

UPDATE

January 25, 1980
Rockville, Maryland 305.109

ORGANIZATIONAL CHANGES ANNOUNCED

A series of organizational changes, which will become effective February 1, 1980, have been announced by Donald S. Bates. The changes are:

IN THE NATIONAL SALES DEPARTMENT . . .

- **New Section: Customer Service:**
Manager: **Margaret T. Holt**
- **Federal Sales District:**
Transferred from Industry Marketing to Headquarters Sales.
Manager: **Kenneth F. Santucci**

IN THE INTERNATIONAL MARKETING DEPARTMENT . . .

- **Industry Marketing Section:**
Transferred from National Sales Department.
Manager: **Arthur B. Sims**
- **IBM Systems Programs Section:**
Transferred from the Engineering Department.
(New) Manager: **Marvin F. Lewis**

IN THE SYSTEMS OPERATIONS DEPARTMENT . . .

- **New Section: Mark 3000 Systems:**
Manager: **Thomas C. Schuyler**
- **Network Operations Section:**
(New) Manager: **Zigmund Quastler**
- **Remote Processing Section:**
(New) Manager: **Ronald V. Rasmussen**

IN THE EMPLOYEE RELATIONS OPERATION . . .

- **New Section: Advanced Human Resources Systems and Planning:**
Manager: **Allen U. Nuss**
- **Recruitment and Placement Section:**
(New) Manager: **Nancy R. Sullivan**

HARTFORD DOES IT AGAIN

The Hartford District is rapidly becoming famous for seminars devoted to targeted industries, and went a step further in establishing its reputation last November.

The target this time: Order Service, and the capabilities of the MARK-LINK™ Terminal.

Twenty-four influential representatives from 13 companies attended the Order Service Executive Conference in the Hotel Sonesta; and five of them rapidly became major prospects.

According to Don Graves, Systems Consulting Specialist and Conference team leader, "Our major objective was to introduce the MARKLINK Terminal to selected customers and prospects, and to demonstrate our Order Service capabilities. We were successful in doing this, but now the challenge is to follow up effectively."

The conference actually began on October 31, with an informal reception and MARKLINK Terminal demonstration directed toward the banking and insurance community. Featured

Continued on page 12

STRATEGIC PLANNING FEATURED

The activities of the Strategic Planning and Development Operation are featured in this issue of *Update*, beginning on page 4.

The next *Update*, due out on February 8, will feature the first part of our two-part Systems Operations coverage. Deadline for that issue is already past, but we are accepting submissions and suggestions for the February 22 issue. Deadline is February 5.

THIRD ANNUAL CA ADMINISTRATORS SEMINAR HELD

Nineteen Custom Applications Administrators gathered at the International Training Center for the third annual CA Administrators' Seminar on December 17 and 18, 1979.

"The primary purpose of the seminar was to provide information about procedures, policies, etc., to CA Administrators, especially to the new Administrators," said Judy Malinak, Secretary to Ned Heinbach, Manager of Custom Applications. Judy coordinated the seminar and reported that, "It gave the Administrators a chance to meet each other and exchange ideas, as well as the opportunity to meet other Headquarters personnel."

Comments received by Judy about the seminar included, "... the meeting made me feel like an important part of Custom Applications", "very impressive", and "exactly what we wanted".

Many speakers were featured with topics ranging from a GEISCO overview by Jack Griffin, Acting Manager Employee Relations, NSD, to a presentation on 'Fast Fax' by Jim Doyle, Fast Fax Specialist.

FORUM

Management Workshop has become a very popular topic around GEISCO—and in FORUM. Read on:

I have not attended this [Management] Workshop. I have heard only good things about it. I know a person who came back from the "Management Workshop" as a different person. After talking to some other participants, I got the feeling that this workshop was very beneficial to each one of them. Very seldom do you get such a unanimous opinion about any training program or seminar.

Therefore, my suggestion to Tom McGinn is that this "Management Workshop" should be made available to everybody in GEISCO.

I am looking forward to attending this workshop in 1980.

Ram Sidhaye
Systems Consulting Specialist
Southeast District

Tom McGinn, Vice President and
Manager, Employee Relations Opera-

tion, responds:

I'm sorry that you have not yet had a chance to attend MW, but all we can ask is that you be patient. More than 500 GEISCO people have already participated, and we are committed to the time away from the office, and the dollars for MW, through 1981. There are 24 sessions scheduled for 1980, with 480 slots. Although registration procedures vary with the area, all MW slots are coordinated through Department or Region Employee Relations Managers. In some cases, where Managers have requested it, we are attempting to get entire groups of people in the same sections/areas through the workshop, so that the principles can be reinforced through a given area. Since you sent copies of your Forum letter to your manager and your ERM, you have already indicated your interest, and, if possible, will be scheduled to attend. We can't, of course, make any immediate promises.

I, too, have gotten only good feedback on MW—and that's why we've made the commitment to send as many GEISCO people as possible through. Others who have not yet attended MW, and are interested, should let their managers and/or ERMS know as soon as possible.

SPECIAL NOTE: Forum has received several more letters regarding the United Way. While we believe that most of the comments have already been covered, we do want our other correspondents to know that certain specific problems raised in those letters are being investigated.



CA Administrators actively participate in a Seminar at the International Training Center. Pictured in the first row from left to right are Sharon Davis and Alicia Nimphius. Second row, left to right: Trill Ewing and Judy Malinak, coordinator. Other participants are: Adrienne Byer, Sharon Carroll, Winnie Elam, Sally Friedmann, Ericka Grant, Pat Hawthorne, Sandra Krcilek, Peggy LaRocca, Jeannett Martin, Norma McMillan, Jeanne Morrison, Monica Obuchowski, Carol Shofner, Pat Sluder, Dalyn SooHoo, Linda Ward, and Linda Wesley.

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GENERAL  ELECTRIC

DOCUMENTATION

Being published this month is a new January 1980 edition of one of GEISCO's popular indexes, the **Network Software Services (NSS) Program Index** (6104.03E). It describes several hundred software systems, programs, and routines, developed and marketed by MARK III[®] Service users themselves. The booklet is divided into dozens of business, data processing, engineering, and technical categories. For each system or program, a description, plus complete references to NSS author company marketing and technical contracts, is given. This revision introduces fifteen new NSS author companies and their products, adds over 100 new programs (concentrated in Business & Finance and Petroleum Industry sections), and incorporates a new section on the marine industry, designed to assist shipping industry management in monitoring, planning, and scheduling of ships and personnel.

The three major FORTRAN 77 documents have been revised; all incorporate readers' comments and new topics to aid users. The **FORTRAN 77** reference manual (3106.01C) incorporates a complete sample program plus a section on "helpful hints" to point to ways of increasing a program's run-time efficiency. Tables of functions and character codes have been added to the **FORTRAN 77 System Routines** reference manual (3701.01C) to make it more self-contained. The **FORSE***** (**Formatting & Sequencing**) user's guide (3101.04) has been discontinued. For convenience of FORTRAN 77 users, it is being combined in its entirety as a section in the **System Routines** manual. And the **Loading and Overlaying** reference manual (3106.03B) will have added corrections, illustration revisions, and character codes; it is being revised, and should be available in early February.

The ADM System is being introduced to replace the Administrative User System. ADM has been designed to provide more effective administrative control of data processing functions. The new **ADM System** user's guide

NSS INDEX, F77, ADM, GCOS AMONG BOOKS PUBLISHED

(3502.09B) explains the jargon involved, tells how to do common requests like validating users, emphasizes security and invoicing practices, has a special section for international users, explains project activity reporting, provides details about converting to ADM, and contains a reference section.

The **GCOS Background Service User's Guide** (2000.01E) has been revised. All examples have been rerun under the latest version of the software (Honeywell level 4/J), "3b" and "\$\$" reports illustrated and described, four new sections (on foreign tape conversion, interface errors, file concatenation, and library maintenance utilities) added, and COBOL-74 and UTL2 summarized.

A new printing (not a revision) of the **TABOL III Reference Manual** is available. It incorporates numerous but small corrections. For holders of the original printing, there is a **TABOL III supplement** (5112.01A-1) that lists the corrections. Users can also obtain updated information by listing **TB3INFO*****.

Two new summaries have been added to GEISCO's series of pocket-sized references. Two others have been updated. All bear January dates. New are those about **DMS II** (5610.51), and **BASIC II** (3200.15). Revised were ones on **System and Editing Commands** (3501.02H) and **FORTRAN 77** (3106.17B). Still available are others in the series on **BASIC** (3200.02E), **FAL II** (5103.24C),

DMS II (5610.28A), **Statsystem II** (5707.14A), and **RMS** (3710.07B).

Here are the latest versions of other popular references:

- **Course Quarterly** (4000.01S), January-March, 1980, edition. It describes dozens of GEISCO and NSS author training courses for customers and lists details of first-quarter classes scheduled.
- **Instructor's Guide to Course Materials** (4001.10P). It provides internal GEISCO information for those teaching the classes listed in the **Course Quarterly**.
- **Feature profile Index** (304.13C), January revision. It indexes over 50 "profiles" of MARK III Service offerings and features. Nearly a dozen profiles have been added since the last issue.
- **The Publications Price List** (402.01V), effective January 5. It gives general information about GEISCO technical documentation, lists documents, shows revision letters, gives U.S. prices, and goes into detail about the many documents that support GCOS Background and MARK 3000SM Service users may request free.
- **International Access Directory** (1401.01AC), January edition. It lists computer access numbers, customer service information, and for the first time, gives complete addresses and telephone numbers for all U.S. and foreign sales offices.

