olivetti NEWS

August 1984

● HRH Princess Margaret, escorted by Dr Paolo Viti, examines the Staurotheca of Henry of Flanders at Olivetti's presentation of The Treasury of San Marco, Venice, exhibition in the British Museum. Full story see centre pages.

Art treasures on show
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Major Accounts Conference
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Joy at £2m deal

NATIONAL Accounts at Sun Street are justifiably proud of a £2 million contract with Lloyds Bank for 2000 ET 225 16K machines.

It is the largest ever bulk order for electronic typewriters in the United Kingdom and Europe and was the result of 14 months of delicate negotiations by Account Manager, Major Accounts, Tom Birch.

During the last three years Tom has built up the bank's population of Olivetti ET 121's and has involved technical support, sales support and administration staffs who will be committed to the new order.

As Lloyds expanded their number of ET 121's they found operators' acceptance of electronic typing to be very high. This has aided Customer Support Manager Kathy Francis and her team in their task of training operators in relation to the ET 225's.

It is estimated that fulfilling the contract will entail 2000 days of training. To begin with Lloyds staff will use the machines as basic typewriters.

After staff training, the machine will handle standard letters involved in branch banking.

Earlier this year the final proposal was agreed by both companies and recently the order came through.

More details in next month's issue.

NEW M60 TAKES ON THE WORLD

Pictured outside Brocket Hall (left to right) Mr Massino Samaja, Mr Paul Mahoney, Mr Vittorio Cassoni, Mr Franco Corso and Mr Vincenzo Mancuso.

FRONT line technology is what lies behind the new M 60 mini and multifunctional operating system recently unveiled to 170 Business Systems personnel at stately Brocket Hall in Hertfordshire.

The M 60 is the latest and largest processor to complete the Line One range. These systems are now leaders in their field in terms of their ability to suit any size of company coupled with their competitive pricing.

The new MOS operating system for Line One enables different types of applications to be run on one complete system. Multifunctionality means that companies can now run accounting, business graphics, office automation and scientific and technical applications on the same Line One computer.

In house software development is still continuing, in particular to ensure that the new accounting application packages, known as Mosaic, will be available for installation in mid September. Software release dates were given at the announcement and we are still meeting those deadlines. In particular the vertical application software packages for accoun-

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Unix Europe under way

UNIX EUROPE, a joint venture company between Olivetti and AT & T was formed last month offering customers faster service, shorter turnaround time on licensing agreements, software distribution, training and support.

The company is promoting the computer operating system UNIX TM System V and so give customers in Europe a better service.

The new company was announced in London by Elserino Piol, Olivetti's Executive Vice-President for Strategies and Development and Jack Scanlon, Vice-President of AT & T's Computer Systems division and Chairman of Unix Europe.

Said Mr Piol: "The products which heralded AT & T's recent entry into the general purpose computer business are based on the UNIX operating system.

"One of the objectives of the alliance between ourselves and AT & T is to bring technology to Europe. This is an example of our commitment in this direction."

Mr Vanni Papi, Managing Director of Unix Europe.

Managing Director of Unix Europe is Vanni Papi who said: "The European data processing community can expect Unix Europe to be a high quality operation functioning as catalyst and support to all the large European forces driving towards a standard in operating systems."

He called the joint venture "A blend of the unique

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