



Massachusetts Institute of Technology  
Information Processing Center  
Cambridge, Massachusetts 02139

March 29, 1971

To: Multics Administrative Distribution

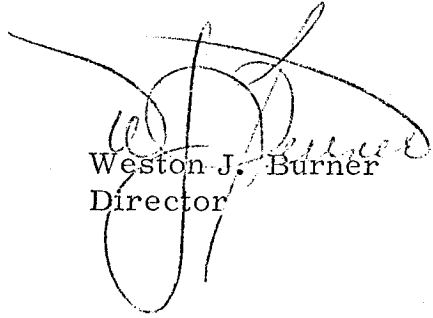
Re: Sales/Marketing Coverage on 645

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Effective April 1, 1971 Mr. Phil Davis of Honeywell's Data Systems Operation will be the account representative of record replacing Mr. Henry Nye, who has accepted a position as 645 Program Manager working out of Minneapolis, Minn.

Phil comes to us with an impressive background of both technical and marketing experience on both the G-635 and G-645 systems. Prior to his current sales position, which he accepted in July 1970, Phil has been a lead System Analyst at Rome Air Development Center and prior to that a Programmer/Analyst on a G-635 Real Time application at Merritt Island. He will be based in Wellesley, Massachusetts and covering MIT, MIT Lincoln Labs and MITRE Corporation.

Henry Nye will be responsible for the program management of the "follow-on" hardware and software effort, providing the cross functional communication link between the manufacturer, the software development arms of both Honeywell and MIT, and the user community.

All matters requiring marketing/sales activities should be referred to Phil Davis as of this time. Phil can be reached at 1 Washington Street, Wellesley, and on 237-4151.

  
Weston J. Burner  
Director

WJB/prm