

From jeffca Mon Sep 17 20:07:02 1990
To: proj
Cc: billy davema dbach richgl
Subject: FW: IBM Q&A
Date: Mon Sep 17 20:04:40 1990

>From kevinisc Mon Sep 17 18:06:12 1990
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Subject: FW: IBM Q&A
Date: Mon Sep 17 18:04:32 1990

FYI from Systems Division PR agency:

>From w-collin Mon Sep 17 12:29:18 1990

RUDE Q & A
IBM/MICROSOFT ANNOUNCEMENT

- Q. Is the JDA dead?
A. No. The JDA between IBM and MS is extended.
Q. Does this signal a change in the joint IBM/Microsoft Fall COMDEX '89 Announcement.
A. No, this does not signal a change.
Q. Is IBM licensing Windows?
A. Yes. Both companies are fully licensed to all products.
Q. Microsoft has communicated a Windows and OS/2 family strategy. Does IBM buy into this positioning?
A. Both companies are committed to providing a range of desktop operating system solutions for customers.
Q. Doesn't this signal that Microsoft is not as fully committed to OS/2 as we thought?
A. No. We are full committed to OS/2. This announcement is a change in the development strategy, not a change in our commitment.
Q. What about OS/2 1.3 from IBM? This is not consistent with the Windows and OS/2 family strategy as defined by Microsoft. How does OS/2 1.3 fit in? The industry sees this as competition to Windows 3.0.
A. IBM has not announced a product called OS/2 1.3. But it should be clear that Microsoft would offer such a version of OS/2 to our customers.
Q. Did Microsoft cut a favorable deal with IBM to get IBM to license Windows?
A. We don't discuss financial details.
Q. Has Microsoft turned over OS/2 2.0 development to IBM?
A. No. Microsoft has not turned over 2.0 development to IBM. IBM has the primary development role for 2.0 but we are also contributing in our secondary role.
Q. Will any Microsoft developers work with IBM on OS/2 2.0? Will IBM developers work on portable OS/2?
A. The answer is yes to both questions.
Q. It seems obvious that Windows is more important to Microsoft and OS/2 more important to IBM. Doesn't this

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deal just confirm this?

- A. No. Both products are important to Microsoft, and IBM.
- Q. What should ISVs develop for, Windows or OS/2 PM? What is IBM going to tell ISVs to develop for?
- A. It depends on the kind of application and the target market for the application.
- Q. What should corporate customers develop for, Windows or OS/2 PM?
- A. It depends on the type of application.
- Q. Will Microsoft turn over all the source code and documentation for OS/2 2.0 to IBM?
- A. We have always shared code and documentation and we will continue to share code and documentation.
- Q. Will Microsoft participate in the development of OS/2 2.0 in any way?
- A. Yes, we will make development contributions.
- Q. Will Microsoft have a say so in the final features of the product?
- A. Yes.
- Q. Will Windows 3.0 applications run in OS/2 2.0 now? (In other words, will IBM support the Binary Compatibility Layer (BCL)?)
- A. Microsoft and IBM continue to work on the BCL. We will make this feature available in OS/2 when ready.
- Q. Will Microsoft make OS/2 2.0 available to other OEMs?
- A. Yes.
- Q. Can the Microsoft OEMs get beta copies of OS/2 2.0?
- A. Yes.
- Q. Will Microsoft turn over the OS/2 2.0 SDK program to IBM also?
- A. Both companies will make the SDK available to ISVS and corporate customers.
- Q. Will Microsoft ship IBM's OS/2 1.3 to OEMs?
- A. OS/2 1.3 is not an announced product. However, if such a version shipped, Microsoft would make it available to our customers.
- Q. When will OS/2 2.0 ship?
- A. It will have limited availability in 1990 and general availability in 1991.
- Q. Is Microsoft giving up on OS/2 2.0 development because of the success of Windows 3.0?
- A. We are not giving up on OS/2 2.0 development.
- Q. The industry sees a competition between OS/2 and Windows. Doesn't this signal that Microsoft is betting on Windows in the short run?
- A. No. We expect DOS to outsell OS/2 in the foreseeable future. Windows will be popular on DOS. We will provide technology (the SMK and the BCL) that will leverage the popularity of Windows and Windows applications to OS/2.
- Q. Microsoft brought a lot of value to OS/2. Will the industry feel the same way about an IBM-based product?

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- A. OS/2 is not an IBM-based product. It is a jointly developed product. Both companies share in a commitment to quality.
- Q. Can the industry have confidence that OS/2 2.0 will have the "fit and finish" that you promised us?
- A. Yes.
- Q. Will Microsoft continue to provide technical support for OS/2 1.2 and 2.0?
- A. Yes.
- Q. When will the portable version of OS/2 be done?
- A. We have not set a specific date.
- Q. What processor will it support?
- A. The portable version of OS/2 can support multiple processors, but certainly it will support the x86 among others.
- Q. How will you ensure compatibility between OS/2 2.0 and the RISC version if the development of the former is at IBM and development of the latter is at Microsoft?
- A. We will work closely together to make it happen.
- Q. How many copies of OS/2 have shipped to date? Shipments aren't what you expected, right?
- A. While our initial expectations for OS/2 acceptance were very aggressive, OS/2 is meeting and exceeding our current expectations.
- Q. What about LAN Manager? Will the network business unit at Microsoft have access to the work on OS/2 2.0?
- A. Yes. This change will not impact LAN Manager or our ability to develop for LAN Manager at all.
- Q. Whatever happened to the convergence of LAN Manager and LAN Server?
- A. We are committed to convergence.
- Q. The Unix forces seem to be gaining strength, particularly Sun. Don't you think the confusion over OS/2 will aid the success of Sun in the desktop market?
- A. Confusion hurts momentum for any operating system. We don't think there should be confusion over OS/2. There is a single OS/2 standard and there will continue to be.
- Q. What is the future of Windows? Will there be a 32-bit version of Windows?
- A. The future of Windows is bright. Windows 3.0 through it's support of DPMI already allows access to 32-bit address space.
- Q. What will IBM do insofar as marketing Windows?
- A. IBM is already packaging Windows for selected customers such as high education. For more details check with IBM.
- Q. How hard will IBM promote Windows?
- A. They are aggressively promoting Windows in the education market.
- Q. What will IBM tell its sales force to do re: Windows?
- A. IBM already recommends Windows based on customer requirements.
- Q. What does this agreement between IBM and Microsoft do to IBM's licensing of Next technology?

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- A. Ask IBM.
- Q. IBM announced establishment of Patriot Partners with Metaphor. Isn't this a hedge by IBM against Microsoft?
- A. Microsoft is happy with any tools that promote OS/2 development.
- Q. Won't the Metaphor technology compete directly with Presentation Manager?
- A. No its designed to work on top of it.
- Q. Will Microsoft compete with IBM on handwriting technology. After all, IBM is working with GO.
- A. We don't know what IBM intends to do with handwriting technology, but we'll certainly show what we're doing to IBM.
- Q. Will IBM do Windows applications?
- A. They already are.
- Q. Is Microsoft still committed to doing Presentation Manager Applications?
- A. You bet.
- Q. What is status of extended edition and OfficeVision.
- A. Ask IBM.

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