

PLAINTIFF'S EXHIBIT
6665
Comes v. Microsoft

DOS CONNECTION

Connect to the original makers of DOS

File "DOS"

Vol 1 No 1
Welcome!

This is the first issue of *DOS Connection*, a newsletter for our OEM Account Managers. We want to provide you with the latest information about DOS 5. If you have any comments or suggestions about you'd like to see covered, contact Sergio Pineda at 65509 or email at sergiop.

Schedule Update
DOS 5 OEM
DOS 5 to Canyon Park: 04/05/91
Final OAK to OEMs: 4/12/91

DOS 5 Documentation Schedule:
Docs to OEMs on ESP: 1/18/91
(except Ch. 12.13, Getting Started)
Ch. 12.13, Getting Started: TBD

Confidential:
Announce Date: 11 June 1991

Product Support for DOS 5

As a reminder to you and to our OEMs, support for DOS 5 will come in two ways:
o existing OEM On-Line Support
o support for DOS 5 Upgrade customers

OEM
Our commitment to support OEMs is as strong as ever. Their support is via our existing on-line agreement. We do expect OEMs to continue to support their installed base. However, an OEM's customer has the option to call our 900 number at a cost of \$2/minute for support.

FYI: Upgrade Customers

For our upgrade customers, we will offer support for 90 days via a 206 number. After 90 days, customers must call our 900 support number at a cost of \$2/minute. If customers do not have access to a 900 number then they must call a special number and the cost is \$20/call. Manuals will be serialized and we will ask for that number prior to supporting the user.

Counterfeiters Beware!

For DOS 5, we are investing heavily to stem the flow of DOS into illegal channels. For the both the OEM package product and the DOS 5 Upgrade we designed a hologram which will be affixed to the spine of the box. In addition, we are affixing a second hologram to the spine of the user's guide that will show through a die-cut on the spine of the box. This implementation is intended to make the product more difficult to pirate.

For internal use only - not to be distributed

Competition

We are happy to announce that DRI has yet to pose a significant threat with any of our OEMs in the US! Thanks to YOU for your efforts!

A few tips on how we can sell aggressively against DRI:

- o **Leadership**
We will establish a standard in the area of Power Management & Flash Memory
- o **Reliability**
DOS 5 is being tested at over 7,000 sites worldwide
- o **Available Documentation**
MS-DOS is the most widely documented OS- everyone knows MS-DOS
- o **OEM & ISV Commitment**
All major OEMs and ISVs use MS-DOS as the platform for testing hardware & developing new applications
- o **Best DOS to run on a 386-based PC**
MS-DOS uses less memory than DR-DOS

Features not available in DR-DOS 5:

- o Task Switcher
- o Support for 2.88 MB floppy disks (these drives will ship on new machines after MS-DOS 5 is announced)
- o Undelete (from Central Point Software)
- o Unformat (from Central Point Software)
- o Mouse-usable full-screen editor
- o Command-line macro capability
- o Setver and a configurable "lic table"
- o QBasic (Quick Basic 4.5 interpreter)
- o Dir command sorting capability

Will DR-DOS work with Windows 3.0?

Yes, but it is not easy. Users cannot run Win 3 easily over DR-DOS when upgrading from MS-DOS. One user on CompuServe talked about having to rebuild his Config.Sys and Autoexec.Bat after installing Win 3 over DR-DOS to restore his system to the state prior to upgrading.

The moral: Win 3 and DR-DOS 5 can be a painful experience...

How much memory does DR-DOS 5 use compared to MS-DOS 5 on a Deskpro 386?

Between 0-640K:	MS-DOS 24.8K	DR-DOS 14.8K
Between 0-1MB:	MS-DOS 24.8K	DR-DOS 71.4K

MS-PCA 1177866
CONFIDENTIAL

X 520298
CONFIDENTIAL

PLAINTIFF'S EXHIBIT
361
A. No. 2:96CV645B

The number that is more relevant is memory between 0-1MB. DR-DOS loads their EMM drivers, Command.Com and buffers into the area reserved for UMB support. Thus a user has less memory available on his 386 to load network drivers, TSRs and device drivers high than with MS-DOS 5. MS-DOS will make your machines look better than with DR-DOS.

What is the difference between the OEM product & DOS 5 Upgrade?

From an end-user and ISV perspective, the products are identical. The Upgrade preserves OEM added-value of previous versions of DOS. The installation program of the OEM product is intended for new systems and the installation program for the upgrade is intended for existing systems.

OEM Installation Program

For new systems the install program performs the following:

- o Automatically creates Config.Sys & Autoexec.bat files
- o Automatically detects if DOS can load high
- o Creates DOS directory and copies DOS files here unless specified differently by the user

For existing systems, the install program:

- o Does not re-disk/reformat hard disk
- o Creates simple Config & Autoexec files & renames existing to Config.old & Autoexec.old
- o Copies DOS files into default directory

Upgrade Installation Program

The installation program for the Upgrade is nearly identical to the OEM product. The program designed for an upgrade performs the following tasks:

- o Automatically updates the Config.Sys to load DOS high
- o Copies updated drivers in DOS directory: Ramdrive, Smartdrive, Himem & EMM386
- o Creates an uninstall directory to restore previous version of DOS in an existing system

Updated Drivers

The Upgrade contains some updated networking and disk partition drivers. We are not authorized to distribute these drivers to OEMs. If OEMs wish to include these drivers in their own DOS Upgrade they can contact the providers directly:
Novell - Andy Cox (801)429-3243
Ontrack Computer-Jeff Rumsey (612)937-1107
Storage Dimension - Jim Canter (408)879-0300

Is the DOS 5 Upgrade Technology licensed to OEMs?

No. There are many reasons for this. Some are that customers would like to obtain one version of DOS to run on multiple PC environments. In addition there are parts of the Upgrade installation program which contain 3rd party source code which we do not have the rights to distribute. OEMs can contact these parties direct for the utilities.

Our OEMs should not be led to believe that they are getting an "inferior" product. As a matter of fact they will also receive the ROM addendum to DOS 5 which includes: file transfer, power management driver and other utilities for diskless machines.

How can we assist our OEMs to push DOS 5?

The DOS Marketing team will produce a sales guide which highlights the major features and benefits of DOS 5. The primary objective of the piece is to sell DOS 5. The guide will have the following components:
o DOS 5 - the best dos ever
o features and benefits
o DOS 5 Q&As

The target audience for the sales guide will our OEMs' sales force: Compaq, Zenith, Tandy, etc. We want our OEMs pushing DOS 5 with their newest machines rather than leaving the choice up to the customer.

Your comments regarding other information that we might include is greatly appreciated.

Availability: May 1991

MS-DOS ROM 5.0

Is alive and slowly coming into view....Presently the specification is being completed and we hope to have it available ASAP.

For DOS 5, we will have one OAK: the piece for disk-based DOS and rom-based DOS. Thus any OEM licensing DOS 5 will receive both pieces.

ROM DOS 5.0 will include the following utilities NOT included initially in the DOS 5 OAK: file transfer, power management driver, and a rom disk emulator.

Spec Availability: 01 March
Prod Availability: August 1991

For internal use only - not to be distributed

X 520299
CONFIDENTIAL

MS-PCA 1177867
CONFIDENTIAL