

Date: Tuesday, June 02, 1992 7:11AM

FYI...

From: Sherry Smith <sherry@ccmail.momenta.com>  
To: Greg Slyngstad; Pradeep Singh; Darcy Hollie; Thom Kozik; Clara  
Jong; Jim Dunnigan  
Cc: <rizz@ccmail.momenta.com>; <bethf@ccmail.momenta.com>;  
<kevinm@ccmail.momenta.com>; <tracyw@ccmail.momenta.com>;  
<mike@ccmail.momenta.com>; <sherry@ccmail.momenta.com>  
Subject: Momenta in the news  
Date: Monday, June 01, 1992 19:19

Confidential memorandum. Forward only as appropriate.

There have been some recent changes at Momenta. This e-mail will attempt to summarize the events. Should you have further questions, PLEASE feel free to call myself, John Rizzo or Beth Fisher.

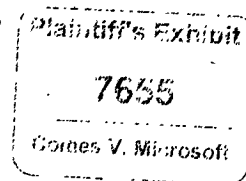
- o Del Yocam has resigned as President & CEO of Momenta. The Board of Directors' vision for Momenta was inconsistent with Del's personal goals therefore he has departed to pursue other interests.
- o Perry Odak and Angelo Pezzani of Odak Pezzani & Company have been brought in to assist the executive team during this transitional phase. Both have extensive experience with companies in all stages of growth.
- o Momenta is NOT going out of business. Momenta has restructured the company to align and trim the business to balance its current financial/sales position.
- o Momenta continues to receive funding and support from its current investors, who believe strongly in the pen-based market and the value that Momenta has provided to that market. The exact amount is not available for public release.
- o A number of companies have contacted Momenta with interest in a variety of types of partnerships. We will continue to evaluate these opportunities.
- o Momenta will continue to focus on its existing leading technology solutions; the Windows for Pens products and the Backlight and Overhead products. All development on MADE (the proprietary Momenta Application Development Environment) has been cancelled.
- o The entire Windows for Pens team that you have been working with is intact.
- o Our existing partnership with Microsoft remains unchanged. We will continue to work with you to incorporate future versions of Windows for Pens, to share pen technology information and to develop the Pentop market.
- o We are formalizing the Microsoft employee discount pricing for Momenta computers.
- o We have sent the agreed 13 Overhead units (OH-P) to Clara Jong for the Sales force. All financial commitments and contractual agreements are current.

We will keep you fully informed of developments. Again, call us if you have any questions.

/SLS

From: Brad Silverberg  
To: Paul Maritz  
Subject: FW: Sears - Navy Lapheld Contract Win  
Date: Tuesday, June 02, 1992 7:36AM

fyi. this is a big big win for us. they had chosen dr-dos. we called the msdos trans team in and they turned it around.



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From: Jon Kechejian  
To: Brad Silverberg  
Cc: Brad Chase; SYS MS-DOS Marketing Team  
Subject: Sears - Navy Lapheld Contract Win  
Date: Monday, June 01, 1992 1:57PM

Debbie Rea (MS Federal Sales Rep) and I called on Sears Business Systems - Federal Group in their Washington, DC, offices on May 13, 1992. Sears had recently won the Navy LapHeld contract (25,000 to 75,000 PCs per year for three years - the only notabook award in the Federal government) which included DR-DOS. Debbie and I met with Sears' technical lead to discuss DR-DOS support issues (versus MS-DOS) and future Windows compatibility in an effort to get Sears to replace DR-DOS 6 with MS-DOS 5. Sears said they were going with DR-DOS unless DR cannot abide by the terms of the Navy contract. Sears was content to let DR assume the risk of Windows compatibility.

Debbie Rae and Brett Swartz found a clause in the Navy contract requiring compatibility with Windows and got the Navy to insist Sears honor it. After Debbie and I made clear to Sears DR-DOS and Windows compatibility would always be a major issue, as well as DR's regular "business" updates for which Sears is responsible. Sears included a clause guaranteeing DR-DOS would be compatible with Windows now and in the future in Sears' agreement with DR. DR's lawyers refused to sign the contract.

In the course of a week Don Hardwick and I were in daily contact with Sears to address immediate support and education issues (MS-DOS (JonK) and Windows (TyCar)), product needs (creating disk images in 1.44MB format so the current Sears packaging could be maintained), and getting the OEM agreement signed.

The deal was signed Friday, May 29, with Sears solidly behind MS-DOS and already looking to swap the bid applications for Windows and Windows applications. Sears expects to sell at least 150,000 PCs over the life of this contract to Federal agencies.

Jon

From: Brad Silverberg  
To: Paul Maritz  
Subject: RE: windows campaign  
Date: Tuesday, June 02, 1992 7:37AM

they already asked me to give the speech for the windows campaign at the nsm. it'll either be me or richt... i guess you're going to be at the australian winworld then.

From: Paul Maritz  
To: Brad Silverberg  
Subject: RE: windows campaign  
Date: Tuesday, June 02, 1992 7:56AM

OK, lets talk. Most of this campaign managership boils down to who is going to win the national sales mtg, etc.

From: Brad Silverberg  
To: Greg Slynstad  
Subject: brian moura  
Date: Tuesday, June 02, 1992 7:46AM

he's with the city of san carlos, ca. he's is a very active windows user and supporter. often quoted in the trade journals. also active in windows support groups. a good guy.

From: Brad Silverberg  
To: Brad Chase  
Subject: FW: Fwd: Police Find Kidnapped Adobe Systems Pres, Arrest Abductors  
Date: Tuesday, June 02, 1992 7:48AM

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