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XEROX

PALO ALTO RESEARCH CENTER

*Systems Science Laboratory*

September 4, 1979

To: R. J. Spinrad

From: W. R. Sutherland

Subject: **NoteTaker Revisited**

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Bob,

Now at the end of the summer, here is an update on NoteTaker status, a review of plans, and a plea for additional 1979 funds. The situation is well described in the attached note from Doug Fairbairn.

In June, you were unable to respond positively to my request for additional dollar help, believing I think that a 1980 build was ephemeral. This summer we have been in a chicken/egg situation: soliciting from firm orders was unreal without the development funds to finish, and without orders, finishing development was equally unreal. As a result, we retrenched on SPG engineering activities, slipped the build date a quarter, and struggled on. We scrounged in the SSL budget to find resources to keep the project alive and went begging to other organizations for help. We think we will get \$25K from WRC and are exploring RTG's interest.

In spite of this uncertainty in NoteTaker plans, Xerox interest outside of PARC has continued to build. We have received many inquiries and have informally explored applications such as:

- 1) Educational use at Leesburg with later field extensions;
- 2) Driving Louis Mailloux' 2600 ROS printer;

- 3) NoteTaker as a prototype field service tool;
- 4) EOS applications in government experiments;
- 5) LSI testing environment;
- 6) NoteTakers as personal computers in the homes of top Xerox executives.

It appears that a build for 2Q80 really is viable and I cannot let that opportunity pass without another try. To break this deadlock, I am sending out the attached call for firm orders and simultaneously asking you again for further development assistance. Orders for 20-30 machines outside SSL seem real and SSL plans to order at least 20 with 1980 capital. If the outside interest is real, the build is viable. We will know shortly and completion is then dependent on finishing the development. The price in the first build has been set high enough to cover some contingencies and development work. I'd rather it were lower, but that means covering the unknowns some other way.

Also attached is a fiscal plan by Doug Fairbairn which shows the MAXIMUM which can still be spent in 1979 by SPG and the NoteTaker vendors. I suggest a meeting ASAP to discuss these details if you would like more information.

We are going to try to finish NoteTaker in 1980 as best we can. I believe that it will be useful to the Corporation to have a compatible portable machine for a variety of experimental applications and that *sooner* will be better than later. 1980 looks tight for expense money and I request your maximum support now while there is still the time to use 1979 resources. Doug's note indicates that we can use over \$200K in '79. Can you please assist with as much of this as is possible. I think available and usable NoteTakers will be beneficial to Xerox and worth the resources required.

*Attachments*

*Copies to:*

*N.Beyer  
D.Fairbairn  
W.Jeffers  
T.Strollo*

*WRS.jt*