

this is the latest info we have on commodore...

>From debbiefl Tue Jul 16 14:20:48 1991  
To: jeffl sergiop tedha  
Cc: peterbra richardf  
Subject: cbm palmtop update

Date: Tue Jul 16 14:20:14 PDT 1991

i have had a chance to talk to tony ricci (vp and bill sydnes (gm pc development) in the last 2 days about this project. here is the situation.

- 1) dri is perceived as a perfect match from a price, technical and availability stand point. dri is offering \$1 and they have already delivered the code which cbm has been able to break apart and split out some code to make it smaller.
- 2) to make a 3/92 product intro, a dos decision needs to be made asap. the functional spec from the mutated dri dos and a machine has already been sent to applications developers to start applet development.
- 3) MS is uncompetitively priced and has nothing rommed to compare with the functionality of dri dos 5. dos 3.22 is completely unacceptable.
- 4) a contract has been drawn up for dri, but nothing has been signed.
- 5) cbm would evaluate ms's product if we could get them a beta asap, but because they have put a functional spec out to their developers, it may be too late. we would also have match dri's price.
- 6) according to tony & mehdi, when a product is at the <\$500 price point, consumers are not as concerned about whose dos is on the machine as long as they are getting the functionality and performance they need. so the reasoning that got us on their desktops for a price premium will not fly here.

i have checked with fernandd and we should have a beta to release to manufacturing services within the next couple of days. i have requested from y-oenreq and lynettel that this beta ship immediately to commodore. however, if this isn't ready soon, we could lose this deal. i have to have a product before i can even work on the price. and that's assuming that they like ms rom dos 5 (size, modularity of code etc)

From: bradc  
To: jeffl; richardf; roah; sergiop  
Cc: bradc; bradsi; joachimk  
Subject: Novell acquires Digital  
Date: Mon, Jul 22, 1991 12:23PM

Date: Mon Jul 22 12:26:19 PDT 1991

This acquisition makes it more likely that IBM will consider replacing PC-DOS 5 with Dr. DOS - bradsi speculates that they could call it PC-DOS 6. While we can debate as to the actual likelihood it is important we be prepared. On the product side we are initiating a PR campaign to help the world become aware of some of the product problems with Dr. DOS. We are also working hard on MS-DOS 6.

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