

**Erik Stevenson**

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**From:** bradsi  
**To:** braddir  
**Subject:** FW: WGD News  
**Date:** Tuesday, November 09, 1993 4:20PM

**From:** Tom Evslin  
**To:** David Cole; Brad Silverberg; John Ludwig; Bernard Vergnes (bernardv); Bill Gates (Xenix); Bob Muglia (bobmu); Cameron Myhrvold (cameronm); Chris Peters (chrisp); Christopher (VP ITL) Smith; Daniel Petre (danielp); David Fulton (daveful); Jeff Raikes (jeffr); Jim Allchin (jimall); Jonathan Lazarus (jonl); Karen Hargrove (Xenix); Lewis Levin (lewisl); Marla Ramirez (marlar); Mike Maples (Xenix); Mike Murray (mikemur); Neil Evans (neile); Patty Stonesifer (Xenix); Paul Maritz (paulma); Pete Higgins (peteh); Richard Fade (richardf); Roger Heinen (rogerh); Steve Ballmer (Xenix); Steven Sinofsky (stevesi); Workgroup Divisio (wgadv)  
**Subject:** WGD News  
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Laura Jennings is back from maternity leave and resuming her job as BUM of MBU. This includes responsibility for launching and marketing the whole ems wave of products and sched plus and for development of s+ 2.0, the Touchdown and sfs 4.0 server products, MAPL, and the Capone client wave.

Because EMS is the MS product which customers will use instead of Lotus Notes and MAPI and ODBC are the API sets that ISVs will use instead of Notes APIs, the marketing group in MBU has now been assigned the responsibilities the workgroup strategy team in wgd used to have. These include providing antiNotes info to the field force, exploiting and publicizing solutions developed with the electronic forms designer and templates, and preparing workgroup strategy presentations for the field and execs. Shortly there will not be separate workgroup strategy and messaging presentations since ems is the product both for customers who need a client/server messaging product and those who need the conferencing facilities they might consider Notes for today.

In order to assure that EMS is the development environment that customers need (and much better than Notes) and that critical applications from MS and elsewhere and sample applications are available for EMS, we are forming a new product unit, the Workgroup Solutions Product Unit. Brian Valentine, who has done a super job filling in for Laura during her leave, will be PUM of WSPU reporting to me. Calvin 2.0 will be developed in this unit. David Goodhand has joined WSPU to continue the great work he has begun with the workgroup templates and internal evangelism, and the former "workgroup fantasy team" will report to Brian and work with 3d parties to make dream applications a reality.

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