



Erik Stevenson

From: Brad Silverberg
To: Bob Kruger
Subject: RE Novell Visit Report
Date: Thursday, August 12, 1993 10 34AM

Privileged material redacted

The position BillG has taken is that Norton and CPS have needed license from us on the Win UI, though I don't know for sure whether we actually executed such a license. Certainly we will defend the copyright against Novell, and I know BillG has said that we will enforce against anyone who attempts to clone Windows.

I don't think giving them the logo for PNW will do anything to make them more supportive of Chicago. They will be fundamentally opposed to Chicago because it is extremely threatening to them strategically. It does not rely on ms-dos so they lose their chance to install client code underneath windows; it pushes the windows platform ahead (api-wise, technology-wise, etc) killing their efforts to clone windows, and it includes netware client code, which destroys their leverage in trying to hold chicago hostage, as they did with wfw and nt. what the windows cloners want to do is freeze the world at win 3.1 so it's a static target that they can clone and also build their middleware on top of. with the world frozen at win 3.1, they can position themselves as the supplier of connectivity; you can see this already with pnw by trying to layer themselves on top of windows and isolating the user from windows (even to the extent of having their own gdi api!)

I expect to see Novell pull every stunt they can to kill chicago

From: Bob Kruger
To: brads1
Subject: RE: Novell Visit Report
Date: Thursday, August 12, 1993 10:14AM

I said nothing about the copied screens. i'm unclear about our position since we obviously have permitted norton and central point to copy screens, tho certainly not to the degree that novell did. johnlu showed me the screen captures that robb did

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i told willy that we were obviously uncomfortable w/ giving the logo for dr dos and explained why he didn't argue.

giving the logo for pnw might be a good way for them to join the chicago bandwagon in a sense, the logo would become a feature of pnw.

it would be very disappointing to customers to all of a sudden lose that feature. if you agree, i'll take things further and tell them that we'll work on licensing the logo for pnw

do you want the "Yes, we run with Netware or Netware compatible" logo?

-bobkr

From: Brad Silverberg
To: Bob Kruger
Subject: RE: Novell Visit Report
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did you talk to them about their copied screens?

obviously we are not going to give them the win logo for dr dos. one point to note on pnw is that, if we decided to give them the logo, the only way to keep it chicago time is if odi drivers are full p&p