

# Mini News

## News For The Employees of Data General

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August 31, 1987

### **Benefits Brief**

In this issue of Mini News, you will find an insert describing Data General's National Merit Scholarship Program. This insert, entitled Benefits Brief, is the second in series of monthly articles detailing Data General's various benefits programs, or other benefits issues of particular importance to employees. These inserts will appear regularly in Mini News, and may be saved for future reference.

## **Field Reorganization Completed**

Data General has completed a reorganization of its field operations which will improve communications and decision-making within the North American Sales Division (NASD) and U.S. Field Engineering (USFE) and help the company to better address its customers' needs. Data General's four Area field offices have been consolidated into two operations, Eastern and Western.

### ***NASD Operations***

Besides the Eastern and Western Operations, NASD includes a Sales and Systems Engineering office dedicated to U.S. government customers in Washington, D.C., while sales to Canadian customers are directed by Data General-Canada.

Bob Tway has been appointed director for the Eastern Operations, based in Atlanta. He will oversee Regional Sales and Systems Engineering offices in Westboro, New York City, Philadelphia, Washington, D.C., Atlanta and Pittsburgh.

Brian Mellen has been appointed Western Operations director, based in Manhattan Beach. Brian will be responsible for Sales and Systems Engineering activities taking place at Regional offices in Dallas, Chicago, Minneapolis, Manhattan Beach and San Francisco.

Sales and Systems Engineering support for federal government customers in the Washington, D.C. area

will be handled from McLean, Virginia. Director Bob Nierman will be responsible for major federal government sales opportunities in the Eastern and Western Sales Operations as well as the Federal Sales Region, based in McLean.

Mike Toohey continues to serve as general manager for Data General's Canadian subsidiary, based in Mississauga. Mike's responsibilities include Sales, Systems Engineering, Marketing, Field Engineering, Software Support and Human Resources.

Bob, Brian, Bob and Mike report to Frank Keane, NASD vice president. Also reporting to Frank are: Tom Hopkins, director of North American Systems Engineering; Stan Driban, director of Contract Negotiations; and Ed McManus, director of Customer Support.

### ***USFE Operations***

Within Field Engineering, Jim Foxworthy has been appointed director for Eastern Operations, based in Atlanta. Jim will be responsible for Regional offices in Westboro, New York City, Washington, D.C., Pittsburgh and two offices in Atlanta.

Jim Wilson has been named director for Western Operations, based in Manhattan Beach. He will be responsible for Regional offices in Dallas, Chicago, Minneapolis, Denver, Manhattan Beach and Sunnyvale.

Both report to Bill Bentley, USFE vice president. Also reporting to Bill are Tom Rizk, director of the Customer Support Center in Atlanta, and Jim Considine, manager of U.S. Field Engineering Support.

## **New Member Added To ECLIPSE MV / Family**

Data General has introduced the ECLIPSE MV/1400 DC computer, bringing the power of 32-bit computing to as few as two users at a price of under \$9,995. This includes the central processing unit, 4MB of main memory, office packaging, a 38-MB Winchester disk, and a floppy diskette.

The new system, packaged in a compact under-the-desk unit, is geared toward customers in distributed

data processing, departmental office automation and small business environments.

The company also has made enhancements to the ECLIPSE MV/2000 DC computer and DS/7500 graphic workstation that double the base memory of the systems to four MB from two MB. The new system boards on the ECLIPSE MV/1400 DC, the DS/7500 and ECLIPSE MV/2000 DC computers now use 1 megabit DRAMS for the first time ever on Data General low-end products.

"For many of our customers, the system represents a logical migration path from our 16-bit DESKTOP GENERATION multi-user systems to the entry level of our powerful, more fully featured 32-bit product line," says Dave Lyons, Group Marketing vice president. Dave adds that "Due to the ease in upgradeability of the ECLIPSE MV/1400 DC from the DESKTOP GENERATION product line, its higher level of system performance, and a variety of operating system right-to-use licenses to choose from, this product represents an especially significant announcement for Data General resellers."

### **Happy Customers**

The new system has been installed at two customer sites: Agency Datasystems, a Data General Authorized System Distributor, and Beneficial Corporation.

Agency Datasystems, a subsidiary of American Airlines' SABRE Travel Information Network, provides information services to travel agencies. Beneficial Corporation is the nation's largest independent consumer finance company.

Terrell Jones, vice president of product development for SABRE Travel Information Network, states, "Preliminary evaluation of the unit indicates that it is a fully-compatible extension of the ECLIPSE MV/Family, and the price point dramatically lowers the system entry cost for Agency Datasystems customers."

Commenting on Beneficial's success with the ECLIPSE MV/1400 DC, Robert Hantak, vice president of Information Systems for Beneficial Corporation, remarks, "The ECLIPSE MV/1400 DC offers performance and configurability at a compelling price. While the ECLIPSE MV/2000 DC will continue to be our principal system for branch automation, the ECLIPSE MV/1400 DC system extends cost-effectiveness to our smaller offices. Beneficial will now be able to support the same application software for even our smaller branches with the same cost per user as the larger branches. On that basis, the ECLIPSE MV/1400 DC will become part of our plan to control administrative costs and enhance productivity throughout our 1100 offices in the U.S., U.K. and Canada."

## **Network General, Data General Sign Development Agreement**

Network General Corporation of Sunnyvale, California, and Data General will develop a StarLAN version of

its Sniffer Protocol Analyzer for Data General. Sniffer will then be licensed to Data General for use as a network analysis and diagnostic tool.

Sniffer is a data collecting, recording and analysis tool as well as a real-time system performance monitor of Ethernet, Token-Ring, ARCnet and now StarLAN local area networks.

Under the terms of the agreement, Network General and Data General will cooperate to extend the protocol interpreters to support Data General's recently-announced Data General/Personal Computer Integration (DG/PC\*I) communications platform for both StarLAN and Ethernet environments. DG/PC\*I links personal computers with more powerful departmental systems using industry-standard local-area network choices, industry-standard distributed operating systems and data communications services.

Data General will use Sniffer primarily for service applications. These applications help customers plan, design, install and maintain their integrated multi-vendor computer network. Data General will use versions of Sniffer on both DASHER workstations and DATA GENERAL/One portable computers, as well as a battery-powered option for StarLAN.

## **Data General Demonstrates Expert Systems**

Data General recently participated in the American Association for Artificial Intelligence (AAAI) trade show in Seattle, demonstrating expert systems.

Data General demonstrated products resulting from the company's development and marketing agreement with Gold Hill Computers. This relationship makes available the only network-based expert system running on a personal computer linked to a minicomputer.

The product developed by Gold Hill Computers is GoldWorks, an expert system development and delivery tool. This tool, which runs on a DASHER/286 workstation, accesses an ECLIPSE MV system through Data General's DG/PC\*I networking product and Gold Hill's Golden Connection. This unique combination allows knowledge-based expert systems to access corporate databases.

One of the demonstrations was an application developed by Maureen Immes and Maurine Hennings of the Information Management Group (IMG), Roger Banks and Bill Lahti from RTP and Yehudah Freundlich and Steve Petrofsky from the Artificial Intelligence Marketing group. This expert system, a Transfer Pricing module, allows a finance department to easily and accurately update its pricing policy for products.

According to Pete Doonan, a manager within IMG, "The combination of GoldWorks and DG/PC\*I provides a powerful set of tools to bring the technologies associated with artificial intelligence into the hands of MIS professionals to solve real business concerns."

## Data General Presents "Picture Of Health"



*"The Picture Of Health" was the theme of the Data General exhibit (shown above) at the American Hospital Association annual convention, which was held recently in Georgia. Data General illustrated its leadership in hospital technology by demonstrating for the first time its specialized hospital bedside terminal created exclusively for the health-care industry. Data General also introduced a new presentation called "CEO In Healthcare," which features the way CEO comprehensive electronic office software is used in hospitals. To highlight the exhibit, Health Data Sciences (HDS) demonstrated the hospital bedside terminal developed by Data General for use with the HDS ULTICARE software. ULTICARE is an innovative bedside-based hospital information system which improves the quality of patient care and shortens hospital stays. The system saves a nurse one to two hours of clerical work each day.*

## Consulting Can Aid Sales

Often times, the sale of a "pilot" computer system is viewed as an end in and of itself. Sales representatives and systems engineers work closely with the customer, install the system, train the users and then stand ready to meet the customer's additional computing needs.

A full range of tools available through the Systems Engineering organization can help Data General acquire additional business and strengthen customer confidence in the company and its products.

One of those tools is the Systems Engineering Consulting service, available to help customers understand how to operate their new Data General hardware and software products so that their businesses operate more effectively. Through the program, systems engineers can assist customers with everything from implementing a CEO comprehensive electronic office software system to installing communication products such as XODIAC and SNA. In addition, systems engineers support customers with previously-installed systems with a full range of consulting services covering everything from RDOS software to the latest AOS/VS performance 'tuning.'

The advantages of Systems Engineering Consulting services recently came into play at Triangle Industries, the world's largest packaging company. The firm recently purchased ECLIPSE MV/2000 computers with CEO software, and CEO Connection, in order to link the ECLIPSE MV/Family systems to its installed personal computers, and DG/GATE which provides access to the Lexis/Nexis information databases. Triangle Industries purchased the system because of its state-of-the-art hardware technology, the integration of the office automation software and its ease-of-use.

Triangle Industries had the first system installed in its legal department so that it could:

- Streamline the word processing procedures currently being run on PCs;
- Provide a real-time messaging system for its legal staff; and
- Institute centralized calendar, reminder, and things-to-do operations to ensure departmental cohesiveness.

When the system was installed in November 1986, Systems Engineering Branch Manager Mark Novick and Senior Systems Engineer Bryan Boyle of Wayne, New Jersey, helped map out a support plan so that employees at Triangle Industries could learn how to operate the system and take full advantage of the CEO and CEO Connection software.

Educational Services group provided one week of training for those employees who would be using the system in order to familiarize them with the equipment.

In addition, Triangle Industries had already been using a large number of third-party equipment such as printers, modems and PC clones. As part of Systems Engineering's Consulting services, Bryan helped Triangle Industries develop ways to "talk" to the third-party equipment. He also created additional training for the users as they became more familiar with CEO, and participated in numerous acceptance tests of third-party peripherals to ensure they were compatible with the ECLIPSE MV/2000 computer. This compatibility would add to the overall utility of the system.

Bill McVeigh, Technical Services director at Triangle Industries, says, "We don't have the internal resources to do everything we would like. Data General provides that added level of competence that allows us to move freely within the technology knowing that we have a real source of help and ideas to use in future planning, with support for the current operation."

Because of Systems Engineering's role, employees using the ECLIPSE MV/2000 computer knew that there was someone who could answer their questions and concerns. Bill comments that, "On the whole, the system has been well-received by the legal department. It has made a demonstrable effect on the efficiency of the operation, and the users are quite pleased with CEO."

## Data General Team Tyrrell Unbeatable



*Data General Team Tyrrell has mounted an unbeatable lead in the Colin Chapman Cup for Constructors of cars with normally-aspirated engines. The team currently holds 102 points, thanks to the strong finishes of drivers Jonathan Palmer and Philippe Streiff. Their combined point total cannot be matched by any other teams during the remainder of the 1987 Formula 1 Grand Prix racing season. Next year, Formula 1 cars entered in Grand Prix races will not be allowed to employ turbo-charged engines. Data General Team Tyrrell went with normally-aspirated engines this year so that it would have a year of experience "under its belt" before the change is enforced next year. At the same time, Jonathan and Philippe are battling it out for the Jim Clark Cup. The cup is awarded to the driver of the car powered by a normally-aspirated engine who compiles the highest finishing times throughout the Grand Prix season. With six races left, Jonathan leads Philippe by 12 points.*

## Richstone Named Acting Treasurer

**Ellen Richstone** has been named acting treasurer, reporting to Ron Skates, senior vice president for Finance and Administration. Ellen assumes responsibility for the Customer Finance area, in addition to her current responsibilities for the Stock, Cash Management, Corporate Finance and Investments, International Finance and Transfer Pricing, Trade Finance, Customs and Foreign Exchange departments. Ellen will have the fiduciary and signing authorities commensurate to the treasurer's position.

The Tax and Risk Management groups temporarily will report to Ron until a treasurer is named.

Ellen has been with Data General for six years. She was most recently assistant treasurer, a position she has held since April 1985. Prior to that, she was director of International Treasury and manager of the same group.

Ellen received a bachelor's degree from Scripps College in California, master's degrees in international business law and international affairs from the Fletcher School of Law and Diplomacy, and an advanced professional certificate in finance from New York University's Graduate School of Business Administration. In addition, Ellen has attended Cornell University's Executive Development Program.

## Data General Introduces Powerful Tool For CEO Integration

Data General has introduced COBOL/SMART software to provide COBOL programmers and users easy access to the CEO comprehensive electronic office software environment. Supported on the ECLIPSE MV/Family of computer systems, COBOL/SMART (Screen Management At RunTime for COBOL programs), is targeted at AOS/VS COBOL installations that need to integrate their applications with CEO software.

"With COBOL/SMART, Data General is reinforcing its commitment to business automation solutions," says Ed Connor, director of the Software Products and Services Division. "COBOL/SMART represents a superior tool for COBOL application developers, programmers, and users who want to take advantage of CEO functionality to enhance their office productivity."

COBOL/SMART features quick CEO integration for existing AOS/VS COBOL programs. Simple to use, COBOL/SMART uses standard screen commands. It does not require modifications to existing applications, significant reprogramming or major code modifications.

This software gives users access to CEO electronic mail, calendar, calculator, and word processing functions. Users can also alternate easily between COBOL applications and CEO.

## Nippon•Data General Wins Big In Japan

The 4,000 students enrolled at the Utsunomiya University in Japan now have greater access to information needed for research and classwork, thanks to the school's recent purchase of more than \$2 million of Data General equipment.

Before the purchase, the university's computer center supported a small number of students. Recently, however, the university began looking for means to increase information access to a greater number of people.

Enter Nippon•Data General. The company faced stiff competition from IBM, NEC, Hitachi, and Digital Equipment. After the second proposal and a demonstration, the competition to upgrade the school's computer center was narrowed to IBM, Hitachi and Nippon•Data General. In a demonstration, Nippon•Data General emphasized that the company could integrate the school's

existing personal computers in a CEO comprehensive electronic office software system. At the same time, Nippon•Data General proposed the construction of an inter-campus network system. The school was so impressed with what it saw and heard that it bought the system from Nippon•Data General.

According to Howard Glassman, Marketing Support manager within the Japanese Business Development (JBD) group in Westboro, this sale stresses Data General's commitment to personal computer integration, networking and price/performance. Two ECLIPSE MV/20000 computers now comprise the heart of the school's new central data processing computer system, along with dedicated high-speed gateway servers and multiple communications servers. The gateway servers act as a link between the two local-area networks being used to connect computers at the university's two campuses.

Through the implementation of this system, the Utsunomiya University's computer center is now a true information processing center. The center can accommodate more users than ever before on the central system and can integrate personal computer users to the internal network.

"The Nippon•Data General agreement with Utsunomiya University highlights Data General's emphasis on CEO network integration, software solutions, and price/performance," Howard says. "The equipment and support involved in this project should serve the university's educational and informational needs for a long time to come."

## Benefits

### Savings And Investment Plan Update

Whether you are currently participating in the Savings and Investment Plan, or planning to enroll on October 1, you should be aware of upcoming plan deadlines.

#### *Plan Eligibility*

If you will have completed 90 days of employment before October 1, you will be eligible to join the Savings and Investment program effective October 1.

A packet of descriptive material will be mailed to the homes of eligible employees by the first week of September. If you qualify as a recent new hire and do not receive this information, contact your Benefits administrator or Human Resources representative.

After reading the information, simply complete the enrollment form and submit it to your Benefits or Human Resources representative. If you decide not to contribute to the program at this time, you will be able to enroll at the start of the next quarter in January.

#### *Fund Transfers*

Participants in the Savings and Investment Plan can transfer all, or part, of their account balance from any investment fund(s) to any other investment fund(s) at the start of any calendar quarter. However, a transfer cannot be made more than once every six months (every other quarter).

If you would like to transfer funds for the calendar quarter beginning October 1, you must complete the Fund Transfer portion of the Savings and Investment Enrollment/Change form and return it to the Benefits department in Westboro no later than Friday, September 18. All transfers will become effective October 1.

The transfer of funds will not affect your future contributions. If your intention is to have all contributions after October 1 directed to a different fund or funds you must also complete the Investment Election portion of the form.

Enrollment/Change forms are available from your Human Resources representative, local Benefits department or the corporate Benefits department in Westboro.

#### *Enrollment And Change Deadlines*

**Friday, September 18**, is the deadline for submitting all new enrollments and quarterly contribution changes to the Savings and Investment Plan. The enrollment forms (used for new enrollments, changes and fund transfers) must be returned to your local Benefits department by Friday, September 18, for enrollments/changes effective October 1.

#### *Ceasing Contributions*

As a reminder, you may cease making contributions to the Savings and Investment plan (through payroll deduction) and become a non-contributing participant at any time during the quarter by submitting an enrollment form accordingly. You may start contributing again effective the beginning of any given quarter by completing the enrollment form as indicated. Non-contributing participants may still utilize the loan, hardship, and age 59 1/2 withdrawal provisions of the plan as long as participants meet all necessary requirements. For instance, in order to take out a loan you must have a minimum balance of \$500 in your Savings and Investment account, whether or not you are still contributing.

#### *Reminder: Loan Deadlines*

Loan applications must be received by the last day of the month to be processed and for a check to be issued by the third week of the following month. For example, if you wish to take out a loan and receive the money by the end of October, you must submit the Loan Application and the Security and Disclosure form by September 30.

# People

## In Area 2

The following Sales and Systems Engineering employees recently joined Data General within Area 2:

Gene Cooper	Sr. Sales Rep. - New Orleans
Maggie Kinnaird	Sr. Sales Rep. - Dallas
Brad Thompson	MST/Sales - Houston
Anthony Rodefer	Sr. Systems Engineer - Nashville
Christy Hainzer	Sr. Systems Engineer - Houston
Helen Donnelly	MST/SE - Orlando
Joyce Reich	MST/SE - Richmond

The following Sales and Systems Engineering employees were recently promoted within Area 2:

Susan Crouch	Systems Engineer - Memphis
Ruth Saenz	Systems Engineer - Dallas
Nancy Meinen	Sr. Systems Engineer - Dallas
Ruth Bice	Sr. Systems Engineer - Orlando
Guy Sutton	Sr. Systems Engineer - Baltimore
Steven Carlson	Sr. Systems Engineer - Dallas

## In Area 4

David Ainsworth has joined Data General as a senior sales representative in Birmingham, Mi.

## North American Sales Division Awards

The following Sales and Systems Engineering employees were recognized for their achievements during Quarter 3:

### Sales Representatives

#### Area I

Region 1 - Peter Ickes  
Region 2  
Region 3  
Region 4 - Tom Smillie

#### Area II

Region 1 - Bob Ligon  
Region 2 - Peter McLean  
Region 3 - Greg Rooney  
Region 4 - John Raymer

#### Area III

Region 1 - Laura Pickering  
Region 2 - John Sellers  
Region 3 - George Cook

#### Area IV

Region 1 - Mike Mulica  
Region 2 - Bill Goodreau  
Region 3 - John Bonapace  
Region 4 - Lee Bonneau/  
Dana Higley

### Systems Engineers

#### Area I

Region 1 - Bill Gustafson  
Region 2 - Susie Hellman  
Region 3 - Jody Schiavo  
Region 4 - Steve Goldberg  
Area Group - Dave Baril

#### Area II

Region 1 - Tom Bradley  
Region 2 - Jay Nabors  
Region 3 - Riley Rainey/  
Valerie Bogart  
Region 4 - Paul Tannous  
Area Group - Cardell Sanders

#### Area III

Region 1 - Chuck Schroeder  
Region 2 - Michelle Sullivan  
Region 3 - Ken Kaplan

#### Area IV

Region 1  
Region 2 - Pamela Felts  
Region 3 - John Thayer  
Region 4 - Rich Bingham

### Sales Representatives

#### Federal Systems Division

Eastern: Aileen Black/  
Maureen Feltman  
Central: Don Bowen  
Western: Paul Fuelling

#### Canada

Eastern:  
Central: John Forsyth  
Western: Dave Lepa

#### Branch Sales Managers

Area 1 - Bob Race  
Area 2 - Terry Bagnell  
Area 3 - Gary Pottenger  
Area 4 - John Anderson  
Federal - Jeff Corry  
Canada - Erwin Kantweg

#### NASD Regional Sales Manager:

#### NASD Regional Systems Manager:

### Systems Engineers

Mark Iacoviello  
Alan Cunningham  
Mike Reynolds  
Area Group: Elizabeth Nigro

Martine Gagnon  
Barry Gane

#### Branch Systems Engineering Managers

Area 1 - Bob Shea  
Area 2 - Marty Robins  
Area 3 - Don Long  
Area 4 - Dennis Zietz  
Federal -  
Canada -

Al Ormiston

Area 1 - Region 1

Tom Swysgood

Area 4 - Region 2

# Benefits Brief

## Scholarships Available To Employees' Children

This second in a series of monthly Benefits Briefs looks at the Data General National Merit Scholarship program, which was established in 1979 for the children of Data General employees. The annual awards are made by National Merit Scholarship Corporation (NMSC), an independent, nonprofit organization which identifies and honors academically talented high school students and aids as many as possible in obtaining a college education. NMSC handles the selection of the ten annual Data General National Merit Scholarship winners and the administration of their awards. Since the program's establishment, 72 Data General Scholarships have been awarded to the children of Data General employees.

### Who Is Eligible To Participate In The Program?

High school students who will be completing or leaving secondary school and entering college, who are U.S. citizens, and who are sons or daughters of full-time Data General employees are eligible to compete for these scholarships. Participation requirements established by NMSC for entering the competition are explained in the 1987 *PSAT/NMSQT Student Bulletin*, which is to be distributed to students through their schools prior to the qualifying test administration.



### ***How Do Students Enter The Data General Scholarship Program?***

To enter the competition for the Data General National Merit Scholarships to be awarded in the spring of 1989, students who will complete high school and enter college in 1989 should make arrangements with their high school guidance counselors ***immediately after the beginning of the 1987-88 school year to take the PSAT/NMSQT.*** The test will be given only on October 17 or October 20, 1987, whichever date the school has selected for the test administration. The PSAT/NMSQT measures verbal and mathematical reasoning abilities important in college work and requires one hour and 40 minutes testing time. The fee for the 1987 PSAT/NMSQT is \$5.25 per student and will be collected by the high school.

Students who are completing grades 9 through 12 in the usual four years must be 11th graders (juniors) when they take the PSAT/NMSQT. Students who accelerate the high school program to enter college early should refer to the 1987 ***PSAT/NMSQT Student Bulletin,*** which explains in detail when students should take the test.

### ***How Are The Winners Selected?***

All 1989 Data General National Merit Scholarship winners will be chosen by NMSC from among employees' children who are qualified candidates. Any child of a Data General employee who will be completing high school and entering college in 1989 should submit an entry form directly to the company in addition to taking the 1987 PSAT/NMSQT. A 1989 entry form may be obtained by request from the Corporate Benefits department or local Human Resources department on or after October 1, 1987. These forms should be completed and returned to the Corporate Benefits department by December 1, 1987.

A group of candidates who score high on the PSAT/NMSQT will be notified in December 1988 that they may receive further consideration for a scholarship by meeting certain standard requirements set by NMSC. These students and their high school principals complete applications that include biographical and academic information that must be filed with NMSC. Scholarship winners will be selected on a competitive basis and without regard to family financial circumstances. An impartial NMSC committee of professionals trained in selection will choose the winners by evaluating each eligible student's academic record throughout high school, qualities of leadership and extracurricular accomplishments, test scores, the school's recommendation of the candidate, and the student's self-description of interests and goals. In most cases, winners will be notified in March 1989, prior to any public announcement that may be made.

### ***What Is The Amount Of The Award?***

The stipend of each Data General National Merit Scholarship is determined individually by NMSC and can range from \$500 to \$2,000 per year for up to four years of college undergraduate study or until baccalaureate degree requirements are completed, whichever occurs first. The amount of the stipend takes into account both educational costs of the college to be attended and family financial circumstances. NMSC may increase or decrease the winner's annual stipend, within the minimum and maximum limits set for the scholarship, after considering other scholarship aid, a college transfer, and/or significant changes in family finances.

### ***What Are The Obligations And Responsibilities Of The Winners?***

The formal scholarship offer sent to winners by NMSC specifies terms for acceptance and continuation of the award. The Data General National Merit Scholarship winner is completely responsible for making arrangements and fulfilling all requirements for admission to a college or university in the U.S. that holds accredited status with a regional accrediting commission on higher education. The winner must enter college in the fall term following selection and must enroll as a full-time undergraduate student attending college during the day; the recipient must remain in good academic standing and pursue a course of study leading to one of the traditional baccalaureate degrees.

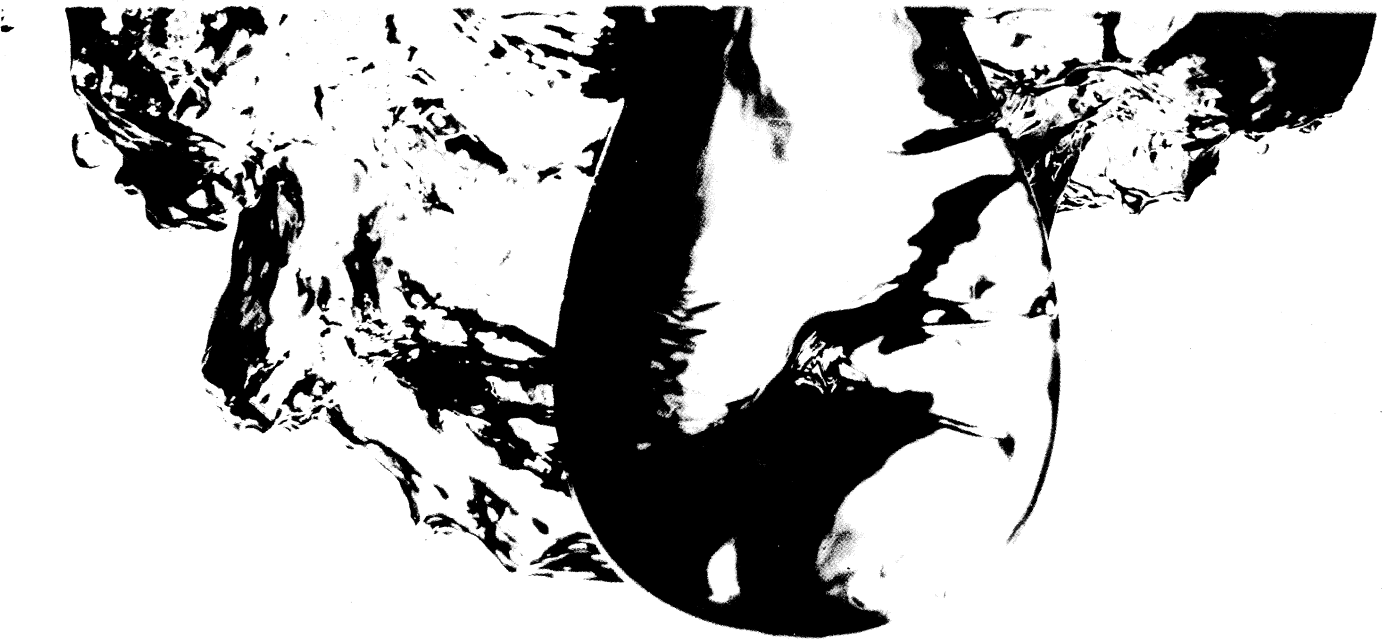
### ***Who Handles Scholarship Procedures?***

All phases of the competition, including the selection of winners and payment of scholarship stipends are handled for Data General by NMSC.

### ***Who Can Answer Any Other Questions I Might Have?***

Any questions regarding the Data General National Merit Scholarship program should be addressed to Lisa Jablonski in the Corporate Benefits department in Westboro via CEO at host system IMG003 or extension 4558.

*Mini News* is published every other week for the employees of Data General. Material may be submitted for publication to Mary Anne Been at extension 4705 or MS A235 in Westboro. Data General - An Equal Opportunity Employer.



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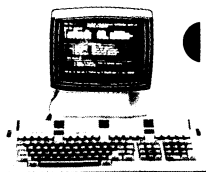
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