

From Kellyw Thu Feb 21 14:47:26 1991
To: carls stevem
Cc: garygi mikemap paulma richab richardf shirishu tedha
Subject: Digital Office (All-in-one) Marketing
Date: Thu Feb 21 14:50:30 PDT 1991

people people will be here in Redmond on March 6 and would like to get a briefing on our NT/Win32 strategy.

By way of review, Digital does a sizeable business selling All-in-one (a character based suite of desktop productivity apps) on multivendor PCs (and terminals of course) in large accounts, generally through PATHWORKS (LAN Manager based) clients through DECnet to a VAX -- where these users take advantage of mail and other server apps. Our area of focus however with these guys is the PC desktop; this is where the rumblings/stuff that have filtered out of the press has these guys really intrigued about our future "network aware" desktop.

Right now, we are in the process of inking a deal that will make MS Windows and our suite of Win apps the DEC all-in-one offering of choice. This is really quite exciting stuff, considering the fact that if we pull this off correctly, it will allow a major player to have a more attractive competitive position to the only other real competitive product office environment of consequence--Officevision. I digress somewhat; back to the goal of the meeting.

These guys (not the traditional group we've dealt with at DEC) are chomping at the bit to know what impact the next desktop operating environment will have on their future strategies which they've explicitly stated as needing to be complimentary to ours.

We really need to bring these guys into the fold. Steve/Carl, between the two of you, can we in a two hr. meeting on the 5th cover this ground at an appropriate architectural/mktg. level? Paul, at a completely different contact (higher) level within Digital will be covering the same ground **next week.** Between these two key contact points, I believe we can get some interesting things shaken loose with the "apps" and "systems" divisions at DEC.

Gary, this is a follow-on meeting that you're already aware of where we will discuss near term marketing activities. You're welcome to sit in.

Rich, you're welcome to sit in as well as the licensing of Windows with this all-in-one product will come up.

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EXH. 46 DATE 11/21/91
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Plaintiff's Exhibit

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Comes V. Microsoft