

From richab Tue Jul 24 08:04:44 1990  
To: donnag johnj markche  
Subject: GEOVIEW  
Cc: jackieg  
Date: Tue Jul 24 08:04:43 1990

we can meet. Thursday afternoon or Friday is best for me.

Some ideas for you:

First there are the whole set of questions you can ask which raise a bit of fud in the customers eyes for going to a non-industry standard product / company.

As a MS Works competitor, we are pretty much stuck with comparing the feature sets of the geo stuff with works. We have a mature product and a high level of commitment to it. Berkley did work for the amiga and is an unknown in the intel world. so are their apps. what about support, company capabilities, etc.

As a competitor to windows, we need to focus on the position that windows has and, most importantly the applicaiton and developer support that we have. As I understand it there are no toolkits for the geo stuff and development is done on a sparc station. My guess is that berkley gives you commented source and truns you loose. Not fun, not likely to get much isv support and a bitch to support / maintain.

Geo has threads and preemptive multitasking (so did mondrian, for that matter). What good is this stuff if you can't efficiently develop an application that exploits the features.

Hope this is helpful. let me know if you want to meet.

rich

EXH. 84 DATE 11/2/91  
WITNESS Abel  
SUSAN ZIELIE

Plaintiff's Exhibit

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Comes V. Microsoft

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