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# Microsoft Systems Software

## Paul Maritz

Sep, 1991

Plaintiff's Exhibit

9584

Comes V. Microsoft

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Exhibiting No. 0114

DEFENDANT'S  
EXHIBIT

5584

# **Microsoft System Software: Responding to new challenges & new opportunities**

**Hardware continues to advance:**

- **Smaller, lighter - laptops, notebooks**
- **Pen**
- **Multimedia**
- **Faster - 486, 586, RISC, etc.**

**Do we need to obsolete investment in software?**

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# **Microsoft System Software: Responding to new challenges & new opportunities**

## **Computers still of limited value:**

- **hard to locate, access, sift information**
- **still complex to set-up, learn to use**
- **still difficult to combine information freely, use  
new representations for information**

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# Microsoft Systems Strategy

## An evolutionary approach:

- leverage and preserve industry investment in the world's most widely used software standards - DOS & Windows
- open the way for this investment to benefit from new hardware advances - Pen, Multimedia, 586, RISC, etc.
- provide the tools for client / server computing
- advance the software capabilities to make computers more relevant to more people

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# DOS & Windows: A Market Perspective

	Forecast <sup>1</sup>	H1 1991 <sup>2</sup>	
	Installed <sup>1</sup>	annual run	application
	base	rate	volume
Windows 3.0	5.0M	7.8M	\$426M
MS-DOS	73.0M	18.0M	\$1,410M
Macintosh	5.0M	1.9M	\$296M
PC UNIX	.7M	.9M	n/a
OS/2	.7M	.9M	\$35M

Sources: 1) IDC, 1991 & 2) Software Publishing Assoc., 1991

# Top 10 MS-DOS Applications

Product	Windows Version
WordPerfect	Q4/91
Lotus 123	H2/91
MS Word	Shipping
dBase	TBD
Quicken	H2/91
PC Tools	Shipping
MS Works	Q3/91
Norton Utilities	Shipping
Crosstalk	Shipping
Harvard Graphics	H2/91

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# Leveraging that investment to exploit new hardware

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## Windows 3.1

- Application & system robustness
- Improved usability & performance
- Further use of 32bits on 386/486 for performance
- Scalable TrueType fonts
- ROM and advanced power management support

100% compatible with Windows 3.0

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# Windows For Pen Computing

## New pen-oriented user interface model

- Direct manipulation, gestures, handwritten input, and annotation
- Runs all existing Windows applications
- Supports new pen-centric applications

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# Windows for Multimedia

The integration of sound,  
image, animation, and  
information

-- 30-50 new multimedia titles  
and applications by Q4  
1991



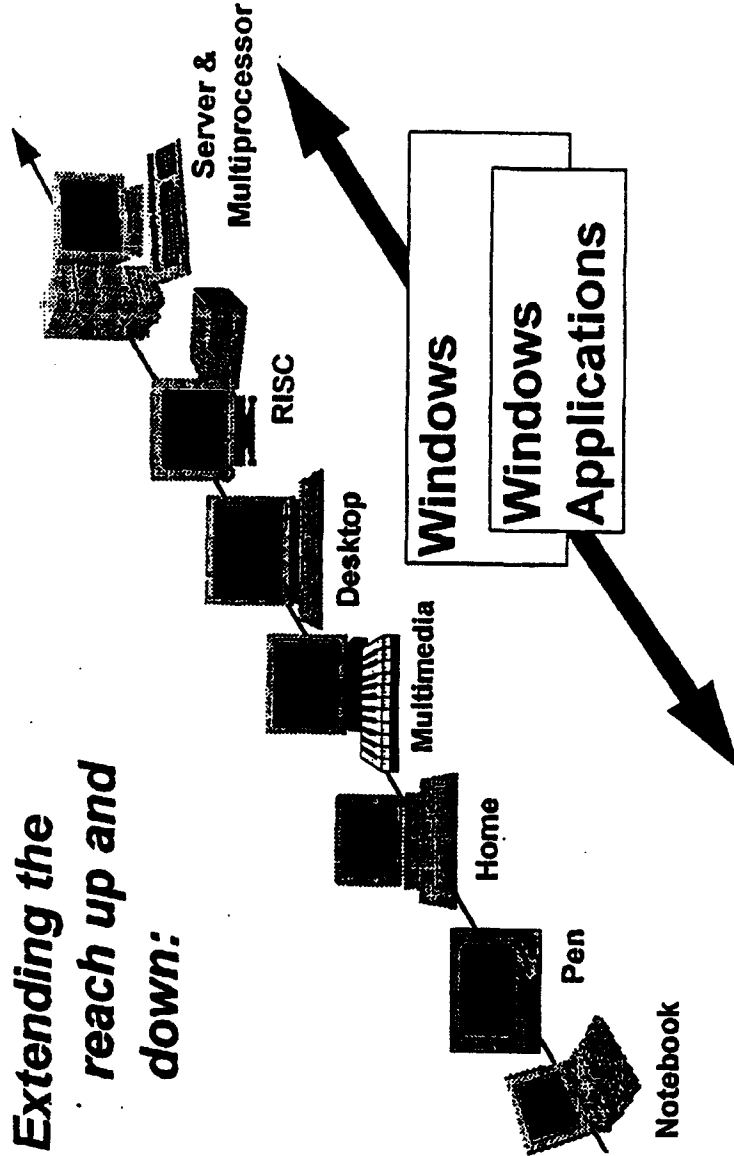
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# Windows Hardware Support

*Extending the  
reach up and  
down:*



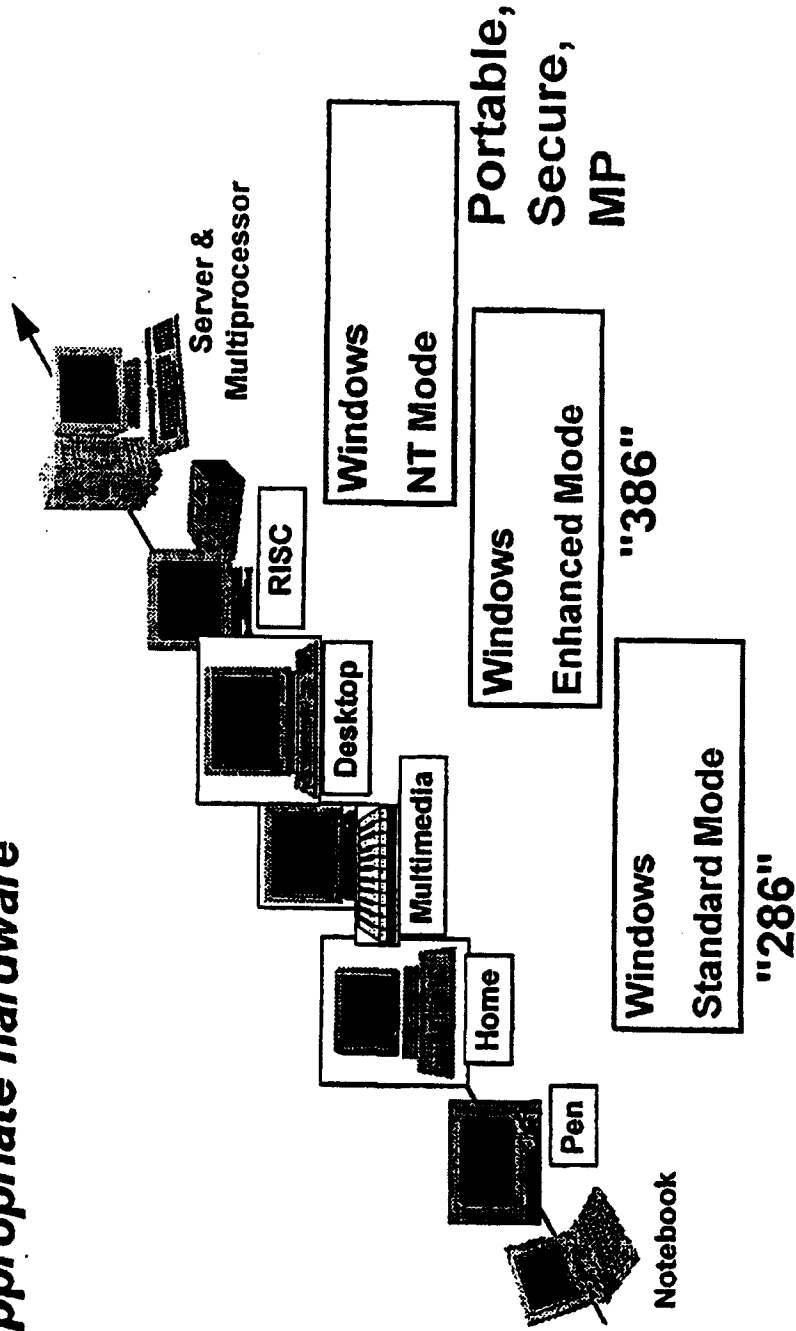
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# Windows Hardware Support:

*Compatible configurations to match*

*appropriate hardware*



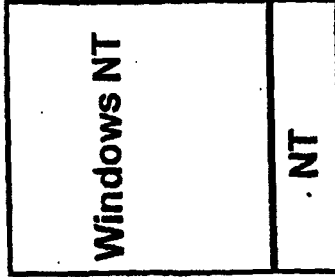
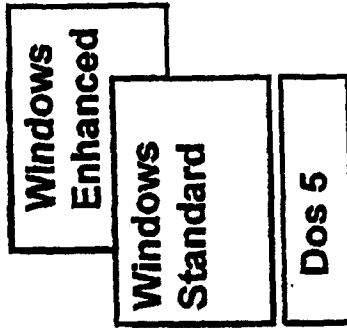
# 1992 Product Offerings

Applications:

DOS, Windows 16bit,  
Windows 32bit\*

DOS, Windows 16bit,  
Windows 32bit

Windows  
Modes:



Kernel:

Product: Windows 3.1

Windows NT 3.1

\* Enhanced mode. Subset only in 1992

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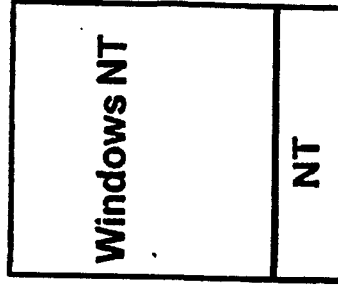
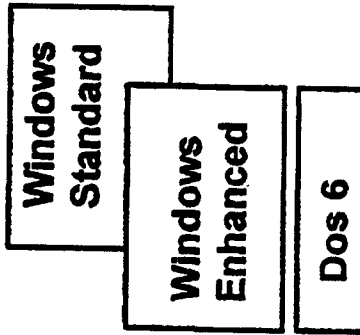
# 1993 Product Offerings

**Applications:**

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DOS, Windows 16bit,  
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**Windows  
Modes:**



**Kernel:**

**Product:**

Windows new vsn.

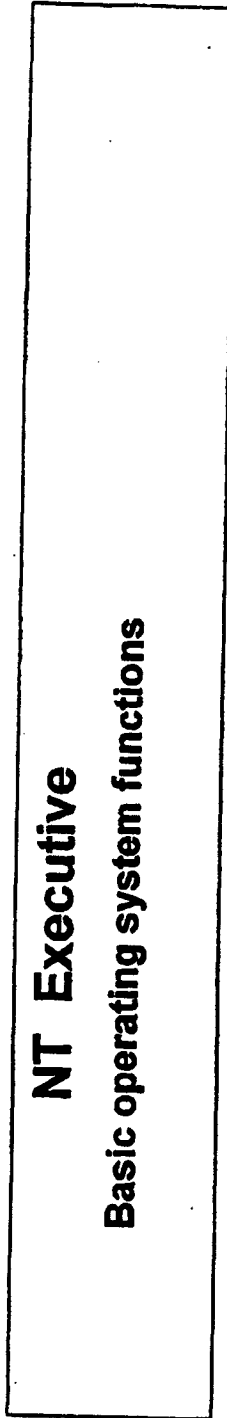
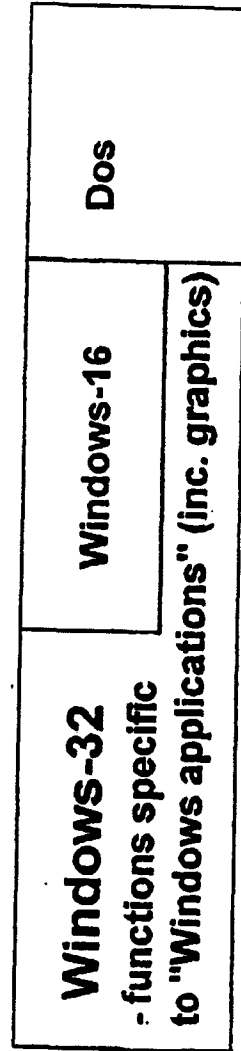
Windows NT new vsn.

\* Enhanced Mode only, now fully compatible with NT

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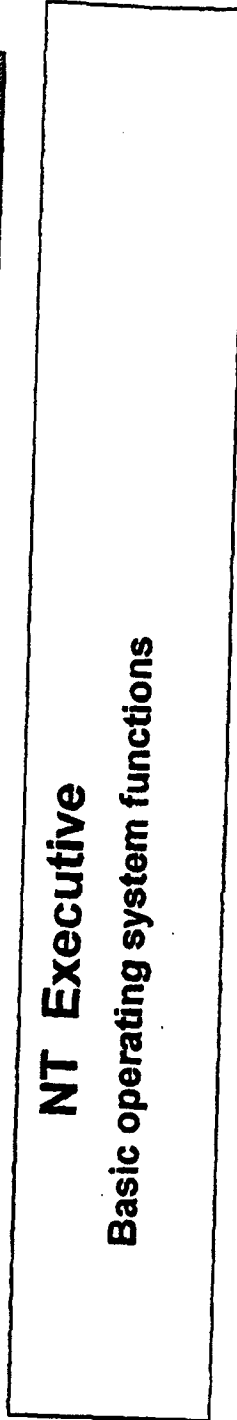
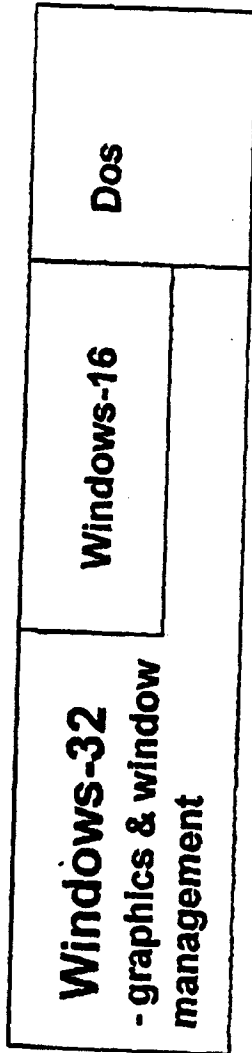
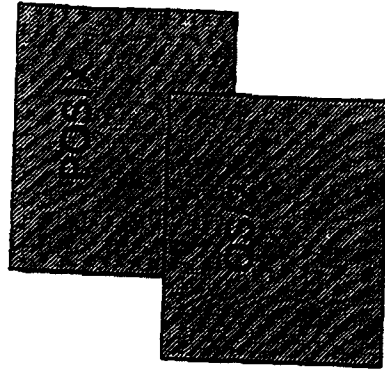
# Windows NT - System Structure



System is based on a modern layered design that allows:

- extensibility
- security
- portability
- inherently & completely 32bit
- robustness and pre-emptive multitasking
- multiprocessor operation
- integrated networking

# Windows NT - basis for extensions



Extensions will allow:

- OS/2 programs to run
- POSIX ("UNIX") programs to run



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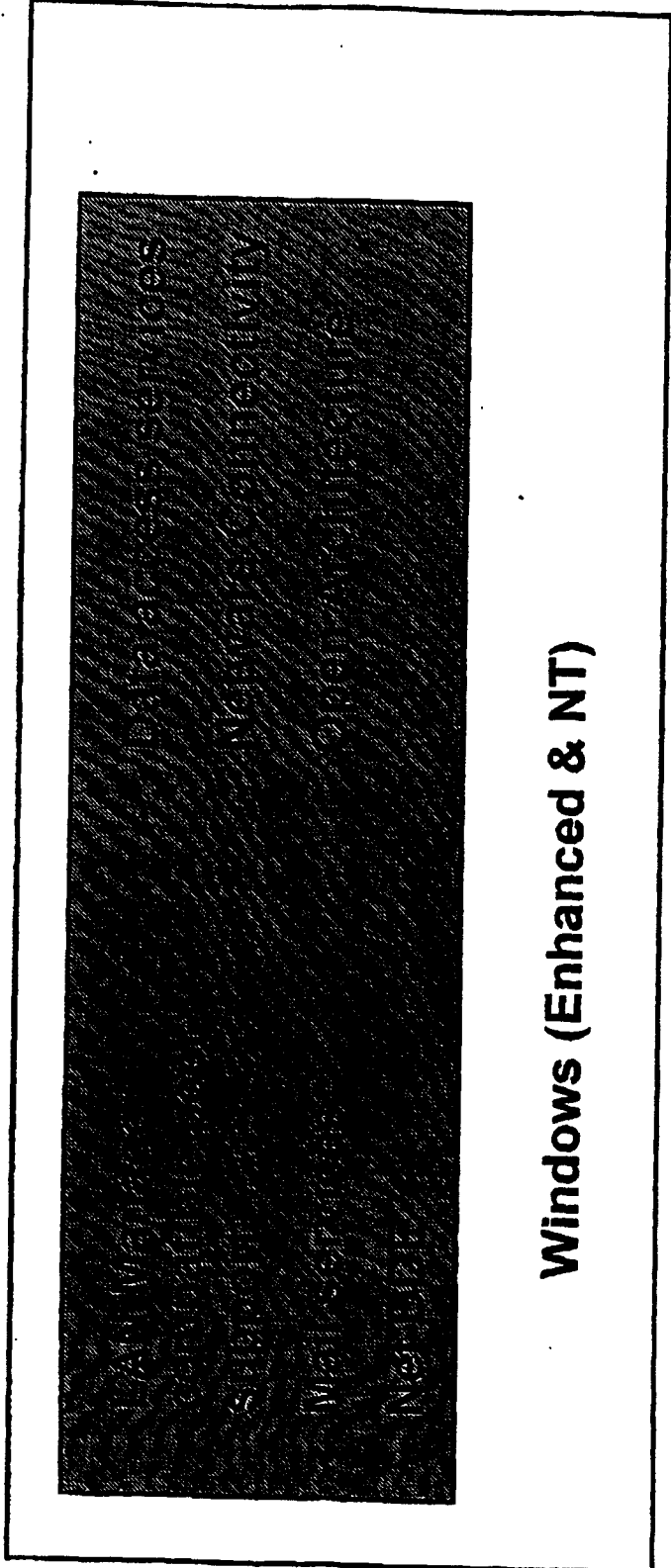
# MS Networking Strategy

## Windows!

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# Windows Networking: what is it?



## Windows (Enhanced & NT)

A complete set of connectivity services for graphical desktop systems!

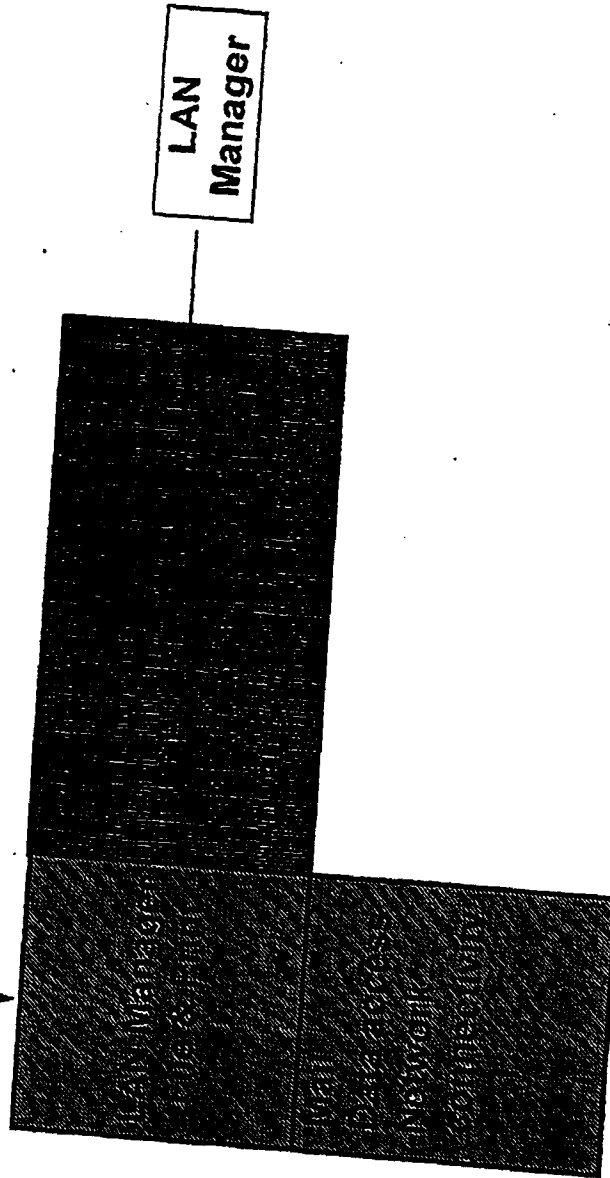
MS will include "networking" in Windows Enhanced Mode and Windows NT during 1992

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# Role of Lan Manager:

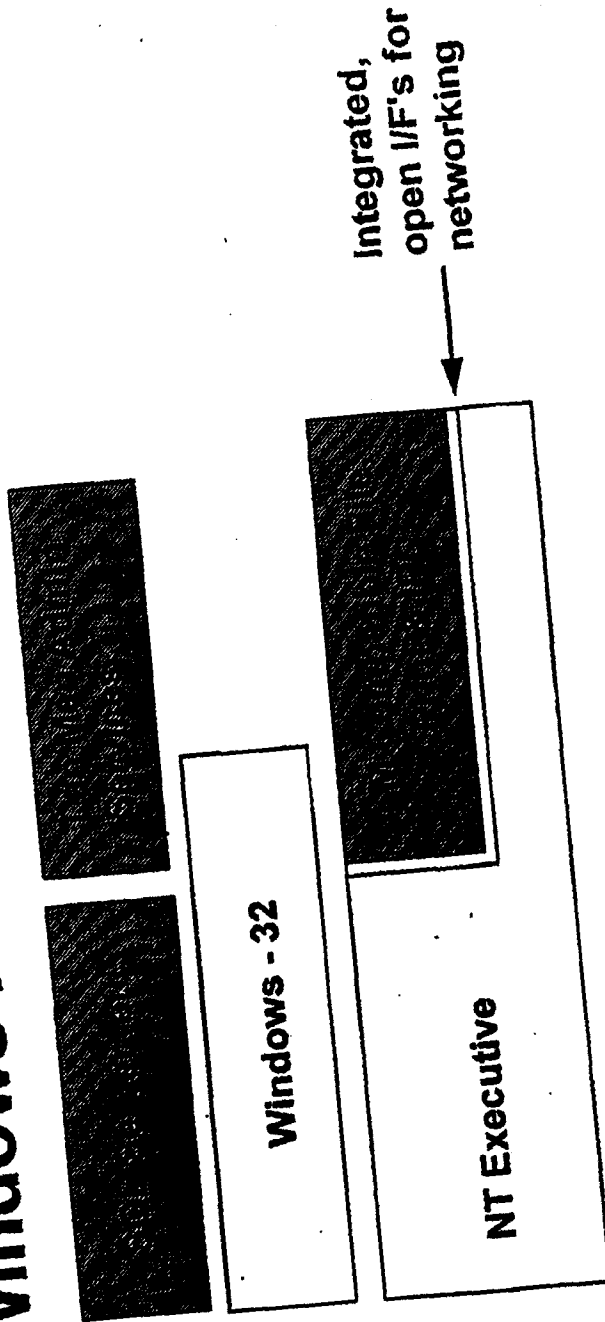
Windows  
Networking



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# Windows NT and LAN Man



Networking is "designed in".

MS will offer file, print, IPC as standard part of Win-NT

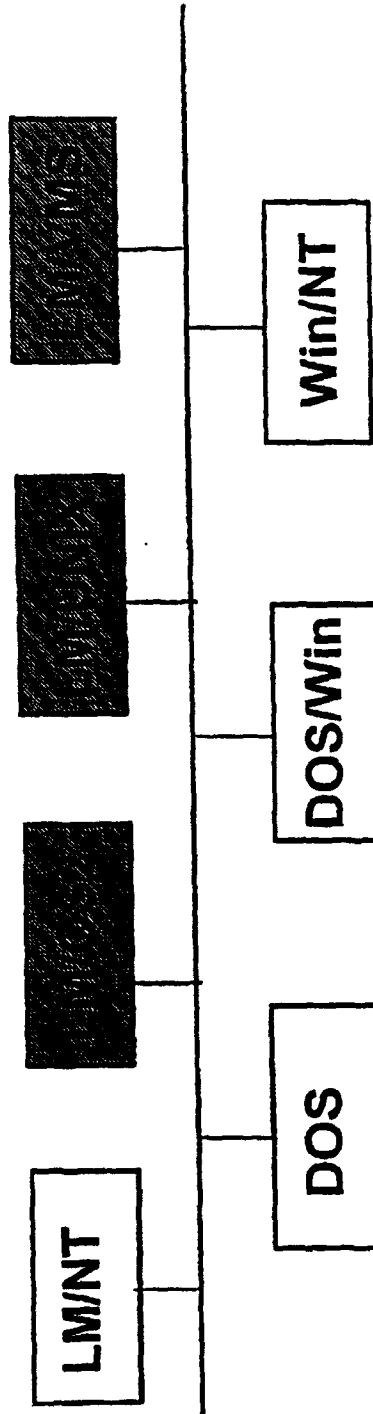
LAN Man for NT will provide admin functions.

MS will port MS server applications to Windows NT.

# LAN Manager on other Platforms

## Microsoft Strategy:

In addition to building networking into our standard products and supporting LM on WIN/NT, MS will continue to provide support for the other server environments important to customers:



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# 1991 Updates to OS/2 server environment:

- LAN Manager v. 2.1 for OS
  - Improved usability and performance
  - OS/2 included - NetWare connectivity
  - Windows 3.1 client support
  - NetView reporting
  - TCP/IP with SNMP
  - Macintosh support
  - Remote LAN access
  - 3+Open, 3+Share upgrade offerings
  
- SQL Server & Comm Server updates

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## Microsoft And OS/2

- Will supply OS/2 1.x, 2.x to OEM's
- with OS/2 1.3 we will add value/support
- with OS/2 2.0 we will pass thru what IBM does.
- Will support with LAN Manager and Server Applications
- Working on supporting OS/2 applications on NT

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## Competition

- IBM (MIS FUD)
- Apple (usability)
- IBM/Apple (objects)
- SUN, SCO, USI, OSF, AIX (UNIX)
- GO (handwriting)
- Novell (networking)

**The only clear, integrated  
strategy: Windows**

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