From johnfi Mon Mar 12 22:30:20 1990
To: richab
Subject: Palintir
Date: Mon Mar 12 22:09:23 1990


FYI.

John



>From richmac Mon Mar 12 17:05:24 1990
To: jonre
Subject: Palintir
Cc: johnfi johnpa rgms scotto sherryr
Date: Mon Mar 12 17:02:49 1990

I can assure you that if the Field had known that the names, addresses
etc of the Win 3 betas were gong to be released to their competitiors...
there would not have been any existing customers who would have had
betas extended to them! Fact!
This is probably an issue that is bigger than all of us but we need to
resolve it long term.....and short term, if the Palantir offer goes
away the Field would be delighted. If not.....consider the term POed
to apply.
>From jonre Sun Mar 11 21:10:05 1990
To: johnpa richmac sherryr
Subject: Palintir
Cc: johnfi
Date: Sun Mar 11 21:08:00 1990

When the field agreed to do a "marketing preview" type beta of
Win 3 to all our best Windows accounts, I don't think they were
thinking that we would then give this mailing list out to
competitors.  Rich, do you think I'm overreacting? I can tell you
the field people who saw the Samna mailing to their Win 3 customers
were livid and were throwing them out.
I'm all for treating Windows ISV's fairly and equally, but I think if
we knew this was going to happen, we might have limited the Win 3 preview
quite a bit more.  I'd say it's Rich's call ultimately, and maybe
the cow is already out of the barn, but I don't think this is a good
idea.
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>From sherryr Fri Mar  9 11:15:29 1990
To: johnpa jonre richmac
Cc: johnfi sherryr
Subject: Palintir
Date: Wed Mar 07 11:12:03 1990


The Windows 3.0 beta was distributed with copies of winword and excel.
To give apps competitive to these the opportunity to test their apps
on win3, we notified them that we would mail a letter on their behalf
to the win3 beta testers.  The letter was mailed to NBI, Palantir,
Informix.  Palantir has taken us up on this offer.

The letter will state that Palantir is interested in having them test
their WP product running on win3 and in return will provide them with
free copies of the software when it is released.

The letter will go out within the next couple of weeks.  Palantir's
product as I am sure you are familiar, is not a significant player

in the WP market and should not be a threat.