

From: Jon DeVaan
Sent: Monday, February 23, 1998 12:24 AM
To: Steven Sinofsky
Subject: FW: Gartner - Another thing to look at

-----Original Message-----

From: Bill Gates
Sent: Sunday, February 22, 1998 2:37 PM
To: Bob Muglia (Exchange)
Cc: Jon DeVaan; Eric Rudder; Steve Ballmer; Jeff Raikes
Subject: Gartner - Another thing to look at

Besides looking hard at the memo Eric/Oliver will come out with discussing Hotoffice and its ilk and getting the Office people to really use and STUDY these sites I think it would be worth your looking into what MCS is doing with Gartner. Its a very interesting use of Site Server to create a "Knowledge Management" system. Raikes has had a lot of success getting customers interested in the fact that Note is not right for Knowledge management because instead of using databases for they are good for and documents for what they are good for and using HTML/Internet stuff to create rich views that pull these things together Lotus forces you to move things into a special store and special front end/forms stuff that is not as good in any dimension - not as good as a database for data, not as good as files for documents and not as good as Internet formats/tools for presentation.