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I N T E R O F F I C E M E M O R A N D U M

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Date: 03-Mar-1994 12:44pm EST  
From: RITA YAVINSKY @COP  
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t DCO

TO: RUSS GULLOTTI @MKO ( GULLOTTI AT A1 at SOLVIT at MKO )

CC: RITA YAVINSKY @COP  
CC: BOBBY CHOONAVALA @AKO  
CC: BOB TASSONE @SEO

Subject: RE: VIETNAM

Russ

*Resend data Yavinsky  
cc Dist  
Tom Colatasti  
Yes, call  
Armand Nucci  
please.  
206-635-0966  
Let me know  
what happens.  
Thank you.*

My involvement in All Vietnam Consulting (AVC) stems from a visit I made to Hanoi in early December where I met with a number of Vietnam's Government officials. Digital's Vietnamese Team had signed a number of MOU's agreeing to work with various ministries, particularly the Ministry of Science, Technology and Education, MOSTE.

Upon my return, the group that Mr. Nucci is associated with, AVC, requested a meeting in NYC with a Digital Government manager to discuss Vietnam IT strategies. They indicated they would be accompanied by a senior MOSTE minister I had met in Hanoi. Therefore, I was invited to attend that meeting.

During the course of the meeting MOSTE indicated they were establishing an alliance with Mr. Nucci's organization and requested that we agree to work with them. I agreed. We made plans for our respective country manager to meet after the holidays to work out the agreement.

However, Maureen Flanagan, our Vietnam General Manager resigned in late January. AVC was then apparantly unable to make contact.

Mr. Nucci called Tom Colatasti to indicate that he was having difficulty engaging Digital in Vietnam. Tom asked me to call Mr. Nucci and see if I could reconnect him to our Vietnamese team. I did so and committed to provide the phone and fax number for our team in Vietnam. I have called him several times to convey that information to him, but he has been on travel.

I have also called our Hong Kong office and insured that they make contact with Mr. Nucci and alerted them to a possible Vietnam visit by Mr. Nucci in mid March. Finally, I have insured that our Vietnamese team has the information needed to locate the AVC General Manager in Hanoi.

At this point, we are waiting for Mr. Nucci, or his designee, to return our call. Digital's Vietnamese team is try to locate the AVC General Manager. Is there anything that I can do to follow up on Mr. Nucci's call to you?

Rita

***AVC***

**Armand L. Nucci**  
Executive Vice President

***ALL VIETNAM CONSULTING***

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General Peasant Association of Vietnam  
 Huu Nghi Production Trading Import & Export Company  
 (VINANIMEX)

GENERAL PEASANT ASSOCIATION OF VIETNAM  
 HUU NGHI PRODUCTION TRADING IMPORT & EXPORT COMPANY  
 (VINANIMEX)

1 December 1993

Mr. Kenneth H. Olsen  
 President  
 Digital Equipment Corporation  
 146 Main Street  
 Maynard, MA 01754-2571

**DO TA GON**  
 GENERAL DIRECTOR

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Dear Mr. Olsen:

On behalf of VINANIMEX and the General Peasant Association of Vietnam, I would like to inform DEC that I have reached an agreement with Technical Development and Trade (TD&T) and All Vietnam Consulting (AVC) to act as our advisers in our preparation to create an extensive computer network system for our organization throughout Vietnam.

The General Peasant Association of Vietnam is comprised of sixty million members in fifty-three provinces throughout Vietnam. VINANIMEX has been created as the sole company to represent the General Peasant Association of Vietnam in all of their business endeavors.

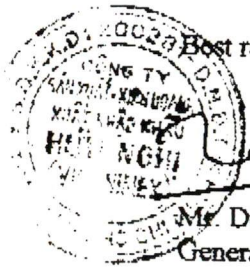
The current strategic policy line of Vietnam is to develop a management system for all of the rural areas of Vietnam. This necessary management system will require the implementation of an extensive computer network system to link all sectors and all Provinces. VINANIMEX has just obtained the necessary approval in the last month from the Prime Minister of Vietnam to begin the development of such a system. The General Peasant Association of Vietnam is by far the largest organization in Vietnam (entire population of the country is 72 million). Therefore this network system will be by far the largest system for the country and will set an example for all other organizations which will require a network system.

I would like to invite DEC to become an integral member of this rural development strategic plan of Vietnam. Through the teamwork of VINANIMEX, TD&T and AVC, DEC will be given the opportunity to penetrate not only the largest sector but also the most strategic sector of all of Vietnam. Along with TD&T and AVC, I welcome DEC's participation in such a critically important project for the development of our country.

I look forward to the opportunity to work with DEC in this endeavor.

Best regards,

TỔNG GIÁM ĐỐC



Mr. Do Ta Gon  
 General Director  
 VINANIMEX  
 General Peasant Association of Vietnam

*1 Peter Yarusky  
 Jim Delimer  
 Viet Nam  
 Jones*

*2 More upset  
 with Digital  
 re: performance  
 with "Proste"  
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*We're  
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 to this letter*

*3 Close  
 with  
 around as was  
 or another  
 MS*

Prod Segments