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July 13, 1990

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Microsoft  
CORPORATE

Mr. Philippe Kahn  
Borland International  
1800 Green Hills Road  
Scotts Valley, CA 95066-0001

Dear Philippe:

Microsoft has made some decisions that will enable Borland to produce and market Windows development environments. This letter outlines the intent of Microsoft; the exact terms and conditions of licensing arrangements will need to be negotiated.

In the immediate time-frame, we will do the following to facilitate Borland's entry into the Windows development environments market:

- provide permission to use the Windows header files in Borland language products;
- provide permission to redistribute the symbol files for the non-debugging version of Windows;
- provide soft copy of the Windows SDK Reference (API) documentation, with permission to redistribute this in soft or hard copy form with a Borland language product;
- license the resource compiler, with termination six months after Microsoft makes available the final version of the resource management dynamic link library; and
- provide documentation on the Windows 3.0 internal resource formats.

The resource management library will enable third parties to develop resource editors that do not rely on Windows' internal resource formats, which are likely to change in the future. Our intent is to include this library in a release of Windows in the first half of 1991. Borland should understand that Microsoft will not provide documentation on future versions of the Windows internal resource formats, once we provide the resource management library.

We also intend to include the debugging version of Windows, the symbol files for the debugging and non-debugging versions of Windows, and the help compiler in a release of Windows in the first half of 1991. This release of Windows will also support "debugging in a window" as previously discussed between Microsoft and your developers. We'll make this version of Windows available to existing Windows users and new users for a reasonable cost.

Microsoft does not intend to license the debugging version of Windows or the help compiler. These will be made available only in the above-mentioned Windows product, as well as the Windows SDK.

We are excited about the possibility of having Windows development environments from Borland. This promises to increase the popularity of Windows among programmers. Microsoft hopes that the above decisions will enable Borland to create such environments.

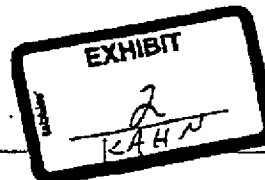
Sincerely,

*Brad Silverberg*  
Brad Silverberg

cc: Mr. Bill Gates  
Mr. Steven Ballmer

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DEFENDANT'S  
TRIAL EXHIBIT 171

Plaintiff's Exhibit

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