

From wgal!bradsi Wed Oct 14 15:41:05 1992
From: bradsi
To: dwaynew, jonl, paulma, richt, steveb
Subject: RE: Miscommunicating???

Date: Wed, 14 Oct 92 15:38:00 PDT
X-Mailer: Microsoft Mail V3.0

we are fully aware of the need to ship chicago as early as we can. it's not waiting for cairo.

From: Steve Ballmer
To: bradsi; dwaynew; jonl; paulma; richt
Subject: Miscommunicating???

Date: Wednesday, October 14, 1992 2:52PM

From: Ezio Barbaro
To: Lola Perez; Stefano Poggi; Umberto Paolucci
Cc: Ezio Barbaro
Subject: Monthly report
Date: Sunday, October 11, 1992 11:48PM

This is the report for both August and September months. We had the MCS meeting in Redmond. The basic message I took out of the meeting has been a misunderstanding of the Microsoft strategy on operating systems.

Chicago (and by that I define Dos multitasking, 32 bits and win32) has been dropped from the plan and moved further down to be delivered at the same time as Cairo (NT Object Oriented OS). It means 1994 at least. It will leave us with a big exposure against OS/2. Olivetti starts now to understand the issue, it seems MS doesn't really worry about the implication.

The other issue is the positioning of NT. MSCorp MKTG. think at NT primarily as a power user type of operating system. MKTG. do not really recognize the fact the game is on the server side against Unix, AS/400, Notes and OS/2. Bill Gates in his speech made clear he understand there is a wrong approach from MS MKTG. and he would have fixed the problem.

Our strategy should be to strongly push NT on the server side, otherwise Lotus Notes and Novell will erode the operating system share of MS. If that will happen we will loose not only on OS but on apps as well, just because it's easy to have better apps the moment we have control of the OS. This is even more true the moment apps become more and more part of the operating system (applets).

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MARY W. MILLER