to Digital, key competitive displacements, and new application wins;

o NEW CUSTOMERS TO DIGITAL (4)

Western Canada Lottery Corp.   Marine Atlantic (Canada)
 Eveready Battery/Canada   Carrier Corporation

o COMPETITIVE DISPLACEMENTS (6)

Hoechst Celanese ATG	HP
Generale De Banque (Belgium)	HP
Nat'l Polytech. Inst. (Mexico)	HP and CDC/Cyber
Siliconix Inc.	IBM
Home Hardware Stores Ltd.	NCR
HealthCare COMPARE	Pyramid

o NEW APPLICATION BUSINESS FOR DIGITAL (7)

Royal Alexandra Hospital (Canada)   Matra Transport (France)
County of Strathcona (Canada)   Suncor (Canada)
NASA-SEWP Contract   Fox Chase Cancer Center
Square D Company

ACCESSING WINNING WITH ALPHA STORIES

These 100+ references are available to every employee worldwide on $ VTX REFERENCES. You may also copy the files including the detailed success stories in Postscript or text from these public directories;

HUMAN::ALPHA_PUBLIC:WINNING_WITH_ALPHA.TXT (or .PS)

VMSMKT"OpenVMS_Info"::WINNING_WITH_ALPHA_WINS.TXT (or .PS)

To receive monthly WINNING WITH ALPHA updates, US employees need to sign up under Readers Choice. GIA and European employees can request being added to distribution by contacting Donna Bekier @BXB, MSBCS::Bekier, DTN 293-5377.

Please contact me or Donna Bekier about other strategic AXP wins. These help close business in Q4 and can provide your customers with visibility.

digital™

To: Distribution

cc: Rick Frazier

Date: April 5, 1993
From: Susan Shapiro
Dept: CSG/Alpha Marketing
Loc: BXB1-2/F04
Tel: 293-5337
Mail:MSBCS:SHAPIRO,@BXB

Subject: WINNING WITH ALPHA: Over 100 Customer References to Leverage Sales

The momentum continues to build!

We have reached a milestone of over 100 Alpha and Alpha-Ready customer references. These documented, approved wins provide the Field with a valuable tool to close business in Q4.

Attached are Alpha success stories across every CBU, in almost every territory, and against every major competitor. They include new customers to Digital, key competitive displacements, WHO we beat, WHY we won, and HOW these wins are significant. These wins cover every major Digital campaign; Downsizing, Desktop, High Performance Technical, etc.

This information is available to all employees worldwide on VTX Reference Exchange and Readers Choice. We also distribute it widely throughout Digital's Analyst, Consultant and Public Relations' communities.

WINNING WITH ALPHA is available electronically and updated monthly. We need continued support from your groups providing leads for wins.

Distribution:

Larry Cabrinety	Bobby Choonavala
Charlie Christ	Gail Daniels
Bill Demmer	Russ Gullotti
Win Hindle	Charlie Holleran
Bob Jolls	Bill Johnson
John Klein	Paul Kozlowski
Frank McCabe	Bob Palmer
Enrico Pestatori	Dick Poulsen
John Rando	Bruce Ryan
Willow Shire	Bill Strecker
Bob Supnick	

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Health Industries CBU					
Pharmaceuticals					
*Hoechst Celanses ATG (Molecular Modeling)	New	HP	Yes	OpenVMS OSF/1	AVS, Ansys, C, Ingres
Health Care IBU					
*Matthew Thornton Health Plan (Claims Processing)	Existing	No	Yes	OpenVMS	IDX, Ross, DPS, Opin
*Royal Alexandria Hospital (Financials & Lab)	New	No	Yes	OpenVMS	In-house
*HealthCare COMPARE (Healthcare Services Mgmt.)	New	Pyramid	I	OpenVMS OSF/1	Ingres, SAS, NAS 400

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Financial, Professional and Public Services CBU					
Banking					
*Generale De Banque (Retail Banking)	New	HP	I	OpenVMS	CAFC
Bank Tefachot (Customized Banking System)	New	IBM	I	OpenVMS	
Banque Paribas (Int'l Payments & Accounting)	New	Bull	Yes	OSF/1	Uniface (4GL) Oracle RDMS PSCA, Failover, X.25, NSR, DCM, Fullsail
Heller Financial Services (Financial Service)	Existing	HP	I	OpenVMS	Pathworks
Software and Data Services					
Total Tec Systems, Inc. (FABS, Software Development)	Existing	No	Yes	OpenVMS	
Professional Services					
Waste Management (Lab. Info. Services)	Existing	No	Yes	OpenVMS	Rdb, Pathworks

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Financial, Professional and Public Services CBU (cont'd)					
Engineering					
*Matra Transport (Case & DEC Mailworks)	New	No	Yes	OpenVMS	ADA
*EDS/Unigraphics (MCAD)	Existing	No	I	OpenVMS	Unigraphics
Parsons Brinckerhoff (Financials: Production System)	New	IBM	Yes	OpenVMS	Oracle
Fernandez Y de Cea LTDA (Software Dev. & Engr. Serv.)	New	No	I	OpenVMS	Fortran
Insurance					
*Atlantic Mutual (Insurance Underwriting)	Existing	No	I	OpenVMS	Rdb, CDD, VPA

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Discrete Manufacturing and Defense CBU					
Defense					
Raytheon - Grumman (J Stars, Radar)	New	Motorola	Yes	OpenVMS	
(J Stars, Logistics)	Existing	No	Yes	OpenVMS	Oracle
CSC - Air Force (Command Control)	Existing	No	I	OpenVMS & OSF	ADA, MLS
Major Research Facility (Radar Systems)	New	Yes	No	OpenVMS	Fortran, C
US Navy (Data Reduction) See NASA/SWEP, attached	Existing	No	I	OpenVMS	Fortran, VMScluster
Electronics					
*Siliconix Inc. (Financial Database)	New	IBM	I	OpenVMS	Promis, R3
Motorola Inc. (Document Management)	Exisitng	No	Yes	OSF/1	Imagewave's Scanfiler
Kubota Pacific Computer (MCAD/Imaging)	New	No	Yes	OSF	RGTI
Cray Research (Partner/Alpha Chips Embedded in Cray MPP Product)	New	No	Yes		

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Discrete Manufacturing and Defense CBU (cont'd)					
Automotive					
*Warner Electric Clutch and Brake (Order Admin.)	Existing	No	Yes	OpenVMS	ACMS, Rdb, DECps
Navistar International (Mfgr. Execution)	Existing	No	I	OpenVMS	
Aerospace					
*NASA/SEWP Contract (Scientific, Engineering, W/S)	New	No	Yes	OSF/1	OSF/1Based
*NASA/Goddard Space (Simulation/Software Development)	Existing	No	I	OpenVMS	DECps, C, Pascal, Fortran, DECset
Miscellaneous Discrete Mfg.					
*Square D (MCAD)	New	Prime	Yes 5/1	OpenVMS	Medusa, RJE
*Carrier Corp. (MCAD)	New	Yes	I	OSF/1	Oracle, Chess ProEngineer, EDL, Medusa, Patran

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Discrete Manufacturing and Defense CBU (cont'd)					
Miscellaneous Discrete Mfg.					
Franklin Quest (Financials - Production Sys.)	Existing	No	No	OpenVMS	Ingres
Pitney Bowes Inc. (MCAD)	New	IBM	Yes	OSF/1	ProEngineering
Otis Manufacturing Co. (Pro/Engineer)	New	No	No	OSF	
Consumer and Process Manufacturing CBU					
Utilities					
*Westinghouse (ITTC) (Power Generation Simulator)	Existing	No	Yes	OpenVMS	Fortran, C
*New Brunswick Power Corp (Customer Billing)	Existing	No	I	OpenVMS	Adabase, Natural
CAE - Boston Edison (EMS-SCADA)	New	No	Yes	OSF/1	

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Consumer and Process Manufacturing CBU (cont'd)					
Utilities (cont'd)					
ESCA - Carolina Power & Light (SCADA)	New	G.E.	Yes	OpenVMS	
Utah Power (EMS - SCADA)	New	Unisys	Yes	OpenVMS	
IPSC (Air Qual. Control/Monitor)	*New	No	Yes	OpenVMS	P:, Pathworks
Philadelpha Electric Co. (Plant Monitoring System)	New	No	Yes	OpenVMS	DEComni SQL Access
Mount Power Electric (SCADA - Energy Mgmt. Services)	New	Computer Automation	Yes	OpenVMS	Fortran, C++
Chemical					
Dow Chemical (Fluid Dynamics)	Existing	No	Yes	OpenVMS	
Weavexx (Ask Computer) (MANMAX/X: Mfg. Software)	New	No	I	OSF	

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Consumer and Process Manufacturing CBU (cont'd)					
Oil and Gas					
*Suncor Inc. (Plant Mgmt. System)	New	No	Yes	OpenVMS	Interplant Consulting
*SACDA Inc. (Process Simulation)	New Existing	No	Yes	OpenVMS	SACDA
Chevron Chemical Co. (Plant Operations)	Existing	No	I	OpenVMS	Ingres
Consumer Packaged Goods					
*Labatts Breweries/Canada (Distribution/Financials)	Existing	No	Yes	OpenVMS	
* Eveready Battery Co./Canada (International E-Mail)	New	Novell	I	OpenVMS	Pathworks, Mailworks
Quaker Oats (Process Mfg.)	New	IBM	I	OpenVMS	

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Consumer and Process Manufacturing CBU (cont'd)					
Travel and Transportation					
*Marine Atlantic (Reservations, Catering)	New	HP	Yes	OpenVMS	Rdb,CDD, ADACO, DEC Pos
Retail					
*Big V Pharmacies (Finance, Inventory)	Existing	No	Yes	OpenVMS	
*Home Hardware Stores (Accounting, Distribution)	New	NCR	Yes	OpenVMS	Software AG
Major Retail Catalog (Warehouse Mgmt. System)	Existing	No	No	OpenVMS	
Forest, Metals, Mining and Glass					
Libby-Owens-Ford (Order Ent. Warehouse Mgt.)	New	IBM	Yes	OpenVMS	DAI, MFA

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Communications, Education, and Entertainment CBU					
Research					
*Fox Chase Cancer Center (Mapping Human Genome)	New	No	Yes	OSF	Sybase/OSF
Lawrence Livermore Berkeley Labs. (Mfgr. Ops Prototype)	Existing	No	I	OpenVMS	Maxim, Datatrieve, Fortran, Ingres
Lawrence Livermore N.L. (ECAD)	Existing	No	I	OSF & OpenVMS	Unigraphics
INFN (RT/Data Acquisition System)	New	No	Yes	OpenVMS & OSF	Cernlib & Cadence
INIC (Academic/Scientific Computing)	Existing	No	Yes	OSF	Fortran, Motif
Mallinckrodt Medical (All-in-One)	Existing	No	I	OpenVMS	RDB
Rutherford Appleton Lab. (Compute Intensive Scientific	New	IBM	Yes	OpenVMS	All-in-One

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Communications, Education and Entertainment CBU (cont'd)					
Education					
*University of Miami (Simulation Research	Existing	No	I	OpenVMS OSF/1	FORTRAN, C
*National Polytech. Inst. (Mexico) (Administrative Computing)	New	HP, CDC	I	OpenVMS	Oracle
*Southern Alberta Inst. of Tech. (Administrative Computing)	Existing	No	I	OpenVMS	Oracle Banner Netware
*County of Stathcona (Canada) (Administrative Computing)	New	No	Yes	OpenVMS OSF/1	SFG
Tampere Univ. of Technology	Both	Yes	Yes	OSF/1	AVS, Mathlab
Indiana University (General Purpose Timesharing)	Existing	No	I	OpenVMS & OSF	SPSS & SAS
Carnegie Mellon University (Computational Chemistry & Physics)	Existing	No	Yes	OSF/1	
Carnegie Mellon University (Research & Software Dev.)	New & Existing	No	I	OSF/1 & NT&VMS	

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Communications, Education and Entertainment CBU (cont'd)					
Education (cont'd)					
Hong Kong University of Science & Technology (Admin. System)	Existing	No	Yes	OpenVMS	RdB/Corvision & COBOL
Helsinki Univ. of Technology (Software Dev., Mathematical Modeling)	New	IBM	Yes	OSF	
Washington University (Archived Network Facility)	Existing	No	Yes	OSF	
California Institute of Technology (Graphics Algorthims)	New	No	I	OSF	
EPFL (Academic Computing)	New	No	Yes	OSF	Ada, Ingres, Fortran, C++
Florida State University (High energy Physics Models)	Existing	No	I	OpenVMS & OSF	Fortran
Rochester Institute of Technology (Software Test Services)	Existing	No	Yes	OpenVMS	
Rochester Institute of Technology (Academic Computing System)	Existing	No	Yes	OpenVMS	Volume Shadowing All-in-one

"WINNING WITH ALPHA" : SUMMARY

Customers & Applications	Applications	Competitive Displacement	Customer Reference (I= Internal Only)	Operating System	Software
Communications, Education and <u>Entertainment CBU (cont'd)</u>					
Education (cont'd)					
University of Auckland (Heart Research)	Existing	No	I	OpenVMS	Fortran, C
Case Western Reserve Univ. (Labroatory Research)	Existing	No	I	OSF	
Telecommunications					
Megasys Computer Tech. (U.S. Sprint - SCADA)	Existing	No	Yes I	OpenVMS	
Megasys Computer Tech. (Hyperions - SCADA)	New	No	Yes Yes	OpenVMS	
Southwestern Bell Telephone (MARTEX Marketing Mgmt.)	Existing	No	Yes	OpenVMS	VAXcluster, Volume Shadowing, All-in-one
Media					
*Commerce Clearing House (Text Retrieval/Publishing)	Existing	No	Yes	OpenVMS	Pager

HEALTH INDUSTRIES CBU

*Hoechst Celanese ATG   **(2) DEC 3000-500/OpenVMS & OSF**
Summit, NJ
New Application and Displacement: Molecular Modeling, Structural   Analysis,
and Visualization

Hoechst Celanese ATG is a specialty chemicals, pharmaceuticals, plastics, and materials company. This Digital AVS customer-built application is a computationally intense, heavy floating point program. Other key software products include: AVS, ANSYS, Ingres, Fortran and C compilers. They have DEC OSF/1 on one disk and OpenVMS on another. This application will DISPLACE a HP 9000/7XX RISC workstation.

There was strong competition from HP for this business. We won because of OpenVMS, price/performance, and relationships. The CPU benchmarks run beat HP, DECstations, Cray, VAX, and N-Cubed. Hoechst Celanese ATG was able to do decent 3-D AVS rotations without any graphics accelerators on the DEC 3000-500. Once the graphics boards are added the 3-D performance will be fantastic.

Hoechst Celanese ATG may be used as an external reference site. Contact the account manager regarding a press release.

Greg Erman,   DTN 335-5732 (DECmail @NJO)
Account Manager

*MATTHEW THORNTON HEALTH PLAN   VAX 7000-610/OpenVMS
Nashua, NH   Alpha-Ready
Existing Application: Claims Processing

Matthew Thornton Health Plan is a HMO ($100M in revenue, 4 care sites, 70,000 membership, multi-specialty group business). This Alpha-Ready VAX 7000-610 will be used primarily for: claims processing, billing, referrals, and point of service. This system will also run applications for: indemnity, pharmacy claims, payables, sales account tracking, payroll, human resources, call reporting, claims audit, and ad-hoc reporting. Key software included in the sale are: support for IDX, Ross, OPIN, DPS, CDC, and GMIS. Alpha implementation is sometime in 1994.

They chose Digital because they currently run DEC and DEC CSO applications. Also, we helped them with performance planning to handle their increased growth and
possible new applications.

Matthew Thornton Health Plan is referenceable externally. Contact the account manager regarding publicity.

Annette Lemieux   DTN 264-3943 (DECmail @MKO)
Account Manager

*ROYAL ALEXANDRA HOSPITAL　　**VAX 7000-610/OpenVMS**
Edmonton, Alberta, Canada　　**Alpha-Ready**
New Application: Financial & Lab

Royal Alexandra Hospital is a large, accredited teaching hospital with five immediate buildings and several remote professional buildings and clinics. This customer has implemented a VAX 7610 system, expanding their capacity on their current cluster and accommodating 250 users at Charles Camsell Hospital, a facility they recently merged with. They also utilize an FDDI cluster for Disaster Tolerance. They have tried to plan for potential disasters as they have experienced flooding as well as the unfortunate incident of an airplane running into the side of their building, they are on the approachway to the Edmonton Municipal Airport. Digital's Disaster Tolerant/FDDI Cluster and the 7000 gave them the cycles they need. They purchased the 7610 specifically because it was Alpha Ready and they are eager to move to Alpha once their financial application ports. They have added this VAX 7000 to an existing cluster; One cluster consists of two 6000 systems and the other has three 6000 systems.

All applications are developed in-house except a lab application they purchased from Health Care Systems. The hospital is under alot of pressure from Alberta Health to move to Open Systems (i.e. UNIX). Digital has been working with them to sell OpenVMS as meeting those goals.

Royal Alexandra Hospital will implement Alpha as soon as their software is ready. Any external references on this account must be met with the approval of the Account Manager.

Mike Spelliscy　　　　DTN:636-5977 (DECmail @EMO)
Account Manager

*HEALTHCARE COMPARE   **VAX 7000-610/OpenVMS/OSF**
Chicago, Illinois   **VAX 7000-620/OpenVMS/OSF**
                                (Alpha-Ready Vax 7000s)
Displacement and New Application: Healthcare Services Management

HealthCare COMPARE Corp. is one of the largest national providers of healthcare cost management services. Its primary function is to negotiate costs and services for clients and healthcare providers. It is one of the fastest growing companies in the U.S., according to Fortune magazine. Their customers include American Airlines, McDonalds Corp., and Motorola Corp.

They have selected Digital's Alpha AXP architecture over those of HP, IBM, Sun, and Pyramid to help them manage their business and explosive growth.

HCC will DISPLACE a 7 processor Pyramid system running UNIX based applications, and have chosen Alpha Ready VAXes running OpenVMS, with NAS 400, SAS, and Ingres as their database. Very shortly, the (dual host) DSSI clustered 7000s will be upgraded to two 7000-620s.

Initially, this account was going to chose UNIX on Hewlett Packard (HP 9xxxs). The account manager invited Healthcare COMPARE to visit DECWorld '92 where they were convinced that Alpha AXP's 64 bit architecture would better meet their needs in the years to come.

In comparison to HP, the customer was particularly impressed with Digital's openness, superior system management capabilities, security, fault tolerance capabilities, clustering, and the ease of moving to Alpha when their software (SAS/Ingres) is available. Digital also offers them ultimate flexibility since they plan to move to OSF/1 (for openness) at a later date. HCC views OpenVMS as "somewhat more open" than UNIX due to our adherence to standards.

This reference is for INTERNAL USE ONLY at this point.

Jeff Schrader   DTN: 474-2407, @ACI
Account Manager

Financial, Professional
and
Public Services CBU

*GENERALE De BANQUE
DEC 4000-610/OpenVMS
Brussels, Belgium
Existing and New Applications: Retail Banking

Generale De Banque is the first Belgium bank, part of a holding company called Societe Generale de Belgique.

The DEC 4000-610 will DISPLACE an HP UNIX system which will run a financial application for Portfolio Management (CAFC). As background, they have over 1200 retail branches now all based on a PDP environment. They recently implemented All-in-1 IOS in their 32 regional offices and each site has installed VAXes (3100s to 6000-610) linked via an X.25 network to the headquarters VAXcluster, supporting over 3000 mail users.

RAID5 is a potential additional functionality that the bank would like to implement on this machine. Alpha implementation to take place in mid-March, 1993.

Until performance/implementation is verified, this is an internal reference only.

Jean-Pierre Bousmanne
DTN 856-7226 (DECmail @BRO)
Account Manager

BANKING

BANK TEFACHOT   **(1) DEC 10000/OpenVMS**
Jerusalem, Israel   **(10) DEC 3000/4000/OpenVMS**
New Application and Displacement: Customized Automated Banking System

Bank Tefachot, the largest mortgage bank in Israel, has awarded a major downsizing/re-engineering contract to Digital. We will provide a custom solution enabling them to automate and integrate their nationwide services. The bank's goal is to provide customers with a complete mortgage appraisal and award process in a single visit witha mortgage professional at any branch.

Due to the bank's expansion plans and need to speed its banking services, Tefachot will DISPLACE their IBM 3090 with a DEC 7000 system at headquarters as well as 10 DEC-3000 and 4000 systems at their branch, offices. The centralized IBM system performed routine back-end processing, but had little impact on daily business transactions. Digital was willing to provide a total solution suited to the bank, offering unique competitive advantages and dynamic, state of-the-art, cost effective IT infrastructure responsive to current and future business directions. As prime contractor, Digital will plan, design, implement, and manage a thirty-month turnkey project, overseeing and integrating its own as well as sub-contractors' services and components. The bank will employ Digital software tools to offer this service to a growing, nationwide clientele. Included are DECImage, Rdb, ACMS, and DECforms software, and scanners. PATHWORKS will integrate 400 PC's. Digital's Consulting Services is working with the bank to re-engineer their business processes.

Digital was chosen because of our ability to deliver unique added value enabling Bank Tefachot to achieve its vision of sustained growth and market leadership. The Account Manager and Digital proved their ability to work closely and effectively with the bank, building a relationship at each level and providing them with a total solution.

This information is for internal use only.

Yoel Gordon, Account Mgr., DTN 882-3138 (DECmail @ISO)
Source: Downsizing Wins Newsletter

BANQUE PARIBAS BELGIQUE   **(2) DEC 3000-500/OSF/1**
(Belgium)   **(1) DEC 4000-610/OSF/1**
Displacement and New Application: International Payments, Accounting

This is a major downsizing win and displacement of a large Honeywell/BULL installation (DPS 8000 and some DPS 6's) at this large Belgium bank. It is one of our first wins where mission critical applications at a bank will be run on OSF/1. The applications to be implemented include; Automation of credit files, including credit line administration, profitability analysis, and Warranty instruments. Other applications include; international payments, payment order execution, a customer database, and bank accounting. The Bank required a UNIX solution, and HP (with an installed HP 9000) presented the strongest competition. We won due to the customer's confidence in Alpha performance and future enhancements, the robustness of our OSF solution, and our prowess at distributed solutions. Digital already has installed there (7) DECsystem 5240s, (4) VAX 4000-300s, and about (50) VAXstations. The following software products are important in the solution; Uniface (4GL), Oracle RDMS, PCSA, Failover, X.25, NSR, Fullsail, and DCM. The Bank expects full Alpha AXP implementation to take place at the end of 1993.

We have permission to use their name as a reference and in customer presentations. However, they are not interested in pursuing publicity at this time, and do not want to be contacted by the Press.

For additional details please contact:

Philippe Regniers

@BRO, DTN 856-7283.

HELLER FINANCIAL SERVICES   (1) DEC 4000-500/OpenVMS
Chicago, IL
Existing Application: Financial Services

Heller Financial Services of Chicago has recently upgraded their VAX 4000-300 with an Alpha Ready upgrade, to meet their higher performance needs. This account is very interested in Alpha and plan to go to a full Alpha implementation as their requirements warrant the transition. They currently offer a variety of financial database services to separate professional organizations. These include but are not limited to investment banking, media, real estate, and health services.

Heller Financial operates five hundred Pathworks Nodes running to a Pathworks Server. Pathworks was the preferred solution over Novell, IBM, and Hewlett Packard networking products. They came to the conclusion that Pathworks and the Alpha Ready system offer the best price/performance in the industry.

This account can be referenced externally.

 Barry Speigel   DTN: 447-2974 (DECmail @CPO)
Account Rep.

TOTAL TEC SYSTEMS, INC. (GEJAC)
Existing Application: FABS, SW Development

(2) DEC3000-400/OpenVMS

Total Tec Systems, Inc. is a Digital distributor. They recently sold two DEC/3000-400 to GEJAC, an accounting services company. GEJAC developed a software product called ARSAP to provide resource accounting software for their customers; ie to identify departmental usage and timesharing charges on commercial mainframe systems.

This Alpha sale is to a Digital installed base customer, and there was no strong competition. They have an extensive mixed, multi-vendor network that includes 70 nodes and Polycenter technology. They felt that it was taking them to long to go through the ISV center to cross-compile information across their multiple vendors. The only machine that could run this process fast enough was Alpha. GEJAC was also anxious to buy Alpha now in order to begin the process of integrating Alpha technology into a customer's mix of systems, to be completed by summer. They feel strongly that Alpha is where computing is heading.

Total Tec Systems, Inc. have agreed to be an external reference site. GEJAC will only allow their name to be used in internal publications.

John Mauro
Account Manager

DTN 323-4391

WASTE MANAGEMENT INC.   (1) DEC 7000-610/OpenVMS
Chicago, IL
Existing Application: Laboratory Information Services

Waste Management is the world's largest environmental services organization. They have recently installed an Alpha Ready DEC 7000-610 to add more power to their current VAX system and utilize DEC solutions to track water samples from over 150 landfills throughout the United States. Although Waste Management is a user of IBM systems throughout their organization, their Chicago facility has remained a Digital account and is mandated with reporting responsibilities to the Environmental Protection Agency. Among the different functions, e.g. financials and data management, Waste Management uses the DEC 7000-610 as their primary system to perform over four million yearly water samples at landfills across the country. All the information is stored in an Rdb Physical Science database. Digital has also installed Pathworks and layered software office products such as DECwrite. The company anticipates the eventual use for Alpha and will implement when their performance requires it.

This account is externally referenceable and can be contacted with permission.

Barry Speigel   DTN: 447-2974
Account Rep.

*CONFIDENTIAL ACCOUNT   **(21) DEC 3000-400/OpenVMS**
(EDS Unigraphics, Distributor)   **Alpha Upgrades**
Memphis, TN
Existing Application: UNIGRAPHICS MCAD/CAM

The referenced account manufactures a wide range of medical and surgical supplies, including replacement hip and knee joints. They are currently running a pre-release version of UNIGRAPHICS, on VAXstations, to design and test replacement parts. UNIGRAPHICS is a CAD/CAM package developed and sold by EDS. They will be ordering an additional 56 DEC 3000-400 upgrades prior to Alpha installation, which is scheduled for May 30.

This information may be used internally only at this time. In June, additional details will be available.

Tom Albert   DTN 445-6251 (DECmail @STO)
Account Manager for EDS Unigrahics

Mike Hefner   DTN 356-6696 (DECmail @MMO)
Account Mgr. for EU

*MATRA TRANSPORT

	VAX 7000-620/OpenVMS
France	**Alpha-Ready**

Existing and New Application: CASE, DEC ADA, and DECMAILworks

Matra Transport is a mechanical engineering company located in France. They purchased an Alpha-Ready VAX 7000-620 to add horsepower to their existing CASE application, and to be used for Office Automation and general MIS. They will also run DEC ADA, and DECMAILworks which are new applications. Matra Transport chose Digital because of the value of OpenVMS. They believe OpenVMS is the best secure operating system for technical, general MIS, and Office Automation, ALL-IN-1 cluster. In addition to that, OpenVMS is used for automatic piloting of their subway system with FT VAXes. They have a lower MIS budget compared to other Matra subsidiaries. The estimated Alpha implementation date is December 1993.

Matra Transport has agreed to be an external reference site.

They do not want the press to contact them directly but through Digital.

Yehoshua Etrog   DTN 858-4226 (DECmail @ATY)
Account Manager

ENGINEERING

PARSONS BRINCKERHOFF   **DEC 7000/OpenVMS**
New Application and Displacement: Financials; Production System

Parsons Brinckerhoff is an engineering company specializing in transportation. (They are engineers of the 3rd Harbor tunnel in Boston). This is a NEW application on a new VAX 6610, purchased with an Alpha ready upgrade which PHYSICALLY DISPLACED an IBM 4381 in-house development financial application. They are now running Oracle Financials and Oracle Project Management.

We competed heavily with IBM (AS400) and Sequent (SMP 486 based system). We won this business because of our existing relationship with the client and because their environment is PCs based on Pathworks. Their staff was trained on VAX as they also have a VAX 6310 for their marketing application.

Parsons Brinckerhoff will allow their name to be used in internal/ external publications.

Patti Richards   DTN 352-2105
Account Manager

FERNANDEZ Y DE CEA LTDA.   **DEC 3000-400/OpenVMS**
Chile New Customer: Software Development & Engineering Services

Fernandez y De Cea Ltda. is a Traffic Engineering firm located in Chile. They have purchased a DEC 3000-400 to develop balance analysis models in transportation networks, for the National Transportation Secretary of Chile. Key software needed to run this application is Fortran.

Fernandez y De Cea Ltda. will allow their name to be used in internal/external publications.

Marilu Rios   DELS01::M_RIOS
Account Manager

*ATLANTIC MUTUAL INSURANCE CO.　　　**VAX 7000-620/OpenVMS**
Roanoke, Virginia　　　　　　　　　　　**Alpha-Ready**
Existing Application: Insurance Underwriting System

Atlantic Mutual Insurance has added a VAX 7000-620 to their current VMScluster, adding CPU power to the existing application. The cluster consists of two 6000 systems, one 4000 system and twenty four VAXstations of various models. Atlantic is using an in-house program along with Digital software to underwrite both commercial and personal property insurance. Atlantic's commercial insurance policies are being written on our equipment and utilize a variety of Digital software, including; All in One, Rdb and Rdb Expert, CDD/Repository, VPA and the DECset Series. They anticipate porting to Alpha toward the end of 1994 when their software and applications are available.

This account is for internal reference only.

Gary Wilkerson　　　　　　　　　　DTN 374-2306 (DECmail @ROV)
Account Manager

Discrete Manufacturing
and
Defense CBU

RAYTHEON CORPORATION   **Many DEC 3000-400/OpenVMS**
GRUMMAN   **DEC 4000 & DEC 7000/OpenVMS & OSF**
Displacement and Existing Application: RADAR and Integrated Logistics

This "sale" is actually two separate but related wins in the "JSTARS" project. Raytheon is supplying the MIL-SPEC Alpha AXP systems to Grumman.

Grumman will install on military aircraft, 3 Alpha workstations as display monitors and several VAX 6620s working together in an OpenVMS "look down RADAR" application. The DEC 3000-400s DISPLACED Motorola workstations in a highly contested win. We won based on benchmark performance and the fact that it is now entirely an OpenVMS solution without the bitswapping issues that occurred when it was a Motorola/Digital solution.

In addition, Grumman Melbourne Systems Division has purchased the Alpha-ready VAX 7000 and VAX 4000 systems to upgrade their existing Integrated Logistics System computing environment. This is a large Oracle based production systems application. This represents a very competitive win over IBM RS/6000's and HP 9000 Model 890's. The Alpha upgrade configuration provides a turnkey solution to Grumman's computing environment.

This information can be used externally.

Jim Corbett   DTN 360-7407
Account Manager

Source:
Mike McCloy   Tel 407-951-5447
Director of Public Affairs, Grumman, Melbourne Systems Division

COMPUTER SCIENCE CORP.   350 DEC 3000-400/OpenVMS & OSF/1
US Air Force Existing Application: Mission Monitoring/Scheduling

This is a highly strategic $4.2M win at CSC, a government prime to the Air Force. Within 4 years, this sale will total $30-$40M. The application is "MAC2/IPS", command control at the wing level," or mission and scheduling of military airlift command in real time.   It is strategic because it positions Digital as the command control standard   for the Air Force.

To win this sale, we had to prove that OpenVMS was "open", as OSF/1 is not yet available. Having passed this test, we benchmarked against SunSparcstations (model unknown) to win the price/performance criteria.   This I/O intensive Sybase application will be moved to OSF/1 when MLS security SW is available in 1994.

Deployment: Shipments begin this month with all 350 initial units installed by March. Once Pelicans are available, they will install 20-40 Pelicans and 2 DEC 3000-500S servers in each of approximately 160 Air Force bases worldwide.   Key software includes; ADA (they are now a field test site), Sybase, and MLS on OSF/1.

This info is for internal use at this point in time, but a press release will be issued shortly.

Gerry Nagle   DTN 336-2075
Account Manager

MAJOR RESEARCH FACILITY   **(2) DEC 7000s/OpenVMS**
(US ARMED FORCES)
New Application and Competitive Displacement: Radar Systems

This major research facility installed the first of their 2 DEC 7000s (1-610, 1-620) in late November. Their second DEC 7000 will be installed in the test range shortly. A third DEC7000 will most likely be ordered in the future for backup. The sale, including several X windows terminals and software, totalled about $1.5M.

The end user for this application is the US Government. This military application is a "command control center for integrating multiple RADAR systems." It is a real-time application using OpenVMS, Fortran, C, and an in-house version of TCP/IP which can handle the real time requirements for multi-casting. CSS will be building them a Future Bus+ -> VME bridge. Signalling will be through VME, and communications will be handled with multiple ethernet ports.

This installation DISPLACED 3 mainframe class systems (Model 32-9780s) and enabled the Government to consolidate several command control systems into one. The strongest competition was from Convex.

We won for several reasons;

1) Single stream performance (both scalar and floating point)
2) Complex network connectivity expertise
3) Realtime capabilities; Convex said "VMS can't do it". We countered with benchmarking performance and reference accounts (McDonnell Douglas flight simulation).
4) OpenVMS is open and portable; both to Alpha and other platforms. POSIX compliance was very convincing.
5) The future of Alpha

The software was developed last year on a VAX 6000. Installation and porting went well.

Contact: Larry Bouterie @COP

US NAVY   **(2) DEC 7000-610/OpenVMS**
China Lake, CA Existing Application: Data Reduction

The US Navy purchased a VAX 6000-510 and a VAX 7000-610 with an Investment Protection Plan upgrade to DEC 7000-610s. These systems will run applications for data reduction and analysis of post-flight data. They had run out of power for their existing
applications, and needed to accommodate a larger user base. Key software products include: Fortran, VAXcluster, and BBN "Probe." The estimated Alpha implementation date is May 1, 1993.   What's interesting about this sale is it involves migration of an abundant existing software base to OpenVMS/Alpha.

This information may be used internally and in customer presentations.

Bill Kert   DTN 520-1235 (DECmail @CKO)
Account Rep.

*SILICONIX INC.   **(2) DEC 7000s/OpenVMS**
Santa Clara, CA.
Displacement, Downsizing, and New Application: Financial Database

Siliconix designs and fabricates custom chips for the semiconductor industry. Their manufacturing organization has been enthusiastic VAX/VMS users but Siliconix has never used Digital solutions for their corporate financial operations until this time.

With the installation of two DEC 7000-610s (soon to be upgraded to dual or tri processors) Siliconix will be displacing several key financial applications from their IBM mainframe to Alpha AXP. One DEC 7000 will run PROMIS for their manufacturing applications and the other will run SAP's "R3" application for their worldwide treasury/financial database applications. Siliconix plans to integrate these two application areas for the first time. Siliconix's desire to downsize and take their IBM mainframe "off-line" by January 1994 will cut their expenses tremendously. They expect an 18 month pay back on the AXP investment to be realized by cutting their IBM overhead (personnel and maintenance) and application support costs.

HP presented the strongest competition. SAP's "R3" was an HP solution and has just been ported to Alpha AXP/VMS. However, the Siliconix manufacturing operations staff strongly defended VMS and made a successful case for integrating the two applications on the VMS platform. SAP was very supportive.

The DEC 7000s will be installed in Q4 and until they are fully implemented this reference must remain FOR INTERNAL USE ONLY. (We expect that they will become referenceable in the Summer, and will adjust this profile at that time)

Julie Zuckerman   DTN 521-4626 (DECmail @WRO)
Account Manager

MOTOROLA INC.   **DEC 3000-500/OSF/1**
Existing Application: Document Management   DECsystem 5000-240

Motorola - Semiconductor's Advanced Package and Development Prototype Lab (APDPL) is creating a document management system that will connect their existing Macintosh systems with an AXP server to manage customer specifications worldwide. They purchased an Alpha-Ready DECsystem 500-240 to bring the up the original application and a DEC 3000-500 to provide the software vendor (ImageWave) a system to quickly port to OSF/1. Full Alpha implementation is scheduled for March'93. Digital was able to beat out NEXT, HP, SUN and Apple for this application with a ISV with the best software, ImageWave's ScanFiler. They also chose to invest in Alpha AXP because of its long term growth potential, application solutions and performance.

Motorola will allow their name to be used in internal publications, possibly external publications and in the Reference Exchange. Please check with the Account Manager:

Gilbert Hooper   DTN 441-4768
Account Manager

KUBOTA PACIFIC COMPUTER
New Applications: MCAD/Imaging

(134) DEC 3000-400/OSF
(40) DEC 3000-500/OSF

KPC is one of Digital's first Alpha partners. This is their first of many large AXP workstation orders. They will be adding Kubota 3D graphic subsystems to our workstations for resale to their end users, ISVs, and OEMs. KPC partnership with Digital allows us to successfully compete in the high end 3D graphics and imaging markets against SGI, HP, and IBM.

Most of these workstations will be used for imaging (especially medical imaging), high end MCAD, solids modeling, and molecular modeling. In addition, Digital has a joint marketing agreement with KPC to resell Titan graphics supercomputers. KPC is eager to assist Digital sales with customer presentations, technical support and application expertise.

They are very interested in being an active internal and external reference account.

Audrey Shuster
Account Rep.,

DTN 521-6471

CRAY RESEARCH INC.   ALPHA Chips
Mendota Heights, MN
New Application: Partner/ Alpha Chips embedded in Cray MPP Product

Cray Research has placed a multi million dollar order for Alpha chips to be used in their not yet announced MPP (massively parallel processor) system, the "CRAY T3D".
Although Cray previously purchased Alpha chips for development work, this order is their first production order, with more to follow as deliveries of the Cray MPP increase. Cray will begin shipping these systems to their end users later this year. Cray's MPP systems can have up to 2048 processors, and each processor node will include one Alpha chip (the same chips that are in Digital's AXP products).   Cray is highly satisfied with our "open business practices" and believes there is tremendous potential for future design opportunities using Digital's products and technology.

This is for INTERNAL use only at this time, but additional press releases and PR will be forthcoming. This information can be used internally and externally.

Contact:

Mike Trujillo   DTN 225-6904 (DECmail @HLO)

AUTOMOTIVE

*WARNER ELECTRIC CLUTCH & BRAKE   DEC 7000/610/OpenVMS
So. Beloit, Illinois   Alpha-Ready
Existing Application: An Electronic Customer Ordering Facility.

Warner Electric, a division of Dana Corporation, is a major manufacturer of clutch and brake apparatus equipment for a variety of industries. They are a primary vendor for companies such as John Deere, Toro, and Chrysler. Warner has installed a new VAX 7000/610, adding CPU power to their existing VAX 6620. Warner is currently running an in-house order entry application, allowing customers to access the system and place orders over the phone like our Electronic Store. This upgrade offers Warner the expansion they need to handle a greater volume of customers and fulfill order demands in a timely manner.

Along with the 7610 system comes a variety of Digital software to make Warner's application successful, including ACMS, Rdb, DECFORMS, DECPS, and the DECNET Protocol.

Warner Electric is considered a regional success story for Digital in the Mid-West. Five years ago, Warner was primarily an IBM shop. Through Digital's responsiveness, price/performance, and ability to meet technical and business issues, Warner Electric is planning on displacing their IBM 3090 next June and will then become an all-DEC shop.

This account can be referenced externally. They are also willing to have their name be used in customer presentations and will consider additional press contact and testimonials. Please contact

Marty Nielsen   DTN 450-5962 (DECmail @LPO)
Account Manager

NAVISTAR INTERNATIONAL   **DEC 7000/OpenVMS**
Existing Application: Manufacturing Execution Systems

Navistar will replace a VAX 6510 with an Alpha-REady VAX 7000 (March '93) and upgrade to Alpha by June '94. The primary application is an in-house assembly information system for supporting assembly workers on the factory floor.

We won this business because of the business arrangement, where we are providing a "computing utility" - certain amount of computing power for a certain fee/month. The Alpha sales programs were useful for positioning Alpha as a price/performance leader, and as capable of providing computing power for the next generation of the manufacturing execution application which will provide GUI on the factory floor.

Navistar's name may be used internally and in customer presentations.

Nick Kontras   DTN 432-7583
Account Mgr.,

AEROSPACE

*NASA SEWP CONTRACT   **DEC 3000s through**
(Scientific Engineering Workstation Procurement)   **DEC 10000s/OSF**
Washington, DC   **Alpha-Ready**
Existing Application: General Purpose Computing

This 5-year contract, the largest single contract for Alpha AXP today, is valued at up to $96M. It will allow NASA centers to more easily order all their general purpose plat-forms (DEC 3000s to DEC 10000s), associated peripherals, OSF-based software, and support services.   In addition to AXP systems, Digital will also supply DECstation 5000 workstations with technology upgrades to Alpha workstations. These workstations are the primary vehicle to access other computers on the   GSFC LAN. The key software products include: OSF-1, Fortran, and ADA.

This was a "multi-vendor award contract," and several other vendors were also awarded similar status in other award categories. The strategic advantage of winning this award is that Digital will no longer have to submit RFPs for most NASA business, thereby avoiding this   time-consuming, sealed bid process. It allows us to more easily compete and close NASA business and makes the selling cycle look more like a commercial opportunity than a government procurement.

In the "general purpose workstation" award category, we won against IBM, HP, Sun, and SGI because of Alpha AXP's performance and price. All other federal government agencies may also purchase from the SEWP contract, with some limitations.

A customized "roadshow," targeting NASA research scientists and engineers as well as major NASA program decision makers, is currently underway and will continue into Q4. The goal of the roadshow is to   increase the level of interest in Digital's AXP and networking products, and to raise the awareness of the SEWP contract.

This information is for INTERNAL USE ONLY. We will highlight specific SEWP-related wins as they are certed and approved for publication.

Lloyd Berry   DTN 339-5068 (DECmail @COP)
Account Manager

*NASA   **DEC 10000/OpenVMS**
Goddard Space Flight Center (MD.)
Existing Application: SW Development and Simulation

With this DEC 10000, NASA will be adding much needed compute power to an exist-ing VMScluster performing software development and simulation work in support of the Hubble Telescope. In addition to OpenVMS, NASA will be using FORTRAN, C, Pascal, DECset, and DECps in developing and simulating telemetry and target simu-lation applications. They will also take advantage of the VEST translator and other migration training and tools offered by Digital.

This sale demonstrates that Digital customers can and are mixing Alpha and VAX products together in clusters, thereby maximizing their IT investment. Furthermore, every key piece of software that NASA required for this solution is already available (or will be by the 6/1/93 Alpha AXP implementation date.)

At this time, this reference is FOR INTERNAL USE ONLY. We believe this will become an external reference site once the solution is fully implemented.

Craig Saunders   DTN 339-5073, @COP
Account Manager

*SQUARE D   **(1) DEC 7000-620/OPENVMS**
Nashville, TN
New Application & Displacement: Computer Aided Design/Manufacturing

Square D is currently the largest manufacturer of electric power equipment in the world. In fact, if you go to your breaker box you will most likely see the Square D logo attached. They currently overshadow industry giants such as GE and Westinghouse. Square D replaced their Prime 6350 with the Alpha Ready DEC 7620 system. They are using multiple in-house written applications which interface with Computervision Medusa CAD/CAM software. They are utilizing a number of DEC products to make this application successful. Included are VAX C, SNA products and an SNA gateway, RJE, and the TCP/IP protocol. Square D chose Digital based on it's 64 bit technology. This was critical to Square D as NT Windows will be a major player at a later date. Alpha will accommodate this change as they move to a single operating system some time in the future. They were looking for a vendor to carry their computing needs through the next seven years and Alpha was the pivotal point in Square D's decision making process.

This account may be referenced after May, 1993. Until such time it may only be referenced internally.

Steve Garrett   DTN: 366-7404 (DECmail @NVO)
Account Manager

*CARRIER CORPORATION **DEC 3000-500/OSF**
Syracuse, NY **Multiple DECstation 5000-240s**
New Digital Account: Manufacturing and Engineering Operations

Carrier Corporation is a $4.5B corporation headquartered in Farmington, Connecticut. They manufacture air conditioners and heating systems. Carrier signed an initial $1.5M purchase order with Digital to meet their information technology requirements in support of their North American manufacturing and engineering operations. In the future, they will purchase Alpha AXP systems for their international operations. They will order an additional 50 Workstations/Servers this quarter. Key software products include: Chess, Oracle, ProEngineer, Patran, EDL, and Medusa.

These Alpha AXP systems will eventually displace leased equipment from Sun, HP, and IBM. Carrier chose Digital because of their worldwide presence, leadership position in Client/Server Computing and our system integration capabilities.

This information may be used as an internal reference site.

John Nanno DTN 256-5762 (DECmail @SYO)
Account Manager

FRANKLIN QUEST   **DEC 7000 or DEC 10000/OpenVMS**
Existing Application: Financials; Production Systems

Franklin Quest sells the Franklin "Day Planners", and they consult with and train large corporations on time management. This system will add power to an existing Ingres Database application. This will be one of the largest commercial Ingres database running their entire integrated operation, i.e. order admin., inventory control, financials; etc...

HP and IBM RISC workstations had been luring the customer continually.

The Alpha Ready program, with a clear path for upgrading to Alpha and the investment protection of their existing VAXcluster of a 9000 and 6000, helped win this business. Franklin Quest wanted the capability for moving to Alpha in a standalone test environment without impacting production. Earliest AXP implementation is estimated at 1994.

Scott Lemon   DTN 544-3277
Account Manager

PITNEY BOWES, INC.   **DEC 3000-400 & 3000-500/OSF**
New Application and Displacement: MCAD

Pitney Bowes will use Pro Engineering by Parametrics Technology for mechanical engineering. This is a client server environment and everything will be based on OSF. This system will DISPLACE CADAM which was run on some old IBM workstations (5080s) tied into an IBM 3090.

Strongest competition for this business was from HP. We won the business on a perceived partnership with the customer. Also, we were able to put into every day terms the difference between 32 and 64 bit architecture. DECworld and an Alpha demo were also useful in winning this business.

Pitney Bowes will allow their name to be used in internal/external publications.

George Errico   DTN 295-6566
Account Manager

OTIS MANUFACTURING CO.   **DEC 3000-400/OSF**
Malaysia New Digital Account: Pro/Engineer

Otis Manufacturing Co. is a worldwide manufacturer of elevators and lifts. This is a new Digital account located in Malaysia. They purchased a DEC 3000-400 primarily to run Pro/Engineer (a 3-D package by Parametric Technology) and Pathworks on OSF. They were pro-Sun primarily because Sun penetrated the account early with loan equipment. We won because of superior products and all round services although our price was higher than Sun.   Because Pro/Engineer is not available until the end of Q3FY93, the solution offered was to purchase an Alpha first and loan Otis an Ultrix machine.

Potentially we could be selling 3 more AXP servers/systems as OTIS will be implementing Pathworks on OSF for their 40 or so PCs. The Alpha implementation date is March 1993.

This is not a Reference site. This information is for internal use only.

Source:

Robert Lim   DECmail @MSA
Phaik-Lian   DECmail @MSA
Account Manager

Consumer
and
Process Manufacturing CBU

*NEW BRUNSWICK POWER CORP.
Fredericton, New Brunswick, Canada
Existing Application: Customer Information/Billing

**(1) VAX 7000-620/OpenVMS
Alpha Ready**

New Brunswick Power Corp. recently purchased an Alpha-Ready VAX 7000-620 as the foundation of their strategy to move toward client/server computing. Their plan to move to Alpha is dependent on their third-party software provider as well as the availability of Windows NT.

NBPC is a regional utilities company, generating power throughout New Brunswick. They also export to Quebec, Nova Scotia, and Northeastern United States. NBPC was formerly a user of the VAX 6440, utilizing it's capabilities for many ad hoc purposes including financial, materials management, fleet management systems and human resources/payroll.

NBPC is using Adabase as their database and Natural from Software A.G. as their programming language. IBM was a formidable competitor in the buying cycle; however, NBPC required a system with the appropriate number of cycles needed to run their batch jobs. Both the VAX 6440 and the proposed IBM platforms were unable to meet these requirements. The VAX 7620 was appropriate as it offers high price/performance and a high single stream processor.

This account may only be referenced internally.

John Pattillo
Account Manager

DTN: 623-6172 (DECmail @HFR)

*WESTINGHOUSE (ITTC)   **DEC 7000-610/OpenVMS**
Pittsburgh, PA
Existing Application: Power Generation Simulator

Westinghouse's Instrument Training and Technology Center purchased a
DEC 7000-610. Westinghouse has been in the nuclear simulator business for more
than 15 years, building customized simulators for a number of power plants, both in
the U.S. and Europe. Each simulator is a customized product consisting of a number
of computer systems and a complex mix of software. The simulators, which provide an
extremely realistic environment, are sold to power companies to provide a training
format for personnel who will be operating nuclear power   plants.

They are currently running this application on a VAX 6000. The DEC 7000-610 will
ship next week, and the estimated Alpha implementation date is June 1993. The key
software products include: OpenVMS, Fortran, and C.

Silicon Graphics Inc. competed for this business. The Digital Migration Center
demonstrated, for Westinghouse (ITTC), the ease of running this application on Alpha.
Also, having a Digital Software Resident on site was instrumental in closing this busi-
ness.

Westinghouse (ITTC) may be used as an external reference site. Contact the Account
Manager regarding the use of this information in customer presentations and press
releases.

Alan Morgan   DTN 422-7836 (DECmail @PTO)
Account Manager

BOSTON EDISON   **DEC 3000-500/OSF/1**
(CAE ELECTRONICS LTD.)   **DEC 3000-400/OSF/1**
New Application: EMS/SCADA

This Alpha AXP/OSF sale to Boston Edison is a NEW application for Digital at this account.   CAE is the first to win a Utilities bid based on Alpha AXP/OSF.   The primary application is EMS/SCADA. Alpha AXPs (DEC 3000-500 and DEC 3000-400) will replace an old DEC PDP11/70 installation.   CAE beat four competitors for this business. Two with DEC platforms; ABB and Landis & Gyr, and two with IBM platforms; Empros and Harris. CAE won based on selling Alpha and OSF vs. a VAX or IBM solution. The Digital solution beat the IBM RS6000 based on an expected 20% Alpha AXP price and price/performance advantage. They wanted an "open system" and although they had to migrate anyway (they were not VMS) they did not want to do it twice.   DECworld convinced them to go straight to Alpha and not go to Ultrix first. Boston Edison wanted a distributed workstation based solution. The Alpha architecture will last them well into 21st Century. It will be installed in 1994.

Boston Edison participated at the November 10 announcement, and their name can be used externally. They have agreed   to talk to the press.

Joseph Petreccia   DTN 632-3642
 Account Mgr. for CAE

John Churchill   (617) 654-1651
 Account Mgr. for BECo

ESCA (CAROLINA POWER P&L)   **DEC 7000/OpenVMS**
New Application and Displacement: SCADA

ESCA has won a $1.8M (DEC content) Alpha-Ready sale at Carolina Power and Light that will be. An old SCADA system was integrated by G.E. (Sigma Computer). ESCA has purchased a VAX 4000-60 for development purposes on the C P&L account. They will accept delivery for the DEC 7000 at ESCA headquarters in late Q4, and plan to install it at the customer site in March 1994.

The competition for this sale was from several DEC (ABB and Systems Control) and IBM (Emprose and Harris Controls) CSOs. ESCA won this business "because we gave them flexibility, options, and a protected growth path to the future." Other DEC CSOs did not bid the Alpha upgrade. IBM based solutions did not have these features. Price was also a factor. The sales strategy/tactics successful in winning this business were: Alpha PID; working demos at DECworld; and the reputation of CSO.

This account may be used in internal sales training materials. Customer presentations, joint press releases, etc... must be cleared through sales.

Harvey Storms   DTN 545-4034
Account Manager

(2) DEC 7000/OpenVMS

UTAH POWER
New Application and Displacement: EMS-SCADA

This is a real-time application for distribution of their Energy Management system, totaling over $3M in revenue. This is a NEW SCADA application; DISPLACING an old Foranti Unisys system. The sale included a MicroVAX 3100 for SW development. Several other projects are being planned now that we expect will utilize Alpha AXP systems.

Utah Power will allow us to use their name on a list of customers purchasing Alpha and may allow us to do a testimonial later.

DTN 544-3121

Bruce Haddenham
Account Manager

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IPSC   **DEC 7000/OpenVMS**
New Customer to Digital   **(4) DEC 3000/OpenVMS**
New Applications: Plant Information System

This is a NEW application and a NEW Digital customer. Their first Digital computers (VAX 6610 and 4000s) were just installed from the Alpha Ready program. IPSC, Intermountain Power Service Corp., is a coal generation power plant in Utah. They use approximately 100 train carloads of coal per day from local mines to produce electricity for both in state and out-of-state customers. Two applications have been committed to Alpha so far, and several more are under consideration.

Both a DEC 7000 and 3000s will be used in a plant-wide information/air quality monitoring system, using PI software from Oil Systems. We will be installing several Foxboro gateways to extract data from existing information systems. This data will be integrated into the Alpha installation to monitor power generation, unit performance, and boiler controls. They expect to move this application from VAX to Alpha by mid-1994.

There was strong competition for this business from IBM and Foxboro. IPSC selected Digital for the longevity and expected performance   enhancements of Alpha, as well as our support and service capabilities; they are located 150 miles from Salt Lake City in the desert country of central Utah. In the future, IPSC expects to port existing applications from other systems to OSF/1.

IPSC is willing to be an external reference site.   They might be interested in publicity and are willing to talk to the press.

Bruce Haddenham   DTN 544-3121
Account Manager

PHILADELPHIA ELECTRIC COMPANY   **DEC 3000/OpenVMS**
New Application: Plant Monitoring System

This is a NEW application providing predictive maintenance for plant monitoring systems. Philadelphia Electric is a large IBM customer.   The Eddystone plant wanted to work with DEC since we are the largest installed vendor in power plants.   They want to write an application to run on Alpha AXP that they can replicate at other power plants. In addition to OpenVMS, they will use DEComni and SQL Access Server for Rdb. DECunity is Digital's strategy for networking applications within a utility. We positioned Digital as the only company that can deliver this open solution today. DECworld helped close the sale by proving Alpha existed, and the Alpha Upgrade Program was used to close the sale.

This purchase was jointly funded by EPRI, which acts as a standards forum for utilities. They anticipate this application will be installed at many U.S. utilities over the next few years.

Philadelphia Electric will allow their name to be used in internal/ external publications.

Cheryl Beck   DTN 328-3219
Account Manager

**MOUNT POWER ELECTRIC (ESCA)   (1) Alpha-Ready 6000-610/OpenVMS
Displacement and New Application: SCADA - Energy Management Services**

Digital along with ESCA has won a substantial sale at Mount Power based on an Alpha 6000/610. The current systems to be displaced are twenty two parallel processors by Computer Automation running in-house software by Mount Power. Our competitor in this bid was an IBM RS6000 and their third party based solution. Mount Power knew the Alpha architecture was the wave of the future and were sold on Digitals high commitment toward POSIX, OSI platforms, support of TCP/IP, and most importantly, interoperability and coexistence. This new set up will put Mount Power on the leading   edge in offering Energy Management Services for real time data. All E applications are written in Fortran and C++ and are used for parallel processing and scheduling.

This order is referenceable both internally and externally.

Byron Lundquist   (406)586-1215
Account Mgr.

DOW CHEMICAL   **DEC 3000-500/OpenVMS**
Existing Application(s): Fluid Dynamics

Dow Chemical, one of the largest process manufacturing companies in the world, invests heavily in research and development to enhance and promote high quality products. They currently utilize two field test sites, one located in Texas and the other in Louisiana. These sites have been DEC shops running three clusters of VAX 6000's to perform various tests using eleven different in-house applications. Among these applications is a Fluid Dynamics test using a VAX 6510 with Vector Processing. The 6510 has been replaced by the DEC 3000 system and will be Alpha operative in the spring. Dow converted various pieces of difficult code from the 6510 to the Alpha Ready system with great success. As they continue to test various research applications, the VAXclusters will also be changed to Alpha Systems and will greatly enhance Dow's field test capabilities.

Dow Chemical has agreed to be an external reference site and is interested in publicity. Please contact the account rep first.

Terry Hopper   @SWO, DTN 440-1128
Account Rep

WEAVEXX   **(1) DEC 7000-610/OSF**
(ASK Computer)
New Application: MANMAN/X: Manufacturing Software

Weavexx is a newly created company within BTR, (British Tire and Rubber), representing the first Manman/X installation on a Digital Alpha Ready platform. The Weavexx order consists of the DEC 7000 data center machine running OSF/1 as well as a DECsystem 5000-240 running Ultrix. Manman/X, an open MRP2 software package offered by ASK Computer, will be used by Weavexx for the manufacturing of belts for machinery in the pulp and paper industry. They currently own nine plant sites in the U.S. and Canada, being formed from previously independent companies within the BTR group. Of the nine plant sites, eight were operating custom software on IBM systems, none of them being viewed as successful. The remaining plant in Northern Ontario and the only plant viewed to be a successful manufacturing system was running Control Manufacturing software on a VAX. Although this was a competitive situation, Weavexx held firm to a preference for a Digital platform. This implementation will tie the nine plants together across the U.S. and Canada in a large, centralized computing environment. There was a heavy services content for this order, including extended warranty, project consulting, environmental products and educational training. The beginning of this project came as a result of a lead from Ernst & Young Consulting. DEC does not have much of a prior working relationship with this firm; however, our joint success on this project will serve as an opportunity to reverse this limited joint partnership and this deal can potentially serve as a solid reference site for Manman/X prospects evaluating running on DEC platforms.

This information serves as an internal reference only, at this time.

Joe Dylewski   DTN 521-4546 (DECmail @WRO)
Account Rep.

Lynwood Batts   DTN 367-4415 (DECmail @RTP)
E/U Account Manager

*SUNCOR INC.   **MVAX 3100-80/OpenVMS**
Calgary, Alberta   **Alpha Ready**
(Interplant Consulting Inc.)
New Application: Hydrocarbon Plant Management System

Suncor Inc. is an oil refining company in Calgary, Canada. The company has been using its VAX 3100 Model 80 with Interplant Consulting's Plant Historical Database (PHD). This product is based on Oracle 6 and Interplant will begin porting their PHD database to Alpha AXP as soon as Oracle 7/OpenVMS is released. As soon as PHD is ported, Suncor will implement on Alpha AXP.

They purchased Alpha due to; application software (PHD), performance, and functionality. Price/performance, openness, and Alpha's future functionality played a less significant role in the sale.

Suncor will allow their name to be used in internal/external publications, but contact the account manager first. The same is true for press inquiries.

Steven Dow   DTN 635-4448, @CGO
Account Manager

*SACDA INC.   **(2)DEC 3000-500/OpenVMS**
London, Ontario
Existing Application: Process Simulation

SACDA Inc. is an OEM in the oil and gas industry running highly technical real-time simulation for DCS interfaces.

The two end users for these systems are oil refineries in Japan and South America. When SACDA's business required higher CPU performance, they purchased Alpha and have ported their code. We competed heavily with Hewlett Packard workstations (HP9000-800s), and won based upon price/performance, performance, openness, scalability of Alpha and the investment protection of being able to stay with OpenVMS "and still get better than UNIX price/performance."

The scheduled Alpha implementation date is October 1993.

SACDA will allow their name to be used in internal/external publications and are willing to speak with the Press. The contact at SACDA is Abe Shasha at 519-679-6570.

Jim Clarke   (DTN) 624-4216, @LOO
Account Manager

CHEVRON CHEMICAL CO.   **DEC 7000/OpenVMS**
Existing Application: Plant Operations

Chevron Chemical's Oil Export Division purchased an Alpha ready upgrade to run an in-house plant management system that they have recently developed. They will run six of our layered products and Ingres. Chevron will require DSSI and CI to move to Alpha.

What was interesting about this sale was that an upgrade to existing machine (6420-30), including cost of software upgrades, was the same price as purchasing new technology that positioned the customer for the future (Alpha), whereas the upgrade would not have.

They may be interested in future joint publicity after the system is installed in January.

Tim Johnson   DTN 436-2243
Account Manager

*EVEREADY BATTERY COMPANY - CANADA   **(3) MV3100 Model 80/OpenVMS**
Mississauga, Ontario Canada   **Alpha Ready**
New Digital Account and Displacement: International Electronic Mail

Eveready Battery Company Inc. is a privately held company with operations across Canada. They distribute batteries for industrial and home products. This is a new Digital account in Canada. The MV3100s will be used primarily to run their international electronic mail integrating three sites. Key software products include: Mailworks, Pathworks, and X.400.

Eveready wants to standardize on Digital technology. These Alpha-Ready MV3100s will DISPLACE a Novell token ring network. Digital won this business because of their wide area networking capabilities and their international mail expertise.

This account may be used as an internal reference site only.

Sam Morcos,   DTN 631-7315 (DECmail @TRO)
Account Manager

*LABATTS BREWERIES of CANADA
LONDON, ONTARIO, CANADA
Existing Application: Process Manufacturing/Consumer Goods

(6) VAX 4000-600/OpenVMS
Alpha Ready

Labatts Breweries of Canada recently downsized their VMScluster, replacing their CI based VAX 9000 and VAX 6000 into application servers. DEC placed six VAX 4000 systems in three different DSSI clusters, providing better service with less I.T. staff and providing a smooth upgrade path to Alpha. Alpha implementation is estimated for this September, 1993.

This implementation allows Labatts to split their three main applications; Distribution, Finance, and ALL-In-1, into application clusters. The users now have more control over their own systems. Ultimately, it was our Customer Support stating that the project could be done in Labatts time-frame, and our financial proposal that won the business. Price/Performance, system performance and functionality along with Digital Services played a major role in closing the deal.

Along with VMSclustering, Digital also implemented Volume Shadowing and Disk Stripping for high availability. They are also using All-in-1 along with third party finance applications.

This account may be referenced externally; however, please contact Account Manager.

Robert Castonguay
Account Manager

DTN: 624-4210 (DECmail @LOO)

QUAKER OATS   **7) DEC 4000-500/OpenVMS**
Brussels, Belgium
New Application: Process Manufacturing System

In an effort to become more competitive in cost, timeliness, and quality of its supply chain, Quaker Oats is downsizing and re-architecting its entire IT infrastructure to speed their time to market. Quaker Oats will be deploying 7 DEC 4000-500 systems, 12 MicroVAX 3100-80's, a VAX 4000-60, and 30 VAXstation 4000s. This configuration will replace their existing IT and DISPLACE IBM applications in phases, with a standardized, enterprise-wide environment and evolve continuously upon application installation. They see this as essential to refashioning Quaker Oats from a decentralized confederation of country organizations into an integrated, Pan-European enterprise. The operation comprises a corporate headquarters in Brussels and 17 field offices in 7 countries within Western Europe.

The existing IBM environment consists of IBM 3090, 9370, and 4831 mainframes in the 3 largest headquarters sites as well as AS/400 units in the 14 other field locations. Desktop units include 1,200 PCs with DOS, OS2, and Windows deployed as stand-alone systems or locally linked with Token Ring networks.

The IBM installation was not suited to the companies distributed and integrated organizational direction. The existing IBM installations also imposed a high management cost that kept IT investment from serving current and future business goals. IBM had proposed an ill-matched commodity approach, driven by its AS/400 segment. This proposal was simply to double the base of AS/400's through a local distributor.

This acquisition involves a complete IBM to Digital migration. Digital will be responsible for the entire system and network management as well as the software release management on behalf of Quaker.

Brand new applications will be developed on the DEC 4000-500 with the intent to port over to Alpha within a 24 month time-frame. Some of the applications will be developed in-house; however, the majority of them will be packaged.

This is an Internal Reference account only at this point.

Marc Toelen,   DTN 856-7193 (DECmail @BRO)
Account Rep.
Source: Downsizing Wins Newsletter

*HOME HARDWARE STORES LTD.
WATERLOO, CANADA
VAX 6000-610/OpenVMS
Alpha Ready
New Application and Displacement: Accounting/Distribution Management

Home Hardware Stores Ltd. is a major retail business, spanning Canada with approximately a thousand dealer owned stores. Home Hardware purchased VAX 6610 with Alpha upgrade capabilities, running Software AG products in an OpenVMS environment. This is the last application that Home Hardware will migrate from their NCR system to Digital. This will DISPLACE the NCR as it lacked growth capabilities. Alpha Ready was considered favorably as it offered them the performance and functionality needed to grow with their expanding business. They will implement on an AXP workstation as soon as the Software AG product is ported.

The VAX 6610 platform now allows Home Hardware to effectively utilize their distribution warehouse with their one thousand nationwide retail outlets. In addition to the new accounting and distribution management applications now to run on OpenVMS, Home has also already deployed imaging, EDI, DECvoice, trucking, and personnel applications. Home also uses Digital's Ultrix systems for AutoCad to design their stores.

This account may be referenced internally and externally.

Tony Spina
Account Manager

@KIT - DTN: 624-6219

*BIG V PHARMACIES CO. LIMITED (119) MV3100/20s/OpenVMS
London, Ontario Canada **Alpha-Ready**
Existing Application: Sales, Inventory, Financials

Big V Pharmacies have 119 drug stores located mostly around Ontario West. The stores run their daily business and report inventory and financial results to the head office in London, Ontario. The head office takes care of the inventory deliveries to the stores, and also electronically sends the stores the specials and pricing on a weekly basis. This information is stored on a Digital system installed at each location and is connected to a Sassi POS system at each store. They will convert some of the MV3100s to DEC 3000-400s by June FY93, and the remainder by the end of 1993.

We were in a battle with SUN to replace the store systems. Digital won this account due to the portability of our VMS operating system and hardware platforms.

Big V Pharmacies may be used as an external reference site and in customer presentations. They are also interested in publicity.

Ivan Christie DTN 624-4212 (DECmail @LOO)
Account Manager

A MAJOR RETAIL CATALOG   **(2) DEC 7000s/OpenVMS**
Existing Application: Warehouse Management System

A direct mail order company, headquartered in Minneapolis, which processes approximately 40,000 orders per day. The DEC 7000-620 and 630 will be located in their Distribution Center in Tennessee. These systems were purchased as part of the Alpha Upgrade program (VAX 6000-610 & 510) and they will be porting to Alpha in the next 12-18 months. The Warehouse Management System runs their entire warehouse inventory control. RGTI is the software application provider.

Dual hosting capability and scalability were key factors in this win.

This account is not referenceable at this time.

Jim Kunitz   DTN 442-2158
Account Manager   FABS

LIBBY-OWENS-FORD   DEC 7000/OpenVMS
New Application and Displacement: Order Entry/Warehouse Mgmt

Libby-Owens-Ford (L-O-F), is a major supplier of after market automotive and architectural glass products. After outsourcing their MIS group, L-O-F and their outsourcing company, CTM, decided to DISPLACE their IBM mainframe and place their mission critical order entry and warehousing applications on the DEC 7000. (They ordered an Alpha Ready VAX 6610 with an upgrade to the 7000 when all their SW is available.) The application will be OpenVMS based and run DAI (Distribution Architects International) and MFA (McHugh Freeman Assoc.) software. The first order to Digital is over $1 million. By showing them the SNA Domain Gateway at DECworld, we convinced them we could save them $1M in existing IBM systems in their 78 warehouses/distribution sites and this would more than pay for the new 7000.

We have permission to use L-O-F's name and they have agreed to talk to the Press.

Linda Martins Shymske   DTN 420-5412
Account Rep.

Don Trojan
Account Manager

*MARINE ATLANTIC
New Brunswick, Canada

MV3100-80,VAX 4000-400,
VAX 4000-500/OpenVMS
Alpha Ready

New Digital Account & Displacement: Reservations, Catering, Finance

Marine Atlantic transports passengers, vehicles, and freight   throughout the Atlantic provinces. These Alpha-Ready systems will be used primarily for reservations/ticketing, and inventory management/catering management. They will also be used to run their Financials and HR/Payroll. The key software products include: DECpos, Volume Shadowing, Performance Analyzer/Collector, Rdb/CDD, SCO/Unix, Catering Management software (ADACO), Retail/POS (Choice Retail Systems), and Catering Cashregisters (Merit). Marine Atlantic will be the first installation in Canada for DECpos, and they are reviewing Wireless Networking for on-board the vessels. The estimated Alpha implementation date is Spring 1995.

Marine Atlantic was a Hewlett-Packard shop before they signed with Digital. These systems will be DISPLACING two H-P 3000s running MPE. IBM competed strongly for this business with AS400s. Marine Atlantic chose Digital because they could provide a total solution for timely, accessible information across the entire organization.

This is an excellent reference site because of total commitment by management within Marine. They are interested in publicity, but do not want the press to contact them directly.

Robert Manning
Account Rep.

DTN 623-3866 (DECmail @HXO)

Communications, Education and Entertainment CBU

*FOX CHASE CANCER CENTER***   **(3) DECstation 5000/Alpha Ready**
New Application: Mapping Human Genome (4) DEC 3000-400/OSF

Several internationally recognized medical research institutions, including Harvard, U. of Iowa, Marshfield Medical Research Foundation, and Fox Chase are collaborating together performing human genome research. Their goal is to locate disease-causing genes by generating a high resolution genetic linkage map of the entire human genome. Fox Chase will manage the database (Sybase) incorporating information from the four distributed research sites, using client/server technology over the INTERNET. They will also develop distributed genetic linkage analysis software and share the methodology/results with researchers worldwide.

The consortium recently won a multi-million dollar NIH grant for this research and had placed an order for SGI workstations. Digital "unhooked" this SGI sale and instead, sold the researchers 3 DECstations in anticipation of Alpha AXP workstations running OSF/1. We won due to "Digital's track record of engineering excellence", our relationship with several members of this collaboration, creative financing, and Digital's willingness to find interim solutions (rotational HW, field test SW, Alpha Ready) to meet the customers immediate needs.

Digital pursued and supported the porting of the public domain genome mapping software. This was significant in our winning. This sale is significant for Digital because;

o The customers are highly prestigious and this is a 21st century application.

o The research has international visibility; if they are successful other scientists will purchase Digital's solution

Fox Chase is excited about our solution and we expect a press release detailing this application to be available in late April. They will be an external reference account.

*** This win was originally coded confidentially as "Medical Research Consortium," but is now externally referenceable.

Rob Phillips,   @PHH or GRANPA::RPHILLIPS
Account Rep.

LAWRENCE LIVERMORE BERKELEY LABS   DEC 7000-610/OpenVMS
Existing Application: Plant Manufacturing Prototype Environment for the labs Laser Group.

Lawrence Labs has set up a plant manfacturing environment; implementing a new DEC 7000-610 and using it as the pivotal component in their ongoing research of uranium and uranium separation. This procurement was recently made to meet the demands of their I/O throughput, memory capacity, and price performace. The former system, a VAX 8810 ran a sizable amount of application code and was networked to a number of Digital Workstations. In light of computer downsizing with the need to add more users and power, it was forseen the lab would have to make an Alpha-Ready acquisition to meet these demands. The 7000 model not only proved to meet their intensive I/O requirements, it also offered greater price/performance than that of the 8810 system.

The 7000 model is using a third party manufacturing package called MAXIM. Due to the archiving needs, they have ported Videotext and Datatrieve from the 8810 and are utilizing Ingres as a database. All their code is written in Fortran and VAX C. They will be installing an Alpha board when clustering software as well as volume shadowing are available. The environment will be greatly improved and all applications will operate coexistently with other vendors.

LLBL is willing to be an internal reference site. We can use their name only in a press release.

Judy Kay Scott   (415) 373-3017
Account Rep.

LAWRENCE LIVERMORE NATIONAL LABORATORY
(6) DEC 3000-400/OpenVMS & OSF

Existing Application: ECAD

Lawrence Livermore has upgraded from VAXstation 2000s to Alpha Desktop Workstations for CAD/CAM using Unigraphics software.

The customer was competitively evaluating workstations - Sun and HP. They made a decision to move from VMS to Unix. The LLNL team suggested they purchase Alpha workstations and load Unigraphics software on OpenVMS and then move to OSF (pending Unigraphics, etc.) to meet their Unix requirements.

Judy Kay Scott   (415) 373-3017
Account Rep.

I.N.F.N.   **(1) DEC 4000-610/OpenVMS**
Instituto Nazionale Fisica Nucleare   **(35) DEC 3000-400/OpenVMS**
                                                  (10) DEC 3000-500/OpenVMS
New Application: RT/Data Acquisition Sys (2) OSF/1 Licenses

INFN is building a particle collidor in Italy. This "Phi Factory" is among the most sophisticated particle splitting high energy physics work done in the world. (The magnitude of data collected is 10^{12}) INFN is developing a reliable, high performance Alpha-based system to collect, process and store this data. Using our Open Business Practices, INFN will develop a special data acquisition Alpha-based board. INFN will also use Future Bus+. Potentially, this special Alpha board could also be used by other companies for aerospace, telecommunications and satelitte applications.

Being able to use their existing OpenVMS applications to develop this real time data acquisition system was very important. They will also be using CERNLIB, and Cadence SW. Competition for the sale included Sun, HP, and IBM. We won based on price/performance capabilities and the reliability and investment protection benefits of OpenVMS.

This information can be shared externally and will soon be featured in DECNEWs.

Matteo Viviano   DTN 870-2253
Account Rep

INIC: Instituto Nacional de Investigacao Cientifica **(1) DEC3000-500S/OSF**
Portugal **(3) DEC 3000-400/OSF**
Existing Application: Academic/Scientific Computing

INIC is a technical/scientific institute in Portugal currently utilizing a VAX/VMS 8550. They wanted to upgrade the system and had become "dissillusioned-with-VMS-performance; I-want-a-HOT-box-UNIX" type customer in addition to purchasing OSF/1, the customer will also require FORTRAN 77 and MOTIF. Strong competition came from HP (9000/8678 and 725s), IBM (RS6000) and Cray. The sales team benchmarked INIC code on Alpha against all of these systems (and has the benchmark results available.) We won on price/performance.

INIC is willing to be an external reference site. We can use their name externally, in customer presentations and in a list to the press (but the name of the institute will soon be changing).

Francisca Matian   @XIP DTN 799-5271
Account Rep

Francisco Ramos Chaves   @XIP DTN 799-1336
Alpha Program Manager, Portugal

MALLINCKRODT MEDICAL, INC.   **DEC 7000/OpenVMS**
Existing Application: ALL-IN-1

This new system is an upgrade to a system that had been under lease for five years running office automation. Mallinckrodt Medical was concerned about the viability of VMS for the future, and they were interested in new technologies. The Alpha Upgrade Program satisfied   their concerns showing them our outstanding upgrade path. Sales Update   and PIDs on future Alpha products helped win this business.

Mallinckrodt Medical will allow their name to be used in internal publications.

Dan Lafser   DTN 445-6384
Account Manager

RUTHERFORD APPLETON LABORATORY   **(2) DEC7000-620s/OpenVMS**
(England)   **DEC 4000-610/OpenVMS**
                                                           (2) DEC 3000/OpenVMS

New Application and Displacement: Compute Intensive Scientific Applications

Rutherford Appleton Laboratory (RAL) is a research and education institution located in England. The applications are all scientific programs ported by RAL, and they are new to the DEC platform within their major computer center.

The Alpha systems will gradually REPLACE an IBM 3090. IBM bidded strongly for a farm of RS6000s. It was decided that management problems were too great and unsuitable for a reliable production environment.

What's interesting about this sale is:
1. Endorsement of Alpha for serious computing in place of IBM.
2. This will probably be the first Alpha dual node DSSI cluster in UK.
3. RAL have done extensive benchmarking with DEC 4000, VAX 4000, IBM 3090, and RS6000.
4. They see OpenVMS as still the right operating system in a market dominated for reliable production computing.

Rutherford Appleton Laboratory participated at the November 10 announcement. They have agreed to talk to the press.

Peter Chambers   DTN 842-3318
Account Manager

*NATIONAL POLYTECHNICAL INSTITUTE (3) DEC 4000-600/OpenVMS
Mexico City, Mexico   (3) DEC 3000-500/OpenVMS
Displacement and New Application: Academic Computing

National Polytechnic Institute, also known as the University of IPN, is one of the largest educational institutes in Mexico. Located in Mexico City, the Institute serves 120,000 students and 23,000 faculty and staff, with seven research centers throughout Mexico.

IPN has displaced their ten year old CDC/Cyber and HP 3000s,and will replace them with 6 Alpha AXP systems. They will be performing the general administrative needs of the school including; budgeting, accounting, payroll, human resources, and operations. They are integrating Oracle technology with their in-house software to meet the needs of the institute. Although IBM and HP were formidable competitors for this business, IPN was attracted to the Alpha technology and Digital's commitment to turnkey solutions. The university sees Alpha as a beneficial investment in the future computing needs of the school.

This account may only be referenced internally.

Luiz Gonzalez   TEL# 011-525-669-0422 (Mexico City)
Account Manager

*COUNTY OF STRATHCONA   DEC 3000-500S/OpenVMS & OSF/1
Sherwood Park, Alberta
New Application: Administrative Computing

The County of Strathcona handles all school district operations, including school administration, the student information system, and remote communications (via Macintosh) with all outlying schools in the county. The administrative side of the county is totally IBM, with two IBM AS/400 systems; the school district side is a DEC shop, with a VAX 8650, a DECsystem 5000/240, and a new AXP DEC 3000-500S. Each of these sides is running a different financial system on its hardware platform: J.D. Edwards on the AS/400 and Solutions for Government (SFG) on the ULTRIX and OSF/1 hardware.

Last year, due to a new financial information system requirement, the school district tendered for a new FIS. They were impressed with future directions within Digital (i.e., Alpha), as well as with the SFG application, which they viewed as being a much more open solution than J. D. Edwards. The pricing of the Alpha product was icing on the cake ($55K versus $400K for the AS/400). While waiting for the SFG application to be ported to Alpha/OSF, the customer ported their main "BLISS-based" application from their VAX 8650 over to OpenVMS on Alpha. This was so successful that approval has been given to phase out the VAX 8650 and move over to a totally Alpha-based environment in Q4, when a second Alpha will be obtained.

Third-party products include Clearpoint RAID disk array (SCSI) and GATOR boxes for their Macintosh connectivity.

County of Strathcona will allow their name to be used in internal/ external publications, but the Account Manager should be contacted before the press calls for basic comments.

Bill Beatty   DTN 636-5988 (DECmail @EMO)
Account Manager

*UNIVERSITY OF MIAMI   (20) DEC 3000-400s/OpenVMS & OSF
Existing Application: Scientific and Engineering Data Processing

The university's Division of Meteorology and Physical Oceanography purchased Alpha workstations for regional and global analysis to characterize the global temperature of the earth and the ocean's role in the earth carbon system. These systems will be used in the following areas: satellite image acquisition, processing and analysis procedures, numerical ocean simulations, atmospheric and oceanic radiative transfer simulations, and general analysis of oceanographic data. Most of the analysis software applications are programmed in C or Fortran.

Over the next year, the university plans to migrate a 14 VAX 3200 cluster to Alpha. Silicon Graphics competed for this business. Digital was chosen because they stand out in two areas: 1) flexibility   of operating environment; and 2) the robustness of the operating system.

An article has been written for DEC PROFESSIONAL. Because of the overwhelming numbers of requests for press releases, etc..., this account is not referenceable at this time.

Raul Jacomino   DTN 392-4818 (DECmail @FLO)
Account Manager

*SOUTHERN ALBERTA INSTITUTE OF TECHNOLOGY   VAX 6610/OpenVMS
Alpha Ready

Calgary, Alberta
Existing Application: Academic and Administrative Computing

Southern Alberta Institute of Technology (SAIT) is a two-year technical college with faculties in Architectural and Civil Engineering Technologies, Automotive-Diesel, Math/Physics Computing, Business Administration, Electronics, Chemical Technologies, Hospitality, Medical Science, Petroleum, Power Engineering, Trades and Technology, Business Development and Industry. SAIT has about 1,300 employees and 7,000 full-time students.

A long-standing Digital customer, SAIT was among the first sites to implement VMScluster technology. They currently have an Alpha-Ready VAX 6610, VAX 6520, VAX 6510, VAX 11/785, and many VAXstations. Their primary applications are Computer Managed Learning and Financial (SCT/Banner). Third-party software includes Campus America CML, ORACLE, and Novell Netware as well as various point solutions for individual technical programs.

SAIT has become a development site for computer managed learning products, which allow students to perform their work in a self-paced manner, using outcome-based goals. This application runs only on a Digital platform and is now used very widely throughout the province of Alberta. Critical factors for this Alpha-ready win were application software, functionality, services, and the future growth with Alpha. Price/performance and openness were also important. The estimated Alpha implementation date is late 1993 or early 1994; as soon as SCT/Banner and Oracle are ready.

SAIT will allow their name to be used in internal publications, but not in customer presentations.

DTN 635-4420, @CGO

Grant Mutch
Account Manager

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TAMPERE UNIVERSITY OF TECHNOLOGY   **(8)DEC 3000-500/OSF**
(Finland)   **(1)DEC 3000-400/OSF**
New and Existing Applications: CFD, and Physics Simulations

These systems will be used to add more compute power to their engineering computing lab, but will also DISPLACE a Kubota Titan 3040 and a VAX 8800. These systems will be utilized in various physics, electronics and signal processing simulations, and for structural analysis tasks. They will be running AVS, Mathematica, Mathlab, as well as DEC Fortran for OSF/1 and DEC OSF/1 when they are available.

DEC, IBM, and HP, all had over 100 SPECmark computers to offer.   DEC won the busines because we could deliver our systems in the November-December timeframe, and we had the best price/performance ratio.   Alpha AXP systems had an overall performance that exceeds that of the Cray X-MP.   64-Bit arithmetics gives them a new dimension for their technical computing. This installation is used as a replacement for Super Computer.

This information can be used internally and externally.   A press release was published, in Finland, on December 12.

Kristiina Saren   DTN 879-4242
Account Rep

Jari Tavi   DTN 879-5252
Account Rep

INDIANA UNIVERSITY   **(2) DEC 7000/OpenVMS**
                             (2) DECsystem 5900/OSF

Existing Application: Gen'l Purpose   Time-sharing

These AXP systems will be used for general purpose computing (i.e., mail, research, statistics, etc.) This purchase will add a significant increase in power to existing applications.   The Alpha Planning Guide was helpful in closing this sale.

Kevin Ahearn   DTN 443-3214   @INI
Account Manager

CARNEGIE MELLON UNIVERSITY	**(10)DECsta 5000-133**
Existing Application:	**(10)DEC 3000-133/OSF**
Computational Chemistry & Physics	**(5) DEC 3000-500**

This is an Alpha-Ready win.   Carnegie Mellon University's Chemistry Department is increasing its computing power for computational chemistry and physics with 15 new DEC 3000 AXP workstations and servers running DEC OSF/1. The new high-performance computers will be used for theoretical modeling, reaction simulation, and methodology development -- with specific applications in biopolymer dynamics, molecular energies, electron correlations, nuclear reactions, hydride transfers, non-linear optics, and gas-phase dynamics. The department strongly considered IBM's RS/6000, but opted to go with Alpha based on its innovativeness, price/performance advantage, and the support available.   The AXP workstations will be configured and networked as a farm, a single computational resource, for running parallel applications. The Alpha Ready DECstations, were shipped in December. The AXP workstations will be shipped when OSF/1 is available in the Spring.

Carnegie Mellon University will allow their name to be used in internal/external publications. They will speak to the Press. Sources: DECNEWS FOR EDUCATION AND RESEARCH, and

Mark Botti   DTN 422-7823
Account Rep.

CARNEGIE MELLON UNIVERSITY   (90) DEC3000-400/OpenVMS/OSF/1/NT
(10) DEC 3000-500

New and Existing Applications: Research and SW Development

CMU will purchase a minimum of 100 Alpha workstations this year for use in various research and software development programs. These systems will be widely distributed across CMU departments, with half being implemented in the Computer Sciences department. A combination of new research and existing applications will be run on these systems. We won this sale, competing primarily against Sun and HP, because; CMU had the ability/choice to run different operating systems, they were committed to Windows NT, and AXP's price/performance. One of the major SW developement efforts to be implemented on these AXP workstations will be further work on CMU's "Mach" operating system (which forms the kernal operating system selected by the Open Systems Foundation) and CMU's work with OSF in proposing standards.

Due to some CMU sensitivities, this win is "for internal use only" at this time; CMU has agreed to issue a full press shortly about this win, and at that point we modify this profile and reflect that it can be used externally.

Mark Botti   DTN 422-7823
Account Rep.

"The AXP systems will make a difference in the research being done at Carnegie Mellon," said Howard D. Wactlar, vice provost for research computing. "With a processing capability of 150 MIPS, Alpha AXP will help us solve problems and make advances that are not possible now in artificial intelligence, including the areas of speech recognition, image and gestural interfaces, as well as design problems and scientific computation.

HONG KONG UNIVERSITY OF SCIENCE & TECHNOLOGY
(2) DEC 4000-620/OpenVMS
Existing Application: Administrative System

These systems are an upgrade to their existing VAX 4000-500s environment, which run the University's administrative system. This sale is based on a strong partnership and working relationship with the University. They believe that Alpha technology will fill their administrative computing requirement. The key software products required to be successful in this application are Rdb/Corvision and Cobol.

The Hong Kong University of Science & Technology will allow their name to be used in internal/external publications.

Kelvin Yeung   DTN 662-3150
Account Manager

HELSINKI UNIV. OF TECHNOLOGY   (4) DEC 3000s/OSF
Finland
New Digital Account and Application Displacement: Software Dev.,
Mathematical Modeling, Publishing

Helsinki University of Technology is a research institution located in Finland.   These systems will DISPLACE applications running on several different UNIX and IBM servers, and a 3090 mainframe. The application base is program development; publishing/documentation, mathematical modelling, and a mix of other applications. They will build a farm of servers, serving 300-400 concurrent users, using OSF/DCE and other "advanced" technologies.

There was strong competition for this sale from HP 9000/735, IBM RS/6000-550, SGI, and Sun. We won this business because:

- We demonstrated our capability to support a large number of
  interactive users on our UNIX technology;
- We offered levels of service and performance typical to
  traditional mainframe class machines;
- "64 bit computing is here today." Scientists and research
  personnel can use this for their modelling and simulation
  applications and get better performance and higher resolution
  from mathematical applications.

Helsinki Univ. of Technology has agreed to be a reference site, and their name/application may be used in customer presentations. Check with Jari Tavi or Lars Lundstrom regarding possible press release and testimonial/success story.

Jari Tavi   DTN 879-5252
Account Rep.

Lars Lundstrom   DTN 879-4400
Account Manager

WASHINGTON UNIVERSITY, St. Louis, Mo.   **DEC 3000-400/OSF**
Existing Application: Archived Network Facility

Washington Univsersity's Office of Network Computing provides an archived facility for general data access over the world-wide Internet. Exchanging data for thousands of global users, this archived service currently transmits over two hundred gigabytes of data on a monthly basis, accounting for ten percent of the Internet's usage. The school has the honor of developing the first broadband ethernet network, as part of the Campus-Wide Backbone Program, and is the top Internet network user in the world. Washington University utilized the DECstation 5000, model 240 for these purposes; however, it was unable to meet the ongoing demands of the Internet. Alpha AXP was selected due to its being the highest performing workstation now available. It is on-site and will be brought into full production in 1993.

We may use Washington University's name in a listing of customers who have purchased Alpha AXP systems. At this point, it is an internal reference site only. However, we fully expect that they will be an external reference site and be available for publicity in the near future.

Please refer all inquiries to:

John Sturm,   DTN 445-6484
Account Rep.

CALIFORNIA INSTITUTE OF TECHNOLOGY   (4) DEC 3000-500/OSF
New Application: Research on Graphics Algorithms

Cal Tech has ordered four DEC 3000 model 500's using Digital's Unix operating system DEC OSF/1.   The systems will be used by the National Center for Computer Graphics to perform research on graphics algorithms.   This is a new application win for Digital with strong competition from HP.   Alpha AXP with it's 64-Bit architecture was instrumental in the win.   The ability to manipulate 64-Bit strings and perform 64-Bit calculations quickly can drastically improve graphics performance. Alpha AXP provides these features.

This information is for internal use only at this point.

Renee Cobb   DTN 531-4868
Account Manager

EPFL (ECOLE POLYTECHNIQUE FEDERALE de LAUSANNE)
Switzerland   **(31)DEC 3000-400/OSF**
                                                         (1) DEC 3000-500/OSF

New Application: Academic Computing

EPFL is the MIT of Switzerland. These Alpha AXP workstations will be used by students in the revised Computer Science curriculum, specifically in the advanced labs. Prior to this installation, Sun Sparcstations (Model 10-M41) were used. These workstations have been delegated for use in the less advanced courses. We competed heavily with Sun Sparcstations, HP 7000-100s, SGI Crimson R-4000s, and IBM for this win. We won due to price/performance and raw proven performance from benchmarks.

Key software included in this sale; DEC Ada, C, , C++, Pascal, FORTRAN, Lucid LISP, MODULA2, DEC GKS-3D, DECwrite, DEC FUSE, DECset, INGRES, DECnet-OSI, DEC X.400, X11R5, DECnsr, DEC FullSail and all other software available now and in the future for OSF/DCE and on for OSF/DME. FDDI will connect all AXP systems.

This $800,000 order is referenceable both internally and externally.

Galip Ozem   DTN 753-2237
Account Manager

FLORIDA STATE UNIVERSITY   (8) DEC 3000-400/OpenVMS & OSF
Existing Application: High Energy Physics Models

FSU's Supercomputer Computational Research Institute is world renowned for work in Lattice Gauge Theory and High Energy Particle Physics. Its mission is to use the highest performance computing facilities to do fundamental research in science. The Alpha AXP systems will be used primarily for ALEPH Project Data Reduction and will be located in Tallahassee, Florida. Seven of the systems will be running OpenVMS and one system will be running OSF.

Alpha AXP was chosen because of its performance. They have also purchased some RS6000s. Fortran is the key software used to run this in-house application.

This information is for internal use at this point in time.

Darrell Wilson   DTN 360-3226
Account Manager

ROCHESTER INSTITUTE OF TECHNOLOGY   (1) DEC 3000-400/OpenVMS
Rochester, NY
Existing Application: Software Test Services

Rochester Institute of Technology is in the process of investing in Alpha as part of upgrading their computer operations. They are currently using this workstation to test the portability of software from VAX/VMS to an AXP platform. They are testing several pieces of software in a development environment. The DEC 3000-400 system was installed and operates in a DEC environment consisting of three VAX 6000 clustered systems and numerous VAXstations and DECstations.

The content of this summary may be used for both Digital internal and external usage.

Kathy Landers   DTN 252-7154 (DECmail @RCO)
Account Rep.

ROCHESTER INSTITUTE OF TECHNOLOGY
Rochester, NY
Existing Application: Academic Computing System

(1)VAX 6000-620/OpenVMS
Alpha Upgrade

Rochester Institute of Technology acquired the VAX 6000-620 system to provide more power and system capacity to the school's academic computing services. The system replaces three VAX 8000 series systems, offering strong price/performance and leadership technology benefits to the Institute. As an already existing DEC shop, they utilized a number of Digital's software products, including All in-One, VAX NOTES, Videotext, and Volume Shadowing. All applications are available to both students and faculty allowing a variety of usages. These include course project work, course offerings and listings, electronic mail, etc. It is tailored to accommodate the 13,000+ members of R.I.T. for a broad range of student/faculty needs. As a technical institute, R.I.T. is openly enthusiastic about the prospect of owning an Alpha system. Their initial intent was to wait for Alpha to be fully operational; however, they were attracted to the benefits of the Alpha Ready Program which allows them to migrate to an Alpha System in the future.

The content of this summary may be used for both Digital internal and external usage.

Kathy Landers
Account Rep.,

DTN 252-7154 (DECmail @RCO)

UNIVERSITY OF AUCKLAND   **DEC 3000-400s/OpenVMS**
New Zealand
Existing Application: Heart Research

The University of of Auckland will use Digital technology not only in the area of heart research, but also in the operating room during heart surgery. Key software products include: Fortran and C. By utilizing the Alpha Upgrade program, we were able to offer the university the integration (with their existing VAX/VMS environment) and power they needed, at a price that was within the scope of the funds they had available. The estimated Alpha implementation date is August 1993.

After the system is installed and running successfully, they may be used as a reference site and possibly in a press release.

Laurie Wright   DECmail @NZO
Account Manager

CASE WESTERN RESERVE UNIVERSITY
(1)DEC 3000-400/OSF
Cleveland, OH
Existing Application: Laboratory Research

The physics department at Case Western Reserve University will soon be installing a DEC 3000-400 to add more I/O throughput to their current DECstation 5000-240. The implementation date will be in the April, 1993 time-frame. The new system based on OSF/1 will primarily be used for scientific research at both the student and faculty level. The university is currently an installed base user for Digital and although Hewlett Packard submitted a bid for the account, the price/performance issues drove the department to continue their relationship with DEC. They are also using a custom built software package for their applications.

This is for Internal Use Only.

Mike Bankovich
Account Rep.,

DTN 431-2990 (DECmail @CLO)

MEGASYS COMPUTER TECHNOLOGIES   26 DEC 3000-400/OpenVMS
(US SPRINT....their name cannot be used) 4 DEC 3000-500/OpenVMS
Existing Application: Telco SCADA

Megasys is a SCMP in Calgary, primarily selling SCADA systems to telcos and environmental monitoring companies. This upgrades an existing SCADA application that insures millions of phone calls get successfully routed through the fiber optic networks and to each of the RBOC lines. It monitors voice quality, billing, and does security surveillance, etc. Their product demos well, is highly visual and is X-windows based.

Megasys' is a reference account, but US Sprint's name cannot be used externally because Tandem wants this business.

Steve Dow   DTN 635-4448
Account Manager

Rick Gunderson   DTN 635-4435
Open Systems Specialist

**MEGASYS COMPUTER TECHNOLOGIES   2 DEC 3000-400/OpenVMS
HYPERION CORP.   New Application: Telco SCADA**

Hyperion Corp. has just placed an order for an Alpha workstation with Megasys. They are an alternative long distance carrier based out of Indiana and are just forming a new SONET loop. This SCADA application will perform all the line surveillance for Hyperion. They purchased Alphas for the SW (Megasys) and because the scalability and future clustering of the Alpha products will allow them to incrementally add power to meet the dramatic growth they expect from this new business.

We have permission to use Hyperion's name. Megasys is interested in any publicity and is a reference account.

Source:

Dave Woronuk
President Megasys Computer Technologies

SOUTHWESTERN BELL TELEPHONE   **(1) DEC 7000-610/OpenVMS**
San Antonio, Texas
Existing Application: MARTEX Marketing Management Services

Southwestern Bell recently implemented an Alpha Ready DEC 7000-610 to add power
to an existing VAXcluster consisting of four VAX 6000's and a VAX 4000 system.
Using All-in-One, they are utilizing thirty five various sales and marketing applications
in order to retrieve and obtain data from their remote IBM systems at various sites
throughout the region. This data is used for a variety of functions such as billing,
order processing, customer prospecting, etc. VAXclustering and Volume Shadowing
play an important role as well as all Digital SNA Gateway products. Southwestern Bell
finds this to be a strong, sound investment although they do not anticipate the
implementation of Alpha for another two years. They are successfully able to add 500
users and Digital successfully benchmarked the solution prior to installation of this
system. Southwestern Bell also plans to incorporate TEAMLINKS as they will be
moving to a client/server environment. Since they have an existing VAX platform,
TEAMLINKS will provide them with the best LAN application on the market today.

This account is approved as an external reference account and the account team
states they would be interested in publicity.

Ray Smitherman   DTN 441-2838 (DECmail @SXO)
Account Manager

*WESTERN CANADA LOTTERY CORPORATION (2) VAX 7000-610/OpenVMS
Winnepeg, Manitoba Canada   Alpha Ready
New Digital Account and Displacement: Central Database

The Western Canada Lottery Corp. (WCLC) is a non-profit organization responsible for the management of lottery games in Western Canada, excluding British Columbia. WCLC's primary application centered upon a retail masterfile that acts as a central database to provide information to the participating provinces. The applications layered on this masterfile, allow the satellite divisions to execute the marketing and management reporting that is critical to maintaining accurate sales statistics and inventory levels. WCLC expects to migrate to Alpha over the next 12-18 months.

The entire MIS infrastructure is being replaced with: 1 VAX 4000-500 (Development) running RDB and DECset; 1 VAX 4000-400 (Financials) running FMS; and 2 Alpha-Ready VAX 7000-610s (Production/Office) running Volume Shadowing and VMS Clustering. Key third-party software includes: Cognos Inc. - 4GL Tools and RDB Reporting Tools/Applications; and Ross Systems - GL, AP, PO, IC Applications.

WCLC represents a complete migration from an IBM-dedicated site to a   Digital account base. These Alpha-Ready systems will DISPLACE: an IBM 38/700, 5 IBM 36/5360s, and 30+ IBM 3180 terminals. The Digital solution was the only solution that offered them the freedom not only to grow the platform, but to choose from many different options when selecting applications and other technology that provided the required functionality.

WCLC will act as a strong reference and testimonial site, both in terms of Digital's products and services, and in terms of what it is like to work with Digital as a company.

Tom Mawhinney   DTN 642-2173 (DECmail @WNO)
Account Manager

PAWS Inc.   **DEC 3000-400/OpenVMS**
New and Existing Applications: Imaging and Licensing

PAWS Inc. is a small company that does cartoon animation and licenses these images. GARFIELD, The Cat is the cartoon and the president of PAWS is Jim Davis, creator of Garfield. They currently have a newly installed VAX 10000-620/OpenVMS (VAX 9000 migration) and expect it to become a ALPHA 10000, at some point in the future. Key SW includes; RdB, LSE, and C. They use FDDI, and have also integrated MACs and UNIX workstations with Pathworks. Most of their animation work is now done on SGI. However, the AXP system will be used for porting of existing applications to Alpha and software development of new applications, primarily licensing and image manipulation applications. PAWS hopes to eventually benefit from our 64 bit architecture as they are now bumping up against addressing and memory limitations. This feature, plus the expected performance of AXP is what won the sale.

PAWS has agreed to be an external reference account, we can use their name and application description in customer presentations, and based on their prior approval, will participate in press releases and other possible publicity.

Dan D'Angelo   DTN 443-3321
Account Rep.

*COMMERCE CLEARING HOUSE **VAX 7000-610/OpenVMS**
Chicago, IL **Alpha-Ready**
Existing Application: Media Publications System

Commerce Clearing House is a large publisher of media publications, catering to the professional services industry, primarily for attorneys and CPA's. Commerce is a large user of Digital Equipment. Their primary application is a third party package called Pager, marketed by Data Logics. This text retrieval package is used in the actual pagination of the books and reports they publish. Initially, this company utilized VAX 11/750's at various remote sites. Their objective in this acquisition was to displace these remote systems and consolidate all their computing needs on a centralized VMScluster in Chicago, using Infoserver. The estimated Alpha implementation date is one to two years, depending on the availability of their software.

This account may be referenced externally.

Bette Lipman DTN: 474-2308 (DECmail @ACI)
Account Manager

Profiles on the following accounts have been submitted directly to Reference Exchange, by the Account Manager, and may be accessed there:

University of Texas
Cornell University
Southern Danish Business School
Politecnico of Turin
University of Leige, ELAP
University of Manchester
Edinburgh University
Universitaet Wuerzburg
Helsinki University Central Hospital
Sierra Health Services
Compushare Systems, Inc.
NASA, Lewis Research Ctr.
Cailus, Inc.
Euratom
Phone Poulenc
Tetra Pak

digital

DIGITAL EQUIPMENT CORPORATION

Edward B. Kamins
Vice President, U.S. Channels

February 10, 1994

Mr. James Henrie, VP, Sales
Mr. Simon Jeffries, VP, Marketing
Alpha Computer Solutions
7750 East Gelding Drive, Suite #2
Scottsdale, AZ   85260

Gentlemen;

I'm writing in response to your letter dated January 21, 1994 to Ed
Lucente. In the interim, I have reviewed the status of your account
with our field management team, specifically, John Huggins and Roger
Orr. As the Vice President of U.S. Channels for Digital, it is my
responsibility not only to grow our business through channels
partners, but also to ensure an orderly flow of product to the
market by insuring that each channels partner lives within the scope
of their contract.

In the vase majority of cases, the terms of the contracts that our
partners sign are consistent with their business model and
practices. Our goals and operating methodologies are in common or
at least compatible. But when that is not the case, we find that it
is best for both parties to end the relationship as amicably as
possible.

It has never been Digital's policy to deny orders which are in
compliance with its contracts and I am unaware of any such denials
in Alpha's case. What you experienced from Mr. Huggins and Mr. Orr
was not intended as interference but rather an effort to protect the
integrity of Digital's channels strategy and the collective
interests of all our channels partners by enforcing the terms of the
contract. Our added value and resale plans form the heart of those
contracts. And when they cannot be closely adhered to we inevitably
have channels conflict among our partners.

Although some conflict is a normal by-product of doing business,
excessive and recurring conflict generally indicates that the model
under which the reseller is selling does not match its actual
business strategy and, as a result, the relationship is not working.
That, in our judgment, is clearly the case with Alpha Computer
Solutions.

In an effort to make this transition as smooth as possible, we have
given you reasonable notice of our intent not to renew your
contract. That decision by our field managers has my full support
in light of our repeated conflict over adherence to, and
interpretation of your contract.

Mr. James Henrie
Mr. Simon Jeffries
    - Page 2 -

Although I don't expect that you will agree with our conclusion I
hope we can agree to an amiable separation which would be best for
both Companies.

Sincerely,

Ed Kamins

EBK/bjm

cc: Ida Estep, Esq.
     John Huggins
     Roger Orr
     Leo Fredette
     Ed Lucente
     Scott Roeth
     Russ Gullotti ✓

ALPHA COMPUTER SOLUTIONS

Mr. Edward Lucinti
Digital Equipment Corporation
146 Main Street
Maynard, MA 01754

Mr. Russell Gullotti
Digital Equipment Corporation
Continental Boulevard
Merrimack, New Hampshire 03054

RE: **TRANSITION OF ACCOUNT**

January 21, 1994

Gentlemen:

For the past three years, Alpha computer Solutions has had a mutually beneficial, and increasingly prosperous relationship with Digital Equipment Corporation. As a value added reseller (VAR) operating out of Scottsdale, Arizona, we have seen our sales and credit line with Digital increase annually. Certainly, considering the success of the relationship over the past three years as well as our forecast of continued sales growth, it is our intent and desire to establish a long term relationship with Digital.

Unfortunately, several problems have developed which compel us to contact you directly.   More specifically, we have experienced direct interference from certain individuals at Digital in our sales efforts.   In addition, our request that our account be transitioned to Pennsylvania has been ignored.

With regard to the sales interference, Alpha has been and continues to be an aggressive and successful reseller. As a business partner with Digital, we are fully aware of the terms and conditions which must be met in order to effectuate a sale.   In all situations, Alpha has acted in good faith and strived to satisfy these conditions.

However, there have been numerous incidents in which, although in compliance with our business agreement with Digital, we have been forced to back away from sales. Recently, we were informed by our local account manager, Ms. Kayne Thrift, that any effort to conclude a sale with Honeywell in Phoenix or Abbott Labs in New Jersey would result in Digital's refusal to deliver its product. In the past, we have "backed away" from such sales in order to preserve "good will" and our relationship with Digital. This has been very costly, and in many cases embarrassing for our company.

Such restraints on Alpha serve to the detriment of both Digital and Alpha. Our repeated attempts to address these issues with Mr. John Huggins and Mr. Roger Orr have shown no results.

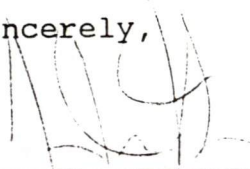7750 East

ALPHA COMPUTER SOLUTIONS

In an attempt to preserve our relationship with Digital and to continue our sales growth, we have made the decision to relocate our corporate offices to Pennsylvania. Relocation will promote our continued sales growth and enable us to operate more effectively as a Digital reseller.

For over six months, we have received repeated assurances that our account would be transitioned to Pennsylvania. To date, neither Mr. Orr nor Mr. Huggins have taken any action to transition our account. In fact, our office has heard nothing for over three months regarding our request.

Digital and Alpha have had a mutually profitable partnership for approximately three years. Sales, which continue to grow, have increased from under $100,000 to nearly $3,000,000 in 1993. We value our relationship with Digital and certainly appreciate any steps which can be taken to prevent improper interference with our sales efforts and to expedite the transition of our account to Pennsylvania.

Should you have any questions, please feel free to contact us at (602) 948-9488. Thank you and we look forward to a long lasting partnership with your company.

Sincerely,

Mr. James Henrie
Vice President - Sales

Mr. Simon Jeffries
Vice President - Marketing

cc: Mr. Roger Orr
    Mr. Edward Kamins
    Ms. Kayne Thrift
    Mr. Timothy Bellamy, Esq.

Digital Equipment Corporation
455 Market Street, 7th Floor

San Francisco, CA 94105

d|i|g|i|t|a|l

January 20,1994

Alpha Computer Solutions
7750 E. Gelding Drive, Suite #2
Scottsdale, AZ 85260
Attn.: Jim Henrie

Dear Mr. Henrie,

   The purpose of the letter is to notify you that Digital Equipment
Corporation has elected not to renew your contract (DBA 3533200) and
its associated addendums which expires on April 2nd,1994.

Digital would like to thank you for your past patronage and we wish you
well in the coming year.

Regards,

Richard F Pearce Jr.
Business Support Consultant