

EXHIBIT B

From: Bruce Brereton
To: OREM.ORM-D(GDMELLA, MCALKINS), WPCSUPPORT2.WPH1(ST...
Date: 7/13/95 3:37pm
Subject: DOJ Inquiry -Reply

Below are several issues that were raised from our development teams. Feel free to get back to us if you would like more specifics. I imagine several of these items have already been brought to your attention, however some additional insight might be provided.

1. MS removed the ability to hook into the Explorer. That is why we are doing our Open Dialog/Name space browser from scratch. I also don't know if MS apps are going under the covers and extending the explorer themselves.
2. At one point we were not being invited to some OLE 3.0 seminars. When we protested Brad Stauss said it was just an "oversight" and afterwards we were invited.
3. The largest area that has held us up has been that Microsoft initially published integration features (plug & play, shell integration, etc.) and then pulled the features without letting us know. We have been coding against what they said they would provide, and when they pull the feature, we have to redesign and recode. Areas include device and network messages in plug and play, file identification through class id's, and copy hook handlers that won't work with files (only directories).
4. I believe there were addition issues for the QF group when tying into the shell. Since they want to replace their find several API's were changed and even removed to make things difficult.
5. Another advantage area that they use is in choosing OS standards. Choosing Docfiles (only supported by MS) and then adding viewing capabilities at the OS for this file type only. Choosing RTF (or the Word base text) for all text editors in WIN95 adds competitive advantage. In addition this is a standard format on the clipboard.
6. Another advantage is almost putting the exchange client in the OS to make it very difficult to compete (similar to the MSN issue). Another unfair advantage is how the toolbar utility was made with extensive support for MOM but no input from DAD developers. This makes it more difficult (we had to reverse engineer many items) to make DAD be as powerful as we want.
7. Support for shell integration was dropped because they were not ready to publish how to do shell integration with NT/Cairo and they did not want to get us going down a road they were unwilling to support later. The bad thing about that is that their own software does do some integration with the shell.

Also, attached are some additional issues that have been raised.

-Bruce

>>> Ryan Richards 07/11/95 05:13pm >>>

The Department of Justice, through Harry Katz of our Washington DC law firm Arnold & Porter, has requested Novell's input on any concerns we have, particularly from our Applications Group, relating to Windows 95. They would like to have a telephone conversation in the next little while with 2 or 3 people from our Applications Group. I would be grateful if the 5 of you would confer and identify who should be involved. Participants should be well versed in how Novell's ability to compete in the Applications markets has been harmed by how MS has brought Win95 to market. An example might be that MS has announced that MS Office will ship at the same time as Win95.

I suggest those who will participate get together tomorrow, if possible, and determine what we have to offer. I will talk with Harry tomorrow morning and find out whether he can narrow the inquiry at all. Once we've met, I will have Harry arrange a call. I'll be in touch with you tomorrow.

rr
NL2 0000165

Thanks,
Ryan

CC: WPCORP1.CORP(DBRADFOR, JWAXMAN),

NL2 0000166