

Teresa Jennings

From: Jonathan Lazarus
To: Mike Maples; Dave Seres
Cc: Lowell Tuttmann; Doug Henrich
Subject: RE: Landry communication
Date: Friday, October 29, 1993 12:31AM

I will have Dave send you the specifics but in a formal sense I think this is true.

"can you assure me that Lotus in fact has the very same OLE2 builds that your Excel and Word guys have now? If so, I stand corrected and will emphatically say so... If not, I stand correct."

From: Mike Maples
To: Jonathan Lazarus
Subject: Landry communication
Date: Wednesday, October 27, 1993 5:30PM

from me

You get all the code and spec at the same time from systems as our apps guys. Our apps guys, just like your help debug, created workarounds, enhance etc. You should not expect to get the work that the apps guys do, but you can ship at the same time or earlier than us depending on your willing to do extra work. In fact Visio shipped before us on OLE 2 and Notes shipped before us on OLE 1.

I am not really looking for you to say that we are easy or good to work with. Silence is ok. Just don't want to be the public excuse when the guys are trying hard to be even handed and fair with you and your schedule is determining what you put into a release, not what you got from us.

>From Landry

..from your memo...

One serious discussion point. Several analysis that were at your meeting a few weeks ago said that you and the mgmt team at Lotus were relating that the reason that you did not have OLE 2 support is because we did not give you full or equal access to the technology. If this is true, then I should know first and will fix. My folks tell me that we are bending over backward to support you. If you are using this as a marketing statement, then we should discuss. If late access is what you want then I can assure that you can get it. Otherwise we will work hard to support you, but I would appreciate not being used as the reason or excuse in the future.

Mike.. I believe I stated the following in a recent Q&A session regarding OLE2 support...

" blah, blah, blah ...that we have a good working relationship with Microsoft and that we were highly supportive of OLE2... that we don't do things just because they are anti-MS (the OpenDoc hysteria) ... but that one of the following must be true... that due to instabilities and ambiguities in the OLE2 builds we were working with, either MS would slip it dates for apps shipments (partially true, already) or that we must not be working with the same builds as they are..."

You have stated emphatically that there is no "Chinese Wall", implying that your developers have access to code and developers before the general ISV community does. Whether this is fair or not is irrelevant. But to my point, can you assure me that Lotus in fact has the very same OLE2 builds that your Excel and Word guys have now? If so, I stand corrected and will emphatically say so... If not, I stand correct.

Well?