# Bill Neukom

From:       Paul Maritz
To:         Ron Hosogi; Candace Grisdale
Cc:         Steve Wells
Subject:    FW: MS Apps on multiple RISC platforms
Date:       Tuesday, May 25, 1993 7:03PM

We need to find out from HP ways in which we could quantify the benefit. Candace - can you:
1. Ask them to give us some idea of how they would be really supporting Windows - ie. would they commit to train certain % of their sales force, set equal compensation structure. They are probably planning to do this anyway, but if they could make some reasonable commitment, we could help sell internally.
2. Would they be willing to consider bundling MS Apps on the HP PA CD for a promotional period (say firstyear).

You should run this by them in a non-threatening way, saying that our apps group is sceptical that they can get any direct benefit, so we need some ways to convince them that the benefit would be real.

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From: Bill Gates
To: Mike Maples; Paul Maritz; Pete Higgins
Cc: Jeff Raikes; Jonathan Lazarus; Roger Heinen; Steve Ballmer
Subject: RE: MS Apps on multiple RISC platforms
Date: Friday, May 21, 1993 6:52PM

I talked with Pete about the cost/benefit of this this afternoon.

To do this well we might end up with as many as 5 people for each of Word and Excel. This would allow us over time to do a very good job covering multiple RISC chips. It would be mostly testing. I pushed back on this saying - the C compiler would be working fully because NT would use it and the testing should be automated. Localized versions should just be copying over an architecture independent file just read at runtime like a lot of our competition and our own Project - this would avoid viewing instruction set/langauge as a multiplier. Each situation needs to be looked at to see if there are any funny requirements like some kind of data exchange or document format. Personally I think its more like 3 but that is not the key issue. I told Pete he could think of this as extra headcount if we manage to figure out the benefit side.
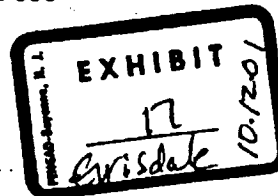
The key issue is what kind of benefit can we get from the customer. In HPs case can we win back the internal business we lost to LOTUS? Can we get them to bundle on a certain number of machines - say 20k at $200 per machine (word and excel) for each of 3 years? Can we get away with not doing everything (Access, Powerpoint, VB3) and just using emulation? Can we avoid their asking us to do anything on their UNIX including its WABI? Are they serious about NT? Would the C compiler really be solid? DO we have all features in these portable products (probably not)?

I would really like to see this work out since I think it positions our applications as more "open" or "flexible" and makes it harder for LOTUS to say we are not meeting requirements. It would be a PR boost and would help the systems group. Pete agreed to pick someone to be Paul's partner in thinking this over and making an effort to work it out.

I do see RISC becoming important over the next 3 years and would like to get in early.

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From: Paul Maritz
To: Bill Gates; Mike Maples; Pete Higgins
Cc: Jeff Raikes; Jonathan Lazarus; Roger Heinen; Steve Ballmer
Subject: MS Apps on multiple RISC platforms
Date: Wednesday, May 19, 1993 2:22PM

I spoke with Peteh on this topic yesterday. To be fair to Peteh, he was very sceptical that:
1. there would be any real benefit to the MS apps business ("shades of New Wave") - the sales forces of these large OEMs (DEC, HP, IBM) simply do not "push" apps,
2. there is a real and significant cost to doing multiple platforms - at a minimum it disctracts from important goals.

EXHIBIT

Peteh - please correct me if this is not accurate summary.

We need to come to a position on this soon (before June 7), as HP (with PA) is waiting for our answer. In due course, so will DEC (with Alpha) want an answer, and I hope that IBM (with PowerPC) will be in the same situation before long.

I think it is reasonable in all these cases to assume that we can specify that the RISC vendor produce and support an MS compatible C compiler for their platform (rogerh is gearing up to license these guys the VC++ environment so that they can bolt their backends into it).

The issue then becomes what is the incremental cost to MS to get an MS app onto a new Win NT RISC platform, and what is the real benefit - given that not all of these RISC arhictectures can get to high volume.
I have asked Peteh to nominate a technical person who can work with a system tech person to give some initial reading on what the technical cost would be (what mods if any need get made in code, what is retest cost likely to be). I hope we can at least hear their respective views by next week.

But we need to decide:
1. Are we going to do this,
2. If so how (should we do it ourselves, can we have the vendor do the port, can we outsource the port, etc.)
3. How much will it cost & how should the cost to Peteh be covered?
4. How should distribution be handled?

I will try to get us together next Friday if possibe.