Bruce Neiminen

From:	bradc
To:	bradsl; davidcol; greglo; philba; richt; russs; tomle
Cc:	bradc; richf; serglop
Subject:	RE: novell
Date:	Tuesday, July 30, 1991 1:41PM

Date: Thu Jul 18 14:15:35 PDT 1991

One of my thoughts is that we have to think about how to short circuit
Novell DOS before it gets off the ground. If we can put a daggar in
Dr. DOS (or perhaps we should call it Novell DOS) now then it will put
them on the defensive and have custmers worried.

Now that we have the NSTL data back and some reasonable data on where
Dr. DOS is problematic, I'd like to start a "slow leak" program - every
other week or month we try to get the word out on some major dr. dos
compatibility problems. At the same time we should be prepared to
invest in more third party testing to look for other holes - for
example with netware and dr. dos. I'd have to work with PR to develop
the specifics of the plan, but if we can get the world to understand
that dr. dos has a lot of incompatiblities with apps, windows and
networks then it will put novell on the defensive and make it hard for
customers or oems (ibm???) to consider dr. dos seriously.

>From   davidcol Wed Jul 17 08:47:01 1991
To: bradc bradsl greglo philba richt russs tomle
Subject: novell

Date: Wed Jul 17 08:46:14 1991

I think we should use Windows to get a Microsoft OS back onto
the Netware clients which will bundle or require DR. DOS. We
should alter our plans a bit and move all the DOS 6.0 improvements
directly into Windows. When the user starts Windows, they get
the Microsoft OS (including networking) and all the other cool
features that go with that. When they quit, they get Netware
and DR DOS and no Windows apps. The key is getting a piece of
MS system software on that client so we can deliver our stategy
and vision. We can leverage Windows and Windows apps to to this.

We should not consider things that stop Windows from working
on Netware. (Netware here = netware + DR DOS.) If it was

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just DR DOS alone, then we should prevent Windows from working there. Netware has too much market share and too many customers are loyal to it for us to exclude Windows from that market.

I think this dictates that we maintain good relationships with Novell so we can stay abreast with what they are doing at the detailed technical level. However, I do think that we should do our own winnet drivers and other Novell provider components. If we are going to take over the desktop when Windows starts, it MUST be all Microsoft written software since Novell won't help us do that.

Bruce Neiminen

From:	russs
To:	bradc
Subject:	FW: more on DR DOS, Artisoft, and Novell from Jonathon Schmidt
Date:	Thursday, August 08, 1991 1:53PM

Date: Thu Jul 18 17:24:07 PDT 1991

Here is the mail I sent that BradSi and I were telling you about. If you want to talk to Jonathon Schimdt his # at Performance Technology is 512-349-2000. Tell him I sent you.

>From   russs Thu Jul 18 14:23:27 1991
To: steveb bradsi mikemur jimall
Cc: davidt johnlu
Subject: more on DR DOS, Artisoft, and Novell from Jonathon Schmidt

I had a long chat with Jonathon Schmidt from Performance Technology today. Some of the things he had to say:

1) PT has done a lot of work with Digitial Research in the past to get DR DOS to work with Novell and SMB nets (like IBM's PLCP and MS-NET). His impression is that DR has only a few guys who really understand DOS, and none who understand networking. He says there are still serious things broken with DR DOS on a SMB network (share doesn't work right, etc), and some with NetWare and Artisoft as well.

2) He related the following story that a DR exec told him. Norda was meeting with these DR guys about the acquisition, and talking about the Novell peer product, he made a rifle sign, fired at the ground and said "boom", meaning that they were going to blow up Artisoft. Norda claimed that they were going to wait to release the peer product until just before Artisoft tried to go public (which he claimed was in the fall).