

**Teresa Jennings**

From: Brad Silverberg  
To: Paul Maritz  
Subject: RE: Novell & Insignia  
Date: Tuesday, February 01, 1994 4:19PM

they also need our help on the ifs interfaces. they change a lot in the details and only by cooperat they be able to keep up. we plan to give them ongoing builds to help, of course, if we get the info want from them.

From: Paul Maritz  
To: bobkr  
Cc: bradsi; johnlu  
Subject: RE: Novell & Insignia  
Date: Tuesday, February 01, 1994 1:36PM

Such nice guys...

BTW - I was asking Bradsi this am what is their motivation in propping this "open kimono" deal with us. In a certain sense we have already offered them everything they need to support Chicago, short of our source code. So why the sudden bout of "openness"? Bradsi says he thinks it is because (i) they are way behind and are realizing that they need our source cde, and (ii) they think they need the Plus Pack, or at least need to see it, badly. Still seems strange to me unless (i) is true. It makes me all the more cautious in agreeing to anything.

From: Bob Kruger  
To: Bill Pope  
Cc: Brad Silverberg; Debra Vogt; John Balciunas; Jim Allchin; Paul Maritz  
Subject: Novell & Insignia  
Date: Tuesday, February 01, 1994 11:36AM

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