for
    the consumer market whether its for standalone pcs or palmtops...

o from a pr standpoint, we could leverage both wins considerably by
  evangelizing how ms-dos is now used in products as small as
  palmtop pcs...
>From   richardf Thu Jul 18 09:22:57 1991
To: sergiop
Subject: CBM

Date: Thu Jul 18 09:22:32 1991

how do you feel about this deal, Debbie is on a "scratch and claw" for every

inch crusade to get this back from DRI , I have to convince JK that
we need to get really low on price for this one device.
will you guys chase it with us ?
thanks
richardf

>From debbiefl Thu Jul 18 09:13:51 1991
To: jeffl peterbra richardf tedha
Cc: debbiefl sergiop tomle
Subject: cbm's functional spec from dri
Date: Thu Jul 18 09:11:26 PDT 1991

i have just spoken with bill syndnes about the possibility of MS reviewing
the functional spec that cbm has sent to their app developers. my
positioning was that ms was much more familiar with our code and we could
save cbm valuable resources by
reviewing the spec and then letting them know if we could adjust our code to
match the spec. it is still possible to get this deal (assuming we compete
on the price) if we can slide our dos in instead of dri's.

this will take some resources from tomle and sergiop. bill is going to talk
with ned mccook (the guy who is doing the work on the project) on monday.
ned is on vacation this week. bill thought the idea had potential but
wouldn't commit without talking to

ned first. bill also said that if they did share this information that they
would want it done under nda. i didn't think that would be a problem.

i will be calling bill first thing on monday to find out if this will fly.

in the meantime, sergio or tom, can i get the code on disk and the
accompanying documentation asap--without waiting for the beta procedure. i
want these guys to know that we mean business and want to compete. if you
can think of any other ideas on how to

get this business, i would be glad to hear them.