

PRIME MINISTER

Wang Laboratories

I attach a brief by DTI for your meeting tomorrow with Dr. Wang.

The purpose is to have a serious discussion of future directions in Information Technology, and to reinforce current successful co-operation between the Government and Wang Laboratories.

In the course of the meeting, Wang will present you with the first model of their new business computer to come from their pre-production facility. Cabinet Office are content for you to accept this on behalf of the Government for use in the public service.

Wang will hope that the machine will be used at No. 10, but without knowing more about its capabilities, we cannot promise this. If you agree, we will seek CCTA advice on the most appropriate way of putting Wang's gift to work.

DB

6 October, 1983



10 DOWNING STREET

Prime Minister

Visit of Dr An Wang

This meeting will take place in the Blue Room. The new business computer has been installed in the Pillared Room. You might like to talk to Dr Wang for say 15 minutes before moving into the Pillared Room for the presentation. Dr Wang's staff can then spend a few minutes demonstrating applications of the computer. COI photographers

is on hand to make private record for Dr Wang.

AT

7/10

P.S. David Wolfson would like 5 mins at 12.55 after you have seen Chris Butler.



DEPARTMENT OF TRADE AND INDUSTRY  
1-19 VICTORIA STREET  
LONDON SW1H 0ET

TELEPHONE DIRECT LINE 01-215 5422  
SWITCHBOARD 01-215 7877

JU637  
Secretary of State for Trade and Industry

6 October 1983

Timothy Flesher Esq  
Private Secretary to the  
Prime Minister  
10 Downing Street  
London SW1

*Dear Tim*

In your letter of 26 August you noted that the Prime Minister would be delighted to see Dr An Wang and to receive the first business computer assembled on Wang's pre-production facility at 1215 hours on 7 October.

... 2 I attach briefing and confirm that Mr Parkinson will accompany Dr Wang, his wife and their three colleagues.

*Yours es*  
*Steve Nicklen*

STEPHEN NICKLEN  
Private Secretary



VISIT OF DR AN WANG FRIDAY 7 OCTOBER

AGENDA FOR MEETING WITH SECRETARY OF STATE AT 11.30 AM

ITEM 1 : Introductions

ITEM 2 : An overview of Wang's worldwide operations

ITEM 3 : Wang in the UK

ITEM 4 : Future areas for co-operation and in particular R & D

AGENDA FOR 12.15 MEETING WITH PRIME MINISTER

ITEM 1 : Introductions

ITEM 2 : Brief summary of items covered in meeting with  
Secretary of State

ITEM 3 : Dr Wang's perception of world developments in the IT  
industry and future prospects for Wang development  
work in the UK.



COMMERCIAL IN CONFIDENCE

MEETING WITH DR AN WANG FRIDAY 7 OCTOBER

PURPOSE OF MEETING

The meeting provides an opportunity for Dr An Wang and his colleagues to review developments in Information Technology, note the direction Wang Labs is taking and explore areas for further developments in the UK - particularly in R & D. Dr An Wang is a great innovator with clear thoughts on the strategic direction of his company and of the IT Industry. He will be accompanied by his wife and fellow director, Lorraine Wang, Carl Masi (Senior VP International Operations), Dodge Chu (Director of Wang Communications) and Ian Diery (UK Managing Director). Biographical notes are attached.



VISIT OF DR AN WANG FRIDAY 7 OCTOBER

LINE TO TAKE

Welcome Dr and Mrs Wang and their three colleagues :

- 33% growth
- . pleased to hear company continues to grow at such dramatic rates (33% in 1982/3);
  - . note UK operation is growing even faster (58% in 1982/3); 582
  - . suggest Government's
    - commitment to IT,
    - its support for innovation programmes and
    - its raising the climate of awareness of what IT has to offer

... has helped stimulate the market and made Britain an exciting place from which to do business;

- . understand Stirling manufacturing plant is ahead of schedule;

[Prime Minister to receive first model from pre-production facility]

- . state that government looks forward to continued successful co-operation with Wang Labs; in particular UK has substantial R & D strengths and is embarking on a £350m collaborative research programme in advanced information technology (ALVEY). Government would welcome Wang Labs establishing European R & D base in the UK.

ONLY IF RAISED AS ALVEY IS PRIMARILY A UK NATIONAL PROGRAMME

Possibility of participating in Alvey programme with UK partners; suggest dialogue pursued with the Department of Trade and Industry's Alvey Directorate;



- . Prime Minister to ask Dr Wang and his colleagues to state their views on world developments in the IT industry and future prospects for Wang in the UK.



## THE COMPANY AND ITS PHILOSOPHY

Wang Labs is a leading world wide supplier of computer based office automation equipment. It was founded in 1951 by Dr An Wang who remains President and Chairman of the Board.

Dr Wang's innovations led to the introduction of self-adjusting typesetters and the first programmable cassette based calculators before he refocused the company onto word processing, office automation and business computers in 1976. Since then the company has experienced explosive growth. In the 1982/3 financial year the corporation achieved a 33% increase in sales to \$1,538m. The UK subsidiary is the largest in the world outside of the US and 1982/3 saw a 58% sales growth to £55 million.

On October 13 last year the company announced its decision to build a £38m production plant at the Stirling University Campus site in Scotland. The plant will employ about 700 people when completed, export about 60% of output and source major components from within the UK. Despite a very tight production schedule, construction is currently about 3 weeks ahead of schedule and a pre-production assembly facility has just started operation. Dr Wang will present the first model from the line to the Prime Minister.

One of Wang Labs' major strengths is the user friendly nature of its products and the integration into a total system. The company has defined office automation as being "people using technology to manage and communicate information more effectively". Wang believes that office personnel acquire and communicate information in 4 principal forms: words, numbers, images and voice. To work effectively in an office environment the company considers that people must have access to information systems that integrate the technologies necessary to handle these forms of information. These technologies are: data processing, word processing, image processing and audio processing.

Because of its successful product strategy and growth potential, the Department of Trade and Industry wants Wang to expand its operations and in particular develop R & D, perhaps using the computer science resources at Stirling University. The company is willing to consider this. Involvement in the £350m Alvey programme is a possible carrot provided :

- the company could contribute a research capability vital to the programme;
- they would make the results available to the benefit of UK industry without the results leaking abroad;



- . they identified a specific area of interest to the Alvey Directorate and found a UK industrial partner also interested in pursuing that subject.

A way forward would be for Wang to discuss any proposals they have in outline with the appropriate member of the Alvey Directorate so as to gain a clear understanding of the underlying strategy and of areas where Wang might have some particular expertise to contribute.



DR. AN WANG  
Chairman of the Board  
Chief Executive Officer  
Wang Laboratories, Inc.

#### RESPONSIBILITIES

Dr. An Wang is chairman of the board and chief executive officer of Wang Laboratories, Inc., a research and development-based manufacturer of office automation systems, including both data processing and word processing equipment, with headquarters in Lowell, Massachusetts.

#### BACKGROUND

In 1940, Dr. Wang received a Bachelor of Science degree from Chiao Tung University, Shanghai, China. He came to the United States in 1945 to begin graduate studies at Harvard University, where, in 1948, he earned a Ph.D. in applied physics. In 1951, Dr. Wang began his computer manufacturing company, Wang Laboratories, in Boston.

Dr. Wang's recognition in the scientific community came in the early 1950s after his invention of the magnetic pulse controlling device known as magnetic core memory. Increasing business at Wang Laboratories necessitated his moving the company to Cambridge in 1954, Natick in 1959, and Tewksbury, Massachusetts in 1964. In addition to the Tewksbury facility, which is now devoted to manufacturing, Wang Laboratories expanded to several locations in the Merrimack Valley, establishing its headquarters in Lowell, Massachusetts in 1976.

Dr. Wang introduced a desktop computer named LOCI in 1965. This forerunner of the Wang electronic desk calculators used a keyboard resembling that of an adding machine but offered the user the unique feature of generating logarithms with a single keystroke. Every year since the production of the first LOCI, Dr. Wang and his staff of engineers have conceived and designed electronic instruments and systems, maintaining a steady progression of innovations in the office automation field. Wang Laboratories, now ranked 264<sup>th</sup> on the *Fortune 500* industrial listing, employs more than 23,000 people all over the world. The company's stock is publicly traded and is listed on the American Stock Exchange.

#### BUSINESS AND COMMUNITY AFFILIATIONS

Dr. Wang serves on the boards of the Bank of Boston and the Massachusetts Board of Regents. He is a trustee of Northeastern University and The Museum of Science, Boston. In 1980, Dr. Wang was elected an overseer of Harvard University. He is also the president and a trustee of the Wang Institute of Graduate Studies, which he founded in 1979.

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MRS AN WANG



Mrs An Wang (Lorraine C) was born in Shanghai, China in 1920. She received her BA degree from St John's University, Shanghai, China in 1941 and spent two years starting in 1947 at Wellesley College, Wellesley, Massachusetts conducting graduate studies in English Literature.

Dr & Mrs Wang were married in 1949 and Mrs Wang was one of the original Directors of Wang Laboratories when it was incorporated in 1955. She is currently a member of the Board of Directors of Wang Laboratories Inc.

The Wang's have three children, their son Frederick is Executive Vice President, Development Operations for Wang Laboratories, son Courtney is General Manager for Wang Communications and their daughter Juliette is a University student.

Mrs Wang played a key role in rescuing the former Metropolitan Centre of Boston (now renamed the Wang Centre for the Performing Arts in recognition of the Wang's assistance), and is an Honorary Chairman of the Centre's Board of Directors.

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J CARL MASI

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Current Responsibilities at Wang Laboratories Inc  
4 May 1983 to Present

Senior Vice President, International Operations; responsible for all subsidiaries distributor operations.

Projected Sales 1984	\$700 million
Employees	5862

Previous Responsibilities at Wang  
January 1974 to May 1983

- Vice President of Europe, Africa and Middle East Operations 1983  
Sales \$320 million  
Employees 2431
- Vice President of Marketing Support including all corporate marketing, support, advertising, training and third party distributor channels.  
Budget \$30 million  
Employees 550
- Director of Computer Marketing - June 1976 to January 1978
- Director of Word Processing Marketing - April 1974 to June 1976

In above capacities, released and promoted all Wang products including WPS, OIS, VS and current office automation products. Formulated and implemented corporate marketing strategies for small business computes, word processing and office automation, and produced all corporate advertising, promotion and marketing programmes to reinforce these products and strategies.

Before Wang

1969-1974 Product Line Manager for Sanders Data Systems (Now Harris Communications), Nashua, NH

Responsible for product planning, product management and marketing of Sanders' line of intelligent terminal systems and communication processes. \$12 million sales.

1965-1969 Data Communications Consultant, Marketing Specialist, Programmer, Systems Designer, Trainee - Honeywell Information Systems, Wellesley/Waltham

1963-1965 Lieutenant, United States Navy, Electronics Officer

1959-1963 Baccalaureat Degree, Political Science, Tufts University.

Personal Data

Date of Birth	31 May 1944 Age 42
Married	Wife Susan, Two Children - Sarah 9, Kate 7
Office Address	One Industrial Avenue, Lowell, Mass 01851, USA
Office Telephone No.	0101 617 459-5000 x 4400

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DODGE CHU

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Current Responsibilities

Dodge Chu is Vice President for Pacific Operations. He is responsible for overall operations in Japan, Hong Kong, Singapore, Taiwan, China and all other Southeast Asian countries. He also oversees overall operations in Hawaii, New Zealand and Australia.

Mr Chu is on the Board of Directors of all these subsidiary countries of Wang Laboratories, as well as the Company's International Advisory Board. He is also the Director of Wang Communications Inc, a subsidiary company based in Denver, Colorado.

Wang Experience

Mr Chu started as a sales representative with Wang in 1969. Since then, he has held several positions including Hawaii Branch Manager, Hawaii District Manager, Asia Area Manager and Area Director for Asia/Pacific Operations. He was promoted to Company Vice President in 1980.

Personal Data

Mr Chu is married and has one daughter. He has a home in Honolulu, Hawaii. He is also a member of the Advisory Board for the Governor of the State of Hawaii.

Office Address                      One Industrial Avenue, Lowell, Mass 01851, USA

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BIOGRAPHY

Ian Diery - Managing Director of WANG UK Limited

Mr Ian Diery joined WANG UK in August 1978. He became Managing Director in March 1981, having previously been District Manager of WANG's South East of England District.

Ian Diery studied engineering at the University of New South Wales, Australia. Following university, he joined a company providing closed circuit TV and videotape recorders for industrial use where he became Sales and Marketing Manager for the State of Victoria. He then formed his own company marketing similar products before moving to the UK.

For further information, please contact:

Richard Sutcliffe-Smith  
HHCC  
Tel: 01-499-8321

David Mills  
WANG  
Tel: 01-560-4151

INVOICE  
CUSTOMER

*OK CF  
pa (Wang file) done  
12/10*

WANG (UK) LIMITED

WANG HOUSE  
661 LONDON ROAD  
ISLEWORTH  
MIDDLESEX TW7 4EH  
TELEPHONE 01-560 4151

WANG

INVOICE TO:

MARGARET THATCHER  
10 DOWNING STREET  
LONDON  
SW1

DELIVER TO:

MARGARET THATCHER  
10 DOWNING STREET  
LONDON  
SW1

INVOICE No. 503859

WANG REF. 104217

PAGE 1  
A/C No. 525501  
DATE 6/10/83

CUSTOMER REF. M. THATCHER

CUSTOMER NA/BPA NUMBER

PRODUCT	DESCRIPTION	ORDERED	DESPATCHED	OUTSTANDING	BACK ORDER	PRICE	AMOUNT	VAT RATE	VAT AMOUNT
177-0080-1	5 1/4" DISKETTE (DSDD) BOX OF 10	2	2	0		0.00	0.00	15.00	0.000
279-5204-6	WANG MULTI-STRIKE RIBBON BLACK. BOX OF 6.	1	1	0		0.00	0.00	15.00	0.000
279-5240-6	WANG MULTI-STRIKE RIBBON BLUE. BOX OF 6.	1	1	0		0.00	0.00	15.00	0.000
690-0429	DISKETTE LIBRARY CASE 5 1/4" PLASTIC. EACH.	2	2	0		0.00	0.00	15.00	0.000
719-6125	WANG PLASTIC PRINTWHEEL STANDARD 10/12 PITCH	1	1	0		0.00	0.00	15.00	0.000
719-6156	PR. ELITE 12(SP'L) PLASTIC P/W	1	1	0		0.00	0.00	15.00	0.000
690-0115	DUST COVER - ERGO 3 PACK (SCREEN AND KEYBOARD)	1	1	0		0.00	0.00	15.00	0.000
615-0260-P	PLAIN CONT. PAPER-REG/ONE-TIME 11 X 14.5" -1 PART (2000/BX)	1	1	0		0.00	0.00	15.00	0.000

REGISTERED IN ENGLAND No. 93593  
VAT REG. No. 222 8753 63

COMMENTS  
WITH THE COMPLIMENTS OF  
WANG CONSUMER PRODUCTS DIV.

CUSTOMER DISCOUNT @

0.00%

0.00

0.000

SUB TOTAL

0.00

0.000

VAT

0.00

TOTAL

0.00

FULL PAYMENT — NET 30 DAYS FROM DATE OF INVOICE

010107 MOORE PARAGON MCP

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