

THE BEAK SPEAKS



The Newsletter of the Grey Eagles, the National Association of Data General alumni.

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Wayside Inn Dinner What a refreshing change this was - a smaller group of eagles, charming Inn, excellent food, and the chance to share a meal leisurely and get to know one another. A bit different to our usual drinking/networking bashes, but enjoyed by all.

Articles/Profiles We are always looking for people/companies to write an article or be profiled in the newsletter. It's a great opportunity to get some exposure for you, your product/services, your company, and to be informative - or just downright funny. There is no proforma. Give Kim a call at (508) 358-6158, or indicate on the reply form whether you are interested, and she'll call you.

Upcoming Events Thank you to everyone who responded to the party questionnaire portion of the last newsletter, also for your email addresses, and especially your news items - they were great! There was much interest in a Boston Harbor Dinner Cruise, next in popularity was The Hasty Pudding or somewhere similar for a dinner and show, the Symphony was popular, and there was a strong inclination towards our regular large get togethers - such as those held at the Natick Officer's Club. So, keeping that in mind, here is what we plan for the upcoming year:

March: Natick Officer's Club Spring Bash - by popular demand!

July: Cruise in Boston Harbor.

October: Symphony Orchestra - those that showed an interest will be contacted on an individual basis. A mailing to all members will not occur - so be sure to call Kim or drop her a note if you'd like to join us.

December: Christmas party at the Cornucopia (excellent waterfront restaurant in Boston.)

Major Joint Networking Party in 1995 Steve Gaal, Kim and I are in the early stages of planning a major networking event in Boston next year. We will be inviting a number of other alumni organizations such as Prime, Apollo, Digital. If you can think of others or have any suggestions/requests, please let us know. More information on this will follow.

Plan a chapter party in your area All you need to do is pick a place, a date, copy some invites and Kim will send you mailing labels for eagles in your region. We'll also reimburse you for admin./mailing costs. Why should the N.E. eagles have all the fun?

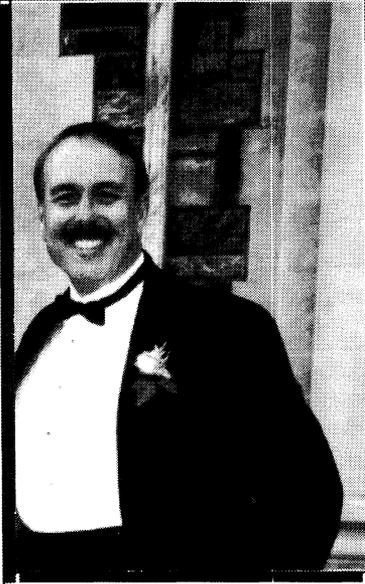
Dues Info - see page 6! E-mail Listing - at back of membership list, or add to update form pg 6.

Congratulations to Ed Zander - it was announced this week that Ed has been promoted to President of SMCC (Sun Microsystems Computer Corp). Congratulations to you Ed, from all the Eagles.

And to all of you Eagles out there - Happy New Year.

Dave Herter
National President of the Grey Eagles!





Michael Renzi
Strategic Training Concepts

TRAINING WITH A TWIST

Using his sales experience from IBM and his sales, marketing and training experience from Data General, Mike Renzi founded his company in 1987 in Framingham, MA. Believing that training would ultimately play a strategic role for many companies in reaching their service, revenue and market share goals, Mike named his company Strategic Training Concepts (STC). Today, more than ever, companies are finding the key to survival and success is the thorough and timely training of their personnel. STC has concentrated, over the years, on sales training and sales management development.

STC provides education consulting to companies, examining current training programs and making appropriate recommendations for modification and development of new approaches. STC also develops customized training - such as workshop, seminar or self-study and delivers courses for companies. Much of the training Mike conducts is to sales and sales management audiences, although he has taught marketing, finance and support personnel, as well. Whether teaching an "off-the-shelf" program such as "Power Base Selling" or "Professional Selling Skills", a customized program developed by STC, or an existing program from one of his clients, Mike receives consistent high marks for his professionalism, knowledge and enthusiasm.

Clients for which STC has consulted, developed and delivered training

include IBM, Hewlett Packard, Northern Telecom, AT&T, Sprint, Wellfleet/Bay Networks, Deloitte & Touche, Digital Equipment and, of course, Data General. Mike has traveled throughout the world working with these clients. Services performed for these companies have included projects such as designing new-hire sales training curricula, development of case-study driven workshop courses on account planning and strategic sales account management, teaching basic sales techniques and advanced selling skills.

Recently, STC was awarded the contract by Deloitte & Touche to develop a series of information systems self-study courses entitled Information Systems Concepts I, II and III. These courses will be administered to thousands of the Firm's auditors, bolstering their knowledge of technology. Dan Kerr of Deloitte & Touche said, "Mike's insight, knowledge and ability to get the job

done were major factors in the success of the ISC program."

Today Mike works and lives with his wife, Eileen, in the seaside town of Narragansett, Rhode Island. Although not too far from his beginning in Framingham, Mike says its truly another world, especially when taking walks with his dog, Buddy, along the Atlantic shores of Narragansett Beach. Mike spent 8 great years at Data General (1972-1980) as a sales engineer, product marketing specialist and founder and manager of DG's Marketing Education department. Since leaving Data General in 1980 he worked for two other companies prior to founding STC. He lists other accomplishments as having put two daughters through Boston College; Kirsten, currently attending New York Law School and Stefanie, recently married and in retail management.

IN THE NEWS

Lu Abel (DG 1987-90) has joined AMP Incorporated as corporate CAD/CAM Manager. They are located in Harrisburg, PA.

Bill and Brenda Adams (DG...) have “retired from daily participation in the industry” and are living in Homer, Alaska. Enjoy!

Barbara Babcock (DG 1976-1988) Started new position as VP Commercial Marketing at Unisys Corp, in Blue Bell, PA, December 1994. Congratulations.

Michel Castro (DG 1972-82) “Still consulting/doing market research for computer peripherals, specializing in LCD/flat panels displays. Looking forward to retirement, most likely in 1995.”

David L. Cioni (DG 1974...) has been with Integrated Micro Products since March of 1990 where he is now North American Sales VP. This UK based company had its IPO in March of '94 and is now listed on NASDAQ under market symbol IMPTY.

Don Curns (DG 1970-76) “Full Circle - after 25 years. Recently joined Alden Electronics in Westboro; a stone’s throw away from the Data General building I started in, in 1970.”

Stephen Daniel (DG 1976-83) Merged his firm, Daniel Associates, with Randolph Associates, in 1993 to form Randolph & Daniel - a full service market research and consulting firm serving High Tech clients - focus groups a speciality.

Georganne (Ganne) DeSomery (DG 1978-90) Recently joined Executive Alliance to set-up Benefits Consulting Practice. Previously Benefits Director of Bank of Boston.

Caren Kenney (DG 1984-94) “I recently started my own business - called CommSource (located in Northboro, MA) - specializing in marketing communications services. I am available for freelance and contract assignments.” Caren can be contacted at (508) 393-8979 or 393-6163.

H. Raymond Kimmens (DG1978-89) retired from EMC on April 1, 1994. Moved to a permanent home in Florida on June 1, 1994.

Elizabeth Kunze (DG 1986...) has relocated to Santiago, Chile, where she hopes to continue doing market research and analysis consulting. “If I can be of assistance to any Grey Eagles for business or fun in South America, please contact me via e-mail or fax.” (CompuServe: 72074,3375, Internet: 72074.3375@compuserve). Refer to Elizabeth's article on pages 4 and 5.

Denny Olmsted (DG1981-85) “Most recently SVP Sales & Marketing at Xylogics, a classic turnaround. Stock has gone from 2 3/4 to 40 in 4 years! I’m looking for a business to run/buy.”

Boyd Pearce (DG 1982-86) Boyd left AT&T Global Information Solutions in October to take the VP Marketing slot at Pyramid Technology in San Jose.

More News on Page 5

A Gringo's Guide to Computer Technology in Chile

Greetings from Santiago, Chile! Like most Grey Eagles, you never know where we'll pop up. As Chile is interested in joining NAFTA, I thought some of you would be interested in the status of telecommunications, high technology and the business environment in Chile.

Telecommunications

Telecommunications is the biggest business news taking place in Chile. Chile has joined the US in offering users a choice for long distance and international telephone service. However, while Chileans seem to be eagerly exploring the advantages of the multicarrier or multiportador telephone system, the new system is not without confusion or technical problems.

The most recent launching of multicarrier services, was in fact the second time. The first roll out took place 4 or 5 mths ago and was received with tremendous confusion. Users had to be educated on the use access codes in order to elect the multicarrier of choice and there may have been some significant network programming problems. As the number of outgoing calls increased, the networks became overwhelmed and service problems occurred everywhere.

The second roll out, which took place about 2 mths ago, had better success but some confusion still remains regarding the access codes. Additionally, the 6 or 7 providers of long distance and international services, which include Entel and Sprint, may be having technical problems with their billing systems. No one I know has received a monthly bill for long distance services and it's been over 30 days since the multicarrier system was re-introduced.

Local phone service in Chile is fairly good (pay phones are not, however). Yet from time to time local service failures do occur and some can last for hours. Most Chileans avoid standard phone service failures by using cellular phones, as this service is quite good in Chile. (BellSouth is one server). Cell phones are used extensively and can provide good insurance against playing "telephone tag". Telephone tag is a fact of life throughout the international world of business, but without the benefits of voice mail and/or answering machines (not widely use in Chile) T-tag takes on an added dimension here.

Installed Base: Limits to Growth

Determining the installed base for workstations and personal computers in Chile would be an interesting exercise. For one, many of the computers doing the bulk of the automated work continue to be legacy systems - mainframes and mini-computers. Banks and financial institutions lead the business community in the use of computers, yet many businesses and government agencies don't use them at all. Additionally, since the electricity that supports the computers, and the software and hardware required, tend to be expensive, the availability of computers for use in the educational system is extremely limited - even at the college or university level. Consequently, there is a shortage of computer-trained professionals to support businesses using computers.

Despite these limits, businesses are pushing to automate and upgrade systems. The Sunday paper is full of ads for computer industry professionals experienced in DB design, systems analysis, and systems admin. To help meet this demand, numerous private universities are now emphasizing programs in computer science and programming.

Internet, Electronic Bulletin Boards & Commercial Networks

Internet access is available through a few of the universities, but again telecom problems affect its constancy. Systems go down and no-one understand why simple things like e-mail don't work. Knowledge of the internet is limited, as is the notion of e-mail. Neither are the backbone of the research and high tech. community, such as the Net is in North America, but interest is growing.

There are a few electronic bulletin boards, including one sponsored by the leading business paper, *El Mercurio* - which seems to attract a great deal of interest. *El Mercurio* appears to be leading the charge in raising the general level of awareness of computing technology and advances. (A South American version of **Computerworld** is available, but it tends to contain less hard tech. news and more advertising and publicity.) Every Thursday the paper publishes an insert called *Siglo XXI* which covers a variety of innovative technologies, not limited to computers. *Siglo XXI* is also doing its share to educate and inform the general population on what the Internet is and who uses it. Should any of you be interested in reviewing *Siglo XXI*, an electronic version is available on the Internet at <http://hue-len.reuna.cl/revista/sigloxxi>. The editor is Nicolas Luco.

Computer Conferences

The only general purpose conference for computing technology in Chile is **Softel**, which takes place mid-July. The conference's scope is non-industry specific, but since Softel appears to be the only high tech. conference in Chile, it is widely attended by serious business buyers through teenage tire-kickers. (Remember - these teenagers bug their parents into buying!) Participation in the conference can be very worthwhile.

Demand for and interest in seeing new products and technologies first-hand is high in Chile, yet there are few places for prospective users to go to get a better look. Computer stores have limited inventories with little, if anything, available for hands-on sessions. Nothing close to an Egghead Software or Computer City exists where users and buyers can test drive products. But this is precisely what happens at Softel - users and prospective buyers spend hours studying and testing new product offerings. Some companies use the conference as the last test in the buying cycle to make a final decision. In fact, I know of one mining company that used the Softel conference to make the final decision over which laptop computer to purchase.

Changing Times

The business climate in Chile may be considered by some the most conservative in Latin America. However, both the new President of Chile and the mayor of Santiago are promoting aggressive programs to attract new businesses and investments to Chile. And thanks to some of the foundations laid by the former President, Augusto Pinochet, Chile now stands to enjoy some of the benefits of its painful political restructuring. Next time - **The Business Climate in Chile!**

Byline:

Elizabeth A. Kunze, based in Santiago, Chile, is a high technology analyst and market researcher specializing in automation and data visualization tools for a variety of industries and applications. She can be reached via fax at 011-562-218-3051 and via e-mail through CompuServe at 72074,3375 or >INTERNET:72074.3375@compuserve.com.

IN THE NEWS

(continued from page 3)

Ron Pipe (DG 1973-93) Pinnacle is a Lotus Business Partner focusing on improving business processes that include Sales, Customer Support, and R&D operations.

Lewis Polk, Jr. (DG 1971-79) was Department Manager Printer Development whilst at DG, then joined Wang Labs as the Mechanical Engineering Manager from 79-89. From here he went to Cytoc Corp., in the same capacity from 89-94. Lewis is presently unemployed and joined the Grey Eagles at the end of 1994. Welcome.

Tom Roebuck (DG1970-80) "I joined I-CUBE Inc. 10 months ago as part of the founding team. We secured \$3.5MM first round funding in August. We develop and market high performance Digital Cross-Connect Devices which are dynamically reprogrammable. Used in Telecom WAN, LAN and DSP applications!"

Tex (Steve) Texin (DG 1978-1982) "always on the lookout for ex-DG'ers interested in internationalizing software." Tex is the Asian Development Manager at Progress Software in Bedford, MA.

John A. Thompson (DG 1979-89) of Thompson Associates, provides Team Building, TQM, and Problem Solving Skills Training.

Michael Zuckerman (DG 1978-81) "Recently moved from Head of Sales & Marketing to VP of Development Operations, which includes manufacturing. Sales on a roll and interested "Gunners" please zap me a resume - fax 301 251-1990, or email via internet mpz@filetek.com."

