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General Purpose Operating Systems

DR DOS Launch Meeting
Status Report

TO: Monterey	Suzie Alcott, Roberta Atkinson, Frank Bailinson, Chuck Brewer, Greg Ewald, Cindy Guthrie-Ramsey, Wayne Johnson, John Langford, Sue Nagotte, Karen O'Riley, Loretta Stagnitto, David Van Daele, Dick Williams
Hungerford	John Bromhead, John Constant, Mike Shelton, Steve Tucker, Andy Wightman
Newbury	Duncan Baldwin, Dieter Giesbrecht
Salinas	Kathy Grainger, Tim Peart
Santa Clara	Mike Ahern, Debbie O'Connell
Taipei	Dick Dixon, Henry Huang
Tokyo	Phil Balma, Mas Morimoto

PLEASE COPY TO YOUR DIRECT REPORTS AS APPROPRIATE

From: Nicole Person
Re: Launch Meeting
Date: 23 May 1990

The DR DOS Launch Meetings are being held weekly. The next meeting is scheduled for Friday 25 May, at 8:30am in the GPOS conference room. It is located in Bldg. C, downstairs on the first floor. Representatives from each department should attend.

C-DOS Meetings occur after DR DOS 8:30 meetings on a bi-weekly schedule.

Product	ER DATE	CRC DATE	FCS DATE
BETA 1	2/1		
BETA 2	4/6		
LEOPARD	6/90		TBD

INFORMATION

The engineering release date has been re-scheduled due to required testing on products that would have released after the release of DR DOS. The final release date will be announced shortly. This information is to be kept highly confidential and not discussed with anyone. The official statement regarding packaged product is that due to demand, final packaged product is anticipated to ship within 4-6 weeks.

GPOS training is scheduled for June in the UK. The scheduled time

EXHIBIT
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Plaintiff's Exhibit
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Comes V. Microsoft

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is June 25-30 in Newbury.

Tech Support is providing an overview of the Leopard product to their Tech Group. Meetings are at 4pm each Thursday.

Training for Customer Service occurred May 7. Training for new Customer support staff, legal, and marketing occurred on May 24.

The press tour of May 7 was highly successful. Our product merited a front page article in PC Week and a page 13 article in Infoworld. As of Wednesday, over 200 calls were received. An ad is scheduled to run in the May 21 PC week standard publications and in the Windows supplement.

Components for literature fulfillment will be finalized by 25 May. There are separate packets for callers interested in upgrades and the direct purchase program. In addition, it was determined that evaluation units would be available to callers who met the following criteria: the caller must be a vice president, purchasing or procurement manager, or an MIS manager; the company must also have 1000 PCs or more. Other callers who request evaluation units but do not meet the criteria can participate in the direct purchase program and can return the product after 30-days for a full refund.

The official product price is \$64.95 for the upgrade product and \$199 for a regular direct purchase. There is an additional charge of \$5 for shipping and handling for all orders. Currently, callers from Canada can order by mail only -directly from Digital Research.

ACTION ITEMS

LEGAL

5/11 Determine methodology for upgrading selected OEM customers. Get information to manufacturing.

ASAP Get contract from Carlick.

RETAIL SALES

ASAP Volume sales program evaluation.

ASAP Formalize Upgrade Program for New Zealand and Australia Distributors. Determine interest in South American distribution program.

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MANUFACTURING

ASAP Provide information on estimated unit cost for packaged product with full Bill of Materials. Variable include: 2-color and 1-color documentation, and cut down manual with Quick Reference card.

GPOS MARKETING

5/28 Update Reseller reference guide and get outside source to coordinate production. (Due to lack of resources from GPOS Doc Team).

6/5 Get approval for placement of Hologram label on manual rather than disk or box.

5/28 Rev 2 of quick tips doc.

CORPORATE MARKETING

ASAP Coordinate production of collaterals.

TECHNICAL SUPPORT

NORTH AMERICAN SALES

6/15 Condex suite, please indicate when the suite will be needed so that reservations can be confirmed. The cost is \$275/day.

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