

Erik Stevenson

From: Bob Kruger
To: bradc; bradsi; jonk; petep; ronmca
Cc: jbal
Subject: FW: Insignia and Windows code
Date: Thursday, December 02, 1993 9:59PM

fyi only. we'll find out where they stand, as well as let them know our displeasure.

-bobkr

From: Bob Kruger
To: Phil@insignia.co.uk
Cc: 'Pete Stears (Insignia)'
Subject: Insignia and Windows code
Date: Thursday, December 02, 1993 21:57

I'd like to be very open about a sensitive issue that was brought to my attention.

Specifically, we are aware that Insignia has been promoting DR-DOS to Apple. I don't believe Apple will bite (excuse the pun), but the fact that Insignia spent what appears to be more than a few cycles treading these waters is a big concern for us.

The deal to provide Windows code for SoftPC, and our discussions to revisit MS-DOS and Windows royalties, are directed at Windows running over MS-DOS. We know from experience the implausability of trying to support multiple OS code bases (especially where the installed base/yearly shipments are so trivial) and therefore elected to focus on MS-DOS. We would expect Insignia to follow suit.

This subject is even more relevant given Insignia's request for us to deliver Chicago M5 source code in advance of the Chicago beta test period. I would like to comply, but now need to convince Brad Silverberg (VP, Personal Systems) that Insignia's intentions are in line with ours. Brad's approval is required for all Windows 3.x/Chicago source code shipments.

Would it be possible to get a concise letter stating Insignia's position and commitment?

-bobkr

PS. Pls forward to Doug Reid. I understand he is presently visiting the UK.