

From: Don Hardwick  
To: Brad Chase  
Cc: George Downing; Jon Kechejian; Peter Braman; Richard Fade  
Subject: Sears win  
Date: Friday, May 29, 1992 4:39PM

We just signed Sears to provide MS-DOS 5.0 with 75K-150K Dauphin notebooks for the US Navy Lapheld II Contract. This is a three year deal for MS-DOS on every system. This Contract was originally awarded to Sears to supply Dauphin notebooks with a competing operating system.

Sears was ready to ship with a competitor, but changed to MS-DOS. Jon Kechejian made the difference in getting these guys moved to MS-DOS—we would not have been able to put together this deal without his help.

Thanks for a job well done.

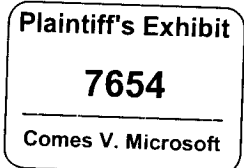
-Don

From: Jon Kechejian  
To: Brad Silverberg  
Cc: Brad Chase; SYS MS-DOS Marketing Team  
Subject: Sears - Navy Lapheld Contract Win  
Date: Monday, June 01, 1992 1:57PM

Debbie Rea (MS Federal Sales Rep) and I called on Sears Business Systems - Federal Group in their Washington, DC, offices on May 13, 1992. Sears had recently won the Navy Lapheld contract (25,000 to 75,000 PCs per year for three years - the only notebook award in the Federal government) which included DR-DOS. Debbie and I met with Sears' technical lead to discuss DR-DOS support issues (versus MS-DOS) and future Windows compatibility in an effort to get Sears to replace DR-DOS 6 with MS-DOS 5. Sears said they were going with DR-DOS unless DR cannot abide by the terms of the Navy contract. Sears was content to let DR assume the risk of Windows compatibility.

Debbie Rae and Brett Swartz found a clause in the Navy contract requiring compatibility with Windows and got the Navy to insist Sears honor it. After Debbie and I made clear to Sears DR-DOS and Windows compatibility would always be a major issue, as well as DR's regular "business" updates for which Sears is responsible. Sears included a clause guaranteeing DR-DOS would be compatible with Windows now and in the future in Sears' agreement with DR. DR's lawyers refused to sign the contract.

In the course of a week Don Hardwick and I were in



~~MX 5177307~~  
CONFIDENTIAL

HIGHLY  
CONFIDENTIAL

MSC 007052793

daily contact with Sears to address immediate support and education issues (MS-DOS (JonK) and Windows (TyCar)), product needs (creating disk images in 1.44MB format so the current Sears packaging could be maintained), and getting the OEM agreement signed.

The deal was signed Friday, May 29, with Sears solidly behind MS-DOS and already looking to swap the bid applications for Windows and Windows applications. Sears expects to sell at least 150,000 PCs over the life of this contract to Federal agencies.

Jon

From: Lorrie Parris  
Subject: RE: feedback  
Date: Thursday, June 11, 1992 9:17AM

This message could not be fully recovered.

From: Joseph Krawczak  
To: Richard Tong  
Cc: Brad Chase  
Subject: RE: jonk (fwd)  
Date: Saturday, June 13, 1992 3:24PM

Overall, Jon performed well on the os/2 attack efforts, and he was valuable in finishing the first big round of tests.

He lead the usability analysis- coordinated the testing efforts in the usability lab, did his own analysis, and wrote up a good, detailed report which has been useful for internal, press, and corp. audiences. Other projects where helping track down copies of the code when it shipped, creating the summary os/2 test document, and a lot of ad hoc product analysis.

I'd give him a 3.5. Comparing him to our other associates, the main difference is that he didn't really have a chance to "own" his areas and be more proactive about making recommendations and running with it. However, given the huge to do list and his limited amount of time on os/2 work, this is probably not to be expected.

thanks  
Joe

> From: richt Fri Jun 12 17:31:09 1992  
To: josephk  
Cc: bradc  
Subject: jonk (fwd)

Date: Fri, 12 Jun 92 17:31:08 PDT

MX 5177308  
~~CONFIDENTIAL~~

HIGHLY  
CONFIDENTIAL

MSC 007052794