

8/10/82

To: S. Arnett  
V. Belmondo  
W. Ellis  
J. Gonella  
M. Holley  
K. Lee  
W. Paulson

From: Steve Witter

Subject: SIGNETICS SOFTWARE RFQ

Please attend a meeting at  
11:00 Today in conference room 2D  
to discuss our response to the upcoming  
Signetics software RFQ.

Steve

# PLANNING MEETING

8/10/82 11:00 2D

## SIGNETICS SOFTWARE RFQ RESPONSE

### ISSUES:

1. How much should we quote on?
  - a. ABEL ?
  - b. Minimization ?
  - c. Test Vector sorting ?
2. How can we expedite the authority necessary to bind Data I/O to what we quote?
3. Should we include a quote on hardware ?

### Suggested format for Software quote

- A. Strengths of Data I/O as a distributor of Logic software
  - value of Data I/O name
  - Share of market
  - channels of distribution
  - Customer acceptance of Data I/O hardware

B. Technical Capability - Resumes

- Averett
- Lee
- Belmondo
- To
- James
- Wright

C. Technical Approach - a line by line response to their RFW

D. Contractual Approach

- joint venture
- 50/50 cost split
- fixed price
- timing
- Updating plans
- expansion plans