

Erik Stevenson

From: Jonathan Lazarus
To: bradsi
Subject: RE: General Magic Deal?
Date: Sunday, January 16, 1994 10:49AM

I agree on most points. Maybe someone will listen to you. I have just about given up.

The funny thing about the GM deal is that we haven't made a decision -- the game was just rained out. Nathan has a full plat and he is literally going to take a month off to become a chef (don't quote me but it's true).

We should do the GM deal independent of Cairo (a long long discussion) because we need one deal, some deal, any deal that shows us cooperating with rather than coopting the industry.

Notes and Novell are deals we talked ourselves out of for the same reason which in both cases has left us high and dry. We always believe that technology will bail us out when in fact it's deal making. (The Chicago Limp/Stiff goal is the same) MS at Work scares me as much as WinPad -- but it will succeed because it is mostly a political deal. We can't really articulate how 3rd parties play with it. I can't even get Karen to return a phone call from Wind River's CEO who is one of her (now) major competitors.

WinPad is a joke. They have a few good ideas but for example the mail client is stupid. They can't handle an .MMF file, have no wastebasket or holding folder because "we won't have many messages". They don't talk to EMS because "it's different". Give me a break. If I can't use a WinPad to get mail in an airport what is the point?

The IBM deal was a classic. I suspect have a different view than yours but we both agree that Ballmer baited them into fighting us.

Maybe you can talk anyone in caring about GM?

From: Brad Silverberg
To: Jonathan Lazarus
Subject: FW: General Magic Deal?
Date: Saturday, January 15, 1994 6:13PM

now, I never got this stuff. i think we are making a huge mistake. i do not believe nathan will deliver a superior, more adopted solution in anywhere near the same time frame. I know Bill Atkinson and Andy Hertzfeld from my Apple days and they are among the best in the business. They are both visionary as well as capable of producing incredible (elegant and tight) implementations.

I don't know if you saw Stutz's mail from MacWorld on GM. He says that the object model (nomadic agents) is much more powerful than Cairo and had a serious case of GM-envy. Yet MagicCap runs in 3M rom while Cairo will take 24? 32?M...

This reminds me of how we taked ourselves out of buying Notes. It's not general enough. We have much better stuff ourselves, we'll deliver around the same time as them. One of the biggest (maybe the biggest, next to the idiotic way we handled IBM near the Windows intro to force the divorce) mistakes this company ever made.

Winpad is a joke. Don't quote me.