Date: Fri Aug 09 21:54:14 PDT 1991

>From   dorothyk Wed Aug 7 07:45:21 1991
To: Peterdav
Cc: Peterbl guenterw ursruee
Subject: problem! IBM-Windows 3.1 Beta

Date: Wed Aug 07 08:40:06 1991

Hi Peter
We just discovered an interesting fact!
Ciba-Geigy was given an unstable Win 3.1 Beta by IBM Switzerland.
The intention (we heard from Ciby Geigy developers) was to show the
insufficience of Windows, resp. the new version compared to OS/2 2.0.
We have the license number of the Beta as well as the registered
owner,

being IBM Switzerland.
We will receive the beta in question today.
Could you advise us on measures to take, as Peterbl is on vacation.
Thanks for your quick reply, best regards Dorothy

**

951
From richab Mon Aug 12 09:24:17 1991
To: adamt bradsi richt w-erin
Subject: Chinese Windows Release
Cc: lizsi lorisi sharonh w-maria
Date: Mon Aug 12 09:23:17 1991

I'd remove the "approximately" in front of 4 million   none of the other
materials we've produced made this qualification.

otherwise looks ok.
**
>From w-erin Fri Aug 9 13:50:33 1991
To: adamt bradsi richab richt
Subject: Chinese Windows Release
Cc: lizsi lorisi sharonh w-erin w-maria
Date: Fri Aug 9 13:21:08 1991

Please approve the following release. We plan to send this
release out next week on Tuesday. I know most of you will
be gone and am hoping to catch you before it is too late.

Thanks,
Erin

For more information contact:

Microsoft Corporation   For Client Approval
Liz Sidnam
(206) 882-8080

Waggener Edstrom   MSC 00756721
Erin Holland
(503) 245-0905

            Chinese Version of Microsoft Windows

            Underscores Windows International Presence   **CONFIDENTIAL**

     REDMOND, Wash — Aug 15, 1991 — A Chinese language

version of MicrosoftR WindowsTM 3 0 has joined 12 other

language-specific versions of Windows. In its first year on   PMX 133838.
                                                                    CONFIDENTIAL
the market, Microsoft Windows 3 0 has shipped approximately

four million copies worldwide, and is available in 194 countries. There are currently over 1,500 Windows applications available internationally.

The Windows graphical environment version 3.0 is currently available in Dutch, Finnish, French, German, Italian, Kanji, Korean, Norwegian, Portugese, Spanish and Swedish. Future releases of Microsoft Windows are scheduled for localization in Arabic, Bahase Indonesian, Bahase Malaysian, Czech, Hebrew, Hungarian, Russian, Thai and Turkish.

"Seeing so many localized versions of Microsoft Windows in every corner of the globe is thrilling," said Joachim Kempin, [title]. "It's clear that Windows is becoming the

– more –

Chinese Version of Microsoft Windows   Page 2

international standard for graphical PC computing. Windows' intuitive interface makes it easy for anyone to learn, regardless of what language they speak. We anticipate more and more Windows products and services becoming available all over the world," he added.

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Chinese Version of Microsoft Windows   Page 3

Chinese Version Expected to Reach Large Market

The Chinese version of Windows was developed primarily by Microsoft's Far East product development group, in cooperation with key more local contractors. It will be introduced to interested users through a series of seminars sponsored by the Microsoft Taiwan subsidiary, beginning in August and continuing later this year.

"Chinese is the thirteenth localized version of Windows 3.0, and it is especially important because of the highly graphical nature of the Chinese language," said Kempin. "It allows the Far East to participate in the worldwide growth of Windows applications and the ease of use and interoperability they bring "

"The availability of Chinese Windows 3.0 is a breakthrough for computing in Taiwan," said Shaw Gang Yang, general manager of Far East development at Microsoft. "We expect more people in Taiwan will use personal computers than ever before because of the ease of use Windows 3.0 brings to computing. Windows 3.0 should bring major growth to the PC market here in Taiwan, which has an installed base of one million PCs to date."

Windows In Europe

Microsoft Windows has shipped more than one million retail copies in Europe during the last 12 months. In several European countries, Windows has collected noteworthy achievements. In the United Kingdom, this year's U.K. Windows Chinese Version of Microsoft Windows   Page 4

Show was the most well-attended PC conference in U.K. history, with 110 exhibits and 22,000 visitors. In Italy, Windows recently received that country's most prestigious industrial design award, the Smau Industrial Design Award In Spain, original equipment manufacturers (OEMs) Toshiba, Diseda,

Investronica and Dirac have helped make Windows the hottest
operating environment on the market.

- more -

Chinese Version of Microsoft Windows   Page 5

Windows In Japan

Microsoft Windows has established a strong presence in
Japan as well. Windows began shipping to Japan less than six
months ago, and 100,000 copies were delivered in the first
three months alone. There are now over 40 Japanese-language
applications available, and 100 more have been announced.
Furthermore, an active consortium of over 200 independent
software vendors (ISVs), OEMs, dealers, distributors and end
users is more promoting the Windows environment in Japan.

International Corporations Standardize on Windows

Many international corporations are selecting Microsoft
Windows as their standard PC environment These include: Exxon
International, Nissan Diesel, the Royal Bank of Scotland,
Nabisco Canada, General Electric Canada, the
French Ministry of Finance, Fiat, British Broadcasting

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Corporation, Rolls Royce and Australian Securities.

Microsoft Corporation (NASDAQ "MSFT") develops, markets

and supports a wide range of microcomputer software for

business and professional use, including operating systems,

network products, languages and applications, as well as

books, hardware and CD-ROM products for the microcomputer

marketplace.

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952
From carls Mon Aug 12 09:25:46 1991
To: billg jonl steveb
Cc: bradsi cameronm mikemur minye nathanm paulma robg tomcor
Subject: More on Grove Comdex Keynote
Date: Mon Aug 12 09:24:46 PDT 1991

Their hardware/software plans for the stuff they'll be showing
are to have all of the desktop and portable machines running
Windows without exception. There will be one server for
Lotus Notes which will be running on OS/2. For networking
software they plan to use Netware. They would like to show
OLE between apps and are asking if they can show Windows 3.1
(if necessary without identifying it)

953
From joachimk Mon Aug 12 09:33:20 1991
To: bradsi
Subject: FW: RE: FW: Re: FW: Windows Help File
Date: Mon Aug 12 09:12:23 1991

You should give it to them.
>From   mitchwo Mon Aug 12 07:25:37 1991
To: bradsi joachimk
Cc: frankpi haraldh
Subject: RE: FW: Re: FW: Windows Help File

Date: Mon Aug 12 07:22:14 PDT 1991

1) Impact difficult to quantify. Turning them down didn't appear to
   cause a large problem with our relationship, since the perception
   was that I tried to help them out (I was actually thanked for my help!).

2) LH is about DM 1 million per year at present.

3) They have 1,000 Windows installed out of a total of 3,000 PC's. This
   doesn't really cover this projected project, since it would entail
   replacement of hundreds of terminals at airports over several years

I am on vacation after today Please copy FrankPi if further action is
required from our side.

Thanks,
Mitch

>From   joachimk Sat Aug 10 00:03:29 1991
To: bradsi mitchwo
Subject: RE: FW: Re: FW: Windows Help File

Date: Fri Aug 09 10:12:30 1991

what is the impact on the overall relationship if we say NO? how big of

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