

PLAINTIFF'S
EXHIBIT
182A
Comes v. Microsoft

Date: 27 Nov 1989 10:34 est
Subject: Re: beta agreement
To: xenix uunet!microsoft!gregl

Greg - I have forwarded this through our Legal department and hope to have it for you soon.

Our working relationship with Microsoft as a supplier of language tools has been quite good in the past. You should understand that we do evaluate your products in an environment where certain aspects are critically important, such as performance, reliability, space efficiency, debugging/analysis tools support, portability/standards and quick problem resolution. Nonetheless, we have had good luck with Microsoft C since you brought out the 3.0 product; it is a reasonably good environment for DOS-OS/2-Windows development, if not the best on any single dimension. Since Lotus has a large installed base of MS C and MASM, I don't see that changing suddenly, but we care about having the best tools a lot.

In this regard, we continually evaluate your products in comparison with WATCOM and Metaware, for example. Those products are targeted at a different market, I understand: you seem to be focussed on competing mostly with Borland for the educational/corporate mass market, rather than the high end.

Current concerns vis a vis Lotus projects:

Not having a compatible 386/486 compiler, not having an 860 compiler, etc. are examples of these issues. If you have them, we're sure like to know. The local view is that MS probably keeps its best tools proprietary, to assure advantage to your apps groups.

Lack of a linker for 386-flat mode. Lack of documentation for your variants of .OBJ format.

Poor debugging support for OS/2 and Windows (why not a GUI debugger in a window after all these years!!!) No "remote debugging" (redirection of debugging to another machine with a small resident debugger stub). Limited performance analysis tools.

Relatively slow code (poor register optimization, especially for segment registers for far pointers). Relatively big code for similar reasons.

Lack of an integrated C++ world with tools for OS/2 (and Windows) development such as debugger support beyond line numbers, libraries that make interfacing to the OS's easier, ...

The world's lousiest MAKE. (just buy up someone else's and put your label on it already!)

MSC 6 seems like a nice incremental improvement, but by no means are the competition standing still.

LOTUS 002438

