

Erik Stevenson

From: To:

Brad Silverberg

Subject:

Date:

Ray Patrick: davidcol RE: Clarification of Chicago product position Wednesday, January 13, 1993 10:34AM

we are in an odd position here. ms-dos is both a strength and a weakness, to say that windows doesn't run on dos anymore would open the door to our competitors to say ms has killed dos. ibm and novell will claim -- they are doing this already especially novell -- that ms has abandoned dos and they are now the standard bearer. fact is, though, that despite all the complaints and lack of respect dos gets, it is the standard not into company's livelihood and well-being. appx 40% of the entire company's profits come from dos... it's a franchise we have to protect.

the solution is to enhance the underlying foundation to the extent where we have a robust, high performance, protect mode, multitasking, multithreaded, preemptive, long-file-name equipped, complete operating system. that's just what we're doing.

there will continue to be some who want nt for its high technology. that's ok with me. if we deliver the os i just described, people will see it delivers just what most customers want and need, and dispel notions that windows is "limited" by dos.

in addition, we need to ensure that our system is well integrated, so the user just sees one system.

From: Ray Patrick

To: davidcol Cc: bradsi

Subject: RE: Clarification of Chicago product position

Date: Wednesday, January 13, 1993 9:15AM

The press (and OS/2 proponents) raked us over the coals for Win 3.1 sitting on top of DOS. We kept hearing the old, tired, criticism that Windows is "just a dos extender with a fancy GUI". What are we going to do to combat this with Chicago? It seems to me that if we even mention that Chicago sits on top of DOS we will Invoke this criticism again. In some sense, this is a question of semantics. If we redesigned DOS from the ground up and made it fully 32 bit, multi-tasking, multi-hyphen features but still called it "MS-DOS" critics might still say that it does not compare with OS/2 or NT.

From: Brad Silverberg To: chicnews; David Cole Subject: RE: Clarification of Chicago product position Date: Tuesday, January 12, 1993 12:30PM

david puts this quite well... let me add a few things.

- ms-dos7 and chicago share a common base technology. but they will be different products.
- dos compatibility: chicago is the same as ms-dos7 here. everything msdos7 can run (namely everything) chicago must also run.
- utilities: the basic point is that all of the "capabilities" of ms-dos are available to the chicago user in a windows way. for example, the chicago user in a windows way. for example, the chicago user can format, chkdsk, defrag, etc using Windows; we wouldn't include in chicago dos format, chkdsk, or defrag dos utilities. similarly, for simple

Page 501

EXHIBIT

MS 5044352 CONFIDENTIAL

> MS-PCA 1150676 CONFIDENTIAL

editing the user would use WritePad or whatever we have for Notepad; and we wouldn't include dos edit.

- command line: chicago will have a windowed command line that's an extension of the dos command line, just as NT has a command line, os/2 has a command line, etc. the command line is there because some users simply feel more comfortable with it. the extensions will be minor, such as the ability to run a windows program directly from the command line ("> excel my.xis").

- the msdos7 team will take the base components and add their utilities etc.

From: David Cole To: chicnews Subject: Clarification of Chicago product position Date: Tuesday, January 12, 1993 10:40AM

If we heard some comments about Chicago being the next MS-DOS release. This is incorrect, so I wanted to take a moment to clarify the positioning a little. Perhaps I have not done a good job at communicating this in the past.

Chicago is the next Windows release. MS-DOS 7.0 is the next MS-DOS release after Astro. Let's not get confused about details like Chicago , using real mode MS-DOS, or that MS-DOS 7.0 will use Chicago technology. Those are not just points worthy of generating any product position confusion. The thing to keep clear is that Chicago is a Windows release.

Of course compatibility with MS-DOS apps is extremely important for Chicago. It's also very important that the MS-DOS users have access to familiar commands in Chicago since we want lots of MS-DOS users upgrading to Chicago. This is why we want to include the MS-DOS command prompt (command.com) and some of the common character oriented utilities. Remember that we must integrate the functionality of the MS-DOS utilities into Windows (gui UI) so the user is never forced to use the command prompt, it's just there as an option so MS-DOS users will feel comforable when they upgrading to Chicago.

So why am I trying to clarify this point anyway?

Simply put, Chicago's character oriented features should not try to be a superset of the MS-DOS character world. We should consider only the character stuff we think will help sell lots of copies of Chicago. For example, we should leave out things like qbasic and the MS-DOS help stuff if possible. Just use Windows help. The infrequently used utilities should not be included. Things like edit.com, we should think about carefully. It may or may not be needed for PSS reasons. We need to think about each and every utility and decide. The default is to not include it.

MS-DOS 7.0 is the place for a superset of the character oriented stuff.

Page 502

MS 5044353 CONPIDENTIAL