File: c:\vmail\mailbox.fld
Message:

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#################################### 227
from: russ Tue Apr 24 16:16:49 1990
to: billg billn frankga jeremybu joachiml joni jons mitchal paulma
cc: billp johnea steveb tonya
date: Tue Apr 24 16:12:22 1990
Subject: IBM discussions
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I think we should force the windows and os/2 business back toward the
dos model.

with dos, their was no concept really of a generic dos--since there
were many issues related to real compatibility. As such it was risky
to buy some other oem's dos to run on brand x machine, the chances
are it would have problems. So i believe leakage wasn't severe
(in part helped by the fact that IBM basic didn't work without the
rom--maybe more a perceptual thing then a real market issue but
it contributes to the feeling that you shouldn't try to run someone
elses dos on a different machine.)

along these lines--we could ask IBM to restrict their core so offerings
to only running on their systems (either a rom check or not testing
on other systems). the biggest leakage problem is ibm onto other
h/w. this would save the accounting nightmare.

i don't think a parallel requirement for other oems is necessary.

the other areas out conflict area retail windows and the rup.

i would propose a 2 year transition where we would phase out retail
stand-alone windows if ibm agrees to work to installing windows on
the harddisk for 286 and 386sx machines over the next 2 years.

then we could merge the dos rup and windows rup. so the only
market where leakage is an issue is the upgrade market. I would propose
just leaving this out of the discussions of cross royalties etc.

the dos/win rup would need an existing version of dos on the system
in order to install itself.

that's it. I like the rest of the proposal