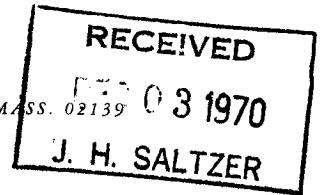


INTERDEPARTMENTAL

MASSACHUSETTS INSTITUTE OF TECHNOLOGY CAMBRIDGE, MASS. 02139



from the office of Telecommunications

December 2, 1970

To: J. Saltzer

Subject: Data Equipment

Let me first say that I shall not attempt to answer all of the questions you raise in your November 30th memo at this time. I do, however, intend to do so, but over a period of time, as you do raise a number of questions that require some resolution prior to providing you with an answer.

In the meantime, let me say that:

- (1) Tuck data sets are interchangeable with Bell data sets.
- (2) I am not planning on a "flash" cut-over from Bell equipment to Tuck equipment; thus, we would cut one computer system at a time, and would not remove Bell equipment until we are certain of Tuck's.
- (3) An analysis of costs concerning Tuck equipment vs Bell equipment was provided to W. Burner on July 10, 1970. As noted then, we would pay out the cost of Tuck equipment in slightly more than 12 months' charges for Bell equipment, which included the cost of DAA's.
- (4) I believe IPC has done their own economic analysis of this charge.
- (5) I cannot estimate lost revenues from customers as I do not have information relative to such matters.

A handwritten signature in cursive script, appearing to read "M. Berlan".

M. Berlan

cc: W. Burner

ew