To: paulma tonya
Cc: bradsi davidcol pearson steveb timcas
Subject: RE: Unisys wants to WLO the applets
Date: Thu May 30 17:31:08 1991

We had a conf. call with Unisys today, and they are eager to
get WLO source code to port on top of their PM port on their
CTOS product. They were unusually vague on their basis for wanting
WLO. They mentioned the win 3.0 applets as being a nice addition
to their CTOS desktop, but the primary reason for porting WLO would be
to offer their ISVs maximum flexibility to run on their system. Our
impression from their long winded answer was that they will use
WLO as an insurance policy for what IBM has to offer them (MGX porting
tools).

In any case, it appears that they would use WLO for the
relative long term i.e. not just to get the applets
over, but as a solution for ISVs to get more apps on their
version of PM. They did mention, however, that they are planning
to migrate to Win32 eventually. Nevertheless, considering how long
it will take them to port WLO to CTOS and the time frames for NT,
I recommend that we do not give them WLO sources or encourage them to
use WLO. This will just open up another OS/2-related path for us that
we will not be prepared to support in the future. (Incidentally, I
did not mention that we will not produce WLO beyond 1.0)

If they want the applets, we can give them just enough to support
them and make their CTOS desktop snazzier, but not the whole WLO kit
that they would in turn promote to ISVs. It's time to stop their OS/2
truck and get it pointed in the right direction.

Next week, Michelle will be discussing the source code licensing issue
with them. What do you think about their WLO plans and do you
agree that we should give them further information about WLO/OS2 to
lead them away from any more investment in OS/2?

David

| >From paulma Thu May 30 13:16:08 1991
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| I think we should talk to Unisys first just to make sure that
| they are not under any illusions...
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| >From tonya Thu May 30 09:31:50 1991
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| we should let them do this if they want to. unfortunately we have
| pushed unisys down the PM path.
| paulma do you agree?