

# THE BEAK SPEAKS



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

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**New address, Telephone and Email.** Yes the Grey Eagles have entered the internet, and relocated it's office to the 'burbs. TA is out of the loop and all mail, calls, faxes and internet transmissions should go to me (Kim) at my office in Wayland. The new mailing address is P.O. Box 158, Wayland, MA 01778, Email address: kimbeaum@aol.com, Fax and Telephone: (508) 358-9552. I work on a part-time basis, so you may have to leave messages on the machine - but I will get back to you asap.

**Natick Officer's Club March '95 Networking Bash.** What a great turnout! We ended up with about 100 attendees. The Officer's Club, as always, was a great choice for this large, shoulder rubbing group. Great food and free drinks for most of the evening - oiled the way for much wheeling and dealing - oops, I mean networking...

**Dues are Due:** Your dues of \$20 for the upcoming year, September 1995 through August 1996, are owed now. If you joined later than April 1995, we will apply your dues to the following year. All existing members owe at this time. Dues pay for the costs of printing 2 newsletters a year, invitations to functions, the annual membership list, keeping the list current, postage, and administrative costs. Questions? Call Kim at (508) 358-9552.

**Hostages!** I am delighted to say that most of the membership lists that we held 'hostage' back in March, were freed shortly after, when their ransom (dues) were paid. Thank you so much - I don't have a shredding machine, and didn't fancy putting the scissors to them! For those of you in the dark - if your dues are not up-to-date, your membership list is held hostage until they're paid-up. Next list goes out in February.

**News:** Just look at the amount of news in this newsletter - and I didn't have to go looking for any of it! Thank you all so much for sending in your news items, press releases and profiles. They're great reading (and make my job considerably easier). Write your news on the update form on the back page of this newsletter, or if you require more room - type something up and send me the disk (I can read IBM or MacIntosh data, preferably in MWord 5.1). Of course if you're an AOL user you can attach it to a mail message and send it over the lines, if not AOL, you may have to save it as a text file in order to send it. Get some exposure for you, your product/services, or your company. Photos are very welcome! There is no proforma - go wild! Return your news items, articles/profiles with your update form and your dues. The next newsletter is scheduled to go out in January/February, along with the updated membership list.

**Upcoming Events:** See your invitation, enclosed, for a cruise on Boston Harbor. Join us on the Spirit of Boston for a fun filled evening that includes a sensational 3 entree gourmet buffet dinner, entertainment, music, ambience... End of September and the boat is filling-up, so be sure to sign-up now.

### **The Networking Party of the 90's to be held at the Computer Museum in March 1995.**

Keep your Monday's in March free (actual date to be decided) for the event of the year! Boston's first major networking event of it's kind. Join your fellow Grey Eagles and alumni from Prime, Apollo and Digital, for a night full of opportunities and fun. Compete against each other in our own 'Computerbowl' - be sure to brush up on your trivia! Steve and David are busily securing sponsors, and the participation of the founders. Space will be limited, so be sure to act fast when your invite arrives!

**Plan a chapter party in your area.** Ken Brandt, of San Mateo, CA, is interested in planning a local chapter function. Please contact him if you are interested - Email: ken@analytix.com; or for those who prefer more conventional methods (415) 341-3651 is his business number.

Plan your own local function - all you need to do is pick a place, a date, type up an invite and Kim will send you mailing labels for eagles in your region. She'll also reimburse you for admin/ mailing costs.

Enjoy your newsletter, and the rest of your summer! Regards, Kim

# BOSTON'S PIONEER OF MODIFIED SEARCH

Using his recruiting experience as Data General's Director of Worldwide Executive Staffing for 10 years, Angelo Buono knows what hiring managers, executives and the Human Resource department want and need in order to fill strategic openings. Believing the client should always get more than they pay for, Angelo took over as President of the Docker Group, a Boston area retained search firm, in 1991 after he left Data General. Subsequently, Buono purchased a stake in the firm and, a la Victor Kiam, "I liked the company so much, I bought it!" says Buono. The Docker Group has concentrated on filling mid and senior level management positions in marketing, sales, finance and engineering. The firm also recruits senior level technical talent in a wide variety of high technology industries nationwide.

What is Modified Search? ...As Buono tells it, modifying your search allows clients to customize their search in order to meet their truly unique recruiting needs. The Docker Group customizes each assignment to save clients unnecessary expenses and time. This modified approach lets clients choose just the level of retained recruiting services the organization needs. And, this approach allows clients to get control over search costs, timing, unnecessary expense billings and hidden charges sometimes passed along by a search firm. Modifying the search process offers significant savings to a traditional search plan and with the firm's flat fee structure, there are never any billing surprises or charges for multiples hires.

Clients for which the Docker Group and Buono has consulted include Millipore, Hughes, Granada Group Limited, Simplex Time Recorder, Waters, Digital Products, Daymarc, and of course Data General. Recently completed technology-based searches include VP of Sales, Senior Architect, Director of R&D, Sales Manager for Latin America, Director of

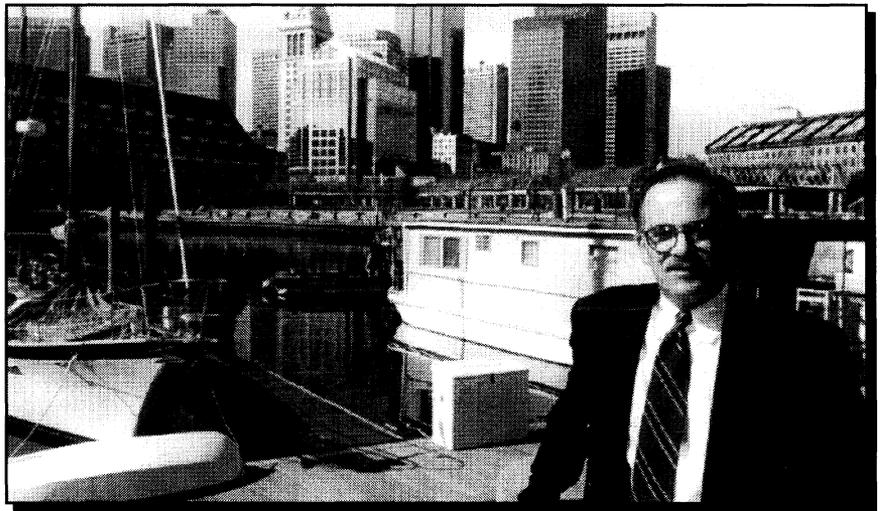
Channels Marketing, VP of Commercial Sales and VP of Software Services. Since leaving Data General, Angelo's been challenged and rewarded by helping to recruit and bring on-board dozens of talented managers and executives to clients across the country. Angelo says "it's especially stimulating to become so intimately involved with such a wide variety of dynamic and interesting clients since leaving DG."

Recently, the Docker Group was awarded a contract by Hughes Applied Information Systems in suburban Washington, D.C. to develop a series of recruiting strategies to help bring on board 100 new hires in Q4 of 1994. This challenge was spearheaded by Buono who put together the team of four on-site recruiters, the Docker Group's Internet Recruiting Specialist, a dedicated Researcher and an overall Boston-based Project Manager who also held the responsibility for recruiting the 6 most important and most critical managerial positions. By the beginning of '95 over 500 candidates had been screened, presented and interviewed... and the client had made their hiring objectives.

These days, Angelo's work schedule is consumed with search projects, client meetings, managing the firm's staff of 12 and a million dollar business... a far cry from his focused efforts on behalf of Data General. "It's a whole other world," says Angelo. At night you'll find him either on the HR speakers circuit in the Boston area or at home in Lexington with his wife, Anne (another DG alum), and seven year old twin daughters Kasey and Taylor. Extracurricular activities these days include being a "brownie dad" with the twins, working as a board member at For The Love of Life, a Massachusetts based wish granting foundation, or his beloved Lexington Minute Men where each Patriot's Day Angelo participates as an 18th Century colonist in fighting for the democratic and independent dreams of all Americans on the Lexington Green.

Angelo can be contacted at The Docker Group, Inc. (617) 367-0780, Fax (617) 367-1889, Email: dockergp@world.std.com.

*Angelo Buono - The Docker Group, Inc.*



## Welcome to our New Members 2/95- 8/95:

**Bob Andrews**, Principal - Clark, Andrews & Assoc. (503) 292-8567; **Don Baum** (508) 393-8774; **Emile Berthelette**, Sr. Network Training Spec. - Bytex (508) 366-8000; **Steve Cappelli**, VP Operations - Enterprise Computer Systems, Inc. (803) 234-7676; **Dana Crawford** (508) 898-9527; **William Cristoff** (508) 839-0421; **Tim Dalton**, Director New Prod Mfg Tech. - Concurrent Computer Corp. (508) 392-2918; **Ronald Devine** - Virginia Foods Inc. (Burger King) (703) 912-9002; **Dan Fennelly**, Sr. Acct. Exec. - Sybase (617) 564-7034; **Philip Flaherty**, Sun Microsystems (617) 259-2189; **Nancy Grissom** (617) 969-0006; **Don Harkness** (919) 644-6559; **Jim Hassey** (508) 234-4412; **Tom Kelly** (404) 705-2607; **Michael Klatman**, VP Corporate Comm's - StorageTek (303) 673-7618; **Todd Kurland** (508) 366-6091; **Randy Lambe** (919) 489-1248; **Steve Levitt**, VP Channel Sales - INSCI Corp. (516) 223-1286; **Tom Maziarz**, Mgr Repair Ops - Bay Networks (508) 436-3467; **Philip Mecagni** (joined at last function - but I have no address or phone - can anyone help?); **James Paradine** (508) 528-3172; **Margie Reed** (508) 473-9135; **James Roop**; **Laurie Ross**, Sr. Consultant - Executive Alliance (508) 481-7777 x232; **Francis Schiavone**, (508) 435-7851; **Steven Shedd**, VP & CFO - TSI Corporation (508) 478-0877; **Richard Terry**, Virginia Foods Inc. (Burger King) (703) 912-9002; **Sam Thorat** (joined at last function - but I have no address or phone - can anyone help?); **Joan Vallee** (603) 673-8494; **Linda Bessett VandeVrede**, Marketing Comm. Mgr. - Viasoft, Inc. (602) 952-0050; **Robert Vitale** (508) 842-1983; **Chandra Vora** (508) 393-2490; **Morgan Wheaton**, Prod. Mktg Mgr - Optika Imaging Systems (719) 548-9800; **Bert Wright**, Dir Networking Serv's - Alumni Consulting Group (303) 850-0073.

# In the News

**Tony Abraham** (DG 1984-1988). *"After 5 years as HR Manager at Banyan Systems, I am relocating with a new wife to Phoenix, AZ, as a result of her new job. Unknown opportunities await, but first order is to work on my golf handicap and a few months of R&R. New phone is (602) 951-8853."*

**Bob Andrews** (DG 1974-1988), now co-founder of Clark, Andrews & Associates, provides contract training and speaking services. Email: 75107,404@compuserve.com. Telephone (503) 292-8567.

**Lou Basoli** (DG1978-1992) has resurfaced from sinking Kendall Square Research at NetEdge Systems, Inc. in RTP, NC. Thus ending two years of commuting weekly to Boston. Email: lbasoli@netedge.com, telephone (919) 361-9000.

**Charles Boesenberg** (DG...) is now President and CEO at ASHTECH in Sunnyvale, CA, (408) 524-1630; Email: chuckb@ashtech.com.

**Ken Brandt** (DG1969...) *"I founded Analytix Inc. in September of 1994 to develop and market products for analyzing stock market investments. Our Hybrid Investment System newsletter is published via Internet. Free one-year Internet subscription to any Grey Eagles that send me their email address!"* Ken can be contacted by Email: ken@analytix.com; or (415) 341-3651 is his business number. Ken is also interested in planning a local chapter function - he's situated in San Mateo, so any of you party animals that are near him/interested - give him a holler.

**Richard F. Brown** (DG1983-1985) New Business Venture - ScanCenters of America. Scan documents from paper to computer media for the "less paper" office. Telephone (508) 655-8000.

**Doug Cole** (DG 1974-1980) is the Boeing Account Manager at Baan Company, Bellevue, WA. *"Baan is a Dutch company, challenging SAP & Oracle in Client/Server "ERP" application software market. Baan won the contract at Boeing Commercial Airplanes for manufacturing applications."* Doug's wife Carolyn (Loughlin) was in DG Accounting 1973-1978. Telephone: (206) 646-4896. *"I still run into other ex-Sequent Grey Eagles - Ron Candle and Andy Blackstone."*

**Peter Dyer** (DG 1976-1981) owner of Systems Consultants Inc., is selling software, communications capabilities and telephone debit cards. *"Also trying to break back into the 80's - golf score, that is."* Telephone (206) 451-2955.

**Michael Feldstein** (DG 1972-1981) *"Hope that you all will contribute to my cause - buy a "virtual Boy" 3-D video game system from Nintendo this summer. It uses the unique display technology developed by Reflection Technology - took a while, but we hit a long ball!"* Mike is at (617) 890-5905, Email: mike@reflection.com.

**Phil Flaherty** (DG 1984-1995) and **Don Fennelly** (DG 1978-1994) the Talking Propellerheads DeFacto Principals have left DG after 10 years of "corp. rock" on DG and are now available for Grey Eagle functions! Potential sponsors can reach them at (617) 259-2189 (Phil) and (617) 564-7034 (Dan). For those of you who are unfamiliar with these guys - they're (recently ex) DG'ers that for the past 10 years have been playing at National Sales Kick-Offs, performed at Lotus World, opened for the Beach Boys at Uniforum, made motivational videos for DG, and performed at DG meetings as requested. Apparently they've made quite a name for themselves, and are eager to continue on a social basis - performing at any function you might be having. The Grey Eagles hope to have them entertain us at a future event.

**Neil Ferris** (DG 1969-1989). CEO at Fluent, a Multimedia Software Company, 1989-1993. Sold to Novell mid '93. Was Senior VP for Advance Service @ Novell (Telephony, Fax, Multimedia etc.) in MA. Transferred this Division to San Jose in January of 1995. Consultant to Novell now. Looking for CEO/COO/investment in late stage start-up. Telephone (508) 481-5124.

**Lawrence Gutter** (DG1981-1983) consulted to NEC for last 1 1/2 years on MIPS RISC-based Windows NT product line. *"Looks like I may be joining the "new Digital" in their new Windows NT marketing group!"* Email: lgutter@aol.com, telephone: (508) 568-1548.

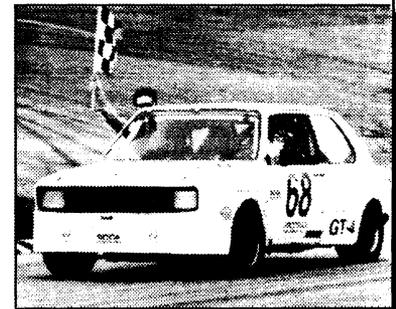
**Steve Hobbs** (DG 1979-1981) won the SCCA (Sports Car Club of America) New England Road Racing Championship for 1994 - 3rd year in a row! Competing in the GT-4 category, production cars highly modified for racing. Still heading-up employment at Biogen, Inc. in Cambridge. Telephone: (617) 679-2831.

**Randy Lambe** (DG 1977-1995) left DG this year at the 18 year mark - "Retirement"! But of course, Eagles never really retire. He's already considering what to do for a 3rd career! Randy can be contacted at (919) 489-1248. Congratulations on becoming a Grey Eagle, Randy!

**Denis Liptak** (DG 1978-1987) has a new position at Marcan Corporation in Newton, MA as the Director of Financial Services. Formerly at Digital (1987-1994). Telephone (617) 965-0220.

**Eugenie McGuire** (DG 1981-1986) is now operating a multimedia development company that provide interactive multimedia development and www page design services. "Oogie" can be reached at (619) 788-6671; desertweyr@powergrid.electriciti.com; Compuserve 70732.2475.

**Jim Matteson** (DG 1984-) joined former New York City DG associates **John Gillis** (DG 1985-1990), **Steve Levitt** (DG 1984-1991), and **George Berelson** (DG 1985-1993) as the Executive Vice President of Sales and marketing at INSCI. In addition the company relocated from White Plains, NY to a new 20,000 sq. ft. facility



*Steve Hobbs wins the hotly contested GT-4 NERRC Championship*

## In the News (continued)

in the Westborough Business Park. The company has also signed an agreement making Data General a worldwide reseller of their COINSERV™ client/server-based document archive, retrieval, viewing and distribution systems. To contact these fellows: Matteson (508) 870-4100, matteson@inisci.com; Gillis (508) 870-4010, jgillis@inisci.com; Levitt (516) 223-1286, slevitt@inisci.com; Berelson (508) 870-4108, george@inisci.com.

**Saul Marcus** (DG 1978-1982). *"HP is lately on a roll, and so am I. In my current position, I've travelled all over the world. In the enclosed picture, I'm at the Great Wall of China, about 2 hours outside Beijing. The picture was snapped by a former exchange student who stayed with my cousins in Newton, 10 years ago. I managed to catch-up with Wang Hua - on his cellular phone! Oh, the fur hat ... it's real. With the wind chill at -20°F I had to buy it. The cost - about two bucks."*



*Saul Marcus at the Great Wall of China*

**Bill Moore** (DG 1975-1980) recently formed Merit Customer Service Consulting in North Salem, NH. Bill's focus is to provide emerging and established computer hardware, software, and telecommunications companies with the experience, knowledge and vision necessary to create and leverage professional customer service and technical support to improve product quality, customer satisfaction and long term profitability. Previously Bill was the Regional Service Manager for DG in NYC, Director Worldwide Technical Operations at Wang Labs (1980-1992), and Mid-Range Product Support Engineering Manager at EMC (1993). *"If you have the need for a consultant in your business or would like to just discuss a situation, feel free to call me at (603) 898-5241 or Email me (Internet: WJMoore160@aol.com)."*

**William Patterson** (DG 1979-1990) is the Sales Manager at Systems Design in Omaha, NE. They now have an office open in Boston at Post Office Square. Bill's # in Omaha is (402) 392-2959.

**Lewis T. Polk Jr.** (DG 1971-1979) *"I have gone from the ranks of the unemployed to once again being in product development. As of February 1995 I am with General Scanning, Inc., of Watertown, MA, as a Senior Mechanical Engineer."* Telephone: (617) 924-1010.

**Laurie Ross** (DG 1986-1991) has recently joined Executive Alliance, (that famous human resources consulting firm headed by none other than the Great Don Bateman), as a Senior Consultant in their Employee Benefits practice. Previously, she was Benefits Manager at Genetics Institute. Telephone (508) 481-7777 x232.

**Marc Rudov** (DG 1981-1983) became Director of Enterprise Computing Services - exposition and conference, in November of 1994. ECS '95\* was held in Chicago at McCormick Place in July of 1995. \*ECS is a property of SB Comdex, formerly known as The Interface Group. Email: rudov%tig@uunet.uu.net, telephone: (617) 449-6600 x5028.

**Lori Stasukelis** (DG 1978-1980). *"Fifteen years, +3300 points on the Dow, and I'm still with Merrill Lynch!! Anyone interested in financial planning, cost effective ISO financing/exercise, or corporate cash management - please call me at (415) 955-3816."*

**Linda VandeVrede (Bessette)** (DG 1984-1986) started a new position as Manager of Marketing Communications for VIASOFT, Inc. located in Phoenix, April of 1995. VIASOFT provides software tools to help manage, maintain and transition legacy COBOL systems. Linda is at (602) 952-0050.

**Bob Washburn** (DG...) has set-up The Washburn Group - Sales & Channel Management Consultants, located in Westboro (where else!) A brief synopsis: their services include evaluation, recommendations and implementation assistance in: developing and improving sales organizations; enhancing the performance of technical support and customer service organizations; revenue and sales expense planning and management; product distribution plans that address customer needs and buying patterns - through resellers; and channel sales development programs to build reseller mind share, relationships and repeat orders. Bob can be contacted at (508) 366-0994.

**Peter Wilson** (DG 1981-1994) recently joined Sun Microsystems as District Sales Manager, Ontario, Canada. Responsible for Telco, Government and Oil and Gas markets. Can be contacted at (905) 415-7850, Email: peter.wilson@canada.sun.com.

**Bert Wright** (DG 1980-1987) left ICG Access Services in February to join Alumni Consulting Group (Englewood, CO). *"Am enjoying working with Jim Hertz and Lynn Leader again."* Email: wrightb@vmii.com, telephone (303) 850-0073.

**Chuck Young** (DG 1974-1994) recently joined PixelVision as Director of R&D. PixelVision, located in Acton, MA, is a manufacturer of flat panel displays and systems. Chuck can be reached at (508) 264-9443, Email: chuck%pvision@mcimail.com.

# THERE'S A BETTER WAY TO SELL YOUR SOFTWARE

*Bob Shaw, SSM Software*



Software Sales and Marketing is an organization formed to provide Software Solutions through the distribution and support of Software Products with a strong focus on the Unix development Community.

At Software Sales and Marketing we believe distributors need to be much more than just retail outlets, marketing off-the-shelf software. The successful distributor needs to supply not only sales consulting services, but also knowledgeable technical support to effectively meet the challenges of marketing software solutions to the business community.

It is with this overall business objective that Software Sales and Marketing was formed, incorporating a combined 57 years of highly successful experience in the Computer industry that includes commercial data processing, on-line transaction processing, client-server applications, data base design and high

performance scientific computing. We understand these applications and how to apply the appropriate solution.

In addition to very strong technical experience, Software Sales and Marketing offers a great deal of marketing and direct sales experience that ranges from dealing with small businesses on Main Street America to Fortune 100 companies. Using the latest computer technology SSM integrates the lead generation, sales, distribution and support functions into a seamless process that results in satisfied customers and increased profits for your company.

*"If this sounds like a good idea to you and if you feel that increasing sales while containing cost is of interest, please call (800) 679-0800 (Email address: bob.shaw@aib.com). We are very interested in exploring a distribution relationship with your company and look forward to speaking with you soon."*

## PRESS RELEASE

### TARGET SYSTEMS APPOINTS NEW PRESIDENT

Marlboro, MA - May 24, 1995... Target Systems Corporation, a leading developer of help desk and customer service software, announced today the appointment of Don Byrne as the company's new President. Mr. Byrne reports to James R. Murphy III, Target Systems' founder and CEO.

Prior to his appointment, Mr. Byrne served as Target Systems' Executive Vice President of Sales and Marketing and was responsible for expanding the company's marketing, channel development, and sales operations. He came to Target Systems from Data General Corporation, where he was Director of Marketing for the highly successful CLARiiON Business Group. Mr. Byrne has also gained extensive sales and marketing experience from previously held executive positions at Epoch Systems, Aviv Corporation and Digital Equipment Corporation.

"Don's past experience in managing a rapidly growing business gives him exactly the skill set we need," said Mr. Murphy. "He will undoubtedly lead Target Systems to the forefront of our industry."

Headquartered in Marlboro, MA, Target Systems Corporation was founded in 1984. The Company is a leading supplier of customer interaction software for client/server computing with over 1,200 customers worldwide. Target Systems is a charter member of the Help Desk Institute, a member of Software Support Professionals Association, a Digital Business Partner, and a Microsoft Solution Provider.

Don can be reached at (508) 460-9206, Email: info@target.com. Congratulations Don, on your new appointment and becoming a Grey Eagle!

**PRESS RELEASE**

Qualix Group, located in San Mateo, CA is pleased to announce that Bill Jobe has been appointed to it's Board of Directors. Since leaving MIPS Computer Systems in 1991, Bill has served on several boards including Reply Corp., Great Bear Technology and MultiMedia Access Corp.

Qualix Group specializes in client/server software for high-performance networked computing environments. The major focus of the company is providing products in the following areas:

- network and system administration management products
- security products (firewalls, encryption software)
- high availability products (maintaining reliability of servers and applications)
- performance management and capacity planning applications
- database management and performance tools

Qualix's strengths are the ability to market, sell, and support high-end client/server products as well as a very loyal customer base. Most customers are in the Fortune 2000.

**BUSINESS OPPORTUNITY !!!!**

Qualix is seeking software products or companies in these areas for acquisition, merger, or partnership/publishing relationships. If you're familiar



News: write your update here...

**GREY EAGLES MEMBERSHIP RENEWAL/UPDATE FORM**

Return form to: Kim Beaumont PO Box158 Wayland, MA 01778
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<b>Last Name</b>	<b>First Name</b>	<b>#</b> _____ <b>19</b> _____ <b>to 19</b> _____
		(DG Badge) (Years at DG)
		( ) ( )

<b>Title</b>	<b>Company</b>	<b>Business Phone</b>
		( ) ( )

<b>Business Address</b>	<b>Facsimile</b>
	( ) ( )

<b>Home Address</b>	<b>Home Phone</b>
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**NOTE:** All mailings go to the home address if one is listed. Newsletters are produced in February & September. Membership lists are mailed in Feb. once all updates and renewals have been received.

- |  |   |                                  |                                     |
|--|---|----------------------------------|-------------------------------------|
| <input type="checkbox"/> Address changes - mark on label           | <input type="checkbox"/> \$20.00 Membership fees enclosed                         | <input type="checkbox"/> Renewal | <input type="checkbox"/> New Member |
| <input type="checkbox"/> I'd like to plan a local chapter function | <input type="checkbox"/> I'd like to write (or enclose) an: <i>Mark choice(s)</i> |                                  |                                     |
|  | Article   Profile   Letter to the Editor  |                                  |                                     |

Empty rectangular box for additional information or notes.

**Email Addresses**

Look for this new listing at the back of your membership list. If your info has not been included - be sure to write it below and send it in.

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Email/Internet/Compuserve