

////////////////////////////////////

1007
From bobem Wed Oct 17 15:11:49 1990
To: ralfha
Cc: bradai davec davidw paulma scottu
Subject: RE: Quick Thanks
Date: Wed Oct 17 15:06:49 1990

There is an unresolved issue which makes it difficult to determine when DOS/Win can ship an SDK; that issue is code sharing, particularly GDI code sharing.

If we DOS and NT don't share GDI code, the earliest possible time I could imagine for a DOS SDK (based on the real stuff, not quick thanks) is April of 91. However, it could be later than that depending on when all the other pieces fall into place. We really need a "final" api before we can establish a good schedule.

If we do share GDI, the timeframes for DOS and NT are roughly equivalent, ie. mid next year.

bob

////////////////////////////////////

1008
From markche Wed Oct 17 15:15:58 1990
To: w-carris
Cc: bradai bradai kathryak levis martya w-maria
Subject: RE: Please call Paul Sherer
Date: Wed Oct 17 15:12:22 1990

I'm afraid that this guy is going to write that we are being open about DOS 5 beta because we are trying to pre-empt DR DOS 5 sales. I tried real hard to present a different point of view, but I don't think he bought it. I mentioned that one of the things that Win 3.0 taught us was that it was better to at least acknowledge publicly that the product exists so as to reduce customer confusion (this was outside the game plan, but I was trying to get the point across that there was good reason for us to acknowledge that DOS 5 exists as rumors started to appear in the press).

I'm concerned that this article may make us look bad. Can you guys follow up and see if we need to do some damage control?

This was the toughest interview I've done. I felt like Richard Nixon giving his "I am not a crook" speech.

X 207961
CONFIDENTIAL

DEPOSITION
EXHIBIT
908

MS-PCA 1149487
CONFIDENTIAL

> From w-carrin Wed Oct 17 13:46:18 1990
To: markche
Cc: bradni kathryn lorini
Subject: Please call Paul Sherer

Date: Wed Oct 17 13:41:19 1990

Mark, Paul wants to talk to you about the beta program and why we are being somewhat more open about MS-DOS before it ships than we have been with past products.

Here's what I think he's doing: He's trying to put together a story suggesting that Microsoft chose to have this large beta program and is being more open in a deliberate attempt to squash DR DOS. In the past, I've been able to convince him that there is not a world conspiracy, when he's come up with these kinds of theories, I think you can too.

Here are some points you may want to make:

Yes, MS-DOS version 5.0 exists in beta.

It is a huge beta program.

We are being somewhat more open because we know it is a huge beta program

and that there are going to be leaks.

We have a huge beta program because MS-DOS is currently running on 50 million

personal computers and making sure a product that important is stable is

of utmost importance.

Windows 3.0 was extremely clean and we hope to do as well or better with

MS-DOS version 5.0.

So, as there are going to be leaks, we felt it was appropriate in this case to confirm some of the information that leaked.

Don't bring up DR DOS unless he asks. If he asked, you might say you've heard of some problems leading high and some security issues. But don't bash it.

And, if he still persists in asking why we are being more open, ask him if he's saying he'd rather us not be.

And, that beta testers are under NDA just as they always have.

P.S. It is possible that he has the DOS long-lead presentation, but that certainly doesn't help his story here.

He'd like to hear from you tonight or early tomorrow. 617/375-4062.

Carrie

Finally, he likes to play with silence, making a person uncomfortable so

X 207962
CONFIDENTIAL

MS-PCA 1149488
CONFIDENTIAL

that the person just continues babbling. If he's quiet, you can be quiet too, waiting for him to talk.

1009
From davidw Wed Oct 17 15:22:34 1990
To: bobms ralfsa
Subject: RE: Quick Thanks
Cc: bradsi devoc paulsm scottlu
Date: Wed Oct 17 15:19:14 1990

we if do share GDI then since NT GDI is not even scheduled to be code complete until june (correct me if i'm wrong devc) i don't understand how anyone thinks a useful SDK can be shipped before sept at the earliest

1010
From markche Wed Oct 17 15:24:51 1990
To: bradsi
Subject: RE: dos package
Date: Wed Oct 17 15:19:55 1990

could you forward me your mail to scotto again and i'll send it out under my name? thanks

> From bradsi Wed Oct 17 14:38:40 1990
To: bradc markche
Subject: RE: dos package
Date: Wed Oct 17 14:40:15 1990

yes, it really does need to be brought to scotto and vateric's attention. actually, i think it should be sent by you, Mark, or me, and then i'll take it from there. they have to know they cannot change direction without our agreement.

my primary goal is accomplishing the bu objectives. good relations per se with ussd is not a goal; we could achieve those just by heading over all the time.

i think we can have both - achieve our objectives and good relations - but it can only come if they know we're the client and won't accept it any other way.

X 207963
CONFIDENTIAL

MS-PCA 1149489
CONFIDENTIAL