

"CORPORATE PORTRAIT" SLIDE SHOW (REV.2)
FOR U.S. FIELD ORIENTATION
FACT SHEET

OBJECTIVE

The "Corporate Portrait" slide show is intended to provide a brief audio/visual overview of Digital's philosophy, history, products and services to new U.S. Field employees as part of their orientation program.

PREPARING FOR THE PRESENTATION

Materials Included

- Slides in carousel tray
- Audio tape of narrative
- Printed copy of script which indicates points where slides advance. PLEASE NOTE: This presentation begins with music and the narrator saying, "One company, one strategy, one message." by design, no slide will be seen at this point. The first slide appears after this statement. To ensure slides are fully synchronized with the audio, first, place the slide tray on the projector (but do not advance it from the "0" position). Then, insert the tape into the tape player and press the play button. After about 20 seconds, the music will begin.

Equipment Needed

- 35 mm slide projector with sound capability
- Projection screen

Approximate Length of Show -- 13 minutes

MAINTENANCE PLAN

The U.S. Field Employee Relations group will review the content of this presentation at least annually to determine if it needs to be updated.

ORDERING INFORMATION

To order additional copies of the "Corporate Portrait" slide show (part number 11947), contact the Corporate Photo Library at DTN 223-6763 (617-493-6763).

FOR INFORMATION OR ASSISTANCE

Call U.S. Field Employee Relations/Communications at DTN 223-4751 (617-493-4751).

4/12/85 ERD O.K.

CORPORATE PORTRAIT SCRIPT--REV 2 (1985)

Slide*	Script
(Non-descript music) (Screen is black)	One company, one strategy, one message ●
Digital logo	This is Digital Equipment Corporation, the world leader in minicomputers. ●
Products slide	We offer a broad line of computers and peripheral equipment, the most comprehensive in the industry. ● We are known particularly for our constant innovation and our popular VAX line of computers. The key ingredient behind our company is "innovation". ● From the beginning, in 1957, we have been making changes in the way ● people work with computers.
Early Computer	In those days, ● computers were huge machines, extremely complex. When you needed computer services, ● you took a batch of punched cards to a big central computer...and returned...sometimes days later....for your information. Our idea was for ● small, inexpensive computers that would interact with people directly and immediately ● ...close to where they worked. It was an innovation. We called it interactive computing. ●
Man in office	We had no idea how big the market for minicomputers would become. ● Growth, as such, was not our primary goal. Quality was and still is our goal. ● We believed that if we did a quality job for our customers, made reliable products, growth would follow naturally. ●
Mill Exterior	Digital had its beginnings in an old woolen mill in Maynard, Massachusetts, which is about thirty miles west of Boston. ●

* Partial listing for point of reference.

Digital Store	<ul style="list-style-type: none"> ● We also have a network of retail stores selling our office and small business systems.
Rainbow PC	Digital offers a wide range of computer hardware ● beginning with personal business computers up through ● powerful multi-million dollar computer clusters and networks. ●
PDP-8	We introduced the world's first minicomputer, in 1965, ● the 12-bit PDP-8. It is still manufactured and it is still popular. ● We
Person at VT	use the PDP-8 in a number of our own products.
Computer Rm PDP-11	The PDP-11, ● the 16-bit minicomputer we introduced in 1970, now constitutes one of the largest families of computers on the world market. ●
Kids At Computer	Well over 200,000 PDP-11 computers are currently ● in use throughout the world.
People at Termls	With our equipment, an organization ● can start small with our Micro-PDP-11 series of computers ● and migrate step-by-step to the most ● sophisticated systems and networks.
Computer Room	
VAX-11/780	Another historic innovation occurred in 1977, ● when Digital introduced the first in a remarkable new family of 32-bit computers - ● the VAX-11/780. This is the category known as the super minicomputer. ●
VAX comptr rm	
Pers at Drawng Brd	A relatively small computer with tremendous memory space and rapid computing power, the VAX-11/780 ● scored an immediate success with engineering and scientific users. It's made major strides with commercial customers as well. ●
VAX-11/750 graphic MicroVAX	Other members of the family, the VAX 11/750, 11/730 ● and the 11/725 MicroVAX offer the same capabilities in an even smaller cabinet and at much lower prices.
VAX 8600	The newest member of the family - ● the VAX 8600 - was announced in 1984. It represents "the first of a new generation of VAX systems". ●

VT100s VT 220	The VT100 set the industry standard for display terminals and • its successor, the VT220 family also is setting standards. •
Teleprinters	Digital has produced over two-and-a-half million teleprinters • and we are a world leader in the design and production of sophisticated data storage systems • for both magnetic tape and disks. •
Disks & Tapes	Our manufacturing operations have spread far beyond Maynard, Massachusetts. We have major manufacturing facilities throughout the world. •
Pers/Scotland/ Windmill	Our facilities in Ireland, Scotland • and Germany, for example, manufacture complete systems for the European market. •
Far East Harbor	And our plants in the Far East build high-volume components for many of our computers and peripherals. •
	A great part of our most innovative work lies in the development of software... • the programs that tell computers what to do. •
People	The software design is dedicated to the wider and easier use of computer systems, • the better to serve human needs and improve productivity.
Software Prgms	Much of our software is designed to achieve compatibility among different computers and terminals, • regardless of the generation of the model, so that • computers can communicate with one another...even with non Digital mainframes. •
Pers at Term	
Comptr Rm	
Inside Computer	This is the basis for networking or distributed data processing. •
Ethnet Futuristic	Digital is innovating many networking techniques. • Nobody offers more compatibility than Digital does with • Ethernet, DECnet and local area networks. •
Ethnet Block Diag	
Clusters	Another part of Digital's strategy lies in clustering...a very sophisticated way of tying many high-speed computers to one set of disks and one database. •

Woman in Comptr Rm
Close-up of Woman

People in meeting

Police
Pers at Term

Kid at Computer

DEC Site

DEC Logo

The people at Digital Equipment Corporation - ● the many thousands of them - are bright, hard-working, and enthusiastic. We have given them the opportunity ● ... and they have taken it... to work, to achieve, and to innovate. It is their dedication to quality that drives this company's contributions to the world.

The innovations coming out of Digital Equipment Corporation are changing the landscape of ● business, ● government and o institutions... changing so that the job gets done more quickly - more efficiently - more accurately. ● Making the complex - easier - and the remote - immediate. ●

We are Digital Equipment Corporation... ●

One company, one strategy, one message.
