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**From:** Eric Rudder  
**Sent:** Friday, October 11, 2002 10:53 AM  
**To:** Kevin Johnson; Jim Allchin  
**Cc:** Bill Gates; Steve Ballmer  
**Subject:** RE: Intel Quarterly Update - US Sales and Marketing

I think this is a key, key point to make sure Intel understands ... if you play with fire, you are going to get burned. Not only will IBM take business away from Intel in going from Sun->Mainframe – this will remain a continued threat – the more Linux boxes that get into an enterprise, the more it opens the door to some IBM sales call \*in the future\* to consolidate all of the Linux boxes onto a nice little IBM mainframe.

-eric

----- Original Message -----

**From:** Kevin Johnson  
**Sent:** Friday, October 11, 2002 10:16 AM  
**To:** Server Platform Leadership Team; Commercial Windows BLT; US Leadership Team; Information Worker BLT  
**Cc:** Ann Marie McLeod; Pat Schlight; Bill Hartnett  
**Subject:** Intel Quarterly Update - US Sales and Marketing

- One observation. Intel seems interested in partnering more with us in areas where IBM is competing for high end Linux wins. Specifically, IBM competes to get Linux on the mainframe and that doesn't support Intel's goals. We should amplify this with Intel discussions as we work more closely with them in the field on Windows platform wins (vs their work pushing Linux platform)

5/8/2006

Plaintiff's Exhibit

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