

**Digital - Microsoft
Windows NT
Opportunities for Cooperation**

November 8, 1991

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Plaintiff's Exhibit

5412

Comes V. Microsoft

Windows NT Opportunities

- ◆ Leverage Digital Hardware Line
 - Windows NT on x86 PCs (Eclipse)
 - Windows NT on MIPS ACE workstations
 - Windows NT on MIPS or x86 servers
 - Windows NT on alpha systems

◆ Leverage Synergy of

Microsoft + Windows + Desktop
+ Digital + Server + Integration + Support
= Success for the customer

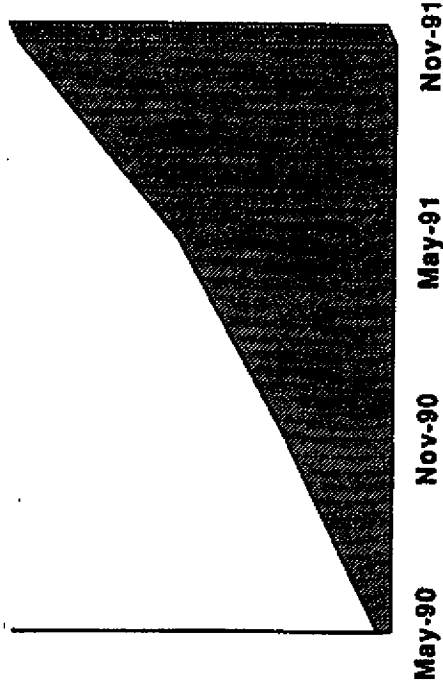
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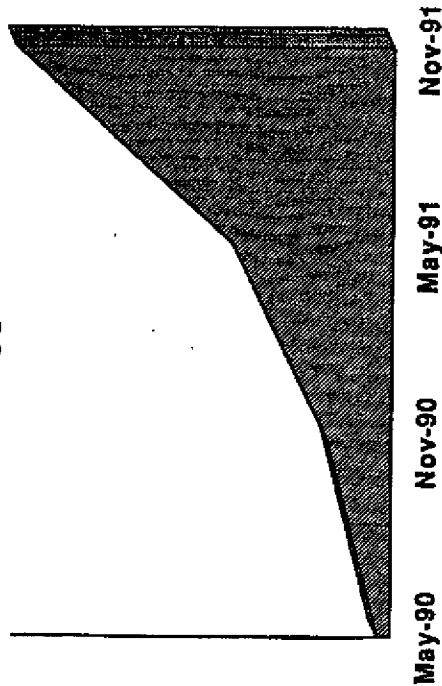
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Windows Success

7,000,000 Copies



4,900 Applications

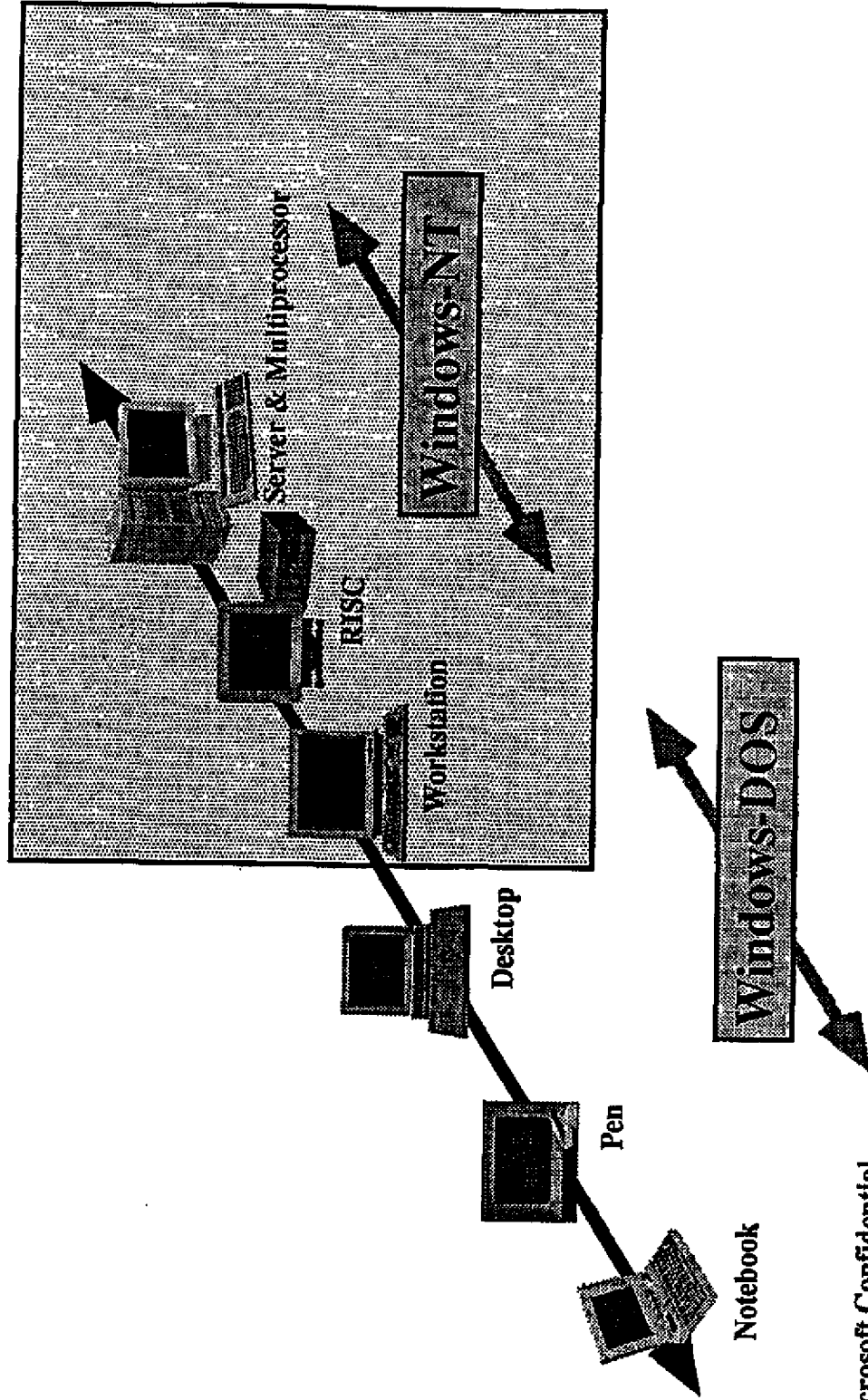


Software Market Sites		Forecast	Mkt. Size
		<u>Run Rate</u>	<u>\$Annual</u>
MS-DOS	20 million	\$2,800 M	
Windows	8 million	\$900 M	
Macintosh	2 million	\$600 M	
Unix	700,000	N/A	
OS/2	300,000	\$60 M	

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Windows: A Scalable Operating System



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Windows NT Strategy

- ◆ Complement to Windows/DOS
- ◆ Support High End Hardware
 - RISC
 - Symmetric multiprocessing
 - High capacity, high performance
- ◆ Provide "Real OS" Features
 - Robust, 32-bit, pre-emptive multitasking
 - Well architected, modern design
 - Secure
 - High performance server
 - Network administration
- ◆ Windows
 - Applications
 - User interface
- ◆ Evolutionary Approach

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Windows NT Will Appeal To

- ◆ **High end x86 Workstation Customers**
 - **Security**
 - **Robustness and Multitasking**
 - **Full 32-bit with no system limits**
- ◆ **RISC Customers**
- ◆ **Server and Multiprocessor Customers**

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Windows NT Status

Internal Development Workstation and Servers

Pre-release Software Development Kit (386/486) Shipped	10/17/91
SDK Update (x86 and MIPS)	Nov. '91
Beta Release	April '92
First Customer Shipment	2H '92

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Windows NT Status with Digital Hardware

- ◆ x86 PCs - No data / no plans
- ◆ x86 Servers - No data / no plans
- ◆ MIPS/DECstations - Palo Alto team doing port
 - No SDK plan
 - No marketing plan
- ◆ DECnet support - PCS6 / Benn Schreiber Underway
- ◆ Alpha - Investigation

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Windows NT Opportunity

- ◆ **Leverage Digital Hardware**
- ◆ **Leverage Synergy: Microsoft/Windows/Desktop + Digital/Servers/Integration/Support**
- ◆ **Competitors' Strategies are Fragmented**
- ◆ **Microsoft wants to work with Digital**

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Windows NT Cooperation - Hardware

- ◆ 486 Workstations - Windows NT Adaptation (graphics)
- ◆ 486 Servers
 - Windows NT Offering?
 - Symmetric Multiprocessing?
- ◆ MIPS Workstations - Offer "PC-like" ACE machine
 - Provide Windows 32 SDK
 - Offer Jazz R4000 Design
- ◆ MIPS Servers - ?
- ◆ Alpha Servers/Workstations - Windows NT Port

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Windows NT Cooperation Marketing and Integration

- ◆ Market Windows and Windows NT Offerings across Digital product line
 - Cross Train Sales Force
 - Speaking Opportunities
- ◆ Optimize Integration Services
 - Windows Admin Tools
 - Utilities
- ◆ Communicate Strategic Cooperation Internally

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