

To: Jeff Lum, Richard Fada, Mark Chestnut, Tom Lennon
From: Karen Hurbut
RE: Tandon Meeting Report
Date: April 30, 1990

DRI being aggressive!

*copy Jeremy
Billz*

*Heech
LonnH*

Bobo

Bernard

*fji
re DRI threat*

Jeremy

OBJECTIVES:

- o To present MS-DOS 5.0 plans.
- o To discuss ROM DOS opportunities with new Tandon Notebook product.
- o To ascertain information about DRI DOS activity within Tandon.
- o To discuss Windows 3.0 announcement agenda.

SUMMARY:

Mark Chestnut and I visited Tandon Headquarters in Moorpark California on April 27, 1990. Tandon attendees included Peter Cattaneo, Director of OEM Products, Eric Dika, Director of Engineering and 10 of Tandon's engineering and support personnel.

Mark Chestnut gave a complete DOS 5.0 presentation including ROM DOS plans. We engaged in a question and answer period of about 1 hour after the presentation. Tandon asked a lot of technical type questions relating to our new compression technology and Power Management features. We will engage Tandon as a beta test site for DOS 5.0. They should provide quality feedback because they have utilized "power management" in MS-DOS since their first 3.X release. Overall Tandon was impressed with our DOS 5.0 plans and feel that based upon our schedule, they can deliver the product in the Calendar Q4, Q1 time frame. We promised to send them the MS-DOS 5.0 specification Monday the 29th and to get them Power Management documentation as soon as it is available.

We dismissed the engineering and support people and discussed DRI. At first they were very hesitant to divulge any competitive information but after asking a few round about questions we were able to find out that DRI has been very aggressive in trying to sell Tandon DRI DOS and had been there recently with a full presentation and demonstration. Peter and Eric assured us that our DOS 5.0 product was "as good" as DRI's current version but according to Peter we still had some work to do in the following areas in order to be competitive:

- o CPU management - they advised us to take a close look at concurrent DOS because DRI is leveraging that technology in their product.
- o Memory management - DRI appears to be "way ahead" of MS in this area.
- o Competibility - DRI claims to work much better with existing applications than our current product ie: Windows/386.

With regard to their planned notebook product (which they are still "shopping for" in Japan) Peter assured me that they would not be going with DRI DOS and pointed out to me that they just signed a 2.5 year amendment to their existing license so I should not be worried.

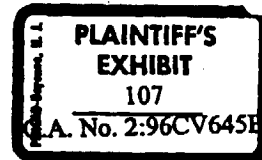
The Retail Upgrade Product was discussed briefly. Tandon does not understand how a generic DOS could be compatible with their removable media and special value add features. We will arrange for Tom Lennon and Eric to discuss the issues in detail. Some of the issues have already been addressed such as the removable data psc support but apparently there are several other Tandon specific driver and feature issues that need to be worked through.

Note how complex RUP is just for one US - There is a lot of work here.

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We went over the Windows 3.0 announcement plans in Europe and I requested that they deal directly with our subsidiaries. They have been given contact names at each of our European subs. Peter reported that they have made contact with them and are probably going to be involved in the German and French activities and may have a press release in the UK and Spanish announcements. Peter and Melody Williams are planning to attend the US announcement in New York.

ACTION ITEMS:

- o Mark Chestnut send Eric Dilks a copy of the MS-DOS specification.
- o Mark/Tom include Tandon as an early beta test site for MS-DOS 5.0 (disk and ROM).
- o Mark/Tom find out when international beta kits will be available.
- o Tom/Eric Dilks have conference call to discuss RUP.
- o Mark/Tom send Eric Dilks power management information when available.
- o Karen find out if OEM will charge separately for ROM Power management utility if used in the OAK disk based product.
- o Karen provide documentation availability dates as soon as available.
- o Karen provide pricing price quote as soon as possible and begin amendment.

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