



DIGITAL RESEARCH

Weekly PIP Notes

GENERAL PURPOSE  
OPERATING SYSTEMS  
GROUP

# PIP Team Status Report

Week Ending 09/09/88

From: Bill Beckham

To: Alan Crockett, Monterey  
Garry Salvey, Monterey  
Bill Webber, Santa Clara  
Carol Goldberg, Monterey  
Chuck Brewer, Monterey  
Dick Dixson, Santa Clara  
Dick Williams, Monterey  
Frank Ivason, Monterey  
Greg Ewalt, Santa Clara  
Joe Byrd, Monterey

John Bromhead, Newbury  
Kathy Grainger, Monterey  
Kumi Kawashiri, Monterey  
Marilyn Bohl, Monterey  
Mike Malloy, Monterey  
Steve Tucker, Hangerford  
Connie Paul, Monterey  
Wayne Johnson, Monterey  
Dieter Giesbrecht, Newbury  
Debbie O'Connell, Santa Clara

## Executive Brief

Because of the number of variables in CDOS MGE installation, and the current automated installation software, a "Plug-N-Play" system is not feasible. Our current Master VAR's report that the system is already "Plug-N-Play" enough.

Completed Computer shopper CDOS MGE photo shoot.

Initial version of application note for DR DOS memory support completed and distributed to sales and support staff.

DR DOS Low-Level format Utility application note completed and inserted into all BOM's.

DR DOS R3.33 disks received and verified, product waiting for DR DOS ROM Application Note for final release.

DRIVER.SYS beta disks delivered to OEM Sales for testing with customers.

Concurrent DOS Beta IV kits mailed to 7 of 8 beta sites.

Lattice "C" compiler shipment delayed due to problems with their printer. Lattice states that shipment is now "imminent".

A Digital University showing of the CDOS video is scheduled for 09/13.

DRI CONFIDENTIAL

Product Marketing

09/13 10:12

7306115 #02

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Plaintiff's Exhibit

5016

Comes V. Microsoft

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# Concurrent DOS XM & 386 Released Product

## The Week In Review

Received PC Term module for IBM Display Terminals from Frank Iveson. Chuck Brewer is currently testing them.

Cover letter and package contents list for mailing to those responding to the YAR advertisement created and delivered to Customer Services.

Lattice "C" compiler shipment delayed due to problems with their printer. Lattice states that shipment is now "imminent".

Documented installation procedures for the Maynard tape system for technical support.

Legal created language for DRI personnel who must respond to the question "Is (application name) supported under this operating system?"

A Digital University showing of the CDOS video is scheduled for 09/13.

A copy of the CDOS Video tape was delivered to the UK office.

Logan Industries is ready to work with us on bundling/packaging of their CDOS utilities, including CSpool, Pterm, and Voyager.

Progressive marketing is reviewing the current CDOS video with their writers.

Refer to Product Marketing U.K. re: SBK/PTK fact sheets. Action: Carol Goldberg - 09/30

### Customer Services

Track weekly ad response and reports during PIP meeting  
Action: Alan Crockett

### Legal

No Current Assignments

### Manufacturing

Send 10 copies of Lattice discount coupon to product marketing for review.

### Product Marketing

Provide column and ad for the CDOS video to the CONUG Resource. Action: Garry Silvey

Work with video company to create continuous looping version of CDOS video for use at shows. Action: Bill Beckham

Provide CDOS video labeling and jacket information.  
Action: Bill Beckham

Contribute U.S. and Pacific Rim marketing components to the master business unit marketing plan. Action: Bill Beckham Draft 10/17/88. Final document Early December.

Prepare Fiscal Year '89 marketing plan for General Purpose Operating Systems (U.S. & Pacific Rim) for incorporation into Corporate Marketing's master product plan for all U.S. and Pacific Rim operations. Action: Bill Beckham Due Dates: first draft 09/07/88. Final 09/23/88

We are awaiting an approval from the magazine of Garry's outline before writing a CDOS article for DR. Dobbs Journal. Action: Garry Silvey

Investigate the ramifications of articles published in the

## Current Action Items by Department

### Beta Testing

No Current Assignments

### Corporate Marketing

Note: Family brochure should be titled "General Purpose Operating Systems Family" replacing "Concurrent DOS family".

New CDOS family brochure targeted for completion November 4th. Action: Carol Goldberg/Bill Beckham

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09/12/88  
Product Marketing

09/13 10:13

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# Concurrent DOS XM & 386 Released Product

U.S. being reprinted in other countries re: U.K. Action: Garry Silvey

Make arrangements to have Chinese voice over for Pacific Rim Accounts. Have interviewed candidate for the voice over. Will have her review the finished tape before asking for a commitment. Action: Bill Beckham 09/16/88

Make arrangements to have CDOS video's duplicated for DRI distribution. Have received initial estimate of 1300, waiting for final quote. Action: Bill Beckham 09/16/88

Update competitive analysis piece for inclusion into Dealer mailing. The majority of competitive input has been provided to Scott Williams. Scott is calling for pricing information. This information should be received by the end of today. Action: Bill Beckham/Scott Williams 09/09/88

Delivery of finished video with duplicates. 09/13/88

#### Activities not currently staffed to provide.

Develop Concurrent DOS Demonstration Disk front-end. Action: Not currently staffed to provide.

Create Concurrent DOS Technical Product Brief. Action: Not currently staffed to provide. Note: There is the possibility of creating this document by using extracts from the article Garry is scheduled to write for the Dr. Dobbs journal.

Develop specification for source level C bindings. Action: Not currently staffed to provide.

Develop script for Concurrent DOS Sales. Action: Not currently staffed to provide.

#### Product Marketing - UK Office

Develop draft of the procedure for collecting and disseminating list of applications that have been tested. Action: John Bromhead 09/30/88

Develop SBK/PTX Fact Sheets. Action: John Bromhead First draft 09/30/88. Final 11/04/88.

Edit and Review draft of Application Note giving

guidelines for developing new applications for Concurrent DOS and porting existing DOS applications to Concurrent DOS. Action: John Bromhead

#### Product Engineering - EDC

Determine Interrupt Latency and Context Switch times for Concurrent DOS 386. Action: Steve Tucker

Determine current compatibility with CD ROM systems. Action: Steve Tucker

#### Sales

Place order with Product Marketing for requested quantity of CDOS video tapes. Action: Frank Iversen 09/09/88

Create order form and distribution campaign for CDOS video. Action: Joe Byrd

#### Presentation Materials

No Current Assignments

#### Shows

Softtech in Atlanta Staff: Rick Honey, Dennis Dixon and Bill Beckham

Softtech in Los Angeles Staff: ?

COMDEX Fall '88. 11/14/88-11/18/88

#### Technical Support

Make arrangements to have CDOS training tapes converted to U.S. format. Action Wayne Johnson 09/16/88

Awaiting distribution of second draft of support plan. Action Wayne Johnson 10/07/88

Technical support evaluating IBM terminals, currently investigating new hardware handshake problem. Action Chuck Brewer

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Product Marketing

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# Mercury & Mars Project

## The Week In Review

Beta kits mailed to 7 of 8 beta sites. Waiting for delivery of Beta V.

## Current Action Items by Department

### Beta Testing

Monitor beta site activity. Action: Garry Silvey

### Corporate Marketing

Note: see Product Marketing U.K. re: fact sheets and product briefs.

### Customer Services

No Current Assignments

### Legal

Start updating the list of current 6.01 and 2.01 OEM's for updates. Action: Kumi Kawashin

### Manufacturing

No current assignments

### Product Marketing

Determine feasibility and provide plan for sales of documentation only to end users. Action: Bill Beckham - 09/16

### Product Marketing - UK Office

Update fact sheets and product briefs for both XM and 386 reflecting new release features. Action: John Bromhead - Draft 09/30, final 11/04

### Product Engineering - EDC

Create new elements to the SPR database to assist in generation of a weekly SPR status report. Action: Steve Tucker

Provide monthly updates as to how project is progressing against specification and timeline. Action: Steve Tucker

Provide new release Product Specification to product managers. Action: Steve Tucker - 09/16/88

Provide detailed Engineering schedule to support FY89 product plan. Action: Steve Tucker - 09/30

Find outside source for determining current compatibility with CD ROM systems. Action: Steve Tucker - 09/23

### Sales

No Current In-house assignments

### Presentation Materials

No current assignments

### Shows

COMDEX Fall '88. 11/14/88-11/18/88

### Technical Support

Assist in Beta testing the product. Action: Connie Paul

Test and report on compatibility of Micron EEMS board.

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09/12/88

Product Marketing

09/13 10:14

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#05

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# DR DOS Released Product

V. 3.31

## The Week In Review

- Initial version of application note for memory support completed
- Low-Level format Utility application note completed and inserted into all BOM's.
- Distributed current version of memory support document to sales and support staff.

- Prepare a more detailed list of product differences between DR DOS and PC/MS-DOS. Action: Bill Beckham - 09/23
- Provide John Bromhead with results of OEM testing. Action: Bill Beckham
- Distribute internal memo asking that all previous copies of DR DOS be destroyed and explaining how to order new ones. Action: Garry Silvey - 09/16/88
- Prepare cover letters for machine readable documentation. Action: Bill Beckham - 09/16

## Current Action Items by Department

### Data Testing

No Current Assignments

### Corporate Marketing

Print Future Computing certification. Action: Carol Goldberg

### Customer Services

No Current Assignments

### Legal

No Current Assignments

### Manufacturing

No Current Assignments

### Product Marketing

Create questions for Q & A's sheet for DR DOS in Corporate Recall program. Action: Bill Beckham 09/30/88

Formalize legal wording to be used in communications with customers for application support. Action: Bill Beckham 09/16/88

Publish response to questions asked at DR DOS presentation for Technical Support. Action: Connie Paul 09/16/88

### Product Marketing - UK Office

Provide comparison of DR DOS V3.33 and PC DOS V4.0. Provide list of features needed to bring DR DOS to 4.0 compatibility. Action: Mike Shelton

Create answers for Bill's questions for Q & A's sheet for DR DOS in Corporate Recall program. Action: John Bromhead 09/30/88

Convert memory support document to application note format. Action: John Bromhead 09/16/88

Put procedure in place to track applications that are reported in the U.S. and Pacific Rim as supported on DR DOS. Action: John Bromhead - 10/15

Create and maintain tracking database for both Certified & Supported applications. Action: John Bromhead - 10/15

Create form to be used for submitting applications to the DR DOS database. Action: John Bromhead - 10/15

Create worldwide Certified and Supported application list for DR DOS. Publish list to all business centers. Action: John Bromhead - 10/15

Establish procedure for regular updates on a worldwide basis. Action: John Bromhead - 10/15

### Product Engineering - EDC

Provide weekly status on outstanding SPR's. Action: Steve Tucker

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Product Marketing

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DIGITAL RESEARCH

Weekly PIP Notes

GENERAL PURPOSE  
OPERATING SYSTEMS  
GROUP

# DR DOS Released Product

Provide weekly updates as to how project is progressing against specification and timelines. Action: Steve Tucker

Test AST and INTEL LIM 4.0 boards and drivers.  
Action: Steve Tucker

**Sales**

No Current Assignments

**Presentation Materials**

No Current Assignments

**Shows**

No Current Assignments

**Technical Support**

Provide weekly updates as to number and nature of DR DOS related calls. Action: Wayne Johnson/See Negotiate

**Training**

No Current Assignments

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Product Marketing

09/13 10:16

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# Tiger Project

## The Week In Review

R3.33 disks received and verified, products waiting for DR DOS ROM Application Note for final release.

DRIVER.SYS beta disks delivered to OEM Sales for testing with customers.

Provide Product specification and engineering plan to support release of both Tiger I & Tiger II. include the sizing for specified language support and Windows386. Action: Steve Tucker - 09/30

## Current Action Items by Department

### Beta Testing

No Current Assignments

### Corporate Marketing

No Current Assignments

### Customer Services

No Current Assignments

### Legal

No Current Assignments

### Manufacturing

No Current Assignments

### Product Marketing

Determine product update distribution procedure for OEM's. Action: Bill Beckham

### Product Marketing - UK Office

No Current Assignments

### Product Engineering - EDC

Deliver final ROM Application Note. Action: Andy Wigham

Provide weekly updates as to how project is progressing against specification and timelines. Action: Steve Tucker

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Product Marketing

09/13 10:16

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#09

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# DR NET Released Product

## The Week In Review

No Current Assignments

## Current Action Items by Department

### Corporate Marketing

Produce DR NET fact sheet. Waiting for final decision on statement on the availability of DR NET. Action: Carol Goldberg/Garry Silvey

### Legal

Determine pricing for DR NET doc. only products. Action: Suzis Alcott - 09/16

### Manufacturing

Create BOMs for 1) User only documentation with and without binder, 2) Full documentation without disk. Action: Kirby Grainger, 09/16/88

### Product Marketing

No Current Assignments

### All other departments

No Current Assignments

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Product Marketing

09/13 10:17

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#09

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# MGE Released Product

## The Week In Review

Because of the number of variables in MGE installation, and the current automated installation software, a "Plug-N-Play" system is not feasible. Our current Master VAR's report that the system is already "Plug-N-Play" enough.

Decided not to key the MGE release on the XM/386 release.

Completed Computer shopper Photo shoot.

## Current Action Items by Department

### Beta Testing

Report which beta sites were active enough to receive complimentary products. Action: Chuck Brewer/Oreg Ewald - 09/16

Send complimentary product to performing beta sites. Action: Garry Silvey 09/23/88

### Corporate Marketing

Complete Product Brief. Target Date is 09/06/88. Action: Carol Oelberg/Bill Beckham

### Customer Services

No Current Assignments

### Legal

No Current Assignments

### Manufacturing

Create RDK BOM. Action: Kathy Grainger - 09/16

### Product Marketing

Write RDK cover letter. Action: Bill Beckham - 09/16

Define Documentation only BOM. Action: Bill Beckham - 09/16

Determine configuration and pricing for evaluation product. Action: Bill Beckham

Product Marketing - UK Office

Product Engineering - EDC

Provide product Engineering Schedule for FY89 plan. Action: Steve Tecker/Marilyn Bohl - 09/30

Sales

No current assignments

Presentation Materials

No current assignments

Shows

Seybold show 09/15-17/88

Technical Support

No current assignments

Training

No current assignments

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Product Marketing

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# Saturn Project

## The Week In Review

No current assignments

No Current Assignments

Training -

## Current Action Items by Department

No current assignments

Product Testing, Corporate Marketing, Customer Services, Legal, Manufacturing

No current assignments

### Product Marketing

Prioritize features to be added for next release. Action: Bill Beckham

### Product Marketing - UK Office

Prioritize features to be added for next release. Action: John Bromhead

### Product Engineering - EDC

Provide weekly updates as to how project is progressing against specification and timelines. Action: Steve Tucker

Provide sizing for inclusion of Digitizers, VGA, 2nd Adaptor card and PC emulator card support for future releases. Action: Steve Tucker - 09/16

Provide final specification and ER data for next release. Action: Steve Tucker - 10/15

### Sales

No current assignments

### Presentation Materials

No current assignments

### Shows

No current assignments

### Technical Support

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09/12/88

Product Marketing

09/13 10:18

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