

PLAINTIFF'S  
EXHIBIT  
1185  
Comes v. Microsoft

Sharon

Steveb

Possibly this afternoon

Claird  
W-Powered → Seattle.  
Kelly  
4:00 PM

Wed Jan 15 09:07:38 1992

File: C:\winmail\inbox.tld

Messages:

From: bradst Wed Jan 15 08:32:26 1992  
To: steveb w:claird w:pamed  
Cc: sharon  
Subject: FW: News from macworld (fwd)  
Date: Wed, 15 Jan 92 08:29:45 PST

this issue is staying hot, and when we put in the final msoos detection code and the unsupported OS message, it will get even hotter.

I would like the four of us to get together, this week if possible, to discuss how we should handle and respond. steveb should be heads up on this issue. we are tossing around some ideas, I'm sure steve will have some good ones too. I'll have sharon arrange.

from camerom Tue Jan 14 21:07:45 1992  
To: bradst  
Cc: marlyta  
Subject: FW: News from macworld (fwd)  
Date: Tue Jan 14 22:00:43 PST 1992  
To elaborate on the Novell stuff...

I talked to Sherer and Dodge of PC Week today. Dodge attended the Novell briefings. Quite a bit of time was spent on the Win 3.1 beta issue. Dodge said it would probably be on the front page next week. Novell said they categorically have no plans to clone Windows, have no work underway and that the DR1 employee who hinted at this. In the press was completely out of hand. Also, Dodge cannot find any press releases that hint at this but did find an interview with one of OR1's people where this is stated as a direction for the company. Dodge and Sherer pushed on the issue a little bit and I brought up the same analogies we generally use and they were not complicated. "we've heard all that before, Cam." Be sure they will come back to you and push on this issue. You might think about giving Dodge and/or Paul a call.

We also said they talked about how well they are cooperating with other competitors - working with Artisoft to get Lantastic to work well with OS-005 even though they compete with Lantastic. They called this "cooperation" (cooperation and competition). The implication is that Novell is mature enough to work with competitors and that Microsoft is not. Novell's trying to paint us into a corner on this issue. If and when you talk to him we should not yield this ground. We should clones NetWare Lite - this is not a valid comparison. We should specifically counter with all the work we are doing with Novell, Banyan, Artisoft, Sisk and others on pre-release M code and Internals for redirectors and drivers. Or we can cite our work with Adobe on Win 3.1 compatibility for AIM and giving them pre-release M code, our work with Borland on Open Tools, etc....

I think Dodge now feels there is no reason for us to deny DR1 the beta (but he did not say this directly).

Cam  
DIZZIE

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