

From samjad Fri Dec 13 07:42:09 1991
To: billg
Subject: DEC and NavyLAN
Cc: debre julieg paulbu richmac samjad
Date: Fri Dec 13 10:41:18 1991
Status: RO

Bill, I thought you had mentioned you'd be meeting with DEC today. Here's a brief status on the NavyLAN situation.

DEC has positioned their Federal group as almost 'renegade' and we've had no success working with them to support the Navy. We've been very close to getting the Navy CNO (Chief of Naval Operations) to standardize on LM, but it appears that Novell/DEC will win. DEC has been paying lip service to Pathworks.

We've tried to get DEC to position Netware for low-end single-server nets and pathworks for higher end client-server systems, but that message isn't being communicated by DEC.

Let me know if you have any questions...

Sam

>From debre Wed Dec 11 20:30:42 1991
To: samjad
Cc: debre kevinwu
Subject: DEC
Date: Wed Dec 11 21:34:19 PDT 1991

The issues for Navy LAN are:

1. They should not ever propose any competing apps like- Wordperfect LAN versions, LOTUS etc. This group has a very cozy relationship with LOTUS because CC mail is on the contract. Navy is very happy with Wordperfect and would be only too happy to accept a proposal like that. It may already be too late-they claim they proposed Wordperfect in this go around.
2. Navy has asked DEC to consider DR DOS-I will work the Navy but DEC must work with us in discouraging this. As an integrater they will propose anything the Navy asks for to make money. I have warned them all of the headaches this would cause should they add DR DOS. They need to be hammered from above!
3. Although they proposed Pathworks to Navy in November, they are not removing Novell. They don't see this as possible. I don't either. But Pathworks should be added if they played their cards right.
4. CC Mail and Oracle are on the contract-any chance of substituting/adding our superior products. We have been working the Navy but we also need DEC's cooperation in this.
5. This group is in the contract management business. They do not seem to be in tune with all the recent announcements that our companies have been making; they are pretty far down the chain and are missing their own company's messages. Although I have made them aware they are not getting it and again need some contact with DEC upper management to remind them what products they should be adding to the contract.
6. They also proposed Windows and MS DOS 5.
7. My goal would be that this fringe element get reined in and get in step with the rest of DEC. The DEC Navy sales people are pushing NOVELL like it is going out of style. This contract is very successful for them. They should stop pushing NOVELL or at least start drumming up support for getting Pathworks added to the contract. That will be needed for Pathworks to get added to the contract. Since I only have 3 people and they have quite a few more salespeople on this account, it is also their responsiblitiy to accomplish this!

Thanks

Debbie

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