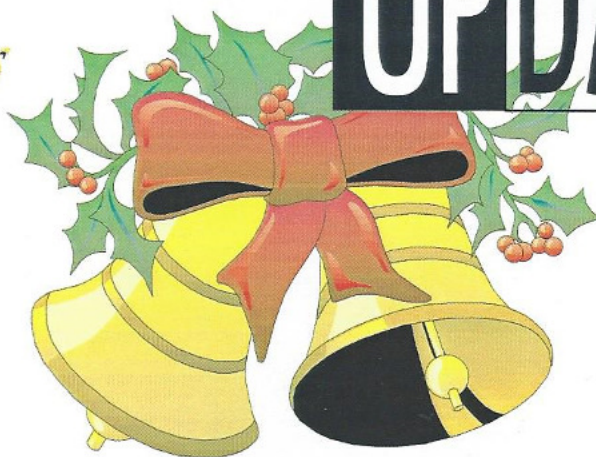


Seasons Greetings

UPDATE

December 1998



Mr. Takesi Maruyama, Sr. Executive Vice President, Fujitsu Ltd., opens the day's events at the kickoff for the Server Products Division.

New Server Product Division

Amdahl and Fujitsu Team Up for *teamservers*

On October 28, 1998, Amdahl and Fujitsu launched the Server Product Division (SPD) with a day-long event in Sunnyvale. The SPD is a new entity specifically responsible for achieving the goal of making the Fujitsu Group of International Companies a market share leader in Intel Architecture (IA) *teamserver* systems in North America.

"The Server Product Division offers Amdahl access to a full line of server products that address a broader range of customer needs," said Jeff Broughton, Manager of Server Marketing. "That enables Amdahl to position itself on an equal footing with vendors such as Compaq, Dell, and IBM."

The SPD is solely responsible for the marketing, promotion, and distribution of the *teamserver* family of systems into North America. The division will distribute through the Amdahl sales channel, as well as through Fujitsu ICL Systems, Fujitsu Systems Business America, Fujitsu Canada Inc., and other Fujitsu Group companies that offer service and solutions that complement Amdahl's *teamserver* offerings.

"The SPD was a very challenging and successful effort that was completed through great teamwork between Amdahl and Fujitsu," said Steve Sorce, Director of Business Management for the Server Business Group.

As a sign of the companies' commitment to this cooperative effort, several Fujitsu employees have been assigned to Sunnyvale to work with Amdahl teams in getting the Server Product Division fully operational.

"The successful establishment of the SPD as a joint effort between Fujitsu and Amdahl completes an important step in the fulfillment of Fujitsu's goal to become a leader in the

North America IA Server market place. This is a major step forward toward the NT-based solutions business for Fujitsu Business companies," commented Takesi Maruyama, Sr. Executive Vice President, Fujitsu Ltd.

Bill Flanagan, Group President, Amdahl Technology Group; Mr. Maruyama; and Alan Bell, Group President, Amdahl Global Solutions Group, opened the SPD kickoff event with a welcome, general comments about the partnership, and a discussion about the importance of the IA server business. The day's events also included several other presentations by Amdahl and Fujitsu representatives, a factory tour in M4, and a ribbon-cutting ceremony. The event concluded with a dinner.



Kyoichi Kutsuna, GM for Fujitsu Business Development and Marketing Division; Bill Flanagan, Group President, Amdahl Technology Group; Masahiro Kawakatsu, GM, Fujitsu PC Server Division; and Yasuo Sakuma, GM, Fujitsu Strategic Partner Business Division, cut the ribbon for the new Server Products Division. Steve Sorce, (left), Amdahl Director of Business Management, Server Business Group; and Allan Miller, Amdahl Vice President for Manufacturing Operations, look on.

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AMDAHL

Top Performers Recognized During Business Conference

A select group of systems engineers attended the Systems Engineering Institute (SEI), a professional development conference, in Santa Cruz, California, on November 1-4. Participants were nominated to attend by their respective service support managers, directors of service support, or AGS vice president; nomination was based on extraordinary effort on behalf of Amdahl. The institute agenda centered around information exchange, interaction with colleagues and executives, and recognition of top performances throughout the year.

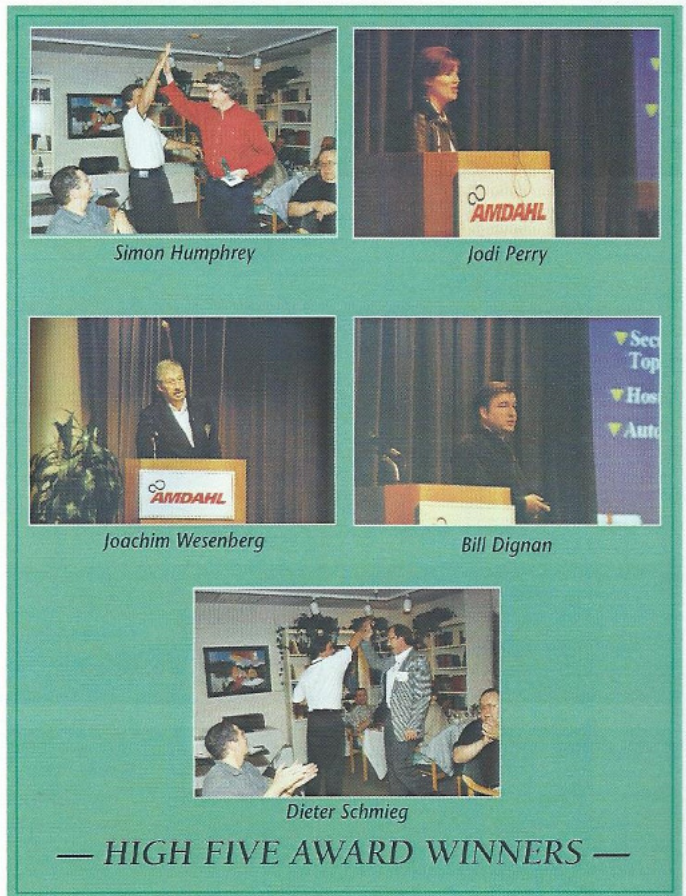
During the business meeting, David B. Wright, Alan Bell, Brendan Dawson, and André Fournier updated the SEI members on company direction and future plans. Alan Bell presented the Amdahl Global Solutions strategy and during these discussions, the SE teams had the opportunity to interact with the executive team and to present their concerns and recommendations on the new company direction.

Five SEs garnered High Five Awards for their outstanding contributions to Amdahl in 1998. These award winners—Bill Dignan from Milwaukee, Wisconsin; Simon Humphrey based in Solihull, UK; Jodi Perry out of San Ramon, California; Dieter Schmiege from Sindelfingen, Germany; and Joachim Wesenberg from Frankfurt, Germany—shared their successes with the group through presentations detailing their accomplishments.

SEI members also participated in technical sessions led by subject matter experts from Corporate Systems Engineering and Support. These sessions provided an opportunity for members to discuss technical issues in detail with experts and peers.



Attendees at the November 1998 SEI conference.



— HIGH FIVE AWARD WINNERS —

Photographs courtesy of Victor Inouye.

SEI members found the program informative and productive. According to attendees, the SEI was a very good investment of their time. Here are some quotes:

- ▶ "It was a great SE Institute! I got a lot out of it. It was nice to be able to touch and rub elbows with the executives. I know that [the executive team] really listened to a lot of things that we had to say."
- ▶ "Best conference I've attended in 5 years with Amdahl."
- ▶ "This is a very good information exchange and strategy understanding meeting—excellent institute."
- ▶ "Excellent: structure, purpose, and timing."
- ▶ "A home run!"
- ▶ "Please continue to do the SE Institute, probably every six months."

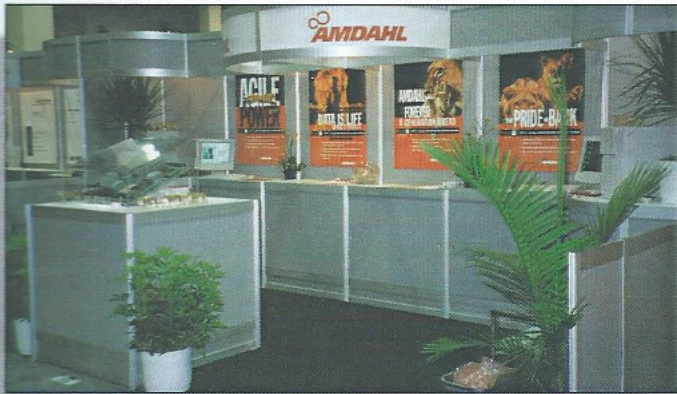
Many thanks to Chuck Foley, John Dean, Eric Williams, Craig Parmerlee, and Dena Chesler for putting together a great program.

And continue the institute? Absolutely... preparations are already underway for the next SEI.

—Loel Davenport, Program Manager, Marketing Programs

Amdahl Goes to Gartner

In October and November of this year Amdahl participated in the Gartner ITxpos in Orlando Florida; Brisbane, Australia; and Cannes, France. In Orlando, Amdahl was runner up for the "Best in Show" award for the best booth. The show in Brisbane produced 116 contacts, and in Cannes, Bettea Fielder held a product education session that received excellent response. Attendees at Gartner events are proving to be better qualified prospects (at the senior decision-making level), and their numbers are increasing each year.



The Amdahl booth at the Gartner ITxpo.



Amdahl's Dave Morley, Mike Sirna, and Ross Rostad offer assistance at the Gartner ITxpo.

All photographs on this page courtesy of Patti Davis.

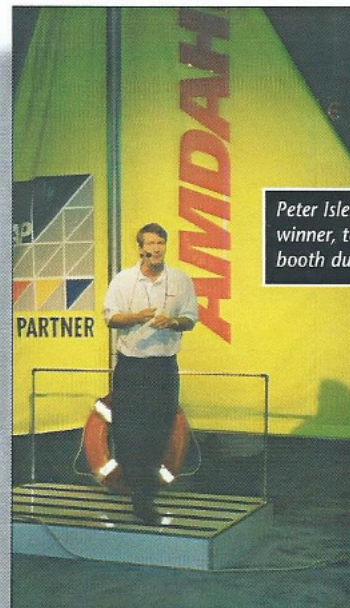
Smooth Sailing at Sapphire

Amdahl participated in the Sapphire Show for SAP/R3 partners in Los Angeles, Calif., September 14-16. Amdahl was recently certified by SAP to implement SAP/R3 on S/390. The show was a success for the company as Amdahl increased its presence this year. The theme of "Navigating Your SAP/R3 Enterprise" was emphasized with a booth of nautical design. Special guest speaker Peter Isler fit right in: Peter is a two-time America's Cup winner, having served as the navigator on the "Stars & Stripes."

A nautical theme for the Amdahl booth at Sapphire.



Peter Isler, two-time America's Cup winner, talks about SAP/R3 at Amdahl's booth during the Sapphire Show.



Survey Yields Details on Amdahl Traveler Preferences

More than 125 travelers responded to a survey conducted by Corporate Travel this year on issues including travel agency service, airline usage, hotel and apartment stays, alternatives to travel, and technology.

Of those responding, more than 40% make 20+ trips a year on behalf of Amdahl. Two-thirds of these travelers arrange their domestic and international travel themselves with American Express, while the other third go through an administrative assistant for arrangements.



Some of the key findings of the survey were:

- ▶ Eighty-five percent of frequent travelers indicate they are familiar with the travel policy (it can be found at <http://www.ccc.amdahl.com:80/finance/a003.htm>). Those who are familiar with the policy indicate it is fair and cost-effective.
- ▶ American Express travel rated high marks of agreement on such comments as "My calls are answered promptly" to "My reservations and tickets are accurate." All members of the American Express staff received at least one commendation.
- ▶ American Airline service ranked just ahead of United in areas such as on-time performance, courtesy and service of employees, seating, and food service.
- ▶ More than 50% of travelers indicated they used preferred carriers, while 31% didn't know which carriers are Amdahl's preferred (American and Delta in the U.S.; American and Japan Airlines internationally).
- ▶ The biggest concerns employees had when traveling by air were taking flights to developing countries, flying in older and smaller aircraft, and using low-cost air carriers.
- ▶ The number one feature our frequent travelers look for in a hotel is location, preferably within short/walking distance of the office or customer visited. Safety and security, on-site fitness centers, and restaurants also ranked high. Overall, employees felt that the cost (71%) and level of services (85%) provided by hotels in Amdahl's hotel program were just right.



All of us associated with the Corporate Travel program appreciate the time and effort the survey respondents took to let us know what issues you have while traveling. We will continue to respond to individual questions and work on overall plans to address those issues that were raised in the survey by many travelers.

Our number-one goal for the next year is to increase communication. We hope to have our web site redesigned by early 1999 to provide more useful information and services, including a technology-based reservation system. The web site will also be the home of a quarterly newsletter devoted to the frequent traveler. Look for the first edition in the spring of 1999.

—Karin Vonderach, Manager, Corporate Travel



Karin Vonderach, Manager, Corporate Travel

Photograph courtesy of Victor Inouye

Sample Survey Questions

- ▶ How frequently do you travel on business?
- ▶ Have you utilized electronic ticketing?
- ▶ If you travel internationally, what class of service (business or coach) do you use?
- ▶ Do you have any particular safety concerns when traveling by air?
- ▶ Do you understand Amdahl's rental car insurance coverage and policies?
- ▶ Would you use a technology-based or other alternative reservation system?

Amdahl Helps Commerzbank Meet New Requirements for Investment Trading

Multi-million dollar deal will lead to creation of the largest UNIX computer center in Europe.

Located in Frankfurt, Germany, Commerzbank is one of Europe's largest banks, with revenues of \$315 billion (U.S.). The bank has more than 50 branches in 40 countries, specializing in commercial and investment banking activities.

In addition to the general challenges associated with the company's expanding investment banking activities, Commerzbank also faces the task of redesigning their practices to meet the new government-imposed Minimum Requirements for Trading Activities.

An Amdahl team comprising Thomas Boeger, Bernhard Fessel, Renald Franck, Scott Hamilton, Kurt Lehberger, Hans Jurgen Maass, Hans-Heiken Pfau, Detlev Prewe, Pat Rindler, Michael Salchow, Ulrich Vogt, Hans-Jurgen Wagner, and Joachim Wesenberg were there to provide direction and support for the bank's efforts to the tune of a \$29 million dollar deal that includes services and products.

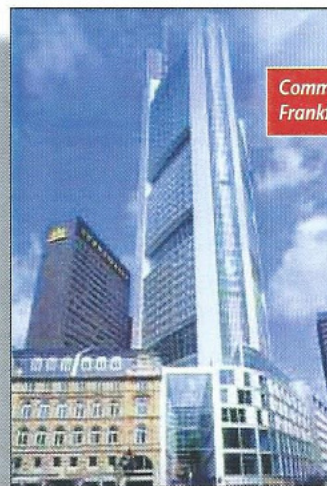
"Our team really came together and designed a complete solution for them," said Renald Franck, Director, Amdahl Global Services Central Europe. "We provided a completely new IT concept and implementation, including consolidation of 140 UNIX servers in 40 locations to several E10000 systems. Their computer center will eventually include 400 processors, creating the highest density of processors in Europe, and—according to our partners at Sun—forming Europe's largest UNIX computer center."

The complexity of the tasks mandated a large complement of professional services. Of the \$29 million sale, 60% is for services, with 40% for hardware and other related products. Working in conjunction with Sun, 74 Amdahl professionals have already been working on the project for more than 30 weeks.



The Amdahl Commerzbank Team (from back top left): Detlev Prewe, Hans Juergen Maass (partially hidden), Bernhard Fessel (with hand on hip), Renald Franck, Pat Rindler (partially hidden). Front two rows: Wolfgang Muth (jacket and tie), Michael Salchow, Thomas Boeger (with mustache), Hans-Jurgen Wagner, Kurt Lehberger, Scott Hamilton. Team members not pictured: Hans-Heiken Pfau, Ulrich Vogt, and Joachim Wesenberg.

COMMERZBANK 



Commerzbank Tower in Frankfurt, Germany

Features for this new IT concept include:

- ▶ identical representation of pre-life and production domains
- ▶ dynamic configuration enabled by pre-life and production domains located on one E10000 system
- ▶ 4 EMC systems that are divided into 2 pre-life and 2 production systems
- ▶ 5 E10000 systems that may use both EMC pre-life systems and both EMC production systems

The domain server software is based on the Sun Solaris 2.6 operating system and the Sybase database server 11.5 or 11.03.

Also deployed are:

- ▶ Veritas Filesystem, Volume Manager, Optimizer, and Net Backup
- ▶ EMC Open Symmetrix Manager and EMC SDDR (Symmetrix Disk Dynamic Reconfiguration)
- ▶ Patrol SQL BackTrack
- ▶ Products for system management

There are several more steps in the implementation, but Hans-Jurgen Maass, Regional Director put it: "The bank is delighted with the Amdahl solution. It has been a team effort, and with Amdahl know-how and Sun technology, we are building an efficient, powerful data center that will help our customers meet current challenges and be prepared for future directions."

—Claus-Dieter Schaefer, Amdahl Global Services

Health and Entertainment For the Good Life

The Amdahl Wellness Solutions Fitness Center has recently updated its list of services that are available to Amdahl employees.

Highlights include:

- ▶ Discounts and memberships for theme parks and vacation packages throughout the U.S., in Europe, and on Royal Caribbean Cruises
- ▶ Employee discounts and ticket information (available through the company store)
- ▶ Santa Clara County transit bus and light rail passes
- ▶ Beach Cleaners on-site dry cleaning services (Sunnyvale, CA, only)

To request discount information and cards, you may go to the Sunnyvale Headquarters Fitness Center, call (408) 746-6830, or send email to Fitness_Center@amdahl.com. If you call or write, please list which discount information and cards you would like, as well as your name, mail stop, and business phone number. Please allow two weeks for delivery.

For a more detailed listing of services check out the AWS web page @ www.hr.amdahl.com/fitness/services.

—Janet Schumacher, Fitness Center Manager



Treose Office Adopts a Family

In a generous display of both holiday compassion and corporate spirit, the Treose, Penn., office has raised \$840 to buy gifts and food for a less-fortunate local family.

"We've been talking about how we ought to be extending our involvement in the community," said Regional Director Carmen Lobis. "It's something that is important to Amdahl, and to the people in this office. There are a lot of people out there who have real problems, and this was a way we could help them out."

Gwen Verna, an associate account executive in the office took the lead, suggesting the idea of adopting a family through Catholic Services, a local community services agency. Gwen managed the process, obtaining the family's "wish list" from the agency, collecting donations, and coordinating the shopping and delivery of the gifts.

"What struck me in all this," said Carmen, "is how often in the past we've talked about doing something like this, but it took the initiative of someone like Gwen to get the ball rolling. She was incredible."

And now that the ball is rolling, Carmen wants to continue the momentum. "The vast majority of the office participated enthusiastically in this project. Next year we may even expand to more than one family, and we've also talked about doing something throughout the year—perhaps in technical education for less-fortunate kids."

To Carmen, his staff, and to all Amdahl employees, may your holidays be warm and wonderful, and full of good cheer. —Ed.

UPDATE

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We value your feedback.

Please let us know if you have story ideas or comments about *Update*. We want to know what is going on in your corner of the world and how this publication can best serve all Amdahl employees. Contact us at:

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