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factory in Europe**

Wang Laboratories manufacturing plant, established on a relatively small scale in Limerick four years ago, and officially opened by the Taoiseach on Wednesday of this week, is today the largest and most modern factory in Europe for office automation products.

65 per cent of all Wang equipment sold in Europe is now manufactured at the Limerick plant.

With recruitment averaging 150 a year, it is expected that up to a thousand people will shortly be employed there.

The factory, on sixty acre site at Plassey Technological Park, today occupies 320,000 square feet, having grown from small beginnings in an IDA supplied temporary premises in 1980.

The plant is constantly expanding to keep pace with Wang's growing European business and the latest addition is a specially designed "high bay" warehouse constructed to provide high packed storage systems for up to 9,000 pallets.

Unique

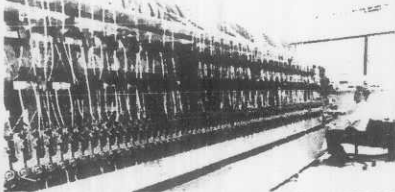
A unique feature of the warehouse will be a computerised storage retrieval system which can direct "driverless" cranes



Mr. Eoin O'Driscoll, managing director, Wang Laboratories.

and guided rail vehicles. This, in turn, will interface with Wang's own material control software.

Equipment shipped from the Limerick plant now includes all Wang work stations, as well as equipment for the VS, OIS and Wang Office systems. 65 per cent of all Wang equipment sold in Europe is



Pictured above is the Sequencer machine at Wang Laboratories, Limerick.

manufactured in Limerick and then shipped to 12 locations in Europe, and also to Australia.

The Limerick plant also has its own "Sourcing Centre" which was established to provide a proper European purchasing facility for the parts and components needed in the production process.

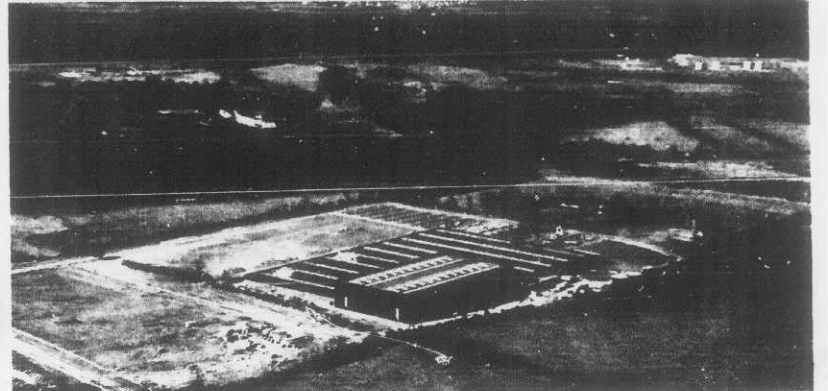
The sourcing centre, staffed by ten people, has a policy of buying as much material as possible from European sources and also encourages local suppliers to manufacture components to Wang specifications.

Supplier

Wang Laboratories Inc., established in 1951 by Dr. An Wang, is now the leading worldwide supplier of computer based office

automation equipment. The Company designs, manufactures and services computers and related devices for the office automation market-place, and its operations in Ireland are covered by three companies — "Wang Ireland" which carries out the marketing and support services to Wang customers, "Wang International Finance and Leasing," providing in-house rental and leasing programmes for customers, and the Wang Laboratories manufacturing plant at Plassey.

With the close of the current financial year, Wang Inc. realised revenues of 2.185 billion dollars, a 42 per cent increase over last year. Net earnings were 210.2 million up 38 per cent from last year.



Aerial view of the WANG plant in Limerick. The high bay loading area is to forefront of picture.



Mr. Eoin O'Driscoll, managing director, Wang, talking to Dr. Garret Fitzgerald

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The Total Solution: WANG

WANG LABORATORIES, the leading world-wide supplier of computer-based office automation equipment was founded in 1985 by Dr. An Wang, Chief Executive and Chairman of the Board. Based in Lowell, Massachusetts, U.S.A., the company initially began as a problem-solving corporation for businesses requiring specially-designed digital systems. Among the company's earliest contributions to modern business systems were the self-adjusting typesetter and the first programmable, cassette-based calculator.

In 1972, the company introduced the 2200 series, a family of small business computers. Featuring the latest in storage technology and attractive pricing, the 2200 series provides small and large businesses alike with powerful and versatile systems that are easily upgradeable. Since the introduction of the 2200 series, more than 40,000 systems have been installed in Government, commercial, engineering and general business sites worldwide.

In 1976, WANG entered the word processing marketplace with Cathode Ray Tube — CRT — based units. Since then, WANG has become one of the world's largest suppliers of CRT-based distributed intelligence word processing systems. From a low-cost stand-alone system, designed for the single operator, to a multi-terminal system with sophisticated computer-like functions, WANG word processing systems maintain an ease-of-use that allows for an easy transition into office automation.

In 1977, WANG expanded its product line even further to include the VS Computer, a system based on virtual storage technology and one that offers mainframe computing capabilities. In response to user needs, WANG incorporated word processing capabilities to the VS (VS/ISS), the first systems in the industry to achieve this integration. The growth path from the cost-effective VS 25 and VS 45 to the expanded 32-bit minicomputer, the VS 100, is a smooth and uninterrupted transition. All VS systems run under one

operating system and support the same system software, utilities and program development aids. The office information systems series, OIS, introduced in 1979 greatly increased the power, flexibility and storage capacities of WANG word processing systems. The OIS product line, like the word processing systems, are designed around the WANG concept of distributed intelligence for maximum system efficiency. Each OIS is able to sort lists, perform mathematical calculations and protect the confidentiality of material. The OIS offers sophisticated library and supervisory capabilities that assist in the management or workflow as well as information.

Automation

And now, as the concept of office automation become a reality, WANG is in the forefront of developing products encompassing the technologies necessary to support users in the automated office. In 1980 WANG unveiled its strategy for improving the productivity of the fastest growing and most labour intensive institution, the office.

An understanding of the way people work within an office environment and of the necessity for office personnel at all levels to obtain information in many forms simultaneously, continues to be the basis for WANG's development of office automation technology. Based on this understanding WANG 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 four principal forms: words, numbers, images and voice. To work effectively in an office environment, people must have access to information systems that integrate the technologies necessary to handle all forms of information. These technologies are: data processing, word processing, image processing and audio processing.

Graphics

The 6300 Graphics workstation and software, developed for use on the OIS and VS series, supports the creation of business graphics. The 6300 workstation is an integrated and multifunctional system supporting data processing, word processing and graphics.

The Professional Computer, primarily intended for professionals and managers, can address the needs of virtually any office worker. Used as a stand-alone workstation or connected to larger WANG systems through WangNet, the WANG Professional Computer is a versatile, integrated and easy-to-use office automation computer. The Image Transfer System, a peripheral to the WANG OIS, Alliance, and

VS systems, is a highly functional scanning device that digitises any kind of document for storage on a WANG system. The Image Transfer System makes the replication and communication of any sort of paper-based image or symbol more manageable.

With the introduction of these products and the future announcement of advanced technologies, WANG is strongly positioned to be the leader in the field of Office Automation. To realise this goal WANG has a worldwide sales, service and support organisation spanning eighteen subsidiaries and seventy-five representative offices with manufacturing plants located in Puerto Rico, Taiwan and Ireland. Total number of employees worldwide is approximately 30,000.

Financial recap

With the close of Fiscal Year 1984, WANG realised revenues of US\$2.185 billion, a 42% increase from the US\$1.538 billion reported for Fiscal Year 1983. Net earnings were US\$210.2 million, up 38% from the US\$152 million earned last year. WANG is listed 227 among the Fortune 500 top companies in the United States.

Data processing, the most advanced and widely applied of these technologies, simply states is the manipulation of structured data. Historically specialised and centralised, data processing is increasingly becoming a decentralised tool in assisting office workers to perform their jobs more effectively.

Word Processing, the standard technology for preparing information in the form of written words, is often the first step towards office automation.

Image processing, the third technology, takes complex information — numbers, text, ideas — and transforms and communicates it into visual forms, such as bar charts and pie graphs. This allows for information to be easily communicated and easily understood.

The fourth technology, audio processing, addresses the creation and sending of verbal messages via a computer, allowing for the most natural form of communication, the spoken word to be used more efficiently.

While data processing, word processing, image processing and audio processing represent the different forms of information, the fifth technology, networking, represents the vehicle for communicating these various forms from one location to another.

The User

In order for these technologies — and the products stemming from the advancement of these technologies — to be successful, they must be designed for the user. Consequently, the sixth technology, and possibly the most fundamental technology, is Human Factors. Ergonomics, the relationship between man and machine, is an important aspect of this technology.

Research has taught us that the colour of the screen and the height of chairs are important facts to consider when designing a system. However WANG believes that user acceptance is the key for the successful

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