

Central Intelligence Agency
Washington, D.C. 20505

Planning Staff

11 September 1987

STAT

NOTE FOR:

FROM:

SUBJECT: Visit to IBM in October

You had asked Ed Maloney to set up a meeting with some other large customers of IBM. This sort of gathering makes the IBM marketing teams nervous, but Ed has apparently prevailed. Ed specifically wanted downtown New York as the site.

I've heard briefings on IBM's process for planning and making investment decisions. The briefing on this agenda should be both interesting and relevant.

I've gotten only three responses so far. Leo Hazlewood would like to go. Ken [redacted] is unable to attend, but would send [redacted] will probably not be able to attend, but could send [redacted]

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MEMORANDUM FOR: Jim

On 18/19 Oct (Sun/Mon) you will be [] (Fall Conference on Agency Priorities.)

The proposed meeting by Ed Maloney on Thurs/Fri, 22/23 Oct will be with the ISB members. If you would like to attend, I will advise [] and he and I can work out details re airline/hotel reservations, etc???

Dave has cy of memo - we await your decision.

Brenda

Date 8 September 87

ROUTING AND RECORD SHEET

SUBJECT: (Optional)

Meeting with IBM

FROM: Edward J. Maloney
Director of Information Technology
2D00 Hqs

EXTENSION

NO. ER 87-3200X

DATE

3 September 1987

TO: (Officer designation, room number, and building)

DATE

OFFICER'S INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

gm *TR* *TR* 4 SEP 1987

RECEIVED FORWARDED

1. *gm* EXDIR
7E12 Hqs

8 SEP 1987

*Base -
has sig of follow up.*



3 September 1987

MEMORANDUM FOR: See Distribution

FROM: Edward J. Maloney
Director of Information Technology

SUBJECT: Meeting with IBM

Gentlemen:

1. At my request IBM has been working to organize some Information Systems-related briefings for this fall. They have tentatively arranged to hold a meeting in New York City on 22-23 October, Thursday and Friday. We are looking at a plan that will have us arrive in New York (Sheraton Americana) on the evening of 21 October (everyone for himself). The meeting will be held at 590 Madison Avenue (an IBM facility) at 9:00 a.m. on Thursday morning. We plan to leave shortly after lunch on Friday to return to Washington (again, everyone for himself).

2. A tentative agenda will include:

- ° An executive-level briefing by IBM on its supercomputer direction. This will basically be a non-disclosure briefing but at an executive level.
- ° A briefing on IBM's investment decision process--how they arrive at making an investment decision within IBM.
- ° A session on end user computing and what it means for the future.
- ° Still very tentative will be a non-disclosure-type briefing on the PC "Beyond PS-2." (We need to look into the implications of having this discussion with an RFP on the street, but, assuming those obstacles can be overcome, this will probably be on the agenda.)

3. In addition to these four briefings sponsored by IBM, we will be inviting senior executives from several information companies with headquarters in Manhattan. I expect to invite Merrill Lynch and possibly American Express and will ask them to discuss the information strategies within their organizations, their information system decision process, and that whole IS arena as viewed from a senior management position.



4. This is all tentative. At this point what I would like to have from you is: (1) an indication that, given this type of agenda, you plan to attend; (2) do the dates present a problem; (3) is the agenda appropriate.

STAT 5. I have asked to coordinate this so please
STAT get back to him with your responses as soon as possible.

Edward J. Maloney

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