

PHONE MEMO

TO

Russ

DATE

5/3

TIME

11:45 AM  
PM

FROM

Andy Wolf -

AREA CODE

OF

CEO Origin Dallas

NO.

214-713-

EXT.

6894

MESSAGE

fairly urgent - partnerships

- Shame -

SIGNED

PHONED

CALL BACK

RETURNED CALL

WANTS TO SEE YOU

WILL CALL AGAIN

WAS IN

URGENT

Andy Wolf - Origin

Rich Luciano - still no  
Resolution -

214-906-5147

SAP-214-831-6255



Rick

Andy - Met in Dallas -

Major alliance established in Europe &

Asia - very responsive -

problem - relied on DEC to get H/W in -  
not happening -

Curtis Powell - 486-~~6376~~ 6376

Rick Luciani - relationship mgr.  
Luciano

214-906-5142

214-831-6255

Rick Valenzi

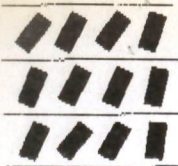
483-4181

Steve Johnson / Andy Woolf -

Steve told them -

call w/ Andy -





# ORIGIN

TECHNOLOGY  
IN BUSINESS

## FAX MESSAGE

TO

Digital Equipment Corporation

ATTN:

Russell A. Gullotti

DATE:

April 15, 1994

FROM:

Andy Wolf

SUBJECT

Digital/SAP/Origin Partnership Opportunity

REF NO:

TOTAL NUMBER OF PAGES IS

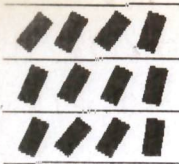
3

INCL. THIS COVER PAGE

ORIGIN TECHNOLOGY IN BUSINESS, INC.  
DALLAS

16775 ADDISON ROAD  
SUITE 204  
DALLAS, TEXAS 75248

TEL 214 713 6694  
FAX 214 380 4758

**ORIGIN**TECHNOLOGY  
IN BUSINESS

April 14, 1994

Russell A. Gullotti  
President Americas Area  
Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, NH 03054-9501

**RE: Digital/SAP/Origin Partnership Opportunity**

Dear Russell:

Origin Technology in Business/Dallas, Inc. and SAP America have approached Digital Dallas with an opportunity to partner with them from June 1, 1994 through November 17, 1994 to provide consultant and SAP Partner training.

This training session will be targeted toward the "Big Six" consulting firms, but may also include Digital consultants, trainers, etc.

Each training session will run for five week consecutive periods, and would be conducted exclusively on Digital hardware.

Although Digital competes in some cases with Andersen Consulting, KPMG, DNT, etc. , having been trained in a Digital facility, on Digital systems, and intensely exposed to Digital employees and environment for consecutive five week periods Digital will be offered the potential of having those consultants "selling" Digital in enterprises throughout North America.

ORIGIN TECHNOLOGY IN BUSINESS / DALLAS INC

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DALLAS, TEXAS 75248TEL 214 713 6894  
FAX 214 380 4758

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In a meeting yesterday afternoon at the "Dallas Demo Center", Alexander Ott, Director of Alliance Partners for SAP America, John Schnaithman, Account Executive for Digital Dallas, and I met with Dennis Bashore, Regional Sales Support Manager, Belinda Hernandez, Regional Marketing and Communications Manager, Michele Jackson, Demo Center Manager, to discuss the logistics and the very short time available to respond with our capability in meeting the requirements necessary to close on this endeavor.

SAP has agreed to provide the SAP R/3 software, trainers, and administrative management; Origin has agreed to provide attendees, pay catering expenses, system management assistance, and provide some hardware; and they are asking Digital for the following.

June 1 - July 1

- Days 1 - 3 Classroom (with 15 terminals or PC's ) connected to Alpha, or VMS server) to accommodate 30 attendees.
- Days 4 - 20 Three classrooms (with 5 terminals) connected as above to accommodate 10 attendees each.
- Days 21 - 25 Same as Days 1 -3.

July 11 - August 12

September 7 - October 12

October 12 - November 17

- Days 1 -3 Classroom (with 36 terminals or PC's) connected as above to accommodate 60-75 attendees.
- Days 4 - 20 Three classrooms (with 12 terminals or PC's) connected as above to accommodate 24 attendees each.
- Days 21 - 25 Same as Days 1 -3.

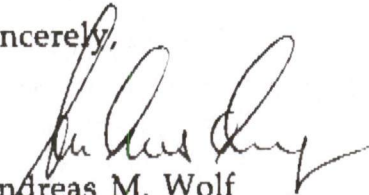


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If all parties agree to invest in our events, SAP will officially announce the "SAP Academy" in Dallas by Monday 18th to the US - R/3 market. No advertisement can replace such exposure to the market for our companies. The next steps, after a successful completion of the first training block, SAP is also offering to us to provide customer training in Dallas.

This whole concept is so unique and unusual in the SAP world that I cannot emphasize enough how important this step is for all of us. I hope this letter is informative and will find your support and approval.

Sincerely,



Andreas M. Wolf  
Chief Executive Officer

AMW:sb