

Large Multics Job Won

COLUMBUS, Oh. - Industrial Nucleonics Corporation here, which for years has been using Honeywell miniprocessors in the industrial process control systems it designs and manufactures, has signed a contract for an Information Systems Multics computer system with an initial hardware value of \$2.3 million.

The contract was secured against very aggressive competition from IBM, according to Don Quick, Data Processing Operations (DPO) account manager based here. Quick, who formerly sold Industrial Nucleonics its Honeywell miniprocessors until the account was transferred to DPO's national accounts, first contacted the customer a year ago to generate interest in a GCOS system for internal data processing requirements.

"We provided a benchmark in Phoenix, and it went very well," said Quick. "However, IBM then stepped in and insisted that the customer's existing IBM system could be upgraded to handle the increased data processing services demon-

Multics - Page 8

Multics

Continued from page 1
strated by us."

The competitive system then failed to do the job, said Quick, and when IBM began talking a more expensive system, Quick re-entered.

"At that time, we'd just established the new pricing for Multics," he recalled. "Within a week we were giving the customer demonstrations, and last May we staged a Multics benchmark in Phoenix. It exceeded everybody's expectations."

According to Quick, the contract was signed October 1, the hardware was delivered two weeks later, and Columbus branch Field Engineering division had the system installed and operational in less than a week.

In landing the contract, Quick and associates made use of the Multics "flying

squad" based in Phoenix (much the same group that assisted in the Multics sale to Data Communications Corp. described in the October 18 Honeywell World). The Phoenix group, headed by Bob Montee, North American Operations director of Multics, includes both a technical staff and also a marketing staff, headed by Warren Martin, manager of Multics marketing. Also involved in the sale was Bill Young (Federal Systems Operations, McLean, Va.), who helped negotiate the contract; Al Ayeres, financial marketing specialist; Al Bibby, DFO Southern region marketing director; Dan Curd, DPO branch manager in Cincinnati; and Gary Hylton, DPO branch marketing manager, Columbus. Russ Henderson, DPO Eastern Operations vice president, visited the customer when Multics negotiations began.