

Overall I don't think that NeXTstep is a good match unless we are willing to swallow the whole NeXTstep religious package or we get to be in the driver's seat, and this doesn't seem strategic or realistic.

Still might be worth expending a FEW cycles on checking out... at one point I had Parkhurst somewhat interested in NT and the notion of being a great ACE hardware OEM...

649
From joachink Thu Jul 25 10:14:14 1991
To: bradsi
Cc: steveb
Subject: FW: dr
Date: Thu Jul 25 09:53:58 1991

We are alert ans staying extremely close to OEMs.PLS SEE MY COMMENTS!
>From bradsi Sun Jul 21 09:54:36 1991
To: joachink
Cc: steveb
Subject: dr
Date: Sun, 21 Jul 91 09:52:47 PDT

I fully expect ibm to put drdos on all machines it ships with dos.

THE ABOVE IS A BIG JOKE, THEY CANNOT BUNDLE AS LONG AS THEY RETAIL BOTH NOBODY WILL BUY DRI. THE WORLD NEEDS ANOTHER DT OS LIKE I NEED A HOLE IN MY HEAD.

- in march, deanne safford, who is in charge of dos at ibm, called us to ask for help in evaluating drdos. [she must think we're idiots]. she gave us a lame excuse that ibm wanted to have data so they could answer press questions after the ibm rup shipped. we told her we couldn't/wouldn't help.

- in april, at the os/2 love-in, reiswig showed drdos running in an os/2 vdm. since then they have come out with a number of statements of support for dr-dos.

- about 6 weeks ago dick williams apparently spent time in boca. ibm is looking for someone to take over the oem business from microsoft.

WE ARE SAFE FOR AT LEAST 12 MONTH CONTRACTIONALLY, GREAT TIME FOR YOU TO LEAPFROG DRI BY SUPERIOR PRODUCT.

- if you were ibm or novell, it's obvious they do this just to get us.

IBM DOES NOT WANT TO GET US, NOVELL DOES, BUT I BELIVE THEY WILL BE OUT OF LUCK AS LONG AS WE BOTH DO OUR JOBS. WHEN WILL WE HAVE DOS 6.0?

- this will no doubt put price pressure on msdos. we've got to stay very close to the oem's and not let them defect.

PRICE PRESSURE MAY BE BE I CAN DEAL WITH THAT, DOS DOWN WIN UP!

650
From tonya Thu Jul 25 10:22:18 1991
To: bradsi paulma steveb
Subject: Re: joint apps / system staff meeting
Date: Thu Jul 25 10:22:22 PDT 1991

steve has 20 mins and mikemap has 10 mins to give an overview of the divisions. there isn't enough time for him to give the systems strategy pitch unless we take one of the bums off the agenda. steve, i thought you could take the organization slide from the systems retreat and talk from that. let me know if you want other slides available.

651
From mikedr Thu Jul 25 10:30:38 1991
To: bradsi tomle
Subject: Joseph Rahn interview
Date: Thu, 25 Jul 91 10:30:38 PDT

Plaintiff's Exhibit

9567

Comes V. Microsoft

MS 5049311
CONFIDENTIAL