

**From:** Steven Sinofsky  
**Sent:** Thursday, January 28, 1999 12:03 PM  
**To:** Don Bradford; John Ludwig; Jon DeVaan  
**Subject:** RE: The file format converter thing is a great feature

Viktorg can fill you in on all the ways they tried to do this. It is super hard.

Office 2000 has near perfect fidelity in converting to HTML but all the code is in regular client apps and is very hard to remove and do in a robust and scalable way.

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

**From:** Don Bradford  
**Sent:** Thursday, January 28, 1999 12:01 PM  
**To:** John Ludwig; Steven Sinofsky; Jon DeVaan  
**Subject:** RE: The file format converter thing is a great feature

would like to investigate server implementation -- could be NT or unix. we're thinking about a premium mail service. an interesting part of that could be the ability to convert Office documents to HTML on demand. imagine a user that get's an office enclosure on the road and wants to view it from a kiosk or foreign system.

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

**From:** John Ludwig  
**Sent:** Wednesday, January 27, 1999 2:16 PM  
**To:** Steven Sinofsky; Jon DeVaan  
**Cc:** Don Bradford  
**Subject:** RE: The file format converter thing is a great feature

you would almost certainly want to rewrite for scalability on the server

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

**From:** Steven Sinofsky  
**Sent:** Wednesday, January 27, 1999 12:41 PM  
**To:** John Ludwig; Jon DeVaan  
**Cc:** Don Bradford  
**Subject:** RE: The file format converter thing is a great feature

We've tried the convert on the server via VBA and it just isn't stable enough. The problem is that we can't guarantee that the experience will be free of required user intervention. We have a batch converter for word and ppt that can sort of work, but in general we sort of put the document through a cuisinart.

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

**From:** John Ludwig  
**Sent:** Wednesday, January 27, 1999 12:02 PM  
**To:** 'Jon DeVaan'; 'stevesi@microsfot.com'  
**Cc:** Don Bradford  
**Subject:** RE: The file format converter thing is a great feature

it is a cool idea. something we should do in concert with hotmail

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

**From:** Jon DeVaan [mailto:jondevaan@magicaldesk.com]  
**Sent:** Sunday, January 24, 1999 6:48 PM  
**To:** stevesi@microsfot.com; John Ludwig  
**Subject:** The file format converter thing is a great feature

Plaintiff's Exhibit

6539\_J

Comes v. Microsoft

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They have done my idea of having a place to post docs that send you a converted file back. Right now they just convert to HTML, and I don't know what kind of job they do. My idea was to have the ORK suggest a mail box that uses VBA to take the message attachment, drive the office app to convert to the format, and send it back to the user. The DHTML editor on this service totally sucks. It is an interesting proof of concept though.

Jon

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