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From dwaynew Tue Sep 22 11:02:53 1992
X-MSMail-Message-ID:  9481640C
X-MSMail-Parent-message-ID:  5326C3DE
X-MSMail-Conversation-ID:  5326C3DE
X-MSMail-WiseRemark:  Microsoft Mail -- 3.0.729
From: Dwayne Walker <dwaynew@microsoft.com>
To: davidt richb richta
Date: Tue, 22 Sep 92 07:10:57 PDT
Subject: RE: CREDIT LYONNAIS (fwd)
Cc: dwaynew jonl pascalm paulma richt
Status: RO
```

David and Rich/Rich,

Paul has a very valid point. This type of situation arises in many accounts.
We can not rollover and die on situations like this. David, I want you and
Richta to arrange an attack visit back into this account. We should be
able to take the NT beta, along with various development tools, etc. and
keep this account on Windows ("in this case NT").

We need to be VERY AGGRESSIVE in getting corporate accounts onto
NT starting with beta 1. With Win 3,1, W4W, NTBeta 1 and the
NT/Win32-SDK, we should be able to kick to ass. We need to make it
clear to accounts and the
field that W4W and NT-Beta are more bullets against OS/2 in accounts (make
sure they're firing the guns).

David/Rich - I would like a status report on this within a week or so.
Lets stay
on top on this please.

Dwayne

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```
From: Paul Maritz
To: Jonathan Lazarus
Cc: Dwayne Walker; Pascal Martin; Richard Tong
Subject: RE: CREDIT LYONNAIS (fwd)
Date: Monday, September 21, 1992 8:33AM
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This is crazy - we are just rolling over and agreeing with them that NT
will not be an option for 12-18months after release. Contrast this to
CBA we are there in tooth and nail, and have reasonbale chance of
getting them to move directly to NT. This is more cost effective for
the customer and us!!!!
The NT beta will be coming out in mid-Oct, we haven't we gone to CL and
offered to come in and prove to them that NT is a solution for them. We
should line up the ISVs as well (cameronm probably already has Ingres).
The key is to show the customer that NT is real, and can save them the
cost of deploying another operating system which they are going to have
to migrate off at some time. NT has real advantges - particularly
systems management - if we go in there and pitch those effectively,
then the account will get excited about NT instead of having no faith in it.

I want us to go back into CL with Hansw and NT product management and
CATM resources.

From: Jonathan Lazarus

Date: Sunday, September 20, 1992 11:36PM

Forwarded message:
>From isagar Wed Sep 16 10:01:03 1992
X-MSMail-Message-ID: 0CB43374
X-MSMail-Conversation-ID: 0CB43374
X-MSMail-WiseRemark: Microsoft Mail Internal -- Final Release
From: Isabelle Garnier <isagar@microsoft.com>
To: jonl
Date: Wed, 16 Sep 92 17:48:00 PDT
Subject: CREDIT LYONNAIS
Cc: isagar jeanphc

Hi Jon,

How was your French holiday? Great, I hope!
I was happy to meet you on the occasion of your visit to France. Thank
you very much for the meeting we had with Credit Lyonnais : it was not
an easy one for us, but they raised the important issues for them!

You remember the main question was the availability of a version of LAN
Man for OS/2 V2 as a server. Paul Maritz might come to see you on that
purpose as the question was raised to him by Bernardv, after his
meeting with Credit Lyonnais (CL).

Here is some more information regarding the need of CL for OS/2 V2:

- the new version of the ELAN application for the branches is rewritten
by the developing partner of CL, 3S company, from character mode to PM
mode on the current version of OS/2 which is V2.

- new tools developed by suppliers on CL's request are provided on
OS/2 V2 : for instance, INGRES version of Windows 4GL has been released
in September for V2.

- CL needs a new OS now : OS/2 V2 is already available, whereas windows
NT is not; CL thinks NT will not be fully operational before 12 to 18
months after its first release, considering the complexity of such a product.

What kind of answer are we in a position to give to Credit Lyonnais in
the coming weeks : they appreciated the fact you told them we would
be looking at the potential feasibility of porting LAN Man to OS/2
2server. Can you give us some infomation regarding the possibility of
getting a LAN Man version for this platform?

Thank you very much for your help.

Isabelle

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