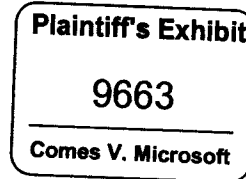


**Nate Clinton (LCA)**

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**From:** Ramesh Parameswaran  
**Sent:** Tuesday, October 21, 1997 5:55 PM  
**To:** John Balciunas  
**Subject:** FW: RE: Coopting UNIX



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

**From:** Cornelius Willis  
**Sent:** Thursday, October 09, 1997 4:46 PM  
**To:** Gary Schare; Joe Maloney  
**Cc:** Rich Tong; Enzo Schiano; Mike Nash; John Frederiksen; Ramesh Parameswaran; David Cole; Dan Neault; Morris Beton; David Vaskevitch  
**Subject:** RE: RE: Coopting UNIX

#3 belongs to Rameshp and David Cole  
#2 belongs to dneault  
#5 belongs to Morris. He has some work don on this.  
Bill's new thing has got to belong in Davidv's world someplace.

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

**From:** Gary Schare  
**Sent:** Thursday, October 09, 1997 3:50 PM  
**To:** Rich Tong  
**Cc:** Tanya van Dam; Mike Nash; Enzo Schiano; John Frederiksen  
**Subject:** FW: RE: Coopting UNIX

Rich,

CWillis' team has responded to 4 of Bill's points (#1, 6, 7, & 8). #3 belongs to Brad Chase and #4 belongs to JohnFre. I'm not really sure who owns #2 (Windows APIs on UNIX) and #5 (survey of ISVs), but I think they live somewhere in DRG. In addition, Bill's "new thing" (COM+ interfaces on UNIX) also seems to belong in the same place in DRG.

I will follow up further with CWillis to make sure that the rest of this is covered and I've talked to JohnFre about his item already.

Gary

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

**From:** Joe Maloney  
**Sent:** Thursday, October 09, 1997 2:37 PM  
**To:** Gary Schare  
**Subject:** FW: RE: Coopting UNIX

Gary,

Here's the email response on the items that pertained to Object marketing.  
Joe

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

**From:** Joe Maloney  
**Sent:** Wednesday, October 08, 1997 10:55 AM  
**To:** Bill Gates  
**Cc:** Paul Maritz; Eric Rudder; Jim Alchin (Exchange); David Vaskevitch; Steve Ballmer; Tod Nielsen; Charles Fitzgerald; Brad Chase; Bob Muglia (Exchange); Rich Tong  
**Subject:** RE: Coopting UNIX

Bill,

A number of points in your original email touched on work that Object Marketing is currently doing. Here is some input on those points:

"Taking over the Software AG code in the sense of standing behind it. This didn't get announced at the PDC but I

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understand the deal is close to getting done. This will be a positive step"

Agreed. Press, consultants and customers do not view Software AG as a credible supplier for COM. We are strengthening this story by providing more direct involvement by Microsoft with the vendors who are licensing this code on their non-Microsoft platforms. Microsoft is now working directly with HP, DEC, SNI, and soon with SGI, to make sure that they can ship COM on their systems as quickly as possible, and that customers know that Microsoft stands behind this code. COM on UNIX and other OS's will be positioned as a great interoperability platform for building three tier applications. The upcoming deal with Software AG aims at accessing additional Software AG ports (including the ports for IBM proprietary systems), and transitioning their experience with cross platform COM to Microsoft. The trick here in the PR space is going to be amplifying Microsoft's involvement without overly marginalizing Software AG.

"Work with the OMG group despite our wariness of them to get them to accept DCOM protocol as one way of doing interop. There was a recent quote where they seemed quite open to this. We should make this official and get it touted heavily. We need a standard answer for how we accommodate Corba"

Any direct work with the OMG will be deftly positioned against us as the beginnings of support by Microsoft of IIOP and CORBA. Instead, we are spending time coopting the individual members of the OMG. One example is our current negotiation with Iona, the leading supplier of CORBA ORBs in the marketplace. The deal which we are discussing is that Iona will license COM directly from Microsoft and make the following statement: "Market realities require that we license COM in order to provide the interoperability which our customers demand" Discussions are continuing on the terms of the deal. Iona will get a stronger interoperability story for their ORB. We will get a great PR win, as well as some fragmentation within the CORBA ORB marketplace (Imagine Visigenic when they see this) We've got a great opportunity here.

The only reason OMG is talking reconciliation is that for the most part they are getting beaten in the press and analyst community these days. A point to keep in mind when thinking about trying to reach accommodation with the OMG is this: According to the OMG themselves, there are expected to be only 45,000 CORBA licenses worldwide at the end of this year. (Source: quote from Chris Stone in the Iona Systems Journal, just before he left the OMG for Novell). Were CORBA not an anti-Microsoft initiative which is useful to "Gang of Four" it would be dead by now.

"Work with IBM to see if we can get any of the interfaces in #1 and #2 on MVS and AIX. Try and agree with them on #6."

Agreed. Trying to work directly with IBM makes sense. Particularly after we get hold of the COM ports for their bread and butter systems. My suggestion is to stop dealing with "Open Systems" groups that are representing IBM in forums like OMG and who have a vested interest in CORBA/Java and instead deal with practical product folks who understand that interoperability with COM in the Microsoft marketplace is a pragmatic requirement. We've had discussions with some of the IBM Austin folks on this issue and we will continue to pursue this.

"Work with Apple to try and get some element of our COM/VMM strategy into their so they are not totally in the JAVA camp in a pure way."

Apple has expressed interest in licensing COM. We will be setting up a meeting for next week as a follow-on to the discussions with them by others on VBScript.

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

From: Bill Gates  
Sent: Sunday, September 28, 1997 4:58 PM  
To: Paul Maritz  
Cc: Eric Rudder; Jim Allchin (Exchange); David Vaskevitch; Steve Ballmer; Tod Nielsen; Charles Fitzgerald; Brad Chase; Bob Muglia (Exchange); Rich Tong  
Subject: Coopting UNIX

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This message is one in the long history of exchanges of what do we need to do on UNIX to get ISVs to write software in a way that makes NT win. Nowadays the key issue is avoid the JAVA interfaces becoming the primary one ISV's use.

I will argue for continuing to do the things we are already doing with some new emphasis and doing one new thing.

What we are already doing (besides trying to win every sale against UNIX)

1. Taking over the SAG code in the sense of standing behind it. This didn't get announced at the PDC but I understand this deal is close to being done. This will be a positive step.
2. Picking Mainsoft as our partner for Windows API's on UNIX and revving up their activities. We need to highlight ISVs that are using this and tie it in to #1 and #3. I don't want this to be free but for ISVs who ask we will find a way to avoid them paying a royalty like we have already done for CA. I have always believed in #2 more than most other people but we have to be serious about it.
3. Finish a UNIX IE and get some visible users for it. Doing UNIX IE has taught us a lot about #2.
4. Highlight the ability of UNIX workstation users to run Windows applications by using the Citrix software client. We need some examples of this for the sales force when they run into Unix workstations. We may need to be one selling the Citrix client in some cases by buying it from Citrix - some customers will only accept this solution if we stand behind it. Some customers do this today but I couldn't find the case studies on our web site.
5. Survey the ISVs to understand what they need in order to focus on our interfaces. I still haven't seen anything back on this.
6. Work with the OMG group despite our wariness of them to get them to accept DCOM protocol as one way of doing interop. There was a recent quote where they seemed quite open to this. We should make this official and get it touted heavily. We need a standard answer for how we accommodate Corba.
7. Work with IBM to see if we can get any of the interfaces in #1 and #2 on MVS and AIX. Try and agree with them on #6.
8. Work with Apple to try and get some element of our COM/VM strategy into their so they are not totally in the JAVA camp in a pure way.

I don't want the COM on UNIX work and the Windows API's on UNIX work to be viewed as 2 separate things. I don't want IE to be viewed as a separate thing. All of these things should fit together.

Here is the NEW THING I think we should do.

Anything in the world that needs to be done the JAVA guys just define an interface. In fact they take anything we do and define their own interface for it. [Sometimes their interface is nicer than ours because ours is so ugly like OLE DB and its pointers but I will leave that for another message]. The JAVA group DOESN'T care if there is no implementation of the interface or if the implementation costs money or only exists on a few platforms. They just publish the interfaces and declare victory.

I think we should do the same thing. I think we should say that all of the COM+ interfaces are available on UNIX even though we only provide the COM interfaces.

Do COM transactions work on UNIX? Of course because we have defined these interfaces. We can even have someone like Transarc or one of the old UNIX transaction systems go ahead and implement some of the interfaces. This is great for us. It will never be as cheap or as integrated as it is on the NT platform. We should even encourage them to do this.

So the NEW THING is to say that the interfaces are there on UNIX and we are pleased with that.

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