

Folks,

Last week was ETS in St Louis. A number of you have asked how it went, so I thought I would send a note.

In a word - excellent.

As always Trish Gagnon did an excellent job for ASD for VMS and for the speakers, and if there were any issues in her space it was transparent to the rest of us. Trish always provides the highest caliber of support possible and I know that our customers truly appreciate her work.

Larry Bonnette, Wendy Tanner, Kevin St.George and Paul Vassel did an excellent job in setting up and supporting the tradeshow demos of ASD and this could not have been done without them.

Many thanks go to all the VMS speakers that not only did their sessions but also supported demos, thank you for contributing to the bottom line and making our customers happy. Also thank you for your support of the OpenVMS Engineering Panel, which also received good reviews.

There was aprox 3,800 people present.

Jim Milton (Jim Milton is responsible for driving the revenue and profitability of HP's enterprise products and solutions, and penetration of the Services, Personal Systems, and Printing and Imaging business in our top corporate and enterprise accounts in North America and South America). Mentioned VMS many times during his sessions. When he came into the trade show booth, he asked about OpenVMS on Itanium, when it was explained that we could not show anything he asked if we could do a "coming soon" sign, which we did.

Michael Capellas had a whole slide on support of OpenVMS.

Mark Gorham's session was so crowded people were sitting on the floor. As part of Marks presentation there is a short video at the start of the presentation and then at the closing there is another with a number of testimonials and a statement of support from Carly. (These will be on the web later this week). Both videos received a round of applause. Marks presentation also had pictures of the entire group and the Ambassadors which were my personal favorite. In Mark's session I was sitting next to an HP person who had never heard about VMS and she said she could not wait to sell it. Speaking of Mark, he had customer visits just about every single hour he was there starting at 7:30 in the morning. This was mostly partners wanting to work more closely with VMS.

Trade show/technology center - BCS had a space larger than the entire booth last year, and we were busy. Not only with customers and partners but HP folks getting to know about us. There was an area of hp printers, it was amazing, they have printers capable of printing on canvas and fabric. The photo printing was beautiful and more than that the people were great. We had an issue and we needed to print off 500 copies of something and they offered to take care of it for us. Many of the customers were very happy to hear about the support for hp printers in VMS. There were 4 Marvel's on the floor and they were always busy.

OpenVMS SIG - Encompass has revived the SIG programs, there are currently 3, Enterprise UNIX, OpenVMS and Storage. There was an overwhelming sign up for the VMS SIG, thanks again to Paul Vassel for his support of this.

Many many customers said that they really felt a renewed support of OpenVMS and you know they are right. From my perspective we received more support than we have in years.

John Loether and Terry Shannon did the closing session on Friday and once again VMS could not have asked for more support from either one of them.

Warm Regards,
Sue