

From: Bob Muglia (Exchange)
Sent: Saturday, August 07, 1999 1:20 PM
To: Bill Gates
Subject: RE: JPP response to your source code question etc....



This is a tough one. The formats were published on the MSDN website before I took over the group. So the decision about whether or not to publish was already made. This really can't be undone because there are 100's of 1000's of CDs already manufactured which contain the specs.

I can't say for sure why the decision was made to publish this; I suspect that people believed the PR cost exceeded the value of not publishing.

When I took over ATG last year, I was pretty surprised to find this out. At this point, I don't know what to do as the genie is out of the bottle and given our current stance with file formats (ie. they don't change until at least something major happens), I don't know what can be done about it.

bob

-----Original Message-----

From: Bill Gates
Sent: Thursday, August 05, 1999 4:36 PM
To: Bob Muglia (Exchange)
Subject: FW: JPP response to your source code question etc....

Why would the Office group be giving out the Office 2000 formats to competitors? To me this seems crazy.

-----Original Message-----

From: Marc Kuperstein
Sent: Wednesday, August 04, 1999 2:35 PM
To: Bill Gates; Reed Koch; Will Poole
Cc: Marshall Goldberg; Anthony Bay (Exchange)
Subject: FW: JPP response to your source code question etc....

Wanted to chime in

If you were not already aware we provided to Lotus documentation on our Office 2000 HTML/XML file formats. Lotus had requested this information several months back and we worked with the Office team to get this information (a) published and (b) into the hands of companies that wanted to interoperate (e.g., Lotus, Novell, Corel). This effort will do a lot to improve interoperability between the products. Also, it is my understanding that Lotus is planning on supporting import & export of these formats in their SmartSuite product.

On the WMT/WMP front - we are in fact making progress but there are still a couple of issues to be worked out. In general -

- I believe we are very close to having Lotus commit to shipping WMP 4.0 with Notes.
- The Lotus/IBM team is working closely with our WMT folks on figuring out how to best create an integrated experience. Lotus has told us that they see great value for their customers in having an integrated solution between WMT & Domino/Notes on both the server and client. To the credit of ABay's team, we have been aggressively evaluating ways to make this happen in the WMT 4.0 timeframe ... but I believe everyone agrees that the desired integration would be very near impossible to achieve today and some aspects would be very expensive and technically risky. None the less, a lot of progress has been made as a result of these efforts and we are getting closer to a stronger commitment to continue down this path - perhaps including some type of announcement.

-----Original Message-----

From: Marshall Goldberg
Sent: Wednesday, August 04, 1999 1:42 PM
To: Marc Kuperstein
Subject: FW: JPP response to your source code question etc....
You need to see this.



MS-PCA 1367073
HIGHLY CONFIDENTIAL

-----Original Message-----

From: Bill Gates

Sent: Friday, July 02, 1999 11:57 AM

To: Reed Koch

Cc: Marshall Goldberg; Will Poole

Subject: FW: JPP response to your source code question etc....
I pass this along...

-----Original Message-----

From: Jeffrey_Papows@lotus.com [mailto:Jeffrey_Papows@lotus.com]

Sent: Friday, July 02, 1999 6:19 AM

To: Bill Gates

Cc: Will Poole

Subject: JPP response to your source code question etc....

Bill,

We strongly believe it is in our mutual customers' best interest to provide compatibility between our desktop applications, particularly file compatibility for word processing (Took us a decade to get there but hey we've all gotten older if not smarter) - We will provide Microsoft a special .DLL file for accessing Lotus Word Pro files as well as documentation for its use and sample programs under a mutual non-disclosure agreement. Your teams can request this by sending e-mail to Word_Pro_API@lotus.com and we will send a , actually I'll get our folks on it proactively. We can also supply source code for this DLL file and any assistance required by Microsoft in its efforts to build tighter compatibility between MS Word and Lotus Word Pro. Feel free to have the appropriate people in your development organization to contact Joe Guthridge (Joe_Guthridge@lotus.com) who heads up the Word Pro team for any further information or clarification or help they need to make things happen... We look forward to working with your crew, and I know our customers will appreciate it. On another note were fast proceeding on the media player front, we are waiting for a small come back from Will's guys now but have also begun to draft a common release, we should have that work done shortly. Keep me posted. By the way looks like the Y2K legislation got somewhere.

Jeff Papows

President and Chief Executive Officer

Lotus Development Corporation

Voice: 617-693-8254

E-Mail: Jeffrey_Papows@Lotus.com <mailto:Jeffrey_Papows@lotus.com>

MS-PCA 136707A
LEGALLY CONFIDENTIAL

EMAIL
ATTACHMENT
WILL NOT OPEN

MS-PCA 1367075
EXCELLY CONFIDENTIAL