

> >From brad: Thu Jun 20 11:02:50 1991  
 >  
 > He said apparently that there is a problem with the latest version of  
 > Pathworks (4.07) and ms-dos 5 that dec has verified (Naveen pls check  
 > on this). He said thy also can't upgrade at PC Week b/c they have an  
 > old network that isn't supported 3Com 3+Share 1.3 (true Naveen).  
 > Overall though he hasn't uncovered much and was digging low.  
 > a very good sign.  
 >

##### 176  
 From w-maria Thu Jun 20 15:33:28 1991  
 To: bradsi richab  
 Subject: Billg memo  
 Cc: lizsi richt w-maria  
 Date: Thu Jun 20 15:20:05 1991

As you know this was leaked to mercury news and weeklies also have it. There will be a lot of coverage next week and some of the interesting tidbits to reporters were:

- 1) Billg's candor about IBM == relationship may be cold in next 24 months, working with them has been a pain, etc.
- 2) Concerns about lawsuit — it would be "disastrous" if we lose this
- 3) Interpretation that MS is backing away from networking — what does this mean
- 4) Concerns about pricing, patents were other areas of interest

Our view is that this memo is very upbeat and it is fairly discouraging that reporters are focusing on the "nightmare" aspects since we believe the memo on a broad basis is extremely positive and reflects extremely well on billg and on MS. For nearly every concern Billg raises (e.g., lawsuit) he raises a positive. He is clearly still committed, interested, focused and positive.

Some of the weeklies are treating this like a news document and calling us with very specific questions: what does this sentence mean, what companies are you considering patent exchange with, etc. We are for the most part not responding. Our position is, this is an internal document. If you don't understand our press releases, that is a problem. If you don't understand an internal document, perhaps it is because your name is not on the "to" line (of course we are not this rude.) We ARE restating what we have said before: we are not concerned unduly about the Apple suit. We are not backing away from networking, etc.

The key impact for your business is the IBM stuff. It confirms what people suspected all along: We are at war, we will attack their strategy, we will even attack OS/2 2.0. It WILL encourage press to make the comparisons (although we have known they would be made). It WILL challenge the sales force to respond more directly to questions about IBM/MS relationship. Basically it challenges all of MS to do a great job delivering on the Windows strategy and to articulate it clearly and ship great products.

ontext of IBM and OS/2 questions. In a real sense nothing changes by this memo being public. It merely ups the ante for both MS and IBM to deliver on the claims we are making.

This is FYI. Marianne

##### 177  
 From a-heathm Thu Jun 20 15:34:06 1991  
 To: adopt  
 Cc: comptalk  
 Subject: WFW Squashes the competition....  
 Date: Thu Jun 20 15:31:57 PDT 1991

Excerpt!.....Word Perfect! (shocker)

She is part of an evaluation program that is comparing all those word processor programs out there and says that Word for Windows is killing the competition, except Word Perfect....

Her users want keystrokes and macros, and she hasn't quite figured out the macro feature or implemented it into the evaluation. Plus, she wants to wait for WP for Windows. She expects to have a beta by the beginning of August.....and, she'll wait.

Plaintiff's Exhibit  
 5297  
 Comes V. Microsoft

MS 5050316  
 CONFIDENTIAL  
 EXH. 62 DATE 11/6/20  
 WITNESS App  
 SUSAN ZIELIE