

From josephk Mon Dec 30 09:20:37 1991  
To: bradsi davidcol johnen martyta richt w-clairl  
Cc: bobmu bradc brianmo cameronm dougho jonl josephk lizsi paulma richta russw steveb w-pamed  
Subject: RE: blitzing os2 2.0  
Date: Mon Dec 30 09:19:37 pdt. 1991  
Status: RO

I'll route everybody the os/2 attack plan this week, and work with admins to arrange a meeting next week.

Thanks,  
Joe

>From bradsi Wed Dec 25 13:02:28 1991  
To: davidcol johnen josephk martyta richt w-clairl  
Cc: bobmu bradc cameronm jonl lizsi paulma richta russw steveb w-pamed  
Subject: blitzing os2 2.0  
Date: Wed Dec 25 13:01:33 1991

as os2 is starting to come near, we need to build our artillery against it and take the battle to them, especially with the reviewers. I don't want a repeat of the dr-dos situation, where the reviews came out first and then we were forced to react -- and in the dr-dos case, the reviews had some major major omissions especially in the area of compatibility. as a result, dr-dos got good reviews for compatibility, it got some momentum, and then we're placed on the defensive having to demonstrate and get the word out on its problems.

we cannot let this happen with os2. we need to know the problems, esp. with windows compatibility, robustness and performance, AND LET THE REVIEWERS KNOW BEFORE THEY DO THEIR REVIEWS.

Let's blitz them before they get started.

this is part of richt and josephk's charter for the launch. richt, can you please arrange a meeting where we can review the battle plans?

thanks.

EXHIBIT  
37  
Krawiec  
10-11-91

From bradsi Wed Dec 25 13:01:44 1991  
To: davidcol johnen josephk martyta richt w-clairl  
Subject: blitzing os2 2.0  
Cc: bobmu bradc camerom jonl lizsi paulma richta russw steveb w-pamed  
Date: Wed Dec 25 13:01:33 1991  
Status: RO

as os2 is starting to come near, we need to build our artillery against it and take the battle to them, especially with the reviewers. I don't want a repeat of the dr-dos situation, where the reviews came out first and then we were forced to react -- and in the dr-dos case, the reviews had some major major omissions especially in the area of compatibility. as a result, dr-dos got good reviews for compatibility, it got some momentum, and then we're placed on the defensive having to demonstrate and get the word out on its problems.

we cannot let this happen with os2. we need to know the problems, esp with windows compatibility, robustness and performance,  
AND LET THE REVIEWERS KNOW BEFORE THEY DO THEIR REVIEWS.

Let's blitz them before they get started.

this is part of richt and josephk's charter for the launch. richt, can you please arrange a meeting where we can review the battle plans?

thanks.

MS 5031501  
CONFIDENTIAL