

FILE: 00001319 SHALLS A VAXA CONV DATE PRAL MONITOR SYSTEM

-MSG FROM: REISWIG --RHQVM08 TO: CLAUSON --8CRVMPCL  
TO: MSHAIL --8CRVMPCL MICROSOFT MAIL

03/26/90 13:50:51

FROM THE DESK OF: L. R. REISWIG, JR.  
ESD VICE PRESIDENT, PROGRAMMING  
\*\*\* IBM CONFIDENTIAL \*\*\*

SUBJECT: (IC) NOTES FOR BILL GATES - DAVE MCKINNEY MEETING - PART 2  
MSTU: STEVEB

THIS IS THE SECOND REASON I ASKED FOR A CALL TODAY. THIS IS TOTALLY UNACCEPTABLE TO ME. WE CAN HAVE NO DISCUSSIONS ON OUR NEGOTIATIONS BY PARTIES NOT INVOLVED IN THEM. I CANNOT HAVE MS PERSONNEL TELLING IBM PERSONNEL THAT WE'VE DECIDED TO ABANDON OS/2 & OS DEVELOPMENT!! AS FOR PLAN DISCUSSIONS, THOSE WILL BE HANDLED BY ME AND MY STAFF WITH THE REST OF IBM AND YOU, NOT BY MS AND THE REST OF IBM. LETS DISCUSS TONIGHT. I FIND THIS VERY UNSETTLING.

-----LEE

REISWIG AT RHQVM08, 826-3320  
6F1/44 SOMERS, NY

\*\*\* FORWARDING NOTE FROM SCHULMAN--WINVMJ 22.03.90 19:08 \*\*\*  
TO: KALESF --EHQPROFB FRANK KALES

FROM: SY SCHULMAN 731-8143 SCHULMAN AT WINVMJ  
CLASSIFICATION: IBM CONFIDENTIAL  
SUBJECT: NOTES FOR BILL GATES - DAVE MCKINNEY MEETING - PART 2

WE HAD OUR BI-MONTHLY MEETING WITH MICROSOFT TODAY. THE MICROSOFT ATTENDEES WERE JON LAZARUS FROM THE US AND BERNARD VERGNES AND HANS APEL FROM PARIS. JON INDICATED THAT THERE WAS AS YET NO CONTRACT AGREEMENT WITH IBM AND THAT HE DID NOT EXPECT ONE SOONER THAN JULY OR AUGUST. HE INDICATED THAT MICROSOFT WAS GOING TO ANNOUNCE WINDOWS-3 ON MAY 22 AND THAT HE EXPECTED THIS WOULD BE A GATES/CANNAVINO JOINT ANNOUNCEMENT. HE ALSO SAID THAT ALL OS/2 SE DEVELOPMENT HAD BEEN MOVED TO MICROSOFT AND THAT MICROSOFT DID NOT BELIEVE THERE WOULD EVER BE A 2 MEGABYTE VERSION OF OS/2.

2.0 WE DISCUSSED THE PRINT PROBLEMS OF OS/2 AND JON INDICATED THAT MICROSOFT DID NOT CONSIDER VERSION 1.2 TO BE OF SUFFICIENTLY HIGH QUALITY TO BE SHIPPED TO THE OEMS. HE EXPECTED IT WOULD BE AT LEAST MAY BEFORE THESE PROBLEMS WERE RESOLVED. MICROSOFT BELIEVES THAT THEIR CUSTOMER BASE CAN NOT DIGEST MORE THAN ONE OS/2 RELEASE PER YEAR AND THAT THE NEW RELEASE HAS TO OFFER VERY SUBSTANTIAL BENEFITS IN ORDER TO MOTIVATE THE END USER TO MIGRATE. FOR THAT REASON, THEY DON'T WANT THE 32 BIT RELEASE TO COME SOONER THAN YEAR END ALTHOUGH IBM IS PUSHING FOR A RELEASE IN JUNE. WE DISCUSSED THE EMEA PROBLEM OF ALWAYS HAVING TO COPE WITH A NEW US ANNOUNCEMENT OF THE IMPROVED VERSION JUST AS WE'RE STARTING TO ROLL OUT THE NLS VERSIONS OF THE CURRENT PRODUCT. MICROSOFT BELIEVES THAT THEY CAN HAVE A VASTLY SUPERIOR 32 BIT PRODUCT IF THEY DELAY UNTIL YEAR END. WHAT THEY WANT TO DO IS OFFER MULTIPLE WINDOWS SESSIONS AS WELL AS DOS SESSIONS. MICROSOFT IS CONTINUING TO PUSH US TO MORE ACTIVELY EMBRACE WINDOWS.

BILL GATES WILL BE COMING TO PARIS FROM MOSCOW WHERE HE WILL ANNOUNCE A NEW RUSSIAN LANGUAGE DOS. IT'S REASONABLE TO BELIEVE THAT HE WILL PROBABLY WANT TO DISCUSS OUR PLANS FOR DOING BUSINESS IN EASTERN EUROPE. JON LAZARUS AND BERNARD VERGNES WILL ACCOMPANY BILL SO I WOULD SUGGEST THAT YOU AND I SHOULD PLAN TO ATTEND AS WELL. OTHER SUBJECTS THAT ARE LIKELY TO ARISE ARE ASCOT AND OUR INTENTIONS REGARDING WINDOWS.

IBM 04 0000140014

*Reiswig*  
Exb. 11

FILE: 00001319 SMA. A VM/CA CONVERSATIONAL MON. X SYSTEM

REGARDS.....SY

CC: REISWIG --RHQVM03

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