From:Jim AllchinSent:Wednesday, June 30, 2004 9:48 AMTo:Bill Gates; Steve BallmerSubject:FW: tiger

Attachments:

Exchange Data on Tiger Spotlight tiff

Sigh... jim

From: Vic Gundotra Sent: Wednesday, June 30, 2004 8:29 AM To: Jim Allchin; Brian Valentine; Will Poole; Joe Peterson Cc: Sanjay Parthasarathy; Charles Fitzgerald Subject: RE: tiger

Steve is trying hard to retain the developers he has left.

He showed "spotlight" functionality embedded in 4 different apps, then highlighted that developers can build (and should build) the same functionality in their apps.

I have SDK - will send to Quentin

They even showed a bit of extensibility in their design.

I don't have details, but at first blush, I think they will be there 80% on developer platform too.

Their Avalon competitor (core video, core image) was hot - lots of transparency, ripple effects, etc

• I have the cool widgets (dashboard) running on my Mac right now with all the effects he showed on stage. I've had no crashes in 5 hours.

Their video conferencing was amazing (you have to see a demo),

They have no indigo/web services story

· They are betting on RSS in a high profile way - so they will get credit for this too

• They have "agent" like software - I have it working on my Mac as of last night. It's very cool scripting software for the entire system. You should see a demo of this - Jobs does it in his keynote

• I've enclosed a screen shot from Lenn of using Spotlight against locally cached exchange data. (You can point the built in mail client against an exchange server. The mail is copied down locally, and then "spotlight" works against it wickedly fast)



Exchange Data on Tiger Spotlig...

Video of Job's talk is here: http://stream.apple.akadns.net/

The bits we deliver in Sept 05 PDC must be compelling, even in beta form. Ul must be hot. We will be directly compared against tiger.

1

-vicg

```
---- Original Message ----
From: Jim Allchin
Sent: Wednescay, June 30, 2004 7:48 AM
```



MS-CC-RN 000000879819 HIGHLY CONFIDENTIAL

To: Vic Gundotra; Brian Valentine; Will Poole; Joe Peterson Cc: Sanjay Parthasarathy; Charles Fitzgerald Subject: RE: tiger Yes. I know. It is hard to take. I don't believe we will have search this fast. We will have a developer message which they don't and won't. But, they got the 80% and they will receive wide credit for this. jım ---- Original Message ----From: Vic Gundotra Sent: Tuesday, June 29, 2004 9:33 PM To: Jim Allchin; Brian Valentine; Will Poole; Joe Peterson Cc: Sanjay Parthasarathy; Charles Fitzgerald Subject: FW: tiger Interesting reaction from one of our LH evangelists. I have Tiger bits, will try to install tomorrow. I was at Jobs keynote. In many ways Jobs took our WinFS and Avalon pitch word for word and delivered it. The difference was he had more stable bits than we did. -vicg ---- Original Message ----From: Lenn Pryor Sent: Tuesday, June 29, 2004 8:47 PM To: Vic Gundotra; Quentin Clark Subject: RE: tiger You will have to take Vic's disk ... I am not giving mine up ;) Tonight I got on corpnet, hooked up Mail.app to my Exchange server and then downloaded all of my mail into the local file store. I did system wide queries against docs, contacts, apps, photos, music, and ... my Microsoft email on a Mac. It was fucking amazing. It is like I just got a free pass to Longhorn land today. ---- Original Message ----From: Vic Gundotra Sent: Tue 6/29/2004 2:02 PM To: Quentin Clark Cc: Lenn Pryor Subject: RE: tiger I assumed it was obvious you would watch your competition J Steve copied our pitch almost word for word. He said "it's strange that it's easier to search the web using google than your own machine.", and then went on and did a long demo of Spotlight - which is a hot version of WinFS.

Lenn was going on and on last night about how fast it was on his mac.

From: Quentin Clark

MS-CC-RN 000000879820 HIGHLY CONFIDENTIAL Sent: Tuesday, June 29, 2004 2:00 PM To: Vic Gundotra Cc: Lenn Pryor Subject: RE: tiger

We are very heads-down. I am surprised you didn't ensure it was on our radar.. given you are the master of all things ISV..

From: Vic Gundotra Sent: Tuesday, June 29, 2004 1:49 PM To: Quentin Clark Cc: Lenn Pryor Subject: RE: tiger

I'm assuming you saw the speech

Lenn is running the bits already

He says he is blown away by the WirFS clone functionality - it's already working

I will install bits before I send the DVDs to you

I'm amazed you guys didn't send someone to the conference J

From: Quentin Clark Sent: Tuesday, June 29, 2004 i:47 PM To: Vic Gundotra Cc: Lenn Pryor Subject: RE: tiger

Yes. We must have this. We must do analysis. I will return them, unharmed ;)

From: Vic Gundotra

MS-CC-RN 000000879821 HIGHLY CONFIDENTIAL Sent: Tuesday, June 29, 2004 1:43 PM To: Quentin Clark Cc: Lenn Pryor Subject: RE: tiger

Lenn and I both have the DVDs

I was at the conference yesterday

Lenn is still there.

I hate to give up my DVDs, and I know Lenn doesn't want to give it up either. (If I send you mine, can you promise to get them back to me unscratched? J)

From: Quentin Clark Sent: Tuesday, June 29, 2004 1:39 PM To: Vic Gundotra Subject: tiger

Any idea how I can get my hands on the developer bits apple released at their conference this week?

4

MS-CC-RN 000000879822 HIGHLY CONFIDENTIAL

a na sang manang sang sang sang sang sang sang sang	in Carbanne Account	(545 uncead)		
in (5 <b>65)</b> 19 (5 <b>65)</b> 205 n estrages	orward New Mailboxes Get Maal	Re- Settor Message		A A Duentin Clark
From     Jas Sandhu     Jas Sandhu     Jas Sandhu     Jas Sandhu     Vic Cundotra     Vic Cundotra     Vic Cundotra     Vic Cundotra     Charles Torre     Charles Torre	57 PM PDT	<ul> <li>FW: tiger Vic Cundotra</li> <li>FW: tiger Vic Cundotra</li> <li>RE: tiger Vic Gundotra</li> <li>RE: tiger Vic Gundotra</li> <li>RE: tiger Quentin Clark</li> <li>RE: tiger Quentin Clark</li> <li>RE: tiger Vic Gundotra</li> <li>RE: tiger Quentin Clark</li> <li>RE: tiger Vic Gundotra</li> <li>Show: SDR.S</li> </ul>	Today 9 45 pm Today 9 45 pm Today 2 45 pm Today 2 02 pm Today 2 02 pm Today 1 59 pm Today 1 59 pm Today 1 49 pm Today 1 49 pm Today 1 46 pm Today 1 46 pm Today 1 43 pm	Groups by Kind Jate Proph Farl St 2 Within-Graup Sork by Name Date Kind Bearch Everywhere Herre Forma Everywhere Herre Forma Everywhere Herre Mac no Kil GB Mac no Kil GB Mac no Kil GB
n many waya Joba look our W	s, Will Poole; Joe Peterson			· · · · · · · · · · · · · · · · · · ·
Original Measage Fron: Lenn Pryor Sent: Tuasday, June 29, 2004 fo: Vic Gundetra: Quertin Clar Subject: RE- tiger		lyn dian dian diana diana dia amin'ny fisiana amin'ny fisiana amin'ny fisiana amin'ny fisiana amin'ny fisiana a	Drafts (1)	

MS-CC-RN 000000879823 HIGHLY CONFIDENTIAL