

THE BEAK SPEAKS



The Newsletter of the Grey Eagles, the National Association of Data General alumni.

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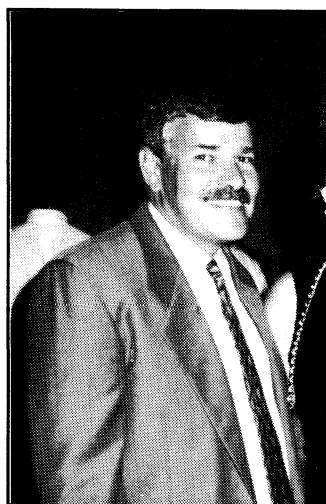
Early in December we held what is becoming our traditional East Coast Christmas Party, at the Westboro Marriott - see Page 4 for photos. Many thanks to Mary Jo and Kim for coordinating the event and their "collection" efforts at the door. I bumped into Ken Holberger and Chuck Holland at the party and have included an article about their new business - Network Integrity, Inc. Tony Goschalk of GAPs Inc., also at the party, is featured in the "Profile". It pays to go to the parties! Speaking of which, I would like to encourage *Grey Eagles* in other areas of the country to hold their own local parties. The invitations and mailing can be done by our head office, and certain out of pocket expenses reimbursed. For more information on this, call Kim at (508) 653-2809.

Congratulations to Kim and Simon Beaumont who on November 17th became the proud parents to a set of twins - Connor and Abigail. Although no longer at TA Associates, Kim has agreed to remain a focal point for the *Grey Eagles*. She has kept the newsletter alive in the past and coordinated many of the *Grey Eagles*' functions. Her continued involvement is certainly welcome to maintain our membership listing and in general keep the ship afloat. We are very fortunate to have Kim's participation. All mail and phone calls, unless otherwise stated, should still be directed to TA's offices - please note their new address.

As usual, *The Beak Speaks* is your reminder that your dues are due. Please return the update form (page 6) along with your 15 bucks. The updated membership list will be mailed in April, when we have received the responses.

**If you are in doubt as to whether you owe dues, check the date on your mailing label, this is a dues paid field.*

You might also consider including an article or profile of yourself or company for *The Beak Speaks*. This newsletter is mailed to over 1000 *Grey Eagles*, a substantial (and elite) audience. Either send along with your dues, or indicate in the space provided on the update form and Kim will contact you.



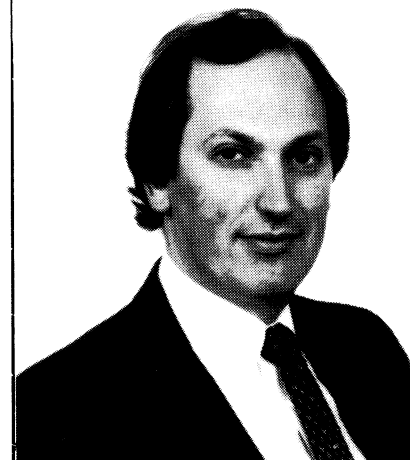
Dave Herter, National President of the Grey Eagles

The Beak Speaks is a valuable network when searching for a new job, or the right person for a job. I would be willing to act as a repository for resumes and inquiries from members looking to hire people. This could result in a job posting section in our newsletter along with a list of members who are looking for a new opportunity. Mailing labels of the membership list will be available for those involved in a job search. There will be an admin cost of \$20. These may be obtained by faxing your request and your resume to me, at (508) 460-0693.

We look forward to seeing and hearing from you this year. From all the *Grey Eagles* - have a happy, healthy and prosperous 1994.

A GAP IN THE PROFILE

GAPS, Inc.
Founded to Offer Software Companies
Needed Marketing Advice and Guidance



Tony Goschalk

Tony Goschalk, with Data General from 1973 to 1983, has founded a new consulting company, GAPS, Inc., to provide marketing advice, guidance and services to small and medium sized software companies. Marketing in these companies has traditionally been very mixed and inconsistent. GAPS was formed to fill this need for quality marketing planning and execution.

GAPS offers a range of services including product positioning, market strategy, marketing research, sales and distribution planning, and a 'getting started' package for newly formed companies. This package includes the formulation of a marketing plan and its initial execution at a budget level in keeping with start-up phase companies.

Unlike many marketing consulting organizations, GAPS focuses on being as cost effective as possible. In these difficult economic times, having the highest quality marketing is essential to increasing sales, but hiring full time people of the needed caliber is expen-

sive. GAPS can provide practical, experienced help in both strategic analysis and the tactical implementation of marketing and sales programs for small and medium sized software companies. Most enterprising companies have a number of critical marketing or sales projects that need to be accomplished, but the organization either "doesn't have the time" for them or needs additional skills to complement in-house staff. GAPS can fill these gaps in a companies path to growth.

In the two years since Tony started GAPS, he has undertaken projects that include the development of the strategic plan and execution of the US introduction of a MS-Windows/UNIX compatibility product developed in France, the development of the marketing plan for startup software companies in the PC based travel information market, and the development and production of a sales manual for a new text-retrieval product, which includes market and product overviews, sales strategies,

target customers, overcoming objections, pricing and competition.

Tony has over 20 years experience in the computer industry. Prior to founding GAPS he worked as a senior marketing executive in a number of software companies. In Tony's 10 years at Data General he held various marketing, product planning and technical positions. He has an MBA from Boston University and a masters degree in computer science from the University of London.

For more information on GAPS, call (617) 969-6330, or FAX (617) 969- 0580. Tony's internet e-mail address is gaps@mcimail.com (MCI: 534-5760, CompuServe: 74740,707).

1993 New Eagles

- | | | | | | |
|------------------------|-----------------|---------------------|---------------------|--------------------|----------------------|
| Allen, John | Eaton, Walter | Hawes, Thomas | Manjarrez, David | Noonam, Barbara | Scura, Allan |
| Austin, Jim | Elk, Al | Hills, Hal | Martin, Raymond | Odenwalder, Jim | •Smith, Jack |
| •Baldo (Hewins), Sandi | Fandel, Joan | Huber, Deborah | Martin, James | •Patrick, John A. | Taussig, Reed |
| Berelson, George | Flagg, Bernie | Ihgalliha, Giorgio | Mathai, Sunny | Pilat, John | Taylor, Vic |
| Brim, Mark | Florin, Beth C. | Jeffery, Brian | Matteson, James | •Proulx, Robert H. | •Townsend, Thomas |
| Brumby, David | •Gates, David | Kawadler, Alan | Maxwell, Richard C. | Richey, James | Vogel, Dave |
| Caron, John J. | Geller, Doug | Kota, Subu | •Melle, Frank | Roman, Edmund | •Webber, Ted |
| Collins, Mike | Gilden, Sheldon | Kunze, Elizabeth A. | Moore, William | Rosseel, Patrick | Wilson, Kevin |
| Donges, Clay | Gillespie, Dick | Lapide, Lawrence | Morrison, Jack | Samson, Joseph | Worrick, Jr., Philip |
| Doyle, John | Gillis, John | Letourneau, Janet | Nelson, Laura | Santander, Robert | |
| Dudek, Jo | •Hartjen, John | Mackoff, Mort | Nickerson, Linda | •Savary, Nicole | |

Grey Eagle Funds

Grey Eagles

By David Herter

They're at it again! There's a new start-up in town called Network Integrity, Inc. launched by Grey Eagles Ken Holberger, Chuck Holland and John Butler. The company has its headquarters in Marlboro, Massachusetts. Ken and Chuck were co-founders of Epoch Systems Inc., which was recently sold to EMC for a whopping \$140 million. John was a co-founder of Applix Inc., along with Jit Saxena and other Grey Eagles.

Network Integrity raised initial venture capital financing of \$3.75 million from a group of three venture capital firms. One of the lead investors was Grey Eagle Barry Fidelman of Atlas Ventures in Boston. Barry formed a syndicate along with Matrix Partners of Boston and NEA of Baltimore, to round out the financing team.

Network Integrity is developing software that protects the integrity and availability of data on large computer networks. Network Integrity will develop unique software technologies that exploit the power of the network to provide new levels of availability and integrity for data residing on the network. If you would like additional information on the product, contact John Butler at Network Integrity, (508) 460-6670.

The company employs thirteen people including Grey Eagles Mark Fox and Neal Firth. I'm sure that you join me in wishing these Grey Eagles continued success with their new venture. Keep an eye on these guys, they know how to build a successful company.

In The News (Continued)

Bill and Brenda Adams, who are currently living in Homer, Alaska, are nearing completion of their second home in Scottsdale, Arizona. We would assume that they will be playing some golf in the winter to compliment their excellent Alaska summer fishing. (Everyone except Bill Jobe has caught lots of salmon!)

Keith Bateman, formerly of DG's Salt Lake City office, is currently Director of Sales & Marketing at Create-A-Check, in Salt Lake City. Keith notes that **Kaye Nelson** is back at Data General in Salt Lake City, managing DG's relationship with the US Forestry Service.

One of **Bill Jobe's** ventures, Great Bear Technology, has just completed a \$5.1 million private placement lead by Spencer Trask. Great Bear is an interactive, multi-media software company publishing under Great Bear and Healthsoft brandnames.

Mark Santora is now a Sales Manager for CISCO Systems, following the acquisition of Crescendo by CISCO. Mark's office is in Sunnyvale, CA.

Gerry Callinan has recently been promoted to National Accounts Manager of Auspex Systems. Gerry had previously been their Western Regional Manager.

Ken Brandt is VP and COO for Cubicon, an Object Oriented Programming Software (OOPS) Company in Burlingame, CA.



Chuck and Ken

Would you give these two money?

In The News:

A bunch of Grey Eagles in North Carolina are knocking the cover off the ball in the PC database connectivity area. **Tyler Bennett and George Woltman** founded Q+E Software in Research Triangle Park about five years ago. Since then they have added **Jim Hebert** and **Roland Archer**. They have become a leading player in the database driver area.

Lotus Notes, originally authored by **Jonathan Sachs**, has become a major factor in the groupware market. **David Rome** is involved in marketing of Lotus Notes. **Mike Cusick** at Simpact Associates in San Diego, has a product that offers voice annotation to the Lotus Notes product.

Chris Robert, formerly CEO at Epoch, recently became CEO at Keyfile. Keyfile is a Nashua, New Hampshire based software company doing Windows based document image management software.

George McHorney and Tom Mendoza just joined WorkGroup Technologies in Lexington, Massachusetts as VP Finance and VP Sales, respectively. WorkGroup develops and markets document management software for engineering-oriented manufacturing companies.

• **Neil Ferris**, CEO at Fluent Machines, a supplier of multimedia software and systems recently acquired by Novell.

Stan and Adam Joseph, perhaps the first father and son Grey Eagles team, recently financed a start-up software business in the engineering optimization area, AIB. They also recently concluded their first acquisition. The product is a runtime memory analysis tool. Also at AIB are **Mike Simon**, VP of Sales, **Rich Olsen** and **Bob Shaw** - who was coaxed out of retirement, (both previously of Convex) and now handles the South Eastern Region.

Mark Leslie, President & CEO of Veritas, took the company public on December 8th at \$16. The deal was underwritten by Cowen & Co., and Volpe Wolte. Veritas make Open Systems software.

• **Frank Madren** acquired Garrett Communications, a company that makes hubs. He is the President & Owner.

Mike Paul got a battlefield promotion to CEO of Ultra Network. He then successfully sold the company 6 months later, and is now VP of International Sales at TRADE.

Rumor has it that **Tom Atwood's** company, Object Design, an object oriented database company, is gearing up for public offering.

Pete Boni recently was named CEO at Bachman Information Systems, a public company in the database re-engineering area.

Emerick Woods' company, Client/Server Technologies, has just been purchased by Central Point whose CEO is **Chuck Bosenberg**.

• **Wayne Fitzsimmons** recently left Banyan Systems and is headed back to Australia to be CEO of a \$100 million a year public company.

• **Ray Fortune** is back in the saddle running sales and marketing at Kendall Square Research.

Jim Hourihan shows up in the press frequently as a spokesman for Wellfleet Communications, one of the leading router companies.

• **Viola Demetre** was seen at the Grey Eagles party in Westborough in December in a leather skirt.

Fred Schlaffer is VP of Sales and Marketing at Digital Products in Watertown, MA.

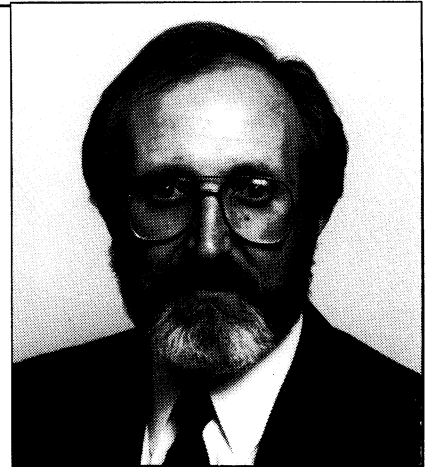
• **John Kostiw** started a new career as a broker with Dean Witter in Worcester, MA.

Shaun McConnon has returned from Australia and was last seen investing in emerging companies for his own account.

Craig Mundie was named a VP at MicroSoft in the Advanced Technology Group.

Steve Weingart is VP of Development at MathWorks in Natick, MA.

Doug Cole, formerly of the DG Credit Department who moved through Guest Marketing into Field Sales, is currently with Auspex Systems in the Northwest Territory.



by Steve Gaal

More News on next page...

Send Steve any tidbits of info you have, to be included in the next mailing.

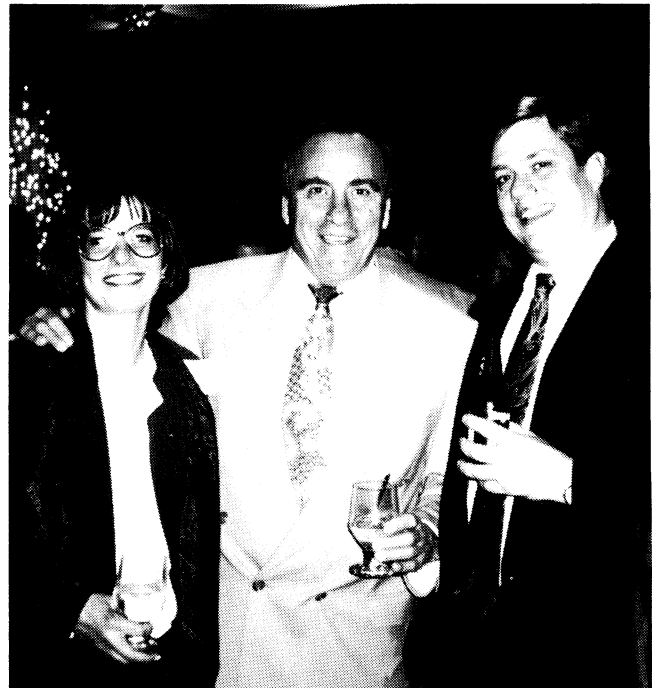
East Coast Chapter 1993 Christmas Party

On December 16, 1993, the East Coast chapter of the Grey Eagles held their annual Christmas bash at the Marriott hotel in Westboro, MA. The gathering was well attended by approximately 100 of our membership to help usher out the old and celebrate the arrival of the new year. It was a difficult year for many. I suspect our friends at Kendall Square are happy to be looking forward! Here are some snaps from the party.

Bateman, Washburn, and is it Vi?



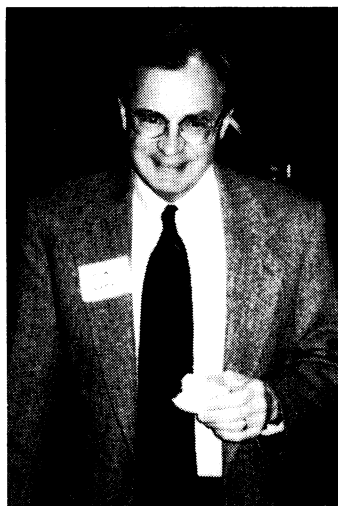
Party Makers!



The "Collection" Gals - Mary Jo and Kim



Last President
"Bob Washburn"



Another Past President
"Chris Robert"



Missing Eagles

Baehr, Milt	Hahn, Robert	Mazia, Tom	Prince, Georgia	Stamm, Rich	Ulrich, Lynn
Bargabus, Jim	Haley, Stephen	Medigovich, Dave	Prince, Bill	Stanton, Bill	Vahalla, Daniel
Baukol, Michael	Harrison, Ray	Middleton, Tony	Ratcliffe, Ken	Stein, Seymour	Veach, Ed
Baum, Dave	Haya, Robert	Minor, Carolyn	Rector, Don	• Stein, Paul	Velick, Henry
Bennett, Richard	Healy, Steven	Monaco, Cathy	Reed, Donna	Steinberg, Jane	Vitka, Joseph, III
Bosshart, Kathy	Hill, George	Morris, Chuck	Reichard, David	Stephens, Matt	Wallace, Larry
Bowstead, Carl	Holmes, John	Morton, Tom	Richmond, Michael	Stevenson, Thomas	Warner, Ruby
Braum, Dave	Hulfachor, Dieter W.	Muir, Dave	Rickard, Bob	Straight, Joe	Weber, Richard
Briggs, Bob	Isaacs, Art	Mulhaney, Dan	Rickling, Rick	Stuckey, Steve	Weeks, Dennis
Brown, Eric & Judy	Johnson, Paul	Murphy, Ted	Risi, Sharon	Sturzenbecker, Kyle	Weigand, Erin
Casey, Jim	Johnson, Douglas	Nelson, Marlin	Rodrigues, Ken	Suechting, Conrad	Weller, Fred
Cunningham, Gerry	Johnson, Brett	Nemeth, Bill	Rooks, Wilton	Sweeney, Joe	Wilcox, Laura
Davis, Rick	Jones, John	Neshanian, Gary	Roomets, Leo	Thornton, Deborah	Willenborg, James
Decker, Don	Keating, Christine	Nunn, Sandra	Rozinski, Betty		
Ferlins, John	Kimball, Sandy	Oberst, Tom	Samuelson, Jim		
Forsythe, Noel	Kolins, James	Oliva, Rich	Santora, Mark		
Franklin, Jacqueline	Korf, Dana	Olson, Rich	Santoro, Kenneth		
Freeman, John	Kulchski, Mike	Ostromelec, Pete	Sararin, William		
Fullmer, Brian	Kung, Hsiang	Ott, Bill	Sawka, Walt		
Funk, Gary	Lamb, Don	Paduto, Joe	Schneider, John		
Gavan, Terrence	LaVallee, Paul	Pandeya, Arun	Schneider, Ron		
• Gedansky, Marc	Lobrecht, Dave	Parent, Dick	Schultz, Lisa		
Gilbert, Dave	Lopez, Bill	Park, John	Shannon, Edward P.		
Gilbert, Allen	Ludgely, John	Perkins, William	Shaw, Rebecca		
Girouard, Jim	Lukoskie, Gibbs	Persing, Fred	Shay, Peter		
Greene, David	Lutge, Patrick	Pierce, Mitch	Shlager, Dave		
Grosshans, Alan	Lynott, Greg	Pillar, Sherry	Smith, Don		
Gruenhagen, Rich	MacDonald, Alan	Pointer, James	Spear, Caroline		
Guderjohn, Joe	Martinez, Paul R.	Porter, Earl	Spiers, Robert		
Gustin, Craig	Mathison, Chuck	Posner, John			

Mail any info. you have re these Eagles to the address below or fax c/- Jeanette at (617) 574-6728.



GREY EAGLES MEMBERSHIP RENEWAL/UPDATE FORM

Last Name _____ First Name _____ # _____ 19____ to 19____
 (DG Badge) (Years at DG)

Title _____ Company _____ ()

Business Address _____ Business Phone _____ ()

Home Address _____ Home Phone _____

Suggestions: (list on a separate page if you need more room)

NOTE: All mailings go to the home address if one is listed. Newsletters are produced every Fall. Membership lists are mailed during the winter once all updates and renewals have been received.

- Renewal New Member
- Address changes - mark on label
- \$15.00 Membership fees enclosed
- I'd like to write (or enclose) an: *Mark choice(s)*
Article Profile Letter to the Editor
- I'd like to plan a local chapter function