Mail-Flags: 0001
From mikemap Wed Jan 01 14:51:59 1992
To: lewisl
Subject: Re: Gateway APPS deal
Date: Wed, 01 Jan 92 14:51:58 PST

>From joachimk Thu Jan 2 12:46:54 1992
To: billg mikemap
Subject: Re: Gateway APPS deal
Date: Thu Jan 02 13:23:42 PDT 1992

Right, this is why I send the mail. After talking to them again it might be
a deal breaker understanding that LOTUS put this in their head. I will meet
with Mike to resolve, may be a price in between solves it.(we have not send
our proposal) It just looks like that working with the mail order channel
needs some general rethinking of how we distribute SW.(meaning to innovate
early and not get caught like Compaq did by relying on a sick channel for
too long)
I hate to let this go, just imagine that if they ship 400k units they could
generate >40 M$ in earned royalties for us next 12 month, giving us >100$
per system. I would try a lot to get there! How many APPS $ do we get in.the
US these days per system sold MIKE?
>From   billg Thu Jan 2 11:34:04 1992
To: mikemap
Cc: joachimk
Subject: Re: Gateway APPS deal

Date: Thu, 2 Jan 92 11:32:44 PST

I agree with your feedback. The second application part is a
problem.

Mail-Flags: 0001
From mikemap Wed Jan 01 14:53:39 1992
To: kellymu
Cc: cathyw davidea lynnw rond
Subject: Re: Advanced App sales training
Date: Wed, 01 Jan 92 14:53:39 PST

will do if it is ok with cathyw

>From kellymu Thu Jan 2 12:38:28 1992
To: mikemap
Cc: davidea lynnw rond
Subject: Advanced App sales training
Date: Thu Jan 02 12:34:34 PDT 1992

Hello Mike!

The SMSD Sales training group is creating an Applications
customization course. This course will teach gunslingers/
apps SE's and experienced reps how to customize Excel and Word in
order to advance the sales process.

This is the first advanced applications training that will

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6 month check up.

I'd like to understand why some people feel that <D11 should remain
on annual salary reviews?

>From   steveb Sun Dec 29 08:23:03 1991
To: mikemap paulma
Cc: bradsi jimall mikemur
Subject: Re: a plea

Date: Sun Dec 29 08:23:00 1991

mikemur
do you want to put togther a real proposal on what to do 12's and above to
annual and change the review dates
I think we need to move all stock level 4's and above then in the company
and we need to get exec staff buyoff but I would support it

        From mikemap Thu Dec 26 09:30:14 1991
        To: paulma steveb
        Cc: bradsi jimall mikemur
        Subject: Re: a plea
        Date: Wed, 25 Dec 91 10:30:50 PST

        I agree that we should move more empoyees to an annual review.
        I would suggest that all people who have had 4 reviews be moved.
        A lower cutoff at say 11 would be fine, but I am not sure it is
        necessary.

        I would also suggest we move the reviews forward or back a month
        or two. Doing all the reviews during December is a bad deal for
        most employees - both managers and employees.

        I would like to move them back 2 months. Salary and stock
        dates would be effective same as today.

        >From paulma Tue Dec 24 12:47:11 1991
        To: steveb
        Cc: bradsi jimall mikemap mikemur
        Subject: a plea
        Date: Fri Feb 02 02:40:31 PDT 1990   ___

        Can we move every one from D11 up to annual reviews. I am convinced th
        would do better by our employees in doing so. I think that I speak for
        every manager in saying this. I dont think we get incremental value fo
        time cost from semi-annual cycle - we just bump salaries 2x per year.

Mail-Flags: 0001
From mikemap Wed Jan 01 15:02:46 1992
To: bobga chasst chrisp danielp darrylr gregs jeffr peteh susanb vijayv
Subject: Windows 3.1 Status - 1/2/92
Date: Wed, 01 Jan 92 15:02:45 PST

>From lisacr Thu Jan 2 12:15:29 1992
To: winstat winteam
Subject: Windows 3.1 Status - 1/2/92

Date: Thu, 02 Jan 92 11:11:34 PST

Windows 3.1 Status Report
January 2, 1992

** Please note that information in this status report is
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outside of MS. (You should not forward to aliases which
contain "v-" people or other external designations.) **

Quick Summary

We achieved our goal for shipping a high quality Final Beta
as scheduled on 12/20! The first copies of the retail
product were delivered to beta testers hands by 12/27. The
SDK and DDK should be reaching doorsteps this week.
Manufacturing did an outstanding job in building the beta
kits and shipping them as quickly as possible, regardless of
the holidays. We are expecting feedback to begin coming in
this week and early next week.

The bug counts in both the internal and external components
jumped up over the past 2 weeks. This is due to our focus
on shipping the final beta release and because most of the
team was away during the holidays while the flow of beta
reported bugs continued to come in.

Our number one objective over the next 2 weeks is to focus
on getting the bugs out of the product while maintaining a
high level of stability. We are still on schedule for the
3/9 final ship date for the retail product.

Schedule Milestones

   Retail & OEM Distribution Kit

   Pre-beta to PRS....................Apr 8   (done)
   Beta 1 code fork...................May 5   (done)
   Beta 1 to PRS......................Jun 7   (done)
   Beta 2 code fork...................Aug 1   (done)
   Beta 2 to PRS......................Aug 30   (done)
   Feature Complete...................Oct 9   (done)
   Performance work complete..........Nov 4   (done)
   Build 58 release (pre-beta)........Nov 26   (done)
   Build 60 release (pre-beta)........Dec 6   (done)
   Final Beta code fork...............Dec 7   (done)
   Final Beta release to PRS..........Dec 20   (done)
   Final doc release to Int'l.........Dec 11   (done)
   Release Candidate releases start...Jan 17   (on schedule)
   Final doc release to OEMs..........Feb 9   (on schedule)
   Release doc to printer.............Feb 9   (on schedule)
   Enter final system test............Feb 14   (on schedule)
   Release to mfg.....................Mar 9   (on schedule)

   SDK/DDK/Golden OAK (no change)

   SDK and DDK final beta release same day as retail (done).
   OAK final beta release to be done this week.
   SDK release to mtg 1 week following retail, DDK is 2 weeks

and Golden OAK is 3 weeks.

Progress Indicators

Testing (from build 61 - Final Beta Release)

Area	% Test Coverage	% Passed
Shell/Applets	97%	99.5%
Core API	75%	97%
OLE	100%	97%
TrueType	100%	76%
MS-DOS Apps	100%	95%
Drivers	84%	96%
ISV Apps	45% *	96%
Sound	24% **	95%

* current testing pass was still in progress
** testing suites still in development

Quality Level

Bugs: Weekly Progress

Week of	Opened	Resolved	Reactivated	Active	
10/11/91	422	446	24	1570	(up 2)
10/25/91	411	676	36	991	(down 187)
11/01/91	385	587	33	822	(down 169)
11/08/91	531	650	16	714	(down 108)
11/15/91	549	645	21	651	(down 63)
11/22/91	566	719	64	597	(down 54)
11/29/91	319	411	26	537	(down 60)
12/06/91	503	667	39	454	(down 83)
12/14/91	618	619	61	487	(up 33)
12/21/91	552	503	18	554	(up 67)

Today's Bug Counts

External *	287	(up 129 since last report)
Internal	406	(up 110 since last report)
Total	693	(up 239 since last report)

* components maintained outside winteam or from 3rd party
  vendors.

Beta Test Statistics

of Beta Test Sites

Domestic	7425	(up 398 since last report)
International	1925	(up 518 since last report)

```
Total              9868 (up 916 since last report)

Bugs Reported
- - - - - - - - - - - - -

Total to date: 2318 (up 479)

                New Bugs (Beta 2 and
Week of         pre-Beta 3 releases)
- - - - - - - - - - - - - - - - - - - - - - - - - - - - -
9/20               97
9/27               89
10/4               53
10/11             151
10/18              71
10/25              49
11/1               47
11/8              113
11/15              86
11/22              64
11/29              64
12/6               70
12/13             226
12/20             183


More Info
- - - - - - - - -
  All weekly, detailed reports from Testing and Program
  Management are available on \\pyrex\user\winstat.
```

Mail-Flags: 0001
From mikemap Wed Jan 01 15:25:25 1992
To: joachimk
Cc: lewisl
Subject: Gateway APPS deal
Date: Wed, 01 Jan 92 15:25:24 PST

Instead of the $2 for a reg card, lets give $2 for a list of
names/addresses of the buyers who got our software. We would
use for upgrades, which Ted said he did not want to do.

Mail-Flags: 0001
From mikemap Wed Jan 01 15:26:07 1992
To: darrylr
Subject: Re: Insignia
Date: Wed, 01 Jan 92 15:26:07 PST

we need to make sure someone is following and we are trying out
the stuff

>From darrylr Thu Jan 2 14:19:36 1992
To: mikemap
Subject: Insignia