



May 9, 1990

Notes for call with Mike:

Subject: announcement and manufacturing contract

I'm worried that we are losing momentum on both fronts.

ANNOUNCEMENT

After discussion with you, Sue King, and the PR people, we asked the ISVs if they would attend an announcement if Cannavino did. They agreed, we lined them up. Not clear what will happen without Jim - a contingency I hadn't anticipated.

They are looking for a strong stand by IBM. Backing off from Jim's personal appearance will cause some unknown amount of doubt in their minds.

As an aside, I am getting serious nervousness internally - is IBM going to pull the rug out from under us?

Not enough time for a 6/12 announce. We will have to suggest another date.

Equally important is the messages.

Basis of cooperation between our companies is a firm, public statement of support. This needs to make clear that they are not simply placing a side bet here, but are seriously investing in the GO approach and not others at this time.

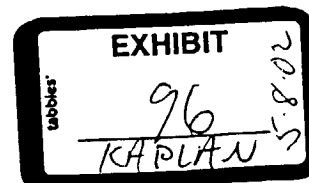
This is important to our success.

We want to set up the process to figure this out. Our last attempt was unsuccessful - got back an unacceptable release from their people, ignoring ours.

We really need to know what to expect.

MANUFACTURING

The last, delayed deadline for a proposal passed last Friday. We have a board meeting tomorrow. We can't hold out much longer on this.



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