From: Christian Fortini

Sent: Tuesday, March 02, 1999 9:34 PM

To: Bill Gates

Cc: John Shewchuk (Exchange); Michael Toutonghi; Eric Rudder; Paul Gross (Exchange); David Vaskevitch; Paul Maritz; Anders Hejlsberg (Exchange); David Cole; Chris Jones; Jim Allchin (Exchange); Yuval Neeman (Exchange); Victor Stone (Exchange); David Stutz; Oshoma Momoh

Subject: Re: Our presentation strategy

Sorry I have not responded to this faster, I was away for a couple days and just got back into town tonight I will send a full reply tomorrow morning

Christian

> ----- Original Message -----
> **From:** Bill Gates
> **To:** Christian Fortini
> **Cc:** John Shewchuk (Exchange) ; Michael Toutonghi ; Eric Rudder ; Paul Gross (Exchange) ; David Vaskevitch ; Paul Maritz ; Anders Hejlsberg (Exchange) ; David Cole ; Chris Jones ; Jim Allchin (Exchange) ; Yuval Neeman (Exchange) ; Victor Stone (Exchange) ; David Stutz
> **Sent:** Friday, February 26, 1999 11:54 AM
> **Subject:** Our presentation strategy
>
> I have been frustrated with our presentation strategy since it has been confusing, devaluing, and fragmented.
>
> This is a critical area for us.
>
> We must provide the presentation API of choice in a way that is not commoditized.
>
> One approach is to focus on making Windows Terminal Server more popular - however at this stage this can only be a piece of our strategy not the only one.
>
> The Windows APIs are still better than HTML even with IE 5 but we keep making HTML better to our own detriment. We standardize great presentation API and devalue Windows more and more.
>
> There is a subtle and powerful way to fix this. It requires us taking the Trident technology and integrating with VS forms but with some new abilities.
>
> 1) The ability to run on the server and send a downlevel UI to a HTML 3.2 client. This is hard but important. Active controls would require us to have a Windows Terminal server element in the browser so we couldn't do all things for all clients. It doesn't have to work for all apps. Apps may have to provide hints to help with the downlevel. It has to be doable for new applications though.
> 2) Being rich so that things people have done with GDI/User can be done
> 3) Being something we don't give away as a standard. A subset but not the advanced capabilities.
> 4) Being available on Windows clients as a layer at first but deeply integrated over time
> 5) Being as evolutionary from Windows as possible and hosting some of the key forms packages.
>
> I would love to hear a strategy that doesn't just kill off our presentation asset and force people to write server only applications that ignore the needs for knowledge workers to have a very rich UI. Knowledge workers don't just want to run applications - they want to combine data between them and analyze data from them. This requires rich UI and we should lead in this. As it is our UI asset is draining away.
>
> When I talked about "super-trident" yesterday it was the idea of something that did these things explained above.

5/9/2003

From: Christian Fortini
Sent: Thursday, February 25, 1999 7:06 PM
To: Bill Gates
Subject: "Super Trident" ?

I heard that, during a presentation from JohnShew to you this afternoon on the new Windows App Model, you expressed interest into something you called "Super Trident", which from what I understand would amount to a "virtual Trident" running on the server and projecting itself onto a HTML 3 2 client.

For some reason, I was not invited to this meeting, but this is something that we have talked about quite a bit in previous conversation with the Tools, XSP and Neptune Shell group. I would be interested in your thoughts on this subject.

Thanks
Christian

5/9/2003