

From richab Mon Oct 15 12:34:35 1990
To: w-clairl w-connib
Subject: apps office product
Cc: kathrynh
Date: Mon Oct 15 12:34:35 1990

I continually take heat, some of it deserved, most not for the church vs. state issues. Win computing is viewed negatively by most isvs since there is not (in their opinion) a significant isv component. We do not (yet) have a strong win isv program to counter this either.

It is very important in all isv issues that you consider that the very best we can do with isvs is to have them feeling neutral about us. they will never love us.

rich

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>From w-connib Mon Oct 15 08:10:25 1990
To: richab w-clairl
Subject: apps office product
Cc: kathrynh
Date: Mon Oct 15 08:00:42 1990

Sorry, I've been out for awhile, but wanted to respond to your earlier mail about the MS Office for Windows and whether we'd get heat for giving preferential treatment to MS Win apps. I haven't heard much more from the press but I know that various people at MS have asked me if this is an issue. So I've been meaning to ask you, Rich, if other ISVs are complaining about Windows Computing promo or the Win Office.

We should have a consistent response from the Apps group and Windows group but I would rely heavily on the Windows group to show that other ISV's are still happy and that they are helping all ISV's. Can we point to any new programs being offered to other ISV's as result of Windows Computing push?

So, rest assured, MS Apps isn't going to boast of how it's monopolizing all the Win Computing resources, but will also probably point the way to the Windows group for a supporting quote.

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Plaintiff's Exhibit

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Comes V. Microsoft