ment amongst other products. Mr. McIver listed printers, terminals, and tape and disk drives amongst the complete items the company buys in and PC boards amongst the components the company buys in. In addition to buying in complete hardware components, Plessey also purchases software in the form of word processing, and medical and communications software. Generally, the company purchases the products it requires directly from a manufacturer. Mr. McIver mentioned that the supply problems with Digital Equipment Corporation had alerted him to the danger of depending on single sourcing. The company places its main emphasis on purchasing domestically whenever possible but has purchased terminals in Korea and Japan. Mr. McIver listed hardware items as comprising 80 percent of total corporate purchases and software as comprising 20 percent. Mr. McIver expressed an interest in considering Canadian suppliers as potential sources and said that to date he had received no significant offers from Canadian suppliers. Mr. McIver suggested the best method for Canadians to contact Plessey was directly through the purchasing manager at each facility. Plessey Peripheral Systems does approximately $50 million worth of business annually. Their main client groups are business, educational, commercial, and government agencies. Plessey could be interested in the possibility of doing some joint marketing with Canadian companies. Mr. McIver stressed that Canadian companies planning to tackle the U.S. market must realize that investment in setting up a service and sales organization in the United States would be an essential prerequisite to successful business.

COMPUTER PRODUCTS MARKETING INC.

12624 Daphne Avenue
Hawthorne, CA 90250   (213) 754-8250

Mr. Anthony F. Coppola, President and
Vice President Marketing

Computer Products Marketing manufactures memory devices e.g. IBM plug compatible, and Univac compatible. Mr. Coppola listed terminals, memory and power peripheral amongst the complete products his company buys in. Computer Products also purchases in board level components, but does not buy in software. The company has no preference for buying locally or overseas but could be interested in discussing prospects with Canadian suppliers. Mr. Coppola felt that computer trade shows could provide a viable way for Canadian companies to make contact with his company. Computer Products Marketing has an annual turnover in the vicinity of $10 million. The company sells directly and also through distributors and recommended Digital Associates, Stamford, Connecticut as a distributor.

COMPUTER SCIENCES CORPORATION (INFONET GROUP)

1200 E. Grand Avenue
El Segundo, CA 90245   (213) 615-0311

Corporate Headquarters:

INFONET GROUP

650 N. Sepulveda Boulevard
El Segundo, CA 90245

Mr. L.D. Amdahl, Director of Advanced Engineering

Computer Sciences Corporation's gross annual sales are in excess of $630 million. A total of 14,000 persons are employed and approximately 300 persons are employed in product development and support alone. The company produces teleprocessing services (CSC-owned large host computers), communications network (including value added services) and end-user equipment (CSC supplies micros and some minicomputers). CSC offers substantial prospects to suppliers. The following products and components represent a selection of items the company purchases every year: mainframe computers (large and medium scale 2-3 per year); minicomputer systems (few per year); 8 and 16 bit micros (500 per year); serial printers (300 per year); modems (600 per year); 5¼ inch subsystems (400 per year); microcomputer board products (800 per year); line printers (10 per year); multiplexers (60 per year); X.25 protocol converters (100 per year). In addition, the corporation purchases the following software used with micros: communications emulators, operating systems, language packages, data base packages, spread sheet packages and financial applications. The corporation also purchases various mainframes and system software and application packages.

The CSC buys 80 percent of its requirements direct from manufacturers and is experiencing serious delays in obtaining new products. Mr. Amdahl advised that price is important to CSC and that the corporation generally buys major items on a discount basis. To date, CSC has purchased the bulk of its requirements in North America. CSC buys 75 percent hardware and 25 percent software and visualizes its software requirements will increase in the near future. CSC has had considerable experience with Canadian suppliers and has purchased the following Canadian products: specialized terminals, display terminals, modems, protocol converters and software. Interested Canadian suppliers should contact corporate purchasing. Hardware evaluation is carried out by the corporation's engineering departments whilst system software evaluation is controlled by the corporation's software development department. Mr. Amdahl recommended that Canadian companies should contact the CSC systems group at Fallschurch in Virginia. He felt that the computer industry in the United States would be increasing its purchases of micros, printers, modems, and video text terminals. Most of CSC's products are leased and leasing costs range from $300 to $3,000 per