

PLAINTIFF'S
EXHIBIT

1619
Comes v. Microsoft

Erik Stevenson

From: Brad Chase
To: bradsi
Subject: RE: IBM Valuepoint
Date: Monday, April 19, 1993 12:57PM

good mail

From: Brad Silverberg
To: Brad Chase
Subject: FW: IBM Valuepoint
Date: Monday, April 19, 1993 12:21PM

From: Bill Gates
To: joachimk
Cc: billp; bradsi; kellyw; mikemap; paulma; steveb
Subject: IBM Valuepoint
Date: Saturday, April 17, 1993 5:23PM

I want to know what has to be done to get them to ship our DOS. I want to make them happy somehow and I dont think brinksmanship is a good approach here. If I have to call someone let me know. If brad has to do something technically let him know. If we have to go to 0 price go ahead and do it. If there is any legal issue then we will do it.

If IBM would let each side review what PSP and MS is offering and explain the relative merits we will win out. I dont think the hardware group understands the drawbacks of the PSP stuff.

Simply saying to the hardware group that IBM has never tested their stuff with the upcoming snowball stuff (since they dont have it) and they havent asked us to test it should show them how random this IBM DOS group is. They are headed for something that doesnt have the same disk format as DOS 6 - something that they should understand is super bad.

I will hold you responsible for telling me how we can win Valuepoint design win.

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