



PURCHASE ORDER

PURCHASE ORDER NUMBER

KA288

UNISYS CORPORATION
PRINTED CIRCUIT MFG. DOCK #1
322 NORTH SPERRY WAY
SALT LAKE CITY

DIVISION

BUYER

DATE

TYPE OF ORDER

U03

62 88-01-19 CHANGE ORDER

01

SUPPLIER CODE

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TO: DR. M. J. HARRY
364 E. CATHEDRAL ROCK DR.
PHOENIX
AZ 85044

SHIP TO: UNISYS CORPORATION
PRINTED CIRCUIT MFG. DOCK #1
322 NORTH SPERRY WAY
SALT LAKE CITY
UT 84116

ATTENTION OF: MIKEL HARRY

CONFIRMING ORDER. DO NOT DUPLICATE.

PAYMENT-~~N/10~~ DAYS : FREIGHT-~~PREPAID~~-ALLOWED, FOB-ORIGIN , U. P. S.

ITEM	PART NUMBER/DESCRIPTION	RV	CODE	REQD	REQUIRED	U/M	UNIT PRICE
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01	SPC/QUALITY EXCELLENCE TRAINING						
							CONTRACT LIMIT 112000.00
							SERVICE DATES 88-01-14 THRU 88-12-31
							REMAINING BALANCE 110542.24

TO BE PAID ON APPROVAL OF A VALID INVOICE

This purchase order is issued for SPC training and process implementation of training in the Roseville, Minnesota Printed Circuit Manufacturing Facility of Unisys Corporation by Dr. Mikel Harry.

STATEMENT OF RESPONSIBILITIES:

Dr. Mikel Harry shall be responsible for providing the following instruction and training:

- a.) Working of a pilot project of the number one defeat, currently undetermined, at the Roseville P.C. facility and the "thin copper problem" pilot project at the Salt Lake P.C. facility.
- b.) Provide camera ready instructional material to Unisys a minimum of (2) weeks prior to training sessions to enable printing of training materials.
- c.) Provide instruction to business and management personnel, technical personnel and operation and manufacturing personnel. Projected enrollment is plus or minus 2 class participants within each specified training category. Reference "COST BREAKDOWN subsection SPC TRAINING."

ADDRESS ALL COMMUNICATIONS TO

BUYER

TELEPHONE

MAIL STATION

APPROVAL SIGNATURE

TOTAL VALUE

\$112000.00

SALES/USE TAX EXEMPT APPLIES

BILL TO: SPERRY CORP.
ACCOUNTS PAYABLE DEPARTMENT
P.O. BOX 16152 M/S-C1H04
SALT LAKE CITY, UTAH 84116

THIS ORDER IS PLACED SUBJECT TO ALL TERMS AND CONDITIONS STATED ON BOTH SIDES OF THIS FORM. SELLERS ACCEPTANCE OF THIS ORDER WITH ALL TERMS AND CONDITIONS THEREOF SHALL BE INDICATED BY AN AUTHORIZED REPRESENTATIVE OF THE SELLER. THIS ACCEPTANCE SHALL BE MAILED AT ONCE.

SUPPLIER COPY



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- d.) Notification to appropriate coordinator in advance of instructional hardware needs for each section.
- e.) Professional on-site SPC coaching services to ensure key tasks underlying each pilot project milestone is given the proper technical support and leadership necessary for successful completion.
- f.) Implementation of methodologies including but not limited to, strategies, tactics and SPC tools.

Unisys shall be responsible for the following:

- a.) Appropriate training facilities.
- b.) Printing of instructional materials to be used in the training sessions. Reference "COST BREAKDOWN paragraph 'A'."
- c.) Instructional hardware including but not limited to; overhead projection devices, VCR's, screens, flip charts, markers, writing paper, writing instruments, calculators, computers, etc.
- d.) Professional video taping of the second class of the technical training session.
- e.) Copy of video taped session to Dr. Mikel Harry for personal use.

COST:

The total cost of this purchase order is not to exceed \$112,000.00

COST BREAKDOWN:

SPC TRAINING

	COST	U/M	#	RSVLPCE	TOT RSVLPCE	#	SLPCF	TOT SLPCF
MANAGEMENT TRAINING	250.00	PERSON	28	+/-	\$7,000.00	48	+/-	\$11,000.00
TECHNICAL TRAINING	400.00	PERSON	22	+/-	8,800.00	21	+/-	8,400.00
OPERATIONS TRAINING	50.00	PERSON	30	+/-	1,500.00	90	+/-	4,500.00
APPLICATION WORKSHOP	150.00	PERSON	15	+/-	2,500.00	15	+/-	2,500.00

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PROFESSIONAL COACHING

	COST	U/M	MAXIMUM # RSVLPCE	TOT RSVLPCE	MAXIMUM # SLPCF	TOT SLPCF
*1) PROFESSIONAL COACH	1,200.00	DAY	18 or less	\$21,000.00	18 OR LESS	\$21,000.00
*1) PROFESSIONAL COACH	900.00	DAY	7 or less	6,300.00	18 OR LESS	6,300.00
PER DIEM:						
*2) HOTEL	50.00	DAY	25 or less	1,250.00	25 OR LESS	1,250.00
MEALS	25.00	DAY	25 or less	625.00	25 OR LESS	625.00
*3) AUTOMOBILE RENTAL	40.00	DAY	25 or less	1,000.00	25 OR LESS	1,000.00
*4) AIRFARE	330.00	EACH	5 or less	1,695.00	25 OR LESS	1,695.00
SUBTOTAL ROSEVILLE P.C.F. & S.L.P.C.F.:				\$52,270.00		\$59,370.00
GRAND TOTAL:						\$111,640.00

A) In lieu of an additional charge of \$500.00 per video taped hour fee for the technical training session, Unisys has agreed to have printed at its own expense the instructional materials for the business and management personnel, technical personnel and operation and manufacturing personnel.

*1) Professional Coaching days are to be broken into essential days and Unisys optional days; essential days are to be billed at \$1,200.00 per day plus per diem, not to exceed eighteen (18) days, Unisys optional days to be billed at \$900.00 per day plus per diem, not to exceed seven (7) days.

*2) Hotel accommodations shall be arranged by Unisys. Bill is to be paid for by Dr. Harry then invoiced to Unisys.

*3) Automobile rentals shall be arranged by Unisys. Bill is to be paid for by Dr. Harry then invoiced to Unisys.

ADDRESS ALL COMMUNICATIONS TO BUYER TELEPHONE MAIL STATION R. N. BODKIN 801-594-4694 C2H06	APPROVAL SIGNATURE 	TOTAL VALUE
		SALES/USE TAX EXEMPT APPLIES \$112000.00
THIS ORDER IS PLACED SUBJECT TO ALL TERMS AND CONDITIONS STATED ON BOTH SIDES OF THIS FORM. SELLERS ACCEPTANCE OF THIS ORDER WITH ALL TERMS AND CONDITIONS THEREOF SHALL BE INDICATED BY AN AUTHORIZED REPRESENTATIVE OF THE SELLER. THIS ACCEPTANCE SHALL BE MAILED AT ONCE		BILL TO: SPERRY CORP. ACCOUNTS PAYABLE DEPARTMENT P.O. BOX 16152 M/S-C1H04 SALT LAKE CITY, UTAH 84116
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*4) Air transportation is to be arranged by Dr. Harry in such a manner as to take advantage of lowest fares available. Current (12-30-87) lowest fares available via Delta Airlines from Phoenix, Arizona to Salt Lake City, Utah and return is \$188.00; from Phoenix, Arizona to Minneapolis, Minnesota and return is \$178.00 with two (2) day advance reservations.

5) Coordinators are to arrange for instructional hardware. In addition they are to arrange and provide confirming numbers for hotel rooms and automobile rentals. Coordinators are as follows:

NAME: Helen Dennis FACILITY: S.L.P.C.F. PHONE: (801) 594-7628

NAME: Mike Bazal FACILITY: Roseville P.C.F. PHONE: (612) 635-5859

COPY RIGHTS

Unisys Corporation and Dr. Mikel Harry have exclusive copy rights to all video taped material produced from the training sessions. Use of the video tape is for the training of Unisys personnel and selected Unisys vendors.

Any other rebroadcast, distribution or other unauthorized use is strictly forbidden without express written premission from Unisys Corporation or Dr. Mikel Harry.

TERMS AND CONDITIONS:

TERMS: Net 10 after receipt of invoice.

The issuance of this purchase order shall in no way commit Unisys to use the services or material of seller nor shall it commit Unisys to the dollar amount shown, but only to the extent of individual releases against this purchase order.

The only individual authorized to make releases against this purchase order is:

NAME: Richard N. Bodkin PHONE: (801) 594-4694 M/S C2H86

The following must appear on/with all invoices:

- 1) Purchase Order Number
- 2) Release Number

ADDRESS ALL COMMUNICATIONS TO

BUYER

TELEPHONE MAIL STATION

801-594-4694

APPROVAL SIGNATURE**TOTAL VALUE**SALES/USE TAX
EXEMPT APPLIES

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3) Copies of all receipts

Unisys buyer or his representative shall reserve the right to audit all records pertaining to this purchase order.

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APPROVAL SIGNATURE

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R. N. FODKIN 8801-594-4694

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