

1 key program managers for Windows '95, development
2 managers and Windows managers, it's their
3 meeting.

4 Q And does this refresh your
5 recollection as to whether or not WordPerfect was
6 a FirstWave member?

7 A Based on this -- I mean, I'm 99 percent
8 sure they were, but based on Brad's comment here,
9 he says they are.

10 Q And being a member of the First
11 Wave Program would provide benefits to the
12 developers in terms of access to information?

13 A Yeah, it would. FirstWave is, again, sort
14 of a marketing term for packaging up the kinds of
15 things we were doing, so we've talked repeatedly
16 this morning about the meetings and the
17 iterations we have with developers. This was a
18 formalization of that process with a much larger
19 universe of software vendors for Windows '95.

20 Q Okay. And then -- now, if
21 WordPerfect were not -- no longer allowed to be a
22 member of the First Wave Program, would it be at
23 a competitive disadvantage vis-a-vis Lotus,
24 Borland or Microsoft in the application spheres?

25 A To some degree, although this is really