

Mike Maples

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From: Bill Gates  
To: Darryl Rubin  
Cc: Daniel Petre; David Fulton; Jim Allchin; Laura Jennings; Mike Maples; Roger Heinen; Steve Ballmer; Steven Sinofsky; Tom Evslin  
Subject: NOTE competition - an unusual approach  
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Here is a really interesting approach to competing with NOTES. It is the kind of thing we should pay a third party to pay to do.

The idea is to use NOTES itself as the back end and simply convince customers that most of the desktops do not need to pay \$495. In other words we provide a tool and a runtime that allows people to build applications against the notes store. Beyond MAIL figured out some of this stuff to do email front end. Maybe LOTUS is doing some kind of interface to tie NOTES into ODBC. This means NOTES revenue would drop and we would buy time for Cairo and promote our development tool.

Besidy I see this approach as EXTREMELY complimentary to the other approach where we use our backend. All we need is the same driver we have against EMS against the NOTES store so it needs to handle multivalued fields and all that. This might be a challenge but that is what software development is all about. If lotus tries to make the protocols to clients proprietary they will get into trouble for that - or we can just have a piece of software that runs on the server with NOTES and establish our own protocol.

The more I think about this the more I like it. I will spend money to make it happen.

