

WCN

Berg

Lawrence

the IBM lawsuit

CDC/IBM LAWSUIT

hell yes
Jo

"IBM IS OUT TO GET US AND YOU CAN QUOTE ME ON THAT!".
THOSE WERE THE WORDS WILLIAM C. NORRIS, CHIEF EXECUTIVE
OFFICER OF CONTROL DATA, USED IN EXPRESSING HIS VIEW OF IBM'S
COMPETITIVE STANCE DURING AN INTERVIEW WITH A WALL STREET
JOURNAL REPORTER IN 1964.

THOSE WERE PROPHETIC WORDS. VIRTUALLY NO ONE BELIEVED
THEM TRUE AT THE TIME. THEY WERE NOT CREDIBLE FLYING IN THE
FACE OF A CORPORATE LEGEND THAT HAD IBM ATTAINING THE INDUS-
TRY'S LEADING POSITION BY MAKING BETTER COMPUTERS THAT WERE
MARKETED BY WELL-TRAINED AND IMPECCABLY DRESSED PERSONNEL IN
FRESHLY PRESSED SUITS AND WHITE SHIRTS. THIS WELL-KNOWN AND
WIDELY REPORTED ORGANIZATION COULDN'T POSSIBLY BE ILLEGALLY
AND METHODICALLY ENGAGED IN TRYING TO DESTROY ITS COMPETITION
BY BEING PREDATORY, RUTHLESS AND UNETHICAL. BUT THE INCREDIBLE
BECAME CREDIBLE AS EVIDENCE WAS UNCOVERED IN THE CDC/IBM LAW-
SUIT. SOME OF IT CLEARLY INCRIMINATING -- SUCH AS "GET THOSE
BASTARDS" IN IBM PRESIDENT WATSON'S HANDWRITING. BUT MORE ON
THAT LATER, AS THE STORY OF THE LAWSUIT UNFOLDS.

THE STORY IS A CHAIN OF INCREDIBLE EVENTS, STARTING
WITH THE PHENOMENAL SUCCESS OF THE 1604, CONTROL DATA'S FIRST
LARGE-SCALE ELECTRONIC COMPUTER; THE DOGGED PURSUIT OF THE
LAWSUIT BY CDC'S BRILLIANT AND DEDICATED LITIGATION TEAM; THE

THE AWESOME ARRAY OF IBM LEGAL RESOURCES UNLEASHED AGAINST
CDC; THE OFTEN PREPOSTEROUS OR RUTHLESS TACTICS USED BY IBM
LAWYERS; THE MOUNTAINS OF DOCUMENTS TO BE ANALYZED; THE
UNBELIEVABLE PROCRASTINATION OF THE U.S. GOVERNMENT AND
INEPTNESS IN PURSUING RELIEF FOR THE COMPUTER INDUSTRY; AND
FINALLY, THE MOST FAVCRABLE LAWSUIT SETTLEMENT IN INDUSTRIAL
HISTORY.

*then skipped
to filing of lawsuit.
so it starts.*