



# MAY UPDATE

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

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Here, at long last, is the 1994 membership list. Many thanks to those of you who sent in your updates and dues - particularly those who paid in arrears. If you are still unsure as to whether you owe dues, check the date on your address label - this is when you last paid. If the date is less than 1994 - you owe. If the date is 01/01/11 - you also owe.

If you did not receive the newsletter - mailed in March - please give me a call at (508) 358-6158, and I'll get one right out to you. Any news on yourself, or your company, send to Steve Gaal, for inclusion in the next newsletter (September).

On page two is a feature article on *Alumni Consulting Group International, Inc.* a system integration company located in Englewood, Colorado, and founded by Jim Hertzell and Lynn Leader. P.S. they are actively interviewing - and very keen to hear from Grey Eagle candidates. Speaking of which, David Herter, the Grey Eagles National President, is still receiving resumes and facilitating job searches. His new fax number is (508) 460-6771. Also, membership list labels are available to those needing them for a job search - they cost \$20. Call David for more info (508) 624-7679.

Join us for a Clambake this July at the Westboro Country Club. Many of you will remember the great time we had there a few years back. July is just around the corner, so please **fill-in the coupon and return it now**, with your check.

**Ideas for functions:** in the past we have had clambakes, buffet dinners, drinks and hors d' oeuvres, and a golf day followed by a dinner. I'd appreciate hearing what you liked/didn't like, and what you'd like to do again. David is planning a day of golf later this year - anyone that is interested should contact him directly, at the number above.

Also, we are looking for ideas for the Christmas party - to be held in MA, possibly downtown Boston at a hotel or restaurant. A Boston Harbor dinner cruise has been suggested for the summer party in '95. Please give me your thoughts on the coupon - or call me at the number listed above. I look forward to seeing or hearing from you, regards Kim.

### In the News

After 7 years at DG, Laura Nelson resigned to become Localization Manager at SoftKey International Inc., managing the translations of software and documentation. SoftKey, Spinnaker, and WordStar have merged and are located in Cambridge.

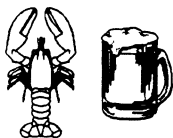
Tony Helies, President of Concord Communications, Inc., raised \$5.1M in venture financing. Concord is a supplier of network management software.

Sue Buchanan, founder of Aurum Software in Santa Clara, raised a 2nd round of financing with Morgan Stanley in January. Aurum manufactures software for sales and support.

Joan Kerestes is a Sales Manager with RFX, Inc., located in Hollywood. RFX sells SGI based special effects systems to the film industry.

Bill Jobe ties the knot in Palm Springs, CA, on May 18th. Best wishes to Bill and his new wife, Marsha.

## CLAMBAKE Response Form



**Date:** Thursday July 14th, 1994  
**Place:** Westboro Country Club  
**Directions:** Rte 9 West, past DG to Rte 30 exit. Rte 30 West to Westboro Center. Continue on West Main Street to "Inn on the Green" at the Country Club.  
**Time:** Cash bar from 6pm (soda's free). Dinner at 7pm - lobster, chicken et.c.  
**RSVP:** With prepayment of \$25 to: Jeannette Davis, TA Associates, 125 High St, Boston MA 02110  
**Party Suggestions::** \_\_\_\_\_  
 \_\_\_\_\_  
**Number attending:** \_\_\_\_\_ **Name(s):** \_\_\_\_\_  
 Check enclosed for \$25       Membership fees also enclosed - total of \$40

## Colorado Grey Eagles Have Great Parties Too!



The Colorado chapter of the Grey Eagles actively maintains communications, and enjoy parties where we can catch up with each other. We've had a lamb roast barbecue party - long promised and delivered by Wes Redfield - picnics, and the Christmas party pictured here at a local Mexican restaurant. (The Margaritas were great!)

The Colorado group is 50+ close knit people, as we went through "Boot Camp" together with all the workstation announcements, and the TEO product set announcements. Remember that product??? I'm not sure how long it lasted, but we all have great T-shirts designed by George Stadnik. When TPD folded back to Boston, some moved back, but most found other employment in Colorado. Mike and Kathy Klatman and George Stadnik moved back to Boston, and then moved back to Colorado. (Guess they found out that they missed the sun and mountains!)

The Grey Eagles of Colorado are now found in many different companies in Colorado. Linda Barker has her own PR firm, Mark Canright is a big-wig at Exabyte, Mike Klatman is a big-wig at Storage Tek, Lee Switzer, Ron Washburn and Julie Doro are at Digital Equipment.

### **Alumni Consulting Group International, Inc.**

Jim Hertzell and Lynn Leader formed Alumni Consulting Group International, Inc. after they left Digital Equipment, with other Grey Eagles and "Alumni" of Digital. The Alumni Group is a systems integration and outsourcing company which provides a variety of services to sites that have a mix of platforms from multiple vendors. Alumni has grown to 20 employees since its inception.

Services include management consulting, application development and data base design and consulting, data center management, network design, installation and maintenance. Alumni also helps users to migrate from proprietary operating systems to Unix, design network security applications, implement multivendor networks and provide training in a number of different areas.

Alumni has been talking with other Grey Eagles about selling software or other computer products on their behalf in the Colorado market. Alumni keeps especially close contact with good friends Jim Edelmenn, Chris Roberts, Al Scura and Frank Madren.

The Alumni Group also keeps in close contact with other Grey Eagles who might be looking for jobs or be in the need of contract help. Or, maybe, like the case of Al Scura, really aren't looking, but if something interesting comes along...

Please give us a call at (303) 850-0073 if we can help you, or we can sell your products for you in the Colorado geography. It's always good to hear from friends! Our address is: 6021 S. Syracuse Way, Suite 105, Englewood, CO 80111.

### **INSCI**

John Gillis, George Berelson and Steve Levitt, formerly of DG's Downtown New York City branch, are back together again at INSCI Corp. in White Plains, NY (914) 428-5050. INSCI went public in April 1994. John is President and COO, George is Area Systems Engineering Manager and Steve is VP of VAR/Channel Sales. INSCI develops, markets and supports COINSERV™, a client/server network-based software product utilizing optical disk storage to archive, index, retrieve, print and fax computer generated documents and scanned images. INSCI markets both directly and through vertical market solution providers. Grey Eagles' interested in a marketing relationship should contact Steve at the number above.