

Feb 25 12:09 1992 MAIL Page 44

From samjad Mon Jan 20 09:34:04 1992
To: conniecl paulma
Subject: DEC's Navy Contract
Cc: chrisph debre kellyw kevinwu paulbu samjad
Date: Mon Jan 20 12:33:27 1992

We need to apply some executive pressure within DEC to get their Navylan contract turned around.

Briefly: DEC is selling Netware, Oracle and CC:mail on the contract. They are about to propose adding Netware Lite (bundled on the hardware) WordPerfect and Lotus.

This is NOT in response to strong customer pressure. We have fairly good customer ownership and while there are some Lotus/WP bigots, we can get the customer support for MS products.

We expect DEC will make the Netware Lite proposal as soon as this week. We need the DEC execs to stop it and pressure the contract team to become more MS centric.

DEC is not meeting their sales quota on Navylan and searching for something. We can help them sell a contract better than anyone. (if they have our products)

Paul- do you have time to speak with the DEC VP on this issue? Connie/Kelly: suggestions on a strategy? We need to work in concert and quickly to make something happen.

Debre and kevinwu are the contacts here who have been working with DEC's contract team.

Sam

HIGHLY
CONFIDENTIAL

MS 5012054
CONFIDENTIAL