

Date: 21 Dec 1989 9:26 es
Via: vax
To: iwold,coconnor,cyoung,emcnierney,bbriggs,bfrankston
Subject: (Forwarded) Microsoft Briefing



FYI. I do not yet have the copies of slides referred to.

Forwarded message

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From: LDBVAX::DGILMOOR
Date: 19-DEC-1989 10:05:50
To: eml:spg_directs
To: LDBVAX::mfahey
Subject: Microsoft Briefing

Marty Fahey and I attended the Microsoft Systems review in Redmond on December 15. It was an all-day session of 35mm slide presentations and product demos. There were approximately 90 people in the room, 40 of whom were from Microsoft.

About 25 ISVs were represented, including Aldus, Autodesk, Oracle, Wordperfect, Ashton Tate, Microrim, Informix, and a number of smaller companies who generally seemed to send their chief technical officer.

Copies of the slides were distributed and will be copied to this distribution list. They contain significant technical detail about the future directions of OS/2 and Windows. What follows are additional facts raised in the discussion but not necessarily reflected in the slides.

OS/2

- * Ballmer repeated the "Official" positioning of OS/2 vs. Windows, based on machine memory size. But during the course of the day it became clear that Microsoft believes that OS/2 will appeal primarily to "corporations making planned purchases" and for "new hardware", and Windows will be the "transition to GUI" for many end users running existing hardware.
 - * However, a demo of OS/2 2.0 made OS/2 look quite impressive from the end user's point of view -- really for the first time. The demo included running:
 - 1-2-3 2.01 with expanded memory
 - DOS Wordperfect
 - PM Excel
 - Microsoft Word (CUI) with Borland Sidekick
 - Microsoft Windows in a window, with the calendar application running inside that.
 - Flight Simulator
- Cut-and-paste was demonstrated from 1-2-3 to Wordperfect and then to Excel.
- * OS/2 2.0 has a "Porthole" facility which will allow running of Windows 3.0

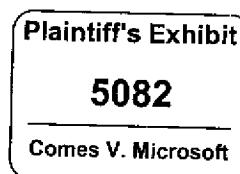
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applications with 100% compatibility. (Not clear this applies to all modes, though this was implied.) Most ISVs present expressed interest in this migration path over the reverse path.

- * Microsoft investigated the cost of supporting the PM graphics API under Windows to allow PM applications to run. They found that it would take "100-150K of memory and would slow the applications by 10%". They indicated they had dropped the effort permanently, and there was only minor negative feedback from the ISV group.
- * Microsoft asked for feedback on how to tradeoff time-to-market with various features in OS/2. Key decisions were to include the "porthole" facility to run Windows 3 applications, LAN manager support, and the new Royal fonts to allow true WYSIWYG. They also plan to clean up as many "rough edges" in the UI as possible. The result would be general availability sometime between June and September.

Portable OS/2

- * They discussed plans for this C rewrite of OS/2 which will not include any support for the 16 bit segmented architecture of the 286. It is Microsoft's "UNIX killer" for the 90's.
- * Hardware targets, in order of priority: i860, MIPS, 386/486.
- * FCS "shortly after 1990". Kernel and executive are running today.

Windows

- * Windows 3: one SKU, three operating modes, \$149.
- * Current Windows: 60K units/month of packaged product through retail and OEMs.
- * In 1 MB system, 700K will be free
- * In 386 enhanced mode, 4x overcommit of physical memory will be supported.
- * DOS extenders: In both real and standard modes, both XMS (for 1-2-3) and the new Microsoft DPMI (DOS protected mode interface) approaches are supported.

Applications Integration

- * DDE acknowledged to be too low level and incomplete. Being reworked totally in OS/2 2.0 with higher level abstractions and more features.
- * Since our last briefing, object oriented plans for OS/2 have become more realistic and incremental.

Microsoft's Applications

Microsoft's own view is that the world will divide into Windows applications and pure 32 bit OS/2 applications. UNIX will never be a viable platform for volume packaged software because of the lack of a binary standard distributed as a packaged product. Microsoft will use the porthole facility to get its applications to PM, except for Excel, which has been ported natively. It will then re-code all its applications for the 32 bit version of OS/2.

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Marty and I would be happy to call a debriefing discussion meeting if there is sufficient interest. Please send me EMAIL.

/dlg

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