

From bradsi Sun Mar 3 15:05:19 1991  
To: richab  
Subject: Dr Dos some Corporate Wins  
Date: Sun Mar 03 15:02:16 1991

>From richta Sun Mar 3 14:17:53 1991  
To: bradc  
Cc: adamt bradsi valh  
Subject: Dr Dos some Corporate Wins  
Date: Sun Mar 03 14:16:56 PDT 1991

I did some reading over the weekend on Dr Dos to see what effect they were having in corporate accounts. The bottom line was that they are still being held at bay, despite having in my opinion a cool product ahead of ours.

Here are some interesting snipits.

- 1) Joint Program push
  - 1) Novell: Dr Dos is bundled for free with two copies of Novell ELS
  - 2) Windows!!: Reseller Corporate Software is reportedly thinking of bundling Dr Dos with Win3.
- 2) Corporate Success
  - PanAM: Their Accounting dept has installed DrDos and they like it. They are trying to get it as the standard company wide (Although they are running into resistance)  
Good Contact name: Bjorn Billing, Rockleigh New Jersey.

Another Large coast chemical firm was mentioned but no name given. Bummer. They say that they are being sold on DrDos futures like no 640K limit, and much easier to use. Do we have a handle on what they are planning?

This is obviously you area, but I thought the joint partnership stuff was interesting. Do we know how big Corporate Software are on the east coast? Maybe a followup with the PanAm rep to see what is going on?? Can we help?

Richard

Reference Article : Digital Research Build a better DOS. Datamation Feb 1st page 33.

Plaintiff's Exhibit

5251

Comes V. Microsoft

EXH. 76 DATE 4/1/91  
WITNESS Abel  
SUSAN ZIELIE

MS-PCA 2432687

CONFIDENTIAL