

Erik Stevenson

From: Bill Gates  
To: bradsi; jeffi; joachimk; johnlu; markba; paulma  
Cc: robp; stevejac  
Subject: RE: Compaq and PNW  
Date: Saturday, October 30, 1993 10:18PM

This would be the start of the end of our close relationship with Compaq. No one should be confused about that.

From: Brad Silverberg  
To: Bill Gates; Brad Silverberg; Jeff Lum; Joachim Kempin; John Ludwig; Mark Baber; Paul Maritz  
Cc: Rob Price; Steve Jackson  
Subject: RE: Compaq and PNW  
Date: Friday, October 29, 1993 3:34PM

1. Netware client 4.0 IS PNW minus the peer vlm. It's just as bad, and they can suck the peer vlm from the server onto the desktop.
2. "universal client" is bullshit and we should call bullshit on it whenever we hear it. It's a client that connect to Novell and Novell only. It's like calling the real mode client in Workgroup connection a universal client because it connects to WfW, LM and NT.

From: Mark Baber  
To: billg; bradsi; jeffi; joachimk; johnlu; paulma  
Cc: robp; stevejac  
Subject: RE: Compaq and PNW  
Date: Friday, October 29, 1993 3:03PM

Let me make this perfectly clear, Compaq has NO plans to ship Personal Netware in Jan or any other time. What Compaq is looking to do is incorporate better client to Host connectivity and a universal client desktop. Compaq wants to include Netware Client 4.0, VLM code with many of their desktop systems that are shipped into Novell environments and in Jan Compaq will be announcing the replacement Product for the DeskPro M. They want to coordinate DTM enhancements with this new Product.

Compaq has been telling MS for at least a year that they want better Client to Host connectivity and better system management capabilities. As you know Compaq's Insight Management software is based on SNMP extendable agents reporting information into central repository.

markba

From: John Ludwig  
To: Brad Silverberg; Bill Gates; Jeff Lum; Joachim Kempin; Mark Baber; Paul Maritz  
Cc: Rob Price; Steve Jackson  
Subject: Compaq and PNW  
Date: Friday, October 29, 1993 12:21PM

i hope this is just a fire drill...but robp, stevejac, and i just sat thru a conf call with a harvey rosenbloom at compaq, who said that compaq would be

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shipping DMI-enabled machines and SNMP management agent from Novell in January.

there is only one known SKU from Novell that includes an SNMP management agent -- that is Personal Netware. Which ships in January probably. about which I understand we have been very clear with compaq.

joachim/jeff/mark can you check out?