

65
From bradsi Mon Feb 04 08:22:31 1991
To: naveenj tomle
Subject: Space savings for DOS 5
Date: Mon Feb 04 08:22:27 1991

|>From steveb Mon Feb 4 07:02:38 1991
|To: bradsi jimall johnpur
|Subject: Space savings for DOS 5
|Cc: bradc brianv richardm
|Date: Mon Feb 4 07:02:37 1991

| what is it we really care about??
| I think it is a redir that has basic functionality plus named pipes and
| has 0 footprint does our plan include that or not
| does the novell shell include messenger netbios or named pipes
| how does novell distribute its client value add addons
|

66
From bradsi Mon Feb 04 08:23:54 1991
To: bobkr
Subject: Re: FW: MSDOS Betas
Date: Mon Feb 04 08:23:52 1991

how many do you need altogether?

is there a real threat of dr dos?

|>From bobkr Mon Feb 4 07:20:22 1991
|To: bradsi
|Subject: FW: MSDOS Betas
|Date: Mon Feb 04 07:17:42 PDT 1991

| Is there anything that can be done? Rogerh, formerly head of the DoD
| unit within Federal was eventually fired, this being only one of MANY
| reasons. Samjad is doing his best to get a handle on things ASAP.

| There is tremendous potential for DOS 5 within DoD. SSRC I (Air Force
| procurement) is one such example, but we need to build demand and keep
| DR DOS out.

| There are 3 reps. Can we do something to meet Samjad's request?

| Thanx!

| -bobkr

|>From samjad Mon Feb 4 06:46:34 1991
|To: bobkr
|Subject: MSDOS Betas

Date: Mon Feb 4 06:45:38 1991

Bob, here's a covert project that I need your help on.
Apparently, Rogerh did not set up enough DOS5 beta sites in the
DoD. The DoD reps have a bunch that they'd like to establish
10 per rep, but the program is closed.

Anyway that you can sweet talk someone who runs the program
>from the DOS group (I'll handle anyone in USSMD) to get
them to open it for one more shot by DoD?

I hate to see Rogerh's sins crippling us.

THanks,
Sam

67

From bradsi Mon Feb 04 08:25:10 1991

To: davest

Cc: markwh

Subject: RE: 32 windows tools

Date: Mon Feb 04 08:25:08 1991

call watcom at 519/886-3700. I got fact sheets last
week.

>From davest Mon Feb 4 07:36:29 1991

To: bradsi

Cc: markwh

Subject: RE: 32 windows tools

Date: Mon Feb 04 07:33:43 PDT 1991

Thanks for the tip. We'll track down a description of the Watcom (and other
tools) and get it out to the SEs.

We are looking into the Oracle vs Windows EMM issue and will get back to
you later this week.

Dave

>From bradsi Sun Feb 3 17:29:08 1991

To: davest

Cc: richab tycar

Subject: 32 windows tools

Date: Sun Feb 03 17:26:28 1991

i see in the december offline that texaco is complaining about
windows development tools, specifically lack of 32 bit tools. we

MS 5063593
CONFIDENTIAL

| should make them aware of 32-bit windows tools that watcom has
| available today (just announced). they let people do 32 bit
| development for win 3. we should also brief them on win32.

| further, cameronom would be glad to furnish them with a full list of
| development tools that are available or soon be available for win3.

| every development tool that's on os/2 is or shortly will be on windows.

| i don't understand the statement that windows and oracle use different
| and incompatible expanded memory managers. can you explain?

| thanks.
|

68

From bradsi Mon Feb 04 08:25:55 1991
To: richab russw steveb w-clairl
Subject: IBM's Rude Q's and A's
Date: Mon Feb 04 08:25:49 1991

| >From bobj Mon Feb 4 07:38:31 1991
| To: bradsi martyta w-maria w-pamed
| Subject: IBM's Rude Q's and A's
| Cc: jonl
| Date: Mon Feb 4 10:37:42 1991
|

| Below is IBM's official Q's and A's and statements about OS/2 and Windows
| as of 2/1/91.

| UPDATE ON IBM / MICROSOFT / OS/2

| February 1, 1991

| In a January 29 NATBOARD notice IBM reaffirmed its commitment to OS/2
| following questions raised by media reports. On January 28, in response to the
| article that day in the Wall Street Journal ("Microsoft Corp. to Scrap OS/2,
| Refine Windows") Microsoft issued the following statement over BusinessWire:

| "Microsoft denies the Wall Street Journal article's allegation that Microsoft
| is dropping OS/2. Microsoft and IBM are continuing the joint development of
| OS/2. Microsoft continues to service, support and sell OS/2. Microsoft is
| continuing to develop applications for OS/2 adding to the 11 OS/2 applications
| currently available from Microsoft.

| "The operating system market has multiple segments with varied requirements,"
| said Bill Gates. "For customers needing high end capabilities, deploying OS/2
| applications or pursuing IBM's SAA direction we market and support OS/2. We
| will continue to enhance it in the future and enable it to run Windows
| applications."

MS 5063594
CONFIDENTIAL

The following key messages should be used in emphasizing IBM's commitment to OS/2 to your customers. Suggested answers to questions that might be asked by your customers are also included. Should you have additional questions, please address them to RHQVM01(OS2INFO). This PROFS ID will be available until the end of February.

KEY MESSAGES

- IBM is firmly committed to OS/2 for the long term, as are many customers, ISVs and business partners.
- The real issue from a customer perspective is broader than the graphical interface. What is important is the operating system and how its current function and future capabilities will meet the requirements of our customers' business solutions.
- IBM has the resources and expertise needed to fulfill our commitments to OS/2.
- IBM has not changed its plans for OS/2. OS/2 2.0 will be available this year and, working with Microsoft, will enable Windows applications to run in OS/2.
- Customers need total solutions that are not met by one operating system. We recommend a range of operating platforms from DOS to OS/2 to meet the different requirements of our customers.
- Windows is a good graphical DOS; DOS, however, has its limitations.
- There is a clear customer requirement for OS/2 and the features and functions it provides: advanced Presentation Manager graphics, high performance communications and connectivity, consistent performance in complex configurations, reliability and integrity in multi-application environments. IBM and its customers value these strengths as a critical component of current and future systems solutions.

QUESTIONS AND ANSWERS

Q1. Are the directions of the two companies consistent? Is this a rift?

A1. Last September we announced that we would divide primary development responsibilities for DOS and OS/2, with Microsoft taking responsibility for DOS, Windows, and OS/2 3.0. IBM has responsibility for all other versions of OS/2. These responsibilities have not changed, and our business relationship continues.

Q2. It appears Microsoft is moving towards Windows for the long term, not OS/2. Is that the long-term direction IBM is headed?

MS 5063595
CONFIDENTIAL

A2. No, IBM remains firmly committed to OS/2 for the long term, as are many customers, ISVs and business partners. We have the resources and expertise needed to fulfill our commitment to OS/2. There are a range of solutions for customers, filling different needs. Windows fills a certain set of needs. OS/2 fills many needs for both clients and servers, and as we've stated, IBM will continue to develop and enhance OS/2.

Q3. Won't Microsoft's recent statements freeze if not kill any future sales of OS/2? (Why would anyone need/want OS/2?)

A3. No, there's a clear market for OS/2 today and tomorrow. Besides, the real issues here are much broader than PM or Windows. The question isn't which interface you prefer. The real question involves the overall product, whether you need a graphical DOS or an advanced operating system. There are too many customers today who need the advanced capabilities of OS/2 - they need the connectivity and security to be able to run large, complex mission-critical and line-of-business applications. If you speak with some of these companies, like Frito-Lay, I think they'd tell you the same thing. It's not the interface that permits them to do these things, it's the operating system - OS/2.

Q4. What is IBM's long-term vision?

A4. First of all, IBM is absolutely committed to OS/2. There are a range of solutions for customers, filling different needs. Windows fills a certain set of needs. OS/2 fills many needs for both clients and servers, and we will continue to enhance and expand its function. OS/2 1.3 delivered on our promise to dramatically improve the performance and reduce the memory for OS/2. OS/2 2.0 takes this one step further this year by making the leap from 16-bit to 32-bit capability and adding exciting new function.

Q5. Once again, Microsoft has taken an aggressive stance on the future of Windows and OS/2. Will IBM continue to follow Microsoft's lead?

A5. IBM has led and will continue to lead the development effort for OS/2 1.3 and 32-bit OS/2. Last fall, we announced and are now shipping a smaller, faster OS/2 known as version 1.3. We are also providing early code for 32-bit OS/2 to selected customers. Overall, customer response to both OS/2 1.3 and 32-bit OS/2 has been positive and encouraging.

Q6. What does this mean for customers who've invested in OS/2?

A6. They can be assured that IBM is firmly committed to OS/2 and to every customer who invests in it. OS/2 will continue to grow and improve, as you've already seen in our recent release of OS/2 1.3. And as we've stated last fall, OS/2 2.0 will be released this year and will contain many of the advanced features our customers require.

MS 5063596
CONFIDENTIAL

Q7. What are the differences between PM and Windows interfaces? Why would a customer want PM over Windows?

A7. Again, customers don't buy PM, they buy OS/2. PM as the interface to OS/2 is a component of the overall product. Windows, as the interface to DOS, is packaged separately. So the real question is what is the difference between OS/2 with PM and DOS with Windows. After realizing the big differences between the operating systems, the differences between the interfaces seem relatively minor. They look and feel the same, but as you would expect PM is more robust.

Q8. What are the differences between OS/2 and Windows? Don't recent statements by Microsoft affect this positioning?

A8. No. OS/2, as an advanced function operating system, is ideal for larger, more complex applications, such as mission critical and line-of-business applications and is recommended for both clients and servers. Windows, as a graphical extension to DOS, works well for users of personal productivity applications and entry-level communications.

Q9. Will the Binary Compatibility Layer (BCL) be in OS/2 2.0? Will you enable compatibility for Windows apps in OS/2 2.0?

A9. We understand the customer requirements for Windows applications to run under 32-bit OS/2, and as we have stated, we will ensure that this is implemented. We are evaluating BCL with other methods and plan to choose the best method possible to fulfill our customer requirements.

Q10. Will this method be a software migration kit, like the Windows libraries Microsoft is touting? Will it be MVDM?

A10. While there are several methods available to us, we are not prepared to speculate at this time.

Q11. Will recent statements by MS affect the availability of OS/2 2.0? When will it be available?

A11. No. Our availability plans remain unchanged. OS/2 2.0 is currently shipping to select customers through the Early Experience Program and will be generally available this year. (Beyond that, we will not speculate on an actual timeframe or date.)

Q12. What are your plans for Windows - will you market it?

A12. IBM is evaluating where Windows fits in the range of solutions available to our customers. We have made Windows available in some situations where it was appropriate. We are continuing our evaluation process.

Q13. Microsoft claims Patriot Partners is unnecessary. What is it? Why would anyone want it?

MS 5063597
CONFIDENTIAL

| A13. Patriot Partners is a development partnership formed by IBM and
| Metaphor to focus on the application of new technologies like
| multimedia and object oriented programming. The partnership will
| create a new suite of application system software that will
| simplify development, increase development productivity and allow
| application designs to work with multiple operating
| systems and networks. Our customers want more advanced applications
| that exploit the technology we mentioned, and they want these same
| applications to be useful in a variety of operating systems,
| hardware and networks.
|

69
From bradsi Mon Feb 04 08:39:27 1991
To: bradc kathrynh w-carrin
Subject: bantam
Date: Mon Feb 04 08:39:24 1991

in the current byte is the following:

pc users curious about the upcoming ms-dos 5.0 can get a sneak
preview from a new book published by Bantam. The new edition of The
PC Configuration Handbook, by John Woram, has an appendix discussing
some of the features of the upcoming dso. the 729-page text, ...,
spends 19 pages on DOS 5.0. "It's not meant as an extensive look at
dos 5.0 but covers what you need to know from a system-configuration
standpoint," a bantam editor said.

70
From bradsi Mon Feb 04 08:40:06 1991
To: susiep
Subject: Re: meeting with Tina
Date: Mon Feb 04 08:40:04 1991

yes

71
From bradsi Mon Feb 04 10:44:22 1991
To: janineh
Subject: RE: win sdk beta us version
Date: Mon Feb 04 10:44:20 1991

| >From joachimk Mon Feb 4 08:47:20 1991
| To: bradsi
| Subject: RE: win sdk beta us version
| Date: Mon Feb 04 09:28:24 1991
|
|

MS 5063598
CONFIDENTIAL