

# MEETING OR CONTACT REPORT

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Organization & Location:

Washington Federal Office  
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Reported By: E. G. Law

Project:

7030 Applications

Department: 749

Follow-up Date:

**PERSONNEL PARTICIPATING:**

(Place asterisk next to those on distribution list. Other distribution show at end of report)

- \*Mr. E. B. West, Washington Federal Office
- \*Mr. George Pressly, Washington Federal Office
- \*Mr. J. P. McDermott, Market Forecasting
- \*Mr. E. G. Law, Product Planning

The purpose of this meeting was to obtain and discuss reactions to the 7030 presentations made by Washington Federal personnel. Conclusions based on recent appraisal of the various Federal 7030 prospects were also solicited from the Washington Federal Representatives. The following departments or commands were discussed.

Weather Bureau

A presentation has been made to the Weather Bureau and they have been quoted a price for a configuration including four memory boxes, 8 tape drives, and 1 disk unit. At present they have an 8K 704 with half word logic. They use some time on the Bureau of Standards 32K 704. They were impressed with what they heard, and especially liked the very high speed parallel disk. Their first addition to the machine would probably be a larger number of disks. They were given both a sale price and a lease price. Since present government policy is to lease, that probably is the direction they will take. It was evident that price is a hurdle for them to overcome. The approach to their problem which they want to use dictates the size of configuration necessary. A smaller lower priced configuration would not satisfy the particular solution they desire to use.

It was indicated by the Weather Bureau that they might be interested in sharing the machine with the Bureau of Standards. The Weather Bureau definitely wants a 7030; it is only a question of raising the money for it. This customer is apprehensive about a "one of a kind" situation. They would want to arrange backup from the nearest 7030. They are currently building a microwave link to the Bureau of Standards for backup on their present machine. It was pointed out in passing that the Japanese have established a duplicate system patterned on the United States Weather Bureau system. This includes a 704 at the present time. It was thought that if the United States Weather Bureau began using a 7030, there was a possibility that the Japanese would want to do the same thing. There is some evidence to indicate that the funds for such a course of action would be available.

#### National Aviation and Space Agency

NASA has four 709's on order to be replaced by 7090's for Project MERCURY. Project MERCURY will be well advanced before the 7030 is available, but it is thought that this Agency is a good 7030 prospect. However, because of the nature of the special marketing phase on Stretch, it is not thought appropriate to make a presentation to this Agency at this time.

#### Bureau of Standards

The Bureau of Standards has been mentioned above as a prospect for sharing a machine with the Weather Bureau. No formal presentation has been made to this customer, but it is known that discussions between Weather Bureau and Bureau of Standards people have been held. The present attitude towards such shared use is not known, but the precedent for it exists in their present use of 704's. The Bureau of Standards has long functioned as a service bureau for other government departments. The availability of even half the 7030 would allow them to extend their activities in this respect considerably.

#### Federal Aviation Administration

The FAA is thought to be an excellent long range 7030 prospect if a national integrated flight control system is developed and put into operation. No formal 7030 presentation has been made as yet to the FAA.

### Social Security

A presentation has been made to the Social Security Agency in Baltimore. As everyone knows the problem there is quite specialized. The need that exists is for extremely fast data handling. Only fundamental computing ability is needed. No conclusions were reached, but it was thought by the Washington Representatives that a less expensive CPU combined with as many exchange channels as practical might make a configuration which would fit the Social Security problem quite well. It is apparent that this application deserves further study.

### Navy Department

The David Taylor Model Basin has been given a presentation. The response was enthusiastic. Indication was given that the 7030 sounded much to be preferred over the LARC, which is at present contracted for. Apparently some thought was being given to a substitution but no conclusions were drawn. Presentations have also been made at Dahlgren and NOTS. Neither of these can justify a 7030 on the basis of their own present load. However, each would like to function as a central computing facility for a large area of the Navy. Mr. West thought there was a prospect there.

### Army Department

A three day presentation was made at the Redstone Arsenal. They are considered to be an excellent prospect. Prices will be given to them within the next few weeks. They may be one of the special marketing phase customers. The Army Map service is considered to be a future prospect.

### Special Defense Agencies

It is thought that there is more than one 7030 prospect in this area, in addition to the two machines already scheduled for Los Alamos and the Bureau of Ships.

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Air Material Command

Five presentations have been made to the AMC. Two of them were made at Dayton and one each at Oklahoma City, San Bernadino, and Mobile. The response was considered very favorable. AMC has decided for the present to freeze on the 705 Model II equipment that they are now using. They say that they will not consider the 705 Model III or the 7050. They state that only a major change will be considered. Their thinking at present is that a conversion to 7030 would be such a change and would be worthwhile. Mr. West was asked about the possibility of a smaller less expensive CPU. It was stated that all locations would not need the full power of the machine. Full program compatibility would be required between those locations having small CPU's and those locations justifying the largest configuration. In this case the small CPU is essential to the sale at the same time of the larger CPU. It was thought that the small CPU is probably the key to the AMC. Program compatibility between the various air material depots is impossible unless a version is available for the depot not justifying the large CPU. Mr. West was also questioned as to the extent of Applied Programming help which IBM intends to furnish with the 7030. Another question was whether IBM would consider selling special programming on a contract basis for the 7030. It was thought that AMC would eventually use at least three large 7030's and as many smaller ones.

Air Research and Development Command

A presentation has been made at Edwards Air Force Base and another is to be made this month at Egland Air Force Base. ARDC at present has several purchased Univacs on which they are obtaining extremely poor usage. There has been some discussion of setting up super computing centers at various bases to service the ARDC all over the country. It is thought that there are up to four good 7030 prospects in the ARDC.

Strategic Air Command

No presentations have been given or at present are planned, but it is thought that the Strategic Air Command is a good prospect for up to four 7030's.

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Air Force Operational Control

It is thought that there are two good 7030 prospects in this area, one for operational control in the Pacific and one for the same in the European command.

Air Force Headquarters

Air Force Headquarters in the Pentagon is considered an extremely good prospect for the 7030. They are currently using a 704, a 705, and a 709. Two presentations have been given. A very large configuration has been discussed with this customer. It would include six memories and extra disks. Apparently price is no obstacle. This customer stated that a multiprogramming system would be extremely important in order to eliminate all set-up time. The largest single application for which the machine would be used would be for the simulation of air battles, but it would also be used for routine accounting work now being done on the 705. Visual display and data communication links are desired by this customer. In addition, both Air Force Headquarters and the Air Material Command want a commercial program package for the 7030.

## Conclusions

It was concluded that the Air Force contained between six and twenty good 7030 prospects. A small CPU entry into the 7030 family is considered to be extremely important. Mr. West felt that unless we have this small CPU entry into the family, we will lose some multi-700 accounts to TRANSAC or other competition. In the majority of cases these small CPU machines don't come out of the total 7030 market. Rather, they are in addition to it. Those customers presently able to justify a full size 7030 feel their problem is such that they can settle for no less. The sub-Stretch prospects cannot presently justify the price of the large CPU. They feel confident that they will be able to eventually and they want into the 7030 family at the earliest possible time. In the case of the Air Material Command the market for several large machines is actually dependent on the availability of the smaller CPU because of the need for program compatibility between different Air Material depots.

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