From: Hank Vigil
Sent: Tuesday, July 27, 2004 6:01 PM
To: Amir Majidimehr; Pieter Knook
Cc: Will Poole; Brad Brunell (LCA)
Subject: RE: Sync up on Mobility/DRM support – need action

I had a call with Pekka today to make sure folks focused post the Finnish holiday on getting ready for the Exec meeting we will have in August.

One clear area Billg and Jorma agreed we should target "a deal" in the next month is the DRM/strategy for digital content flow area.

I know things are moving very fast on OMA – they ratified the spec, which is not just about media, but apparently for protected documents as well. NOK I guess was a key driver of this outcome.

We do need a very crisp strategy on how we engage/align with NOK here.

From: Amir Majidimehr
Sent: Monday, July 26, 2004 6:27 PM
To: Pieter Knook
Cc: Hank Vigil; Will Poole
Subject: RE: Sync up on Mobility/DRM support -- need action

That's what I was trying to do below ☺. But as you can see, it didn't happen. Fortunately, the first step of getting the resources freed up is there and we can not staff up to help form the strategy. Meanwhile we are doing this work with borrowed resources and should have something to discuss in 2 to 3 months (August is shot unfortunately).

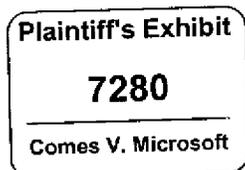Did this answer your question?

Amir

From: Pieter Knook
Sent: Monday, July 26, 2004 9:22 AM
To: Amir Majidimehr
Cc: Hank Vigil; Will Poole
Subject: RE: Sync up on Mobility/DRM support -- need action

I thought Amir you were to setup a meeting with JimAll to discuss how to manage DRM and formats across the Windows Platform business.

Has this meeting been setup?

Sent using Outlook 2003, Exchange 2003 and Windows XP Professional
☎ +1 425 706 6525 📱 +1 425 443 6525 📠 +1 425 936 7329

2/16/2005

From: Hank Vigil
Sent: Friday, July 23, 2004 8:24 AM
To: Will Poole; Amir Majidimehr; Pieter Knook
Subject: RE: Sync up on Mobility/DRM support -- need action

My two cents is that we should do as Will suggests esp. given the state of the NOK discussions and the evolution of our OMA strategies. We need to meet on this soon re; the latter.

Bradbr and Amir (or delegate) needs to continue to develop our approach to NOK for the August meeting.

Let's discuss offline.

From: Will Poole
Sent: Friday, July 23, 2004 7:13 AM
To: Amir Majidimehr; Brian Valentine; Michele Freed; Jim Allchin
Cc: Pieter Knook; Chris Jones (WINDOWS); Hank Vigil
Subject: RE: Sync up on Mobility/DRM support -- need action

We have not met on this yet. If near term funding questions are causing us to loose ground, then let's fund the effort ASAP and we (WLT) will figure out how to pay the bill later.

From: Amir Majidimehr
Sent: Friday, July 23, 2004 7:09 AM
To: Brian Valentine; Michele Freed; Jim Allchin
Cc: Pieter Knook; Will Poole; Chris Jones (WINDOWS); Hank Vigil
Subject: RE: Sync up on Mobility/DRM support -- need action
Importance: High

So was this discussed at the WLT? If so, what was the results?

If not, then let me say that we are starting to get into a world of hurt. OMA just approved the DRM V2, and Nokia is getting ready for a major launch with this technology yet we are sitting here with no strategy. I have funded one head out of my less than empty pocket but can't do more. Time is running out on this and I don't know the next steps. All I was asking below was for people to hear us out on the situation analysis. You all don't hate us that much, do you ☺?

I would really appreciate some guidance here.

Amir

From: Brian Valentine
Sent: Thursday, June 24, 2004 12:22 PM
To: Michele Freed; Amir Majidimehr; Jim Allchin
Cc: Pieter Knook; Will Poole; Tina Krallis (BRUSCA); Jane Ellis; Chris Jones (WINDOWS)
Subject: RE: Sync up on Mobility/DRM support

This should go to the WLT.

From: Michele Freed
Sent: Thursday, June 24, 2004 10:27 AM
To: Amir Majidimehr; Jim Allchin; Brian Valentine
Cc: Pieter Knook; Will Poole; Tina Krallis (BRUSCA); Jane Ellis

2/16/2005

Subject: RE: Sync up on Mobility/DRM support

Adding BV and making thread smaller...

I thought this type of issue was exactly the type that was to be resolve in the WLT?

From: Amir Majidimehr
Sent: Thu 6/24/2004 10:19 AM
To: Jim Allchin
Cc: Pieter Knook; Hank Vigil; Will Poole; Tina Krallis (BRUSCA); Jane Ellis; Michele Freed; Linda Averett; Mike Beckerman
Subject: Sync up on Mobility/DRM support

Hi Jim,

We are trying to get your calendar with Pieter/Hank/Will to discuss where we should go with respect to formulating a strategy and executing on a plan with respect to our mobility platform in general, and DRM/content security specifically. Pieter and I have already met and agreed that it makes sense for us to lead the charge here (right now, it is driven out of MDD). With the recent Intertrust settlement, our situation in the marketplace has improved, calling for a new strategy.

The reason we need to meet with you is to a) explain the situation at high level and b) seek your advice on how to fund this. Because this activity falls in the crack between the two P&Ls, we have not been able to identify how we are going to handle (b).

On my part, I have already started hiring a senior program manager to start figuring out the plan and just committed $1.1M on licensing technology to obfuscate our DRM code for MED platform (without it, our DRM would be cracked in one minute, and in the process undermine the security we have in Windows or eliminate premium content availability for open MED platforms). I did not have budget for either one of these but have gone on to invest anyway, because I think it is essential to do, before Nokia eats what's left of our lunch ☺. But this is not going to lead to a viable strategy/product from us without addition staff to actually building the technology. Nor can I take people from LH away to do this work.

Since we are just getting started to look at this area, we won't be in a position to tell you exactly where we should go. But do hope to explain at high level, the opportunity and pitfalls of the situation. The decision we like to walk away with is how much we should increase our investments for mobility and where those resources should come from.

Can you tell us if you like to meet and if not, how we go about resolving this?

Thanks,
Amir

2/16/2005