From hankv Wed Dec 06 11:19:14 1989
To: richab
Cc: josephk peteh
Subject: Windows Questions
Date: Thu Jul 30 15:59:42 PDT 1992

Hi Rich.   I have a few questions regarding
Windows.

-What is your Win3 schedule really look like? We
are planning Excel marketing to really push
Win3, so the date is important. I know this
is a sensitive issue, but perhaps we can have
a phone conversation about it.

-Given the Win3 schedule, how long do you
plan to ship the Excel Working Model. I need
to work with you or someone on your team
to determine the cut-off date. We want
to stop the bundle at a certain point
to save some Working MOdel budget for
other activities.

-We want to use the Excel Telesales team
to pursue the Windows/Workig Model customers.
Who on your team should we be working with?

-Given schedule considerations, we plan
to relaunch Excel concurrent with Win3 launch.
We need to aggressively sell the Windows solution
to avoid having Lotus position /G against Win Excel
Our thinking is not yet mature on this, but part
of the strategy would be to co-market heavily with
other Win apps. Most of this will be discussed
in the forum of the Win3 launch task force
which Peteh is actively involved in. I would
like to meet with you informally however to brainstorm.

Hank

From hankv Wed Dec 06 13:11:50 1989
To: abumktg
Cc: dawntr push richt
Subject: Staff Meeting/ Excel 2.5 Discussion
Date: Thu Jul 30 15:59:42 PDT 1992

[LONG EMAIL - PRINT TO READ]

Comments requested. This is just an initial
cut, and we are looking for input on any aspect.
Dawn and I would like to use the bulk of the
staff meeting to discuss these issues and move
toward consensus.

WinMail 1.21   brucen   Thu Jul 30 15:52:23 1992   Page: 70