

From: Jim Miller (COM+)
Sent: Wednesday, November 10, 1999 1:58 PM
To: Sara Williams; Jon Nicponski; Naseem Tuffaha; Bruce Burns; John Montgomery; Charles Fitzgerald; COM Runtime PM Leads; Michael Toutonghi
Cc: DRG Tools Group; URT PUM 42
Subject: RE: Tools Evangelism Status

Sara: my take on this is that Jon is correctly reporting the same comments that I've heard. These companies do **not** see MS operating systems as their only source of income and they see Java and the JVM as a way to leverage their investments across both MS and non-MS operating systems. So they see "DLL hell" as a reason to encourage their users to move to another OS, not as a problem that they need to solve to make their customers happier.

And they believe that their language is the way to make it easier to develop components, since it shields their customers from having to deal with all the grunge of using a specific OS, so again, they see only marginal gain to their customers. There is gain to themselves, of course, because their code is easier to write. But then again they've already invested in today's pain so why rewrite to make it easier for themselves in the future -- we don't do it internally at MS most of the time, why should they?

I'm not saying I agree with them. But I agree with Jon that this is what they are saying.

-----Original Message-----
From: Sara Williams
Sent: Wednesday, November 10, 1999 11:02 AM
To: Jon Nicponski; Naseem Tuffaha; Bruce Burns; John Montgomery; Charles Fitzgerald; COM Runtime PM Leads; Michael Toutonghi
Cc: DRG Tools Group; URT PUM 42
Subject: RE: Tools Evangelism Status

wrt platforms - winNT4, win2k, and win9x will all be part of our v1 release.

comments below...

-Sara

-----Original Message-----
From: Jon Nicponski
Sent: Wednesday, November 10, 1999 9:54 AM
To: Naseem Tuffaha; Bruce Burns; John Montgomery; Charles Fitzgerald; COM Runtime PM Leads; Sara Williams; Michael Toutonghi
Cc: DRG Tools Group
Subject: Tools Evangelism Status

Highlights:

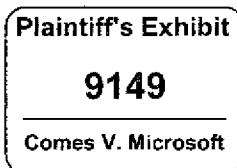
We have engage ALL of the individual language types on our Phase 1 list:

We will need to engage other languages if the list below is not sufficient for a PDC press release, and for demo's at the PDC. (The one significant language we are missing is TCL.)

Money:

Other than the tools vendors (rational & numega), the only language companies engaging for the PDC are those that are receiving funds from Microsoft. The problem is NOT that the ISVs find COM+ 2.0 un-interesting or a bad long-term financial decision, but that they simply don't have the resources to do this work when we need it done.

Many of the smaller companies are living hand to mouth and doing contract work to survive. Others see us putting up a small amount of money as "skin in the game" and it makes them much more comfortable betting their assets.



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We are currently finalizing our payment contracts and will begin negotiations starting with Fujitsu this Friday, and Franz the following Monday.

We see the following primary areas of concern with ISVs that we need to answer:

- 1) Concern about the license fees (if any) for runtime. Will they have the right to ship with their product? Will it be free?
- 2) Uncertain timelines for Windows 98, 95, NT 4.0 version. When will these be available? And questions about the ship vehicle for these environments will be.
- 3) How much is the optimizing-compiler from VS going to cost?
- 4) What are the VSIP perks? Will they get Advertisements in the VS box? Will they be mentioned in print advertisement? etc?

The primary reasons for resistance of adoption (Merant, Mapel, Sybase):

1) We are effectively asking them to develop on an additional platform. They want COM+ 2.0 to give them a simple path to MULTIPLE platforms. Merant, Mapel and Sybase all mentioned that they now have to develop to 7 unix platforms, Windows, and some IBM platforms. They believe that if they were to compile to a java byte code (there words) they would have portability to all of these platforms plus ours, where as we are only benefiting them on Windows.

[Sara Williams] I'm surprised that they still believe that java can take them cross platform. com+ 2.0 isn't an additional platform - it's the next generation of the windows platform.

2) This is NOT a feature requested by customers, they want to do work that will guarantee them some payback.

[Sara Williams] ??? this surprises me - people have been clamoring for easier component development, better security, an end to dll hell, deployment that works, and a model that integrates the web. do these guys not see value in those benefits, or are they looking for something different?

Company Status:

Companies we feel secure about delivery by the PDC:

Dev Tools:

Numega	TrueCoverage/TrueTime
Rational	Quantify/Purify

Languages:

QKS	Smalltalk	(is asking for funds to guarantee PDC work)
Franz	Lisp	(only engaged when offered money us)
Fujitsu	Cobal	(are asking for some compensation (keynote))
ISE	Eiffel	(only engaged when offered money by

Academic)

Active State	Perl	(only engaged when offered money by DDM)
Skippy-net	Python	(only engaged when offered money by DDM)

Companies on the fence:

Fujitsu	Fortran
Rational	Ada

Companies with unique languages left to engage:

TMT	Pascal (Very positive on the phone)
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Companies we engaged that we determined won't be much bang for the buck.

Maple	Maple
CenturaSoftware	SAL

Companies we can engage that have languages we already have vendors for: (we will engage them if our top tier vendor drops out.)

(We plan to remove these from the beta until April)

Aonix ObjectAda
Averstar AdaMagic
Acucorp Cobol
Irie Software Pascal

Companies we engaged but which are not interested or we determined are not applicable.
(We plan to remove these from the Beta program until April.)

Merant Cobol
Sybase Powerbuilder
The Portland Group Fortran (Heavy Linux focus, may reconsider for a GCC implementation.)
Mystic River VBA