

From: Kelly Wood [kellyw@microsoft.com]
Sent: Friday, March 19, 1993 6:35 AM
To: billp; bradc; joachimk
Cc: bradsi
Subject: RE: IBM PS/1 agreement

we'll get this done. Joachim does in fact have some valid reservations - especially with respect to distribution language. Since this is not a concern of Consumer PS/1, we'll get this through.

|From: Joachim Kempin
|To: Bill Pope; Brad Chase; Kelly Wood
|Cc: Brad Silverberg
|Subject: RE: IBM PS/1 agreement
|Date: Thu, Mar 18, 1993 7:09PM

|I am the hold up. The agreement included a questionable distribution agreement which would have allowed IBM to distribute upgrades through the channels. This clause had restrictions but understanding that we will never take IBM to court over it I asked that this gets changed to disallow them to do this, or would You like to see upgrades in the shelf from IBM?

|In addition I questioned their source code rights, yes this was restrictive but it could have allowed IBM to assign PSP personal even working on PC-DOS to look at Your hooks. that is all. I am confident they are going to give in and sign a modified agreement, if You believe we are untrustworthy and disorganised be my guest- we have clearly expressed to them in a follow up phone call that we have no intent to change our mind. So why the fuzz?

|From: Brad Chase
|To: Bill Pope; Joachim Kempin; Kelly Wood
|Cc: Brad Chase; Brad Silverberg
|Subject: IBM PS/1 agreement
|Date: Thursday, March 18, 1993 12:26PM

|What is going on? I just heard from jonk that this is not signed and that WE are the hold up. I sent them golden code b/c I was told that IBM had signed. I assumed we sent them an agreement that we were comfortable with. If not this makes us look very disorganized and untrustworthy since it would appear to them that we sent them a contract to hook them in, get them to dupe on machines and then changed our minds.

|Please tell me what is going on, and if there are issues what they are (pls tell me they are very very very important if we are changing our mind)