



Debra Vogt

From: Mike Maples
To: Bill Gates
Cc: Joachim Kempin; Paul Maritz; Steve Ballmer
Subject: Meeting with Canivino
Date: Friday, May 06, 1994 2:04PM

Jim and I meet for over 3 hours. We were the only ones at dinner.

There were no surprises. Jim wanted to tell me how our apps did not work well with OS/2 and how he thought open doc was important to us. When we finally got down to the essence of our discussions our positions were as expected.

I told him that we want to work with them. The things that mean the most to us are

- 1. At least neutral support by the IBM sales force
- 2. Less support of Lotus.

I also told him that we would not do OS/2 apps.

What he really wants is

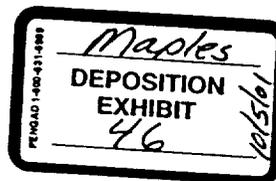
- 1. Support of PowerPC. He wants to make the NT project successful. He would like to have our apps on PowerPC. He wants to explore putting Chicago on PowerPC. I discussed the timing and how we can make the NT version successful instead. I did not leave open the idea of native Chicago support. He really wants an option of a high volume desktop for the PowerPC.
- 2. Support of the PC company. He said they would not lose their independence with the latest round of reorgs. He did not have concrete ideas. He knew of the scheduled meeting with you and Thoman. Wanted it to go forward.
- 3. He would like have us help them put Win32 on Workplace OS.

In terms of neutralizing the negative attitude of the sales force, he felt we could accomplish that by having some concrete projects that supported IBM. I agree that it can not be directed away.

As a follow-up, he wanted for me to see what you thought, and probably set up a meeting. He said he was past the emotion. He did bring up the Carroll book but said most of the blame goes to Paul. He said that it hurt his mothers feelings. I think he will put it behind him and get on with the discussion.

Suggested next steps:

- 1. Bill meet with Jim.
- 2. discuss doing PowerPC NT apps if they will quota sales people to sell, possibly agreeing to a minimum commit.
- 3. propose a "front-line partnership". This was not high on Jim's list but would get good mileage with the salesforce. It should also including bundling Chicago.
- 4. begin discussion of licensing win32 for them to use with OS/2 and workplace shell. We should get a good royalty out of this and I don't believe it will really impact our sales.



MX 5043442
CONFIDENTIAL