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So far we have the following for US distribution of the Win3 demo engine:

Requests into the Infor Center: 223

Completed applications Received: 255

Fulfilled Orders for Demo Engine: 77

We've done a good job at getting the message out to ISVs and now the orders are rolling in.

INTERNATIONAL

There will be a "Z", German, French, Spanish and Portugese versions of the demo engine completed this month. Geraint Davies in the European HQ office will handle demo engine distribution in Europe.

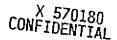
I am also arranging for distribution in Australia and Canada and will make sure other subs are able to get the "Z" version.

Italian, Dutch, Swedish, Norwegian, Finnish demo engines will be localized in Ireland when they finish with the Win3 localizations there.

Brad, after you and I talked today I received mail from Steveb. He said he was in favor of getting the message to the Apps folks that they must not use undocumented features. I agree that we need to tell apps developers not to use undocumented features. To help make this happen, Davidw is scheduled to meet with the Apps Development Managers on 11/15.

I then talked to Steve about the policy of preventing access to the Window's sources. He said that he was not in favor of this policy.

Plaintiff's Exhibit 5192 Comes V. Microsoft



I told him that you and exchanged mail on this issue. He said he would like to see the mail. Steve, I've attached the mail below.

Please consider carefully the issue of cutting off sources to the apps division.

thanks, davem

>From bradsi Tue Nov 6 13:57:21 1990 To: davem davidcol Subject. Re: Winproj serious design bug Date: Tue Nov 06 13:57:05 1990

Clearly, I disagree. Apps should develop without access to sources, just like everyone else in the world. There are many many creative and innovative apps that don't come from Microsoft! Access to sources is essentially irrelevant, and an invitation to building apps that depend on undocumented internals.

This is clear case of "separation of church and state".

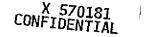
>From davidcol Tue Nov 6 10:01:45 1990 To: bradsi Subject: Winproj serious design bug Date: Tue Nov 6 09:59:21 1990 >From davem Tue Nov 6 09:54:03 1990 To: davidw Subject: Winproj serious design bug Cc: bobgu davidcol karlst Date: Tue Nov 6 09:54:02 1990 I disagree. I don't think you should shut down access to your sources. And, if you know of anyone in Apps who is shutting down access to their sources please let me know. I think we will be killing one of our major sources of innovation and creativity if we cut off sources between any of our groups. By the way, I don't think the problem in Win project was caused by the developers reading your sources. thanks, davem

>From bradsi Tue Nov 6 18:45:28 1990 To: davem Subject: Re: Winproj serious design bug Date: Tue Nov 06 18:43:39 1990

Sorry, I strongly disagree.

|>From davem Tue Nov 6 14:41:17 1990
| To: bradsi
| Subject: Re: Winproj serious design bug

Date: Tue Nov 6 14:39:22 1990



We are one company. We need to keep working closely together. If you are concerned about giving the Apps group an unfair advantage over other ISVs, then the only solution to that is to spin off the Apps group into a separate company.

If you cut off access to the sources because of this issue, then you need to start answering the following questions:

Can the Apps developers see any of the following System's documents?
 Design documents,

Specifications,

Specifications,

Internal planning memos, Strategic plans,

anything else not released to the ISV's?

Which of these can we see? Which of these can't we see?

2) What is the penalty if an Apps programer looks at the Win sources, or any of the other forbidden internal products?

(3) Can my developers talk with your developers? Face to Face, over the phone, by email? Which forms of communication and direct technical exchange are allowed? Which aren't allowed?

4) Can we receive internal releases that aren't sent to other ISV's?

5) If we report a bug to you, or if you find a problem caused by one of our apps, can you live without instantaneous access to our sources? And, can you live without access to any internal Apps data; sales figures, strategic plans, PC Word PRD files, etc?

6) Can you live without the support that the Apps division gives you on emergency or high impact projects? eg: Porthole, Win-H, L&E, Win 4 shell, usability testing, etc...

] If you have some time this week, I would like to come over and briefly discuss this issue. Anytime on Thursday is best for me.

thanks, davem

