

Mr. Phil Gerskovich  
Chief Operating Officer,  
Digital and Applied Imaging  
Vice President, Eastman Kodak Company  
4545 East River Road  
Rochester, NY 14650-0867

Dear Phil,

I wanted to continue the conversation we started together after the PC Summit on March 22<sup>nd</sup>. I was forwarded your letter to Steve Ballmer, and it seems there is a disconnect between our companies on the benefits of Windows XP and the opportunities for photo and imaging solutions built on XP.

Microsoft's AutoPlay is designed to provide consumers with a choice about which software they want to associate with certain tasks to streamline the workflow on particular data types such as digital images. Microsoft's wizard provides consumers with many options (and Kodak is fully capable of registering as one of those options) for various tasks they wish to use. Microsoft enables an end-user to select an associated application from that list and set it as the default. From our usability studies and customer feedback, this is the best choice for our customers. If a customer wants to choose Kodak's application as the default application, they can do so at any time after they have installed it.

Microsoft's Scanner and Camera Wizard is designed to provide consumers with a task-based and intuitive method to acquire pictures from imaging devices. The wizard is invoked on imaging device events such as device connection or button press. Microsoft's imaging architecture allows Kodak and other vendors programmatically to provide similar experiences or optimized tasks to meet their vendor-specific needs. These tasks can also be invoked on device events. Microsoft's imaging architecture is extensible to address the ever-changing hardware market and increasing user expectations. Again, if a customer wants to choose Kodak's application or solution as the default, they can do so at any time after they have installed it.

As you are well aware from working extensively with our teams, we provide all imaging hardware and software vendors with the documentation and support needed to utilize these capabilities. As a participant in the Windows XP techbeta program, Kodak has received timely distribution of CD's containing the latest IDW builds of the operating system to facilitate your development of software for the Windows platform. Microsoft also ensures the delivery to Kodak of the latest NDA-quality information through the Windows Hardware Newsletter and through a newsgroup dedicated to the imaging

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development community. Additionally, Kodak has always enjoyed direct contact with our development teams and evangelism staff. ISV's, IHV's, and other 3<sup>rd</sup> parties are incredibly important to the success of our platform, and we want to give whatever assistance we can to help your solutions provide a great consumer experience.

I know both Franc Camera and Vicki Milton on the Windows team have been working closely with Kodak to ensure that your issues and concerns are addressed. As I mentioned before, if you or people on your team would like to meet and discuss this I would be glad to do so.

I look forward to working with you and continuing the relationship we have with Kodak.

Sincerely,

Christopher R. Jones  
Vice President, Windows Client Division  
Microsoft Corporation