



Frik	Stevenso	n

From: To:	•	Mike Maples Brad Silverberg	
Subject: Date:		RE: xsoft Thursday, November 04, 1993 2:54F	M

Called him and told him no deal. Said CIL was the big issue. He said that 75-80% of his business in from Windows and that he felt at a competitive disadvantage. I told him that maybe he should drop out of CIL. Said he did not want to but would consider.

He also said that Novell was the big pusher in the deal. Said that Nagel (Apple) said we were invited.

He raddled his saber a little asking if anyone had legally challenged us on betas. Also aske if any of the other shell vendors (Norton etc) were getting betas. Told him I did not think so.

From: Brad Silverberg To: Mike Maples Subject: xsoft Date: Thursday, November 04, 1993 2:24PM

Here's part of the reason. You'll see XSoft got the first quote and one of the leaders of this effort. There are other reasons, I'll give you a call.

As I mentioned I discussed the issue with BIIIG a few weeks ago and he agreed that we should not at this time give xsoft the beta. CIL was a big part.

<u>Maples</u>

DEPOSITION EXHIBIT

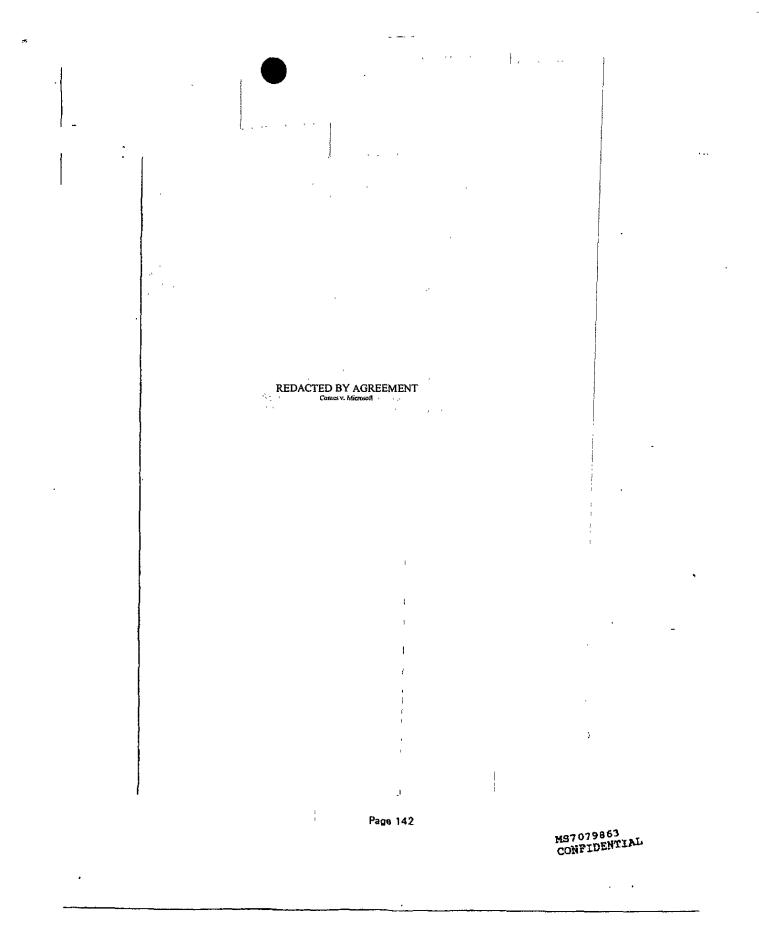
From: Jeff Lum To: bradsi Subject: INDUSTRY: LEADERS FORM COMPONENT INTEGRATION LABORATORIES TO DELIVER SOFTWARE INTEROPERABILITY Date: Wednesday, September 29, 1993 6:16PM

Here it is .....

REDACTED BY AGREEMENT Contest v. Microsoft

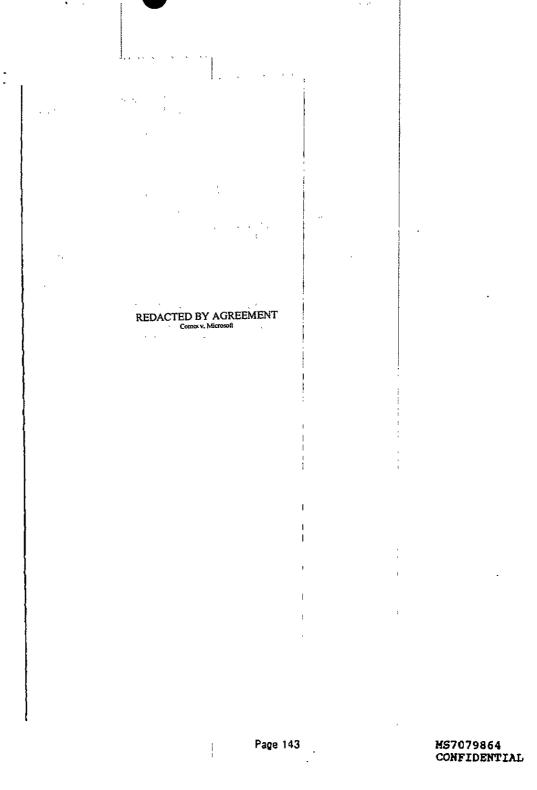
Page 141

MS7079862 CONFIDENTIAL

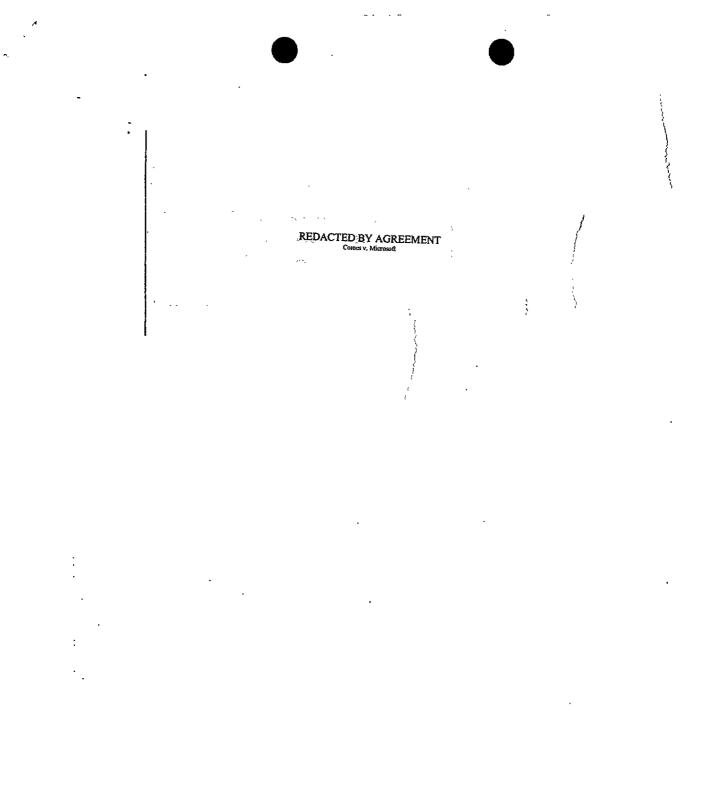


.

• +



74



Page 144

MS7079865 CONFIDENTIAL

٠