

Meeting on 7000X

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Kennedy's office

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What started study?

What about gap between 7090 & Cadet?

Shade: another soln. - reduced SIGMA itself

Cube Law

7090 + SIGMA

S	S/S	X	7090
60	37	22	5
7.8	6.1	4.7	2.2
\$214	\$124	\$99	\$73
12.0	7.4	4.4	1
(3.5)	(2.7)	(2.1)	(1)

Questions of 2 boxes ... - 4 - 6 ...

if 7090 → 73

7000X → 99 would be knocked away

?

Cost of Transition / cost of development

what was assumed

2x the ratio may be other way around.

Conclusion: powerful argument for small sigma.

7070 argument was that customers are sensitive to systems' cost.

Question: 2090 multiple shifts, 1, 2, 3, 4

question: prog. compatibility

→ RTA - machine, competition.

7090 on up? - no.

programming - sophistication 40% } sophisticated codes,  
80% of prog } spread over hundreds  
60% of run } of people.

perhaps 7000x replacement of 7090 same price??

LARC --- probably dead.

7000x would spoil 7000S market.

S may be \$300 instead of \$214

→ Prod. Definition shall be written... etc

question: anything which replaces  $\Sigma$  would be disastrous because of our investment.

Suggestion: - have series of adv. level. programs going -  
 "on shelf" - can be pulled off for demand  
 eg. mesa tra. - ergonomics.

7090 should be end of line? - we would like it to be but  
 haven't admitted it.

contrast - Translation - prog. compatibility.

→ Prices are important - may change the results considerably.

- (what it does to mkt structure is imp. point)

Signs

22	\$ 248 K
9	\$ 300 K
3	\$ 400 K

sample	Z	stopped	X
	300	180	140

{ Appl. Areas  
 example - competitive economic data

suggested  
 →

	<u>Mkt Forecast</u>	
ask	100	} + impact on 7090 7000B
for	125	
	150	

X smaller than Z  
 X as extended to orgo.  
 X is commercial

→ send copy of Buchholz rept to Komay & Shaden  
 (work \$5M to solve transition) \$2M cost to production