

From garype Wed Mar 14 08:40:29 1990
To: joachimk
Cc: garype jancl jodys johnj richab richardf russw
Subject: RE: HP participation in windows rollout
Date: Wed Mar 14 08:37:18 1990

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I do NOT want HP invited to our Windows event. They are not licensed for the product and are not committed to Windows.

- NewWave does not run on Win 3.0 and I doubt very seriously that it will run by the time we announce. They continue to tell me that they will have a win 3.0 NewWave no earlier than 60-90 days after we ship win 3.0. I do NOT want some lame version of NewWave running on top of our premier product at the biggest product event we have ever had. To date, HP has shipped a whopping 600 units of NewWave in the dealer channel. I don't think that puts them at Lotus status even if we considered them an ISV.

- They may say, "Let us be there cause we are an ISV, but I guarantee you, when they want support from windows R&D, they will quickly tell you they are an OEM and should be treated as an OEM. They are currently telling me that they are finding Win 3.0 bugs that are show stoppers for NewWave and that we should fix win 3.0 for NewWave.

- I have worked with HP for over 14 months on a windows license and they are not interested. They are not committed to Win 3.0 and I have found out recently that the NewWave guys have had the key all along to resolve our differences on a windows license and that have opted not to do it. All they want to do is leverage off of Microsoft Marketing \$\$ so they can show the world NewWave with win 3.0. But they fail to see a reason to license the product themselves.

- I wanted more than anything to have HP with us at the win 3.0 event as a Licensed OEM. But I have told them for over 3 months that without a license in place, HP would not be invited. They have now gone around me to try and make sure they are there. If we allow HP to show NewWave running on HP vectras in our event, we insult the other OEMs that have backed up by licensing the product and helping us promote the product.

- By allowing HP to show NewWave at our event, you acknowledge that MS endorses NEWWAVE as a viable platform to run on top of Windows. Billy has NEVER taken that position..... Especially without a commitment to license the product. Billy was not enthusiastic about HPs NewWAVE directions knowing there was NO license in place.

- I believe Joachimk and I are on sync on this issue. These people at HP should be working through me on this issue. I have and will continue to tell they are NOT invited to this event without a license in place and a "working" version of the product ready to show...

-garype

>From johnj Mon Mar 12 13:00:51 1990
To: jancl
Cc: garype
Subject: HP participation in windows rollout

Date: Mon Mar 12 13:00:51 1990

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At the rollout meeting that I attended today, the subject of HP came up. I gave ny stock answer, which is, no license, they can't come. Russ

Plaintiff's Exhibit

5101

Comes V. Microsoft

EXH. 19 DATE 11/10/01
WITNESS abk
SUSAN ZIELLE

and Rich (and a few others) "gently" reminded me that HP is an ISV as well as an OEM and that they want HP to be there as an ISV, independent of what they do as an OEM.

I agree that is the right thing to do. If we can have Lotus there, we surely can have HP. Since this is not an OEM/rollout issue, I'll leave it to you guys to work it out with Janet Church, who is coordinating the ISV participation in the event.

_ john

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