

Lynn E. Williams (Legal)

From: Paul Maritz
To: Jeff Raikes
Subject: RE: FYI: latest Intel paranoia
Date: Tue, Aug 24, 1993 6:51AM

My "buddies" in the Intel field tell me that it is already a defacto Excel/Word standard for Windows, but that it is widely known that Manzi put a lot of pressure on Grove not to "take sides". I will find out more if I can.

From: Jeff Raikes
To: Paul Maritz
Subject: RE: FYI: latest Intel paranoia
Date: Monday, August 23, 1993 4:59PM

Thanks for the update.

I hate to bother you with my small problems, but....
In June, Andy put the kabash on a pending decision for Intel to standardize on MS Office. The perceived reason was that he was pissed we didn't support them on the export issue (as I recall they wanted us to join them in asking the government to block a Korean PC maker using AMP, but one that was also bundling windows — we declined). The current status is that they will be "dual-standard" allowing users to choose either SmartSuite or Office. It looks like it will be difficult to change that.

Let me know if you have any ideas. I am meeting with Carlene Ellis (CIO) in the next couple of weeks.

From: Paul Maritz
To: Bill Gates; Dwayne Walker; Jeff Raikes; Jim Allchin; Jonathan Lazarus; Mike Appe; Richard Tong; Steve Ballmer
Subject: FYI: latest Intel paranoia
Date: Tuesday, July 20, 1993 3:13PM

Intel has decided that the enemy is now:
#1 Power PC
#2 IBM, HP, DEC - on the grounds that these are the guys who are bankrolling RISC, both in terms of R&D, but more importantly because they are the ones who have power to sell to the "enterprise" and will push their "house brands" over Intel.

So, Intel is about to embark on a crusade to "empower" the likes of EDS, SHL, etc (the highend solution providers) as "purveyors to the enterprise", on the grounds that they will be neutral wrt architectures. Intel is going to tell us more about their plans next week, but if they run true to form, they will spend big \$'s.

This is fundamentally good for us and we should try to get the benefit of Intel, and DEC/HP/IBM, dollars to position and sell things Windows to the "enterprise".

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