



INTEROFFICE MEMORANDUM

TO: Andy Knowles MR2-2/A52
Larry Portner ML12-3/A62
Steve Coleman PK3-2/M28
Cc: Bill Thompson
John Leng MR1-1/F35
Larry Tashbook PK3-1/M33

DATE: September 8, 1976
FROM: Ken Olsen
DEPT: Administration
EXT: 2300
LOC/MAIL STOP: ML12-1/A50

SUBJ: PDP-10 REVIEW COMMITTEE

We did not give you very much direction in the preparation of your study of the PDP-10 future alternatives. Maybe as you go into this, we will know what directions to give future committees who review other Product Lines.

Some of the questions I would like to see answered are:

1. What markets are we now in and what markets do we plan to go into?
2. How many machines do we have in each market and how many machines do we plan to have and how big a marketing group do we plan in each of these markets?
3. Which markets are we going into because we can do better than everybody else and which markets are we going into because we sold a machine there?

Also, I would like to see how our ratio of marketing and engineering costs in the 10/20 area compare with the rest of the Company and with other computer companies.

KO/ma