

WHAT'S NEW AT TYMSHARE?

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..... For Tymshare Employees Only

President's Comments

It was very gratifying to see the enthusiasm and the response during our National Managers' Meeting, January 31 and February 1. Each of you have no doubt had a chance by now to hear about many of the things that went on during the meeting from your own manager. I'm sure you will agree that we have a very exciting and challenging year ahead of us in achieving our company-wide goals:

- Sustained increases in our monthly service revenues and profits.
- Increase our market coverage by both geographic areas and applications areas.
- Implement the planned equipment upgrading program and complete the planning for the follow-on equipment improvement program.

Each of our managers will be preparing specific goals that will represent a contribution toward our achieving these company-wide goals. I know that each of you can be counted on to lend your efforts to achieving the goals your manager establishes for your location. I look forward to all of us joining in a year of outstanding success for TYMSHARE during 1969.

New Employees in Corporate

The Corporate staff welcomes three new employees:

Maddi Pickard, who is Secretary to Alden Heintz and Shel Brucker, came to us from ATI where she was Marketing Secretary in the Microwave Laboratory.

Gloria de la Sierra, previously with Schonher Management, will be working for Ed Field, as will Jean Patton, formerly with Ruby Sales. Both these girls have become Ed's Accounting staff with the departure of Judee Johnson who has gone to Grolier Publications in Southern California.

Relocation of TYMSHARE Headquarters to Palo Alto

Another sign of progress and expansion for TYMSHARE is the relocation of our Corporate offices from the original site of the company's founding in Los Altos to 525 University Avenue, Palo Alto, where we will be taking over the entire second floor level of one wing in a modern high-rise office building. You may want to note the new telephone number which will be (415)328-5990.

Relocation of Headquarters (continued)

The new, larger, quarters will make it possible to consolidate several of our corporate functions under one roof for the first time. This includes:

Tom O'Rourke, our President, and his Secretary, Pat D'Agati, who also handles Personnel and Purchasing;

Ed Field, our Controller, and his two assistants, Gloria de la Sierra and Jean Patton;

Alden Heintz, Director of Marketing, Maddi Pickard, our Marketing Secretary; the Corporate Marketing staff including Shel Brucker, Manager of Market Planning & Development; Neil Sullivan, Manager of Market Information & Communications, George Kovatch, Publications Editor, Bob Wing, Editing and Layout, Carol Berlandt, Typist, Karen Stidd, Documentation Programmer, and Caroline Diehl, Documentation Programmer.

The Northern California sales offices will remain at 745 Distel Drive, Los Altos, and will expand into the area previously occupied by the Corporate Staff.

TYMSHARE Makes Strong Showing at National ADAPSO Event

TYMSHARE was very evident as a major force in time sharing throughout the ADAPSO National Time Sharing Symposium in Las Vegas, February 13 and 14.

Tom O'Rourke was elected Vice President of the brand-new Time Sharing Services Group of ADAPSO, which he helped to found. The group includes just about all of the significant time sharing companies in the country interested in joining forces to speak with a common voice on controversial issues. The group will have legal representatives in Washington D.C. to represent the time sharing industry before Congress, the FCC, Department of Commerce, etc.

Also during the meeting, Alden Heintz was chairman of a controversial and stimulating technical session on "Transmission and Data Communication Lines for Computer Time Sharing". In addition, Howard Steadman did an outstanding job as a guest speaker representing the time sharing industry's point of view to the high level executives attending on behalf of the Common Carriers.

All in all, TYMSHARE carried a rather strong image of industry leadership throughout the ADAPSO events.

Contest Open to Name the TYMSHARE Newsletter

A first class, but as yet nameless, newsletter suitable for presenting TYMSHARE news to our employees, users, and friends of the company, is being prepared by Corporate Marketing.

A contest open to all TYMSHARE employees (except Corporate officers and Corporate Marketing personnel) is now being held to find the most appropriate name for this new newsletter.

The contest will close March 21; a winner, if there is one, will be announced on April 1. The prize will be dinner for the winner and his/her mate or date (maximum \$30).

There is no limit on the number of suggested names each employee can enter. Send your entry in a sealed envelope to Corporate Marketing. Judges will be Tom O'Rourke, Dave Schmidt, and Alden Heintz.

New Employees' Training Class

A training class was held during the first week of February for several employees who have joined TYMSHARE since the previous class. As has been the case in our earlier classes, the students were enthusiastic and anxious to learn, which, in spite of the relatively small number of students, made this class a resounding success.

We look forward to outstanding contributions in the future from each of the class members:

Frank Virginia, Tech Support, New Jersey
Pat Hawks, Tech Support, Orange County
Karsten Hirsch, Tech Support, Los Angeles
Bob Toth, Tech Support, New Jersey
Dave Olson, Tech Support, New Jersey

Sales Seminar Initiated for COGO

With the new enlarged COGO program just released and a new reference manual just completed, a fast-moving sales seminar on "How to Sell COGO and to Whom to Sell It" was presented by Corporate Marketing in late January to all salesmen and technical support personnel in the San Francisco area. The featured performer was Bill Chamberlain of our Orange County District, who is a graduate Civil Engineer, has a good understanding of how and to whom to sell COGO, and has a lot of enthusiasm about COGO that tends to rub off on the audience.

COGO Sales Seminar (continued)

The success of this seminar indicates that this technique looks like the best vehicle yet for getting "how to sell" information on our new applications programs to our personnel in the field. Sales and District Managers who desire a similar seminar should send their requests to Corporate Marketing.

Eastern Division Technical Support Team Wins "Revenue Growth" Contest

The contest during November and December 1968 to see which of our offices' Technical Support teams could "grow" the most revenue per man was won by our Technical Support personnel at Englewood Cliffs, New Jersey.

A presentation of awards was made at the National Managers' Meeting to Bob Schwartz for subsequent presentation to each of his technical support people along with prizes consisting of a TV set for each analyst and a color TV for Bob. Cash prizes were made available as an alternative for those who perhaps work too late at night to watch TV. (!?!?!)

Congratulations to each member of the winning team:

Bob Schwartz Frank Virginia Mike Cohn
Jack Ackerman Mike Seeb Bob Toth

What's New - Technical Division

Steve Saperstein transferred from NWD to become a member of the Software Quality Control Group.

Dennis Loudon transferred from SWD to System Engineering.

Dave Brallier transferred from NWD Computer Operations to Technical Coordinator for Computing Systems and Devices.

Jim McConnell came to us from Pacific Telephone and is taking care of Coupler and Teletype maintenance.

Lynn Sanden joined us as Secretary to Jim Barker. She was previously with West Coast Food Service.

What's New - Northwestern Division

1968 turned out to be a great year for the Northwestern Division; our business more than doubled! We also hired and trained the present Marketing staff. Our goal for 1969 is to beat last year's performance. January 1969 proved to be a major advance toward that goal with business up almost 20% over any month in 1968.

What's New - NWD (continued)

Gary Myers's sales team finished out the year with several new sales records. Jack Moran won the October sales contest and Bill Nidever won the November-December contest with a territory revenue growth of over one-third. This was Bill's second win. Rich Clark took the honors in January with an improvement in revenue of better than 30%. Also starting off the year selling hard was Dick Vento. Dick brought in the largest order to date for TYMSHARE's MARK V Coupler.

Our Technical Support staff, now led by Jim Harrison (Virgil is taking on the Application Manager's job) has matured in competence while playing a vital role in our growth during the last half of 1968. This, combined with their spirit and enthusiasm will lead to an even greater year in 1969.

Dick Greene and his men have been selling up a storm as evidenced by the new business rolling in from Seattle (as well as the four feet of snow which blankets the area). Dick's sales team, consisting of Dayrell Bate, Roger Winter, and Bob Carter, have added a long list of new accounts since last fall. Their sales effort, plus the technical support expertise provided by Jim Rix, Gene Burdick, and Bob Abrams resulted in doubling the business in January. Congratulations, men!

Special congratulations to Gene and his wife — they became parents of Christopher Eugene Burdick on Christmas Eve. Nice timing!

On December first, Bill Schaefer was promoted to Manager of Operations for our Division. Bill had been in Operations for almost two years and had proven himself to be extremely competent and devoted to TYMSHARE's high standards of customer service. Bill has already shown himself as an excellent manager by developing a new training program for operators. Several new men have been hired in Operations since last fall. Welcome aboard Syd Reid, Rich Marks, Bob Bailey, Doc Moore, and Pete Dolan.

Our hats off to the excellent marketing staff of the Eastern Division for winning the National Revenue Growth Contest by a wide margin.

What's New - Southwestern Division

The Los Angeles Division has had quite a few personnel changes in the past few months.

Dan Lewis was transferred to Dallas and is Acting Technical Services Manager. Dan, Jere, and Joe are doing a tremendous job considering the number of contracts they have brought in — and all without a single salesman!

What's New - SWD (continued)

Bill Chamberlain was transferred to Orange County and is now one of their leading salesmen. We would also like to welcome Dan Silver, another sales representative in Orange County.

Jim Baker has hired a couple of new Tech Reps. Karsten Hirsch, who comes from General Telephone and Bob Rasmussen from Southern California Edison. He also has a part time programmer, Gary Ketelsen, who is presently attending UCLA and doing a fine job for us at the same time. Jim also finally has a Secretary. Her name is Joanne Speirs and she previously worked for Honeywell.

We have hired a whole group of new operators in the SWD. We welcome Walt Franklin, Roy Roskilly, Tom Cochrane, Haskell Spier, Chuck Hines, and Ike Urrutia.

Dallas has hired an Applications Specialist and his name is Dan DeChatelets. Recently, Jere and Dan made a tour of the Oklahoma area and from all reports it looks like a great market. G.E. had it all sewed up; that is, until we arrived! We look for all kinds of good things to come out of that area in the near future.

Guess the most exciting news that we have to report is that as of February 10, TYMSHARE took over the TRW on-site 940. We have sent Roger L'Hommedieu, Walt Franklin, and Roy Roskilly to TRW on a permanent basis. Roger is the TRW On-Site Operations Manager, and, from all reports, all three have done an outstanding job.

What's New - Eastern Division

The following Eastern Division personnel promotions have been announced recently:

Guy Blood was transferred in December from Eastern Division Manager of Operations to the Technical Division and is working in the Software Quality Control Group.

Mike Marrah transferred from the Los Angeles operation to become Eastern Division Manager of Operations in early January.

Bob Schwartz transferred from Eastern Division Manager of Technical Services to Eastern Division Sales in February.

Jack Ackerman was promoted to Eastern Division Manager of Technical Services in February.

We are proud of the outstanding work each of these men did in their previous positions and are pleased that they have accepted the greater challenges and responsibilities of their new positions.

What's New - Eastern Div. (continued)

We are pleased to welcome the following new employees to the Eastern Division:

Ed Warneck, formerly with Howell Trucking Company, and who joined the Eastern Division Operations staff in January.

Bob Albrecht, who worked for Bendix Corp. before joining the Eastern Division Technical Services Group in January.

Bob Roda, currently with Lockheed Electronics, has accepted a position in the Eastern Division Technical Services Group and will be coming aboard in March.

The Eastern Division has been successful in expanding its marketing effort into other major eastern cities and we now have service contracts with customers in Boston, Philadelphia, and Washington D.C.

Recent technical achievements of the Eastern Division were highlighted by the development and implementation of CCSMP (Conversational Continuous System Modeling Program), and a Financial Application Library. Frank Virginia developed CCSMP, and Jack Ackerman headed a project team composed of Mike Seeb and Mike Cohn, who implemented financial programs from the Amos Tuck Library. All of these programs, with documentation, have been forwarded to Tom Manuel for review and consideration for field support status.

Our Thanks to Paul Brickey and Denny Moore for their support and trouble-shooting of our multiplexer and line which services Orange County.

Our sincere appreciation is extended to the Northwestern Tech Division and in particular to Tom Manuel for the responses and timely implementation of the E6 software program.

Needless to say, we have had plenty of snow in the East. The Eastern Division employees are taking advantage of it by planning a ski weekend in Vermont in March.