DOJ - Legal

From:	Scott Smith
To:	Bill Gates; Brad Struss; Cameron Myhrvold; Doug Henrich; Harel Kodesh; Jonathan Lazarus; Mike Fritz; Rogers Weed; Tim McCaffrey
Cc:	Beverly Cotton; Debbie Walker; Julie Girone-Gwin; Richard Tong; Scott Smith
Subject:	WordPerfect Briefing, Fri Jan 8th, Bldg15 (EBC Room 1)
Date:	Thursday, January 07, 1993 12:07PM

Here's the information for the WordPerfect briefing tomorrow.
Agenda is at the bottom. This will be in Bldg 15 EBC Room 1.

Call me today if you need to discuss anything specific before the meeting.
Scott x67038
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WordPerfect Executive Briefing
Friday, Jan 8th, 9:00 am to 5:30 pm
Building 15, Exec Briefing Center, Room 1

Attending from WordPerfect:
    Alan Ashton, President
    Dave Moon, Sr. VP Development
    Steve Weitzel, Dir WordPerfect Windows 6.0 Development
    Ad Rietveld, Sr. VP Marketing and Sales
    Dan Lunt, VP Marketing

OLE 1.0 - Shipping in WP 5.2 In our press release. Will support OLE 2.0 in next rev
Win32s - Will ship WP 6.0 as Win32s product (probably in Q3'93)
Windows NT - Issued press release stating support for NT. Will support through Win32s
ODBC - WordPerfect was part of IDAPI announce, but should support ODBC also.
MAPI - Supporting VIM but will support MAPI also.

GOALS FOR THIS MEETING:
    Keep WordPerfect up-to-date and committed to our Systems Strategy
                (keep resources tied to Windows versus other platforms)
                (also get feedback on Systems strategy before SDR.)
    Get them committed to WOSA (speicifically ODBC and MAPI to begin with)
                Explore possibility of WordPerfect Office pump for WFW and MsMail.
    Push for support of OLE 2.0 across all products.

We have been very successful in our dealings with WordPerfect over the last 6 to 9
months. WordPerfect will ship WP 6.0 as a Win32s product. This all hinged on the fact
that we needed to provide Win32s OLE 2.0 and Memory Mapped File support. The
memory mapped files was a big issue for them since this is what they were doing in
NT. WordPerfect for over a year has been saying they'll ship an OS/2 product. I'd guess
WP 6.0 will also ship for OS/2 2.0 at the same time as the Win32s version.

WordPerfect was part of the IDAPI announcement. They will provide a driver for their
DataPerfect product. This isn't much of an announcement. It's more of just getting the
WordPerfect name behind IDAPI. However, they did show a forms product called
"InForms for Windows". Their spec for this says they will support multiple data sources.
This could either be through ODBC or IDAPI (or support for both). I'm working now to
make sure ODBC is included here.

WordPerfect also will support MAPI (along with VIM). They participated in the
Windows for Workgroups launch and the workgroup section of the ISV booth at
Comdex. We will get them to support MAPI within their applications as well as write a
MAPI Service Provider for WordPerfect Office.

Other info:
* Just announced purchase of Reference Software this week.
* Rumored to be going public in '93. This would be significant in giving them cash
  to purchase needed technology.

* They are working on forms routing software to be integrated with WP Office
  and their InForms product.
* WordPerfect Office scheduled to be released in early '93 for DOS, Windows, and Mac.
  (OS/2, Unix, and VMS due out sometime later). WP Office is an e-mail, calendar, and
  scheduling product with rules based messaging and delegation for routing.

Agenda:
9:00 to 10:30 Systems Strategy, JonL, CameronM
10:45 to 11:45 Windows for Workgroups, RogersW
11:45 to 1:00 Win32/32s/NT, DougHe, BradStr
1:15 to 2:15 Lunch - OLE 2.0, HarelK
2:15 to 3:00 Windows Future (Chicago), TimMcc
3:15 to 4:00 WOSA , MikeFri
4:00 to 5:00 - Executive Discussion, BillG, JonL