

Erik Stevenson

From: John Ludwig
To: Bill Gates (billg)
Cc: Brad Silverberg; Steven Sinofsky (stevesi)
Subject: FW: ncps vs smbs
Date: Monday, December 27, 1993 2:49PM

following up on last weeks conversation, i asked jim if he thought we could agree on the filesystem protocol on which we put our first team, and suggesting NCP as that protocol. as seen below, jim does not agree.

my issues with jim's position are:

- the barriers he wants to build may shut novell out of some ofs business, but they shut ms out of novell's core business too by increasing migration costs for customers. since novell has the lion's share of the revenues today, this seems like a bad tradeoff.
- the barriers are illusory. it is not much work to add ofs capabilities to smbs or ncps. the hard work is in the local file system and file server, not in the particular representation of bits on the wire. we are not giving away anything by moving to ncps.
- novell will build an ofs-like system at some point, and they will do so by extending ncps. the migration to novell's solution will be easier than the migration to cairo, and this is bad.
- the potential revenue impact of having a poor chicago ncp client is much greater than the potential revenue impact of having a poor chicago smb client. so we have to do a good ncp client; it would be smart to just have one great code base, not two.

jim and i should probably sit down with you together and work this out. i'd like to ask stevesi to spend a little time on the issues to help us sort thru them dispassionately.

From: jimall
To: jimall; johnl
Subject: ncps vs smbs
Date: Monday, December 27, 1993 11:02AM

absolutely not.

I am harder core than ever on SMB. I want a barrier against Novell with OFS. I do not want to support any of the OFS extensions on NCP.

We should put our best efforts into making SMBs faster and more functional. We should support SMB on not only IPX, but also IP directly. I think this should give us much better performance in a TCP/IP environment.

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this I don't see the reason for changing. But at the heart of the matter I just want barriers to Novell. I think OFS is fast and cool.

Novell will have to do a lot of work to deal with it. I don't want to help them.

jim

