

To: worksmgr
Subject: FW: AOL positive comments on version 2.0

Date: Tue, 02 Jun 92 10:05:17 PDT

| >From: rosiek Tue Jun 2 10:00:13 1992
| X-MSMail-Message-ID: 04B3F54B
| X-MSMail-Conversation-ID: 04B3F54B
| X-MSMail-WiseRemark: Microsoft Mail - 3.0.620
| >From: Rosie Khoo <rosiek@microsoft.com>
| To: lpcdg1 mwteam
| Date: Tue, Jun 02 92 09:57:59 AM
| Subject: FW: AOL positive comments on version 2.0
| Cc: heidib

| Little bit of background....Chris handles questions on America OnLine

| >from out Works 2.0 users. Please read on!! rosie

| >From: Chris Perry
| To: Rosie Khoo
| Subject: AOL positive comments.
| Date: Tue, Jun 2, 1992 6:44AM

| Subj: Missing Data 92-05-28 23:21:26 EDT
| >From: Norm V

| Attn: Chris Perry Microsoft/PSS

| Thanks for the quick response. I just returned to Charlotte & will
| try your
| suggestions in the morning. We appreciate the support Microsoft is
| providing
| on Works. Unlike some others - we do not intend to switch to the
| competition.
| We have used Works so long & have much time & \$ invested in our
| business
| Databases to "try out" the new kids on the block! We also maintain our

| customers in a competitive field with good product & technical
| support. I'm
| glad our competitors are short sighted & have not caught on to this
| very
| important part of sales - post sales support.

| Regards,

From mikemap Tue Jun 2 13:33:29 1992
To: susanb tomr
Subject: DR-DOS
Date: Tue, 02 Jun 92 01:32:15 PDT
Mail-Flags: 0000

We dont want to loose any works deal because of DRDOS. We need



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to keep the efforts sepearate unless there is a compelling strategic reason.

From donnag Tue Jun 2 13:28:34 1992
To: johnsage tomr
Subject: FW: RE: Important - DR DOS rumor
Date: Tue Jun 02 13:27:49 PDT 1992
Mail-Flags: 0000

In the continuing saga.....

>From joachimk Tue Jun 2 11:40:23 1992
To: bradc susanb
Cc: bradc bradsi donnag johnwil sergiop
Subject: RE: Important - DR DOS rumor

Date: Tue Jun 02 11:14:10 PDT 1992

You are completely out of line BRAD. We cannot tie MS-DOS sales to APPS sales and that is what You are suggesting. I take their money for WORKS and continue to turn the DOS situation around which we lost because we slipped product schedules in the first place.

|>From bradc Fri May 29 17:58:08 1992

|To: susanb
|Cc: bradc bradsi donnag joachimk johnwil sergiop
|Subject: RE: Important - DR DOS rumor

|X-MSMail-Message-ID: 87968F7A
|X-MSMail-Conversation-ID: 87968F7A
|X-MSMail-WiseRemark: Microsoft Mail - 3.0.620
|From: Brad Chase <bradc@microsoft.com>
|Date: Fri, May 29 92 17:54:07 PDT

| this is a difficult mail. I am familiar with OEMs effort to
| convert
| them to MS-DOS and in fact one of my people has been trying to
| assist
| (Sergio may I pls have an update by end of day tuesday?).
| Moreover, I
| do not argue your rights as an application group but we do need to
| look
| at the larger picture here. Over here in systems we go out and tell
| the
| world that DR DOS is not MS-DOS (which it is not) and that one of
| the
| key benefits of MS-DOS is compatibility now and in the future. We
| reinforce that OEMs and ISVs primarily test their applications on
| MS-DOS and not DR DOS (which is true) and that consequently there
| is
| compatibility risk now and in the future if a user goes with DR
| DOS.
| This has proven true as DR has already had 5 revs of DR DOS 6 since
| their sept release.
| However, if we put ROM Works on this machine it is equivalent to MS

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| endorsing DR as equivalent to MS-DOS. DR can stand up and tell the
| world (including other OEMs) that even MS apps group thinks DR DOS
| is
| fine. Even if you do no work in house by agreeing you are saying
| you
| are comfortable with the quality of Works running on DR DOS.
| Moreover,
| MS is helping to sell a machine with an OS that is a aggressive and

| well funded competitor. Would anyone in this company do a deal
| with
| IBM and OS/2? I think not.

| I realize that if you don't do the deal then it will go to one of
| your
| competitors and I realize there is short term revenue involved but
| I am
| not sure at the macro level that this is the best thing for the
| company.
| Feedback is welcome, I will get a complete brief from Sergio so I
| understand all the facts (including the revenue for the Works
| group)
| and will make sure we re-double our efforts to get ms-dos on this
| palmtop so the issue goes away. In the mean time this deal has me
| very
| concerned.

| thx

| From: Susan Boeschen
| To: Brad Chase
| Cc: Brad Silverberg; Donna Garrison; John Williams; Sergio Pineda
| Subject: Important - DR DOS rumor
| Date: Fri, May 29, 1992 2:33PM

| Commodore is creating a palmtop product for the US and Euro markets

| targeted for shipment during the Fall timeframe. They have opted
| to go with DR DOS ROM version due to a contractual commitment
| with DRI and price issues. There is no option to leverage
| an MSDOS/Apps deal. The OEM team is still working to convert them.

| They have expressed interest in our ROM Works product, and we have
| been negotiating for a 100K commitment from them. We are not
| offering

| a special version of the product. This is our regular ROM Works
| product

| and we have been very clear that we will not change the product to
| address any DR DOS quirks. We've also told them that our product is

| untested under DR DOS. As with all ROM Works projects, we will
| do compatibility testing here on campus to insure proper
| performance.

| While we're behind the OEM team in their negotiations to get

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| MS DOS on this machine and will cooperate in any way we can,
| we're an application group and will offer our product on
| any platform it runs on. We have Mac products and at Bill's
| directive went pretty far down the development path in the past
| with

| both Deskmate and Atari versions as well. In this case we're
| not offering any special development work as it doesn't make
| sense from a business perspective but "yes" it's possible we
| will cut a ROM Works deal for a DR DOS machine unless the OEM
| group can get them to convert to MS DOS.

| We cannot leverage an MS DOS deal with apps, and the OEM team is
| going at them hard to convert.

| >From susanb Thu May 28 16:17:17 1992
| |To: donnag johnwil
| |Subject: ROM Works

| |Date: Thu May 28 16:16:18 1992

| |Can you please give me more details on our ROM Works
| |deal.

| >From bradc Thu May 28 15:30:33 1992
| |X-MSMail-Message-ID: F2E6E4ED
| |X-MSMail-Conversation-ID: F2E6E4ED
| |X-MSMail-WiseRemark: Microsoft Mail - 3.0.620
| |From: Brad Chase <bradc@microsoft.com>
| |To: susanb.
| |Date: Thu, May 28 92 15:26:13 PDT
| |Subject: Important - DR DOS rumor
| |Cc: bradc bradsi sergiop

| |Susan could you fill me on on a vicious rumor that we are doing a
| |special version of Works in ROM to support the ROM version of DR
| |DOS

| |for a Commodore machine? Is it true? what is the scoop?
| |One of our test mgrs heard this from mugen

| |thx.
| |Brad

| |From susanb Tue Jun 2 13:02:49 1992

| |To: cdmgr

| |Subject: CES Trip report

| |Date: Tue Jun 2 13:02:40 1992

| |Mail-Flags: 0000

| |>From tammyt Mon Jun 1 18:01:39 1992

| |To: ebumktg susanb worksmkt

| |Cc: beva karenme kimy kirstye megm tammyt

| |Subject: CES Trip report

| |Date: Thu May 28 17:07:01 PDT 1992

| This briefly summarizes an account presentation to Circuit City

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