

*file  
Customer  
Paul Revere  
Insurance*

Printed by RUSS GULLOTTI @MKO

INTEROFFICE MEMORANDUM

Doc. No: 065220  
Date: 29-Nov-1993 02:05pm EST  
From: JIM KEANEY @MKO  
KEANEY.JIM AT A1 at MKOTS3  
Dept: N.E. District Sales  
Tel No: 8-264-3595

*CPA State  
CEO McConnell  
Data Center*

TO: Russ Gullotti @MKO  
CC: Carol Mitchell @OFO  
Subject: Paul Revere update

*Keaneey makes the call*

Russ, when you have the opportunity to speak to Bob Lea regarding how MIS and Gary MacConnell are viewed by the company I wish you would also ask Bob where John Boligan fits in. I met with John last week and he is familiar with Digital products and seems open to have us present our solutions. He's the VP of the Data Center(not a title that suggests change!) and reports to MacConnell. He has evaluated our PCs but not up to speed on our latest. I will be meeting with him next week to review:

- Desktop Services
- Our new PCs
- Plans for a Technology update and trip to Hudson

John also knows Dick Loveland well from their RCA days.

Regards,  
Jim

*9 - set up brief call with Bob Lea to discuss this please.*

*Case Bob Lea  
grades  
MacConnell  
Boligan*

*3/10 / 11/27/15*

10th

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3 some

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Dec/Paul Moore

Boligan Data Center - didn't know Jim's name.

- recommended Dec HQ would subsidize -

- Did a pilot.

- Service w 4 hrs from IBM

- with Dec - no one came.  
non-response to a field office.

- Sourced everything.

- Still interested in Dec

- Not calling