



Erik Stevenson

From: Richard Barrie  
To: bradc; bradsi  
Cc: jeffl; jonk; peterbra; rwaddell; tonya  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Date: Tuesday, November 09, 1993 3:08PM

Brad(s),

Their decision to change OS is based upon 3 elements:

1 Money

At present, IBM can sell all of the ThinkPads that they can make with PC-DOS. This will be the case for the next quarter or so. This OS costs them at least \$2 or \$3 less than MS-DOS would cost. So, IBM makes more profit shipping a system with PC-DOS rather than MS-DOS.

2 Customer Demand

Customers, particularly large corporates are now putting the Mobile group under pressure to supply ThinkPads with MS-DOS and Windows (and hopefully WFWG). IBM now wants to respond to those demands IN THE SHORT TERM by offering MS-DOS to customers on a "per copy" basis. That was the spark for the request for MS to do some MS-DOS testing on the ThinkPad systems. IBM will not ship an untested OS on one of their systems. The same customer demand is now forcing IBM to seriously consider shipping Windows pre-installed on the ThinkPad systems, something that IBM Europe does as standard. We have an opportunity for a double Win here as we can do the Windows RTR test at the same time and have even more RTR systems being shipped into the market. This is a great pre-Chicago/P&P boost.

3 Technical Requirements

The current PC-DOS supports the PCMCIA facilities of the ThinkPad. MS-DOS, until version 6.2, did not. We have redressed that balance with the Phoenix and System Soft PCMCIA utilities that an OEM can optionally ship with 6.2. The MS Enhanced Tools integration with Windows also helps the MS cause along with the ability to disable DoubleSpace and the inclusion of Double Guard.

In Summary,

All 3 elements are being considered by IBM. March is the next opportunity to have MS-DOS as the OS of choice on the ThinkPad but it will only be considered if it has been tested and is not a support burden to the HelpWare group. If we can get MS-DOS as a customer nominated option on their system, and the majority of customers choose MS-DOS, then it is a no-brainer for IBM to revert to a "per system" MS-DOS agreement and MS will have achieved the system win. Doing the testing gets MS on that road; Not doing the testing means that MS do not even get onto that road.

Regards,

Richard

From: Brad Silverberg  
To: Brad Chase; Peter Braman; Richard Barrie  
Cc: Jeff Lum; Jon Kechejian; Richard Waddell; Tony Audino  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Date: Monday, November 08, 1993 1:08PM

what is holding up their decision on ms-dos? why is it talking so long?  
what is the decision process to get their machines on msdos 6.2 for march?  
March is not very far off.

how many build to order machines are we talking about?

bradc/rick: what is the effort to us to test ibm's machines on msdos 6.2?

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From: Peter Braman  
To: bradc; bradsi; richbar  
Cc: jeffi; jonk; rwaddell; tonya  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Date: Monday, November 08, 1993 11:31AM

Brad,

They are not ready to make their dos decision yet for all ThinkPads. Yes we have addressed all their issues, but they are not ready to make their decision yet for all systems. They are willing to put MS-DOS on ThinkPads to large accounts that want it. They will also put on their build to order systems.

We could tell them we won't help them with testing unless we get the go ahead on all systems, that will send them in the wrong direction by pissing them off. What does it cost?

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From: Brad Silverberg  
To: Brad Chase; Peter Braman; Richard Barrie  
Cc: Brad Silverberg; Jeff Lum; Jon Kechejian; Richard Waddell; Tony Audino  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Date: Wednesday, November 03, 1993 8:44AM

They sent us their list of issues. Months ago. We told them we could implement. What is their reply? We need a firmer response from them.

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From: Peter Braman  
To: bradc; richbar  
Cc: bradsi; jeffi; jonk; rwaddell; tonya  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Date: Wednesday, November 03, 1993 8:23AM

As a starting point it is PC Direct, with build to order, and large accounts that ask for MS-DOS. The really important piece is getting on their systems next march; right? We need to remove all their issues in getting there.

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From: Richard Barrie  
To: Brad Chase  
Cc: Brad Silverberg; Jeff Lum; Jon Kechejian; Peter Braman; Richard Barrie; Richard Waddell; Tony Audino  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Date: Tuesday, November 02, 1993 8:48PM

Brad,

You do not misunderstand in that ThinkPad systems are at this moment being shipped with PC-DOS. However, at the end of March 94 the next

next product refresh cycle for the ThinkPad range will happen and I want this to include a refresh of their OS such that MS-DOS and Windows are standard on IBM ThinkPads.

IBM now have customers who are asking for MS-DOS on the ThinkPad range. Some of these customers are very large corporates that have set company OS standards with MS-DOS and Windows. IBM is starting to realise that system sales could be lost if MS-DOS is not available to those customers. The first step on the way to ALL IBM ThinkPads being shipped with MS-DOS is to have available as an option if the customer asks for it. As such it benefits both IBM and MS to have systems that have been tested with MS-DOS. That is why IBM have asked me to have their systems tested. This is IBM putting their big toe in the water prior to jumping in.

The Up side to all of this is that ThinkPad systems will start to appear in MS test labs, not just for MS-DOS but for Win NT and Chicago. To date it has been very difficult to get these systems from IBM into our test and development facilities. We should encourage this in light of the Plug and Play work that has to be done for smart docking stations and the like. This will also make the selling of Chicago that much easier.

I do not believe testing their machines goes over the line. I do believe that it is MS investing some time and effort in anticipation of IBM switching to MS-DOS 6.2 and becoming a closer and better OEM partner of MS. If you feel that this anticipation is misplaced then perhaps there is some way in which we can provide a test suite to IBM and they can conduct their own tests at Boca.

Please let me know what you think.

Regards,

Richard

From: Brad Chase  
To: Jon Kechejian; Richard Barrie  
Cc: Brad Silverberg; Jeff Lum; Peter Braman; Richard Waddell; Tony Audino  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Date: Tuesday, November 02, 1993 8:15PM

They are still shipping pc-dos, right? If so then they should get their compatibility test suites from psp. How can they ask us to run a ms-dos compatibility test for them when they are shipping our competitors product?

I am glad to try and help to show our support and customer service to a point but unless I misunderstand this goes over the line. If they are switching to 6.2 then this is a different story and we have some std test suites that both of us should run. we don't have a hcl per se b/c everyone has to be ms-dos compatible or they don't sell their machines.

do i misunderstand?

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>From richbar Tue Nov 2 11:29:48 1993  
X-MSMail-Message-ID: C4A0E3E5  
X-MSMail-Parent-message-ID: B90A13F8  
X-MSMail-Conversation-ID: 6B113583  
From: Richard Barrie <richbar@microsoft.com>

To: jonk  
Date: Tue, 2 Nov 93 11:27:12 PST  
Subject: RE: MS-DOS testing on IBM ThinkPad systems  
Cc: bradc, rwaddell

Jon,

IBM expects back some kind of official test result from MS, similar to the Windows hCL, that proves that their systems are MS-DOS compatible.

What can we offer to them in this area ?

RB

From: Jon Kechejian  
To: Richard Barrie  
Cc: Brad Chase; Richard Waddell  
Subject: MS-DOS testing on IBM ThinkPad systems  
Date: Tuesday, November 02, 1993 11:14AM

Rick, IBM Mobile would like to send us some of their PCs to test with MS-DOS. This is part of the deal in their minds to move to MS-DOS from PC-DOS. Richard has been working this and the testing issue is where we seem to be.

Can we add Mobile's PCs to our test suite? Can we get their models tested for MS-DOS 6.2?

In exchange for helping the Mobile group, Richard has gotten Mobile to give us two PCs of each model they want tested for our test lab. Sound reasonable?

Richard, we need to know what Mobile expects from us. We can get the PCs in our labs and run our internal stress testing suite against Mobile's PCs. If Mobile has other expectations please let me know. I can commit to the MS internal stress testing suite. Beyond this I need more information.

Jon

From: Richard Barrie  
To: Jon Kechejian  
Cc: Richard Barrie  
Subject: MS-DOS testing on IBM ThinkPad systems  
Date: Tuesday, November 02, 1993 9:51AM

Jon,

as we discussed the IBM Mobile group are now talking about testing MS-DOS on their Thinkpad systems. This is definitely a step in the right direction. However, they need some assistance from MS to do this.

I need to know what level of commitment from the MS-DOS group there is by way of time and resource that could be allocated to making this happen.

Let me know what you think.

I hope that this is a precursor to MS-DOS being offered with the ThinkPad systems.

Regards,

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Richard

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