

Date: 17 Nov 1989 9:17 est
Via: vax
To: fingari,ebelove,bjohnston
Subject: (Forwarded) Update on Microsoft's view of the world

FYI

Forwarded message

via: mailbox vax, dreed/nocommand on VAX at Lotus (LDC) ** Message Received OK

From: LDBVAX::BFRANKSTON "Bob Frankston"
Date: 16-NOV-1989 16:07:19
To: LDBVAX::jmanzi
To: LDBVAX::fking
To: LDBVAX::dreed
Subject: Update on Microsoft's view of the world
Source-Date: 16 Nov 1989 15:58 edt

Before leaving I dropped by Microsoft's reception for user groups. Gates summary of the IBM announcement is that 75% of the 286/386 machines shipping have 2MB or less and are thus Windows machine and that all they did was to cede a part of the remaining 25%. It wasn't an appropriate place for me to challenge him or accuse of changing the story. Bill does seem to be upset at Jim's statement about Windows being clipped though is happy with the term capped. So I presume that clipped is thus the preferred term?

Speaking to Russ Werner after that, when Russ had repeated the assertion that Lotus (and Software Publishing) and reneged on their commitment to Windows he accepted that Microsoft didn't come through with their promise to create the Windows marketplace -- at least on that timescale -- and that Windows/3 is, in fact, a significant change in direction and not a continuation of business as usual. I wouldn't expect them to acknowledge this publicly, but might be able to better explain the difference between whining and having the rules changed.

End forwarded message

LOTUS 002436



EMail To/From David Reed: S57.LTR

Page 1

CONFIDENTIAL IBM 0610003499