



DIGITAL RESEARCH

Weekly PIP Notes

GENERAL PURPOSE OPERATING SYSTEMS GROUP

PIP Team Status Report

Week Ending 09/02/88

From: Bill Beckham

To: Alan Crockett, Monterey
 Garry Silvey, Monterey
 Bill Wobber, Santa Clara
 Carol Goldberg, Monterey
 Chuck Brewer, Monterey
 Dick Obron, Santa Clara
 Dick Williams, Monterey
 Frank Iverson, Monterey
 Greg Ewald, Santa Clara
 Joe Gyrd, Monterey

John Bromhead, Newbury
 Kathy Grainger, Monterey
 Kumi Kawashiri, Monterey
 Marilyn Bohl, Monterey
 Mike Malloy, Monterey
 Steve Tucker, Hungerford
 Connie Paul, Monterey
 Wayne Johnson, Monterey
 Dieter Giesbrecht, Newbury
 Debbie O'Connell, Santa Clara

Executive Brief

- Received finished goods for CDOS video production.
- Will be making both the CDOS and DR DOS Utilities and Command Interpreter source code modules available. You will no longer be required to purchase full source kits to create multiple O/S's.
- Greg Provided information to Alan Crockett regarding the VAR program for inclusion into CDOS literature kits.
- There will be no MGE upgrade program due to MGE not supporting serial terminals.
- Pricing committee met and approved new pricing schedule for General Purpose Operating System products. Pricing updates will be reflected in the next published price list.
- CDOS Version number changes at time of release: 6.01 to 6.2, 2.01 to 3.0
- DR DOS SBK and RDK on hold for new ROMing disk and application note.
- DR DOS Updates waiting on the arrival of DR DOS 3.33.
- Future Computing has completed their testing on DR DOS and has indicated that Windows now runs without problems
- Tom Mahon's PR agency has released the press release on the new version of DR NET.
- Have sent complementary finished goods SBK and packaged product to Sunliver.
- Garry set up MGE for Computer shopper photo shoot in Florida

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Product Marketing

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Weekly PIP News

GENERAL PURPOSE
OPERATING SYSTEMS
GROUP

Concurrent DOS XM & 386 Released Product

The Week in Review

Received finished goods for CDOS video production

Will be making both the Utilities and Command Interpreter source code modules available. You will no longer be required to purchase full source kits to create multiple O/S's.

Greg Provided information to Alan Crockett regarding the VAR program for inclusion into CDOS Release kits.

Legal to provide language for DRI personnel who must respond to the question "Is (application name) supported under this operating system?" Action: Drew Newton 09/09/88

Manufacturing

Send 10 copies of Lattice discount coupon to product marketing for review.

Product Marketing

Schedule a DRI University for showing of CDOS video. Action: Bill Beckham 09/09/88

Contribute U.S. and Pacific Rim marketing components to the master business unit marketing plan. Action: Bill Beckham Draft 10/17/88, Final document Early December.

Prepare Fiscal Year '89 marketing plan for General Purpose Operating Systems (U.S. & Pacific Rim) for incorporation into Corporate Marketing's master product plan for all U.S. and Pacific Rim operations. Action: Bill Beckham Due Dates, first draft 09/07/88, Final 09/23/88

We are awaiting an approval from the magazine of Garry's outline before writing a CDOS article for DR. Dobbs Journal. Action: Garry Silvey

Investigate the ramifications of articles published in the U.S. being reprinted in other countries ie: U.K. Action: Garry Silvey

Make arrangements to have Chinese voice over for Pacific Rim Accounts. Have interviewed candidate for the voice over. Will have her review the finished tape before asking for a commitment. Action: Bill Beckham 09/16/88

Make arrangements to have CDOS video's duplicated for DRI distribution. Action: Bill Beckham 08/26/88 Awaiting input from sales as to how many copies are required. This input has a direct relation to our volume commitments and where we are placed on the discount pricing schedule.

Make arrangements to send CDOS Video tape to UK. Action: Bill Beckham 09/09/88

Current Action Items by Department

Beta Testing

No Current Assignments

Corporate Marketing

Note: Family brochure should be titled "General Purpose Operating Systems Family" replacing "Concurrent DOS family".

New CDOS family brochure targeted for completion November 4th. Action: Carol Goldberg/Bill Beckham

Progressive marketing is reviewing the current CDOS video with their writers.

Refer to Product Marketing U.K. re: SBK/PTK fact sheets. Action: Carol Goldberg

Customer Services

Track weekly ad response and report during PIP meeting. Action: Alan Crockett

Legal

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09/02/88 :
Product Marketing



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Weekly PIP News

GENERAL PURPOSE
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Concurrent DOS XM & 386 Released Product

Update competitive analysis piece for inclusion into Dealer mailing. The majority of competitive input has been provided to Scott Williams. Scott is calling for pricing information. This information should be received by the end of today. Action: Bill Beckham/Scott Williams 09/09/88

Delivery of finished video with duplicates. 08/31/88

Investigate into the delayed offering of the Lattice "L" compiler. Action: Garry Silvey

Provide write-up to technical support for configuring the Mainrad Tape Streamer. Action: Garry Silvey 09/09/88

Activities not currently staffed to provide.

Develop Concurrent DOS Demonstration Disk front-end. Action: Not currently staffed to provide.

Create Concurrent DOS Technical Product Brief. Action: Not currently staffed to provide. Note: There is the possibility of creating this document by using extracts from the article Garry is scheduled to write for the Dr. Dobbs Journal.

Develop specification for source level C bindings. Action: Not currently staffed to provide.

Develop script for Concurrent DOS Sales. Action: Not currently staffed to provide.

Product Marketing - UK Office

Develop application note for LIM 4.0 support. Action: John Bromhead 09/09/88

Develop draft of the procedure for collecting and disseminating list of applications that have been tested. Action: John Bromhead 09/30/88

Develop SBX/PTK Fact Sheets. Action: John Bromhead
First draft 09/30/88. Final 11/04/88.

Edit and Review draft of Application Note giving guidelines for developing new applications for Concurrent DOS and porting existing DOS applications to Concurrent DOS.

Action: John Bromhead

Product Engineering - EDC

Determine Interrupt Latency and Context Switch times for Concurrent DOS 386. Action: Steve Tucker

Determine current compatibility with CD ROM systems. Action: Steve Tucker

Sales

Place order with Product Marketing for requested quantity of CDOS video tapes. Action: Frank Ivason 08/28/88

Create cover letter and package contents list for mailing to those responding to the VAR advertisement. Currently using generic Product Marketing Letter. Action: Greg Ewald 08/05/88

Presentation Materials

No Current Assignments

Shows

Softsach in Atlanta Staff: Rick Honey, Donna Dixon and Bill Beckham

Softsach in Los Angeles Staff ?

COMDEX Fall '88. 11/14/88-11/18/88

Technical Support

Make arrangements to have CDOS training tapes converted to U.S. format. Action: Wayne Johnson 09/16/88

Obtain PC Term module for IBM Display Terminals. Action: Chuck Brewer. Chuck to fill out P.O. for Bill Beckham to sign. 09/09/88

Awaiting distribution of second draft of support plan. Action: Wayne Johnson 10/07/88

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Product Marketing

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Mercury & Mars Project

The Week in Review

There will be no MGE upgrade program due to MGE not supporting serial terminals.

Pricing committee met and approved new pricing schedule for General Purpose Operating System products. Pricing updates will be reflected in the next published price list.

Version number changes at time of release: 6.01 to 6.2, 2.01 to 3.0

Current Action Items by Department

Beta Testing

We have begun receiving signed beta site agreements. Product Marketing will distribute disk sets during the coming week. Action: Garry Silvey 09/08/88

Corporate Marketing

Note: see Product Marketing U.K. re: fact sheets and product briefs.

Customer Services

No Current Assignments

Legal

Start updating the list of current 6 G1 OEM's for updates. Action: Kumi Kawashita

Manufacturing

No current assignments

Product Marketing

No Current Assignments

Product Marketing - UK Office

Update fact sheets and product briefs for both XM and 386 reflecting new interim release features. Action: John Bromhead

Provide weekly updates as to how project is progressing against specification and timelines. Action: John Bromhead

Create new elements to the SPR database to assist in generation of a weekly SPP status report. Action: John Bromhead

Product Engineering - EDC

Provide Q1 interim release Product Specification to product managers. Action: Steve Tucker 09/08/88

Provide detailed Engineering schedule to support FY89 product plan. Action: Steve Tucker

Determine current compatibility with CD ROM systems. Action: Steve Tucker

Sales

No Current in-house assignments

Presentation Materials

No current assignments

Shows

COMDEX Fall '88. 11/14/88-11/18/88

Technical Support

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Product Marketing

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Weekly PIP Notes

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DR DOS Released Product

The Week In Review

DR DOS SBK and RDK on hold for new ROMing disk and application note

Updates waiting on the arrival of DR DOS 3.33.

Future Computing has completed their testing on DR DOS and has indicated that Windows now runs without problems.

Create Q & A's for DR DOS in Corporate Reseller program
Action: Bill Beckham 09/30/88

Continue to participate in review of open technical issues with prospective or signed up OEM's. Action: Bill Beckham

Create Release Note describing use of OEM low level format utility and DR DOS high level format utility. Received ventura format during vacation. Will review this coming week. Action: Garry Silvey

Include Low-Level format Utility application note in the product update. Action: Garry Silvey 09/09/88

Put procedure in place to track applications that are supported in the U.S. and Pacific Rim as supported on DRDOS. Create and maintain tracking database for both Certified & Supported applications. Action: Bill Beckham/Alan Crockett

Work with Drew to create language for technical support people to communicate with customers as to whether or not their particular application is supported or certified
Action: Bill Beckham 09/09/88

Publish response to questions asked at DRDOS presentation for Technical Support. Action: Connie Paul 09/09/88

Prepare a more detailed list of product differences between DRDOS and PCMS-DOS. Action: Bill Beckham/John Bromhead

When master disk set of 3.33 is OK'd Garry is to Distribute internal memo asking that all previous copies of DR DOS be destroyed and explaining how to order new ones. Action: Garry Silvey 09/09/88

Prepare cover letters for machine readable documentation
Action: Bill Beckham

Current Action Items by Department

Beta Testing

No Current Assignments

Corporate Marketing

Print Future Computing certification. Action: Carol Goldberg

Customer Services

No Current Assignments

Legal

No Current Assignments

Manufacturing

Re-number disk sets to reflect 3.3 not 3.3X. Action: Kathy Grainger

Product Marketing

Product Marketing - UK Office

Provide finished copy of application note describing current memory support and planned memory support to be included with this product. Specifically, what type of support will be included for EMS/LIM, EEMS, and LIM 4.0 ?
09/09/88

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Product Marketing

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Weekly PIP Notes

GENERAL PURPOSE
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DR DOS Released Product

Provide weekly status on outstanding SPR's. Action: John Bromhead

Create worldwide Certified and Supported application list for DRDOS. Publish list to all business centers. Action: John Bromhead

Establish procedure for regular updates on a worldwide basis. Action: John Bromhead

Product Engineering - EDC

Test LIM 4.0 boards and drivers. Action: John Bromhead/Steve Tucker

Sales

Ensure that TOP DOS works with DR DOS. Action: Bill Webber

Presentation Materials

No Current Assignments

Shows

No Current Assignments

Technical Support

Provide weekly updates as to number and nature of DR DOS related calls. Action: Wayne Johnson/Sue Nagelotte

Training

No Current Assignments

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Product Marketing

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Weekly RP Notes

GENERAL PURPOSE
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Tiger Project

The Week In Review

In Current Activity

Product Engineering - EDC

Provide Product specification and engineering plan to support release of both Tiger I & Tiger II. Action: Steve Tucker

Current Action Items by Department

Beta Testing

No Current Assignments

Corporate Marketing

No Current Assignments

Customer Services

No Current Assignments

Legal

No Current Assignments

Manufacturing

No Current Assignments

Product Marketing

Determine product update distribution procedure for OEM's. Action: Bill Beckham

Product Marketing - UK Office

Provide weekly updates as to how project is progressing against specification and timelines. Action: John Bromhead

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Product Marketing

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Weekly PIP Notes

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DR NET Released Product

The Week In Review

Tom Mahon's PR agency has released the press release on the new version of DR NET.

Reviewed draft of fact sheet.

Current Action Items by Department

Corporate Marketing

Produce DR NET fact sheet. Targeted completion date is 09/06/88 Action: Carol Goldberg/Garry Silvey

Manufacturing

Create BOMS for 1) User only documentation with and without binder 2) Full documentation without disk. Action: Kathy Grainger. Per Kathy, Suzie in legal has the BOM's. Kathy will get together with Suzie to finalize. 09/09/88

Product Marketing

Work with U.K. product marketing and Corporate Marketing to ensure common usable fact sheets for world wide use. Action: Bill Beckham

All other departments

No Current Assignments

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Product Marketing



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MGE Released Product

The Week In Review

Have sent complementary finished goods SBK and packaged product to Sunriver

Garry set up MGE for Computer shopper photo shoot in Florida

MGE SBK price established.

Write RDK cover letter. Action: Bill Beckham

Define Documentation only BOM. Action: Bill Beckham

Product Marketing - UK Office

Provide weekly updates as to how project is progressing against specification and timelines. Action: John Bromhead

Product Engineering - EDC

Provide product Engineering Schedule for FY89 plan. Action: Steve Tucker/Marylyn Bohl

Provide proposal for inclusion of Digitizers, VGA, 2nd Adapter card and PC emulator card support for interim release. Action: Steve Tucker

Current Action Items by Department

Beta Testing

Send complementary product to performing beta sites. Action: Garry Silvey 09/09/88

Corporate Marketing

Complete Product Brief. Target Date is 09/06/88. Action: Carol Goldberg/Bill Beckham

Customer Services

No Current Assignments

Legal

No Current Assignments

Manufacturing

Create RDK (awaiting disk configuration from product marketing). Action: Garry Silvey/Kathy Grainger

Product Marketing

Sales

Determine configuration/packaging for a pre-configured, "Plug-N-Play" system. Action: Greg Ewald

Presentation Materials

No current assignments

Shows

Seybold show 09/15-17/88

Technical Support

No current assignments

Training

No current assignments

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09/02/88
Product Marketing

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