



Inter - Office Correspondence

COMPUTER USAGE DEVELOPMENT CORPORATION

Subject: Status Report and Organizational Changes

Date: November 13, 1968

Reference:

CROF 40 20 20 20

To: All Washington Systems Personnel

Location: SERO - Washington

From: T. C. Cain

The purpose of this memo is to keep you advised of the progress being made by the Washington Systems Office in achieving a stature responsive to the demands of the market place.

We are doing extremely well, and, thanks to your efforts, October was a most successful month. I am confident that the balance of FY 69 will continue to be successful, and that we will achieve our budgetary quota. This, of course, should present opportunities for all of you.

As I have pointed out on other occasions, the evolution of an organization as large as ours takes time. First, in ascertaining the best organizational structure functionally suited to the demands of the market place, and second, in finding qualified people to staff the new organization.

I am pleased to announce that the organization of the Washington Systems Office will be as indicated in Enclosure (1). These three functional areas, i. e., Digital Systems Design, Management Information Systems, and Systems Applications and Operations Research, best depict the types of market we are pursuing.

It gives me pleasure to announce the appointment of the following personnel to the positions indicated:

Manager, Digital Systems - V. J. Marcalus
Manager, Management Information Systems - J. E. Baillis
Manager, Systems Applications & Operations Research -
J. F. Rederus

It is believed that these three managers are eminently qualified by background, education and experience to successfully guide our technical endeavors in these three functional areas. The OEO project, under the direction of Mr. Charles Bryson, will remain as a staff function reporting to me.



Memo to All Washington Systems Personnel

November 13, 1968

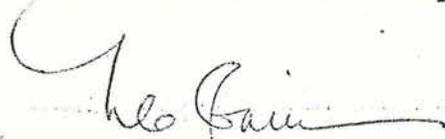
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As indicated, I will continue to act as Manager of Marketing with Messrs. Martin, Schuh and Coatti serving as Client Representatives. Messrs. Schuh and Coatti are well known to most of you as former members of the technical staff. Mr. Martin has joined us from Honeywell EDP, where he served as Manager for Army Accounts.

While it has taken us several months to evolve into this organization, it is my intent that this is the last organizational change required. All personnel currently assigned Systems Software will report to Mr. Marcalus. Messrs. Portch and Phillips will report to Mr. Rederus in his capacity as Manager, Systems Applications & Operations Research. All other personnel, with the exception of those assigned to the OEO project, will report to Mr. Baillis, Manager of Management Information Systems.

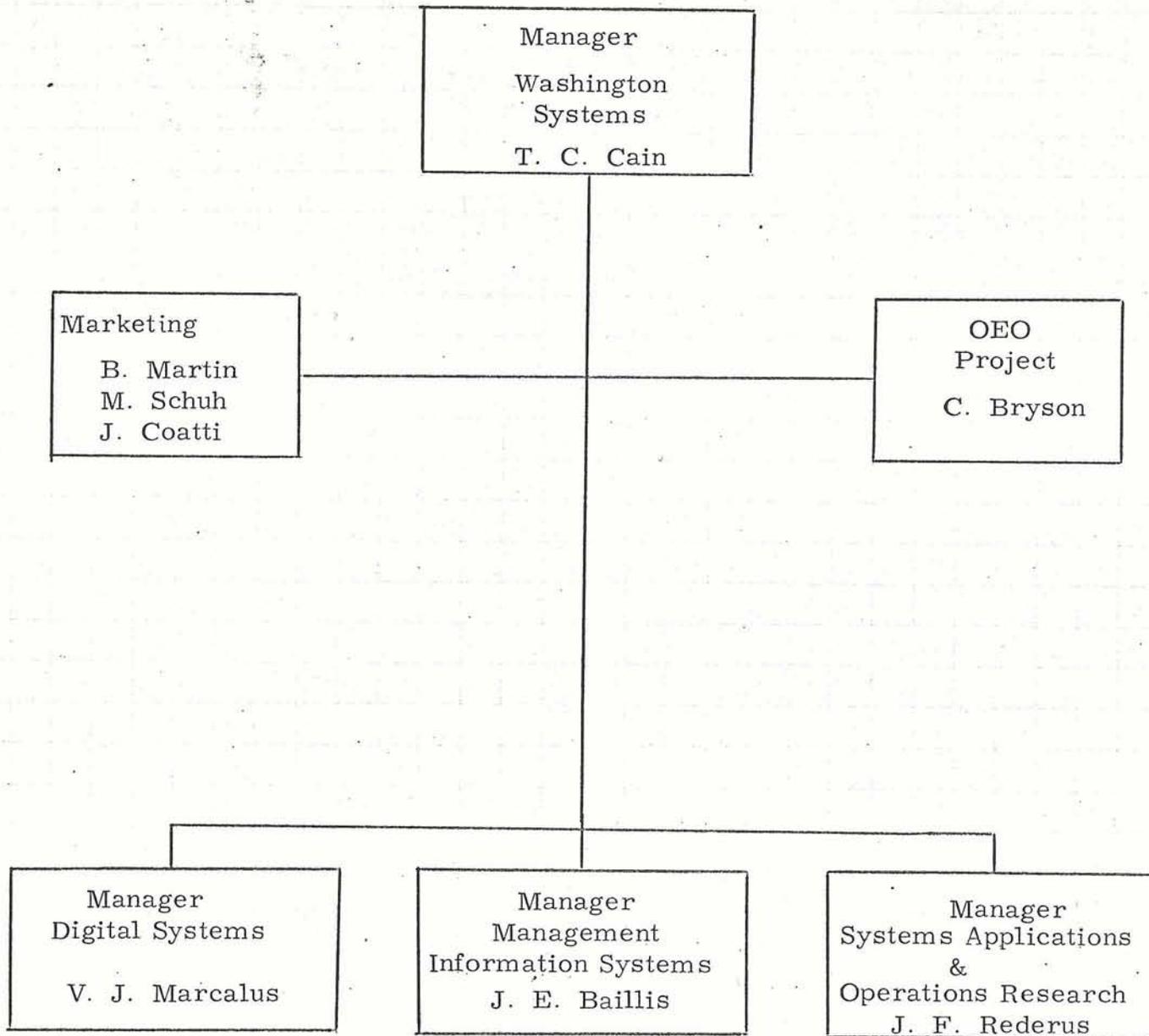
I am confident that this organization will best assist us in meeting the demands of the market place to our common success, and that each and every employee will assist in continuing the success we experienced in October.

If any person has questions about his position in the organization, or relative to his own career, please do not hesitate to call for a personal discussion with me.



TCC/hw

Enclosure



Enclosure (1)