

- 1 Hewlett Packard
- 18 IBM
- 3 ICL
- 8 Intel
- 2 Intercomp
- 1 JDR
- 2 Kontros
- 9 Leading Edge
- 1 Lyi-Cheng Enterprise
- 3 Matsushita Panasonic
- 6 Memorex Telex
- 4 Mind
- 9 Mitac
- 1 Mitsubishi
- 7 NCR
- 7 NEC
- 5 Nokia
- 5 Nomerel
- 20 Olivetti
- 1 PC Craft
- 1 PC Lab
- 6 PC Tech
- 1 Peacock
- 3 Philips
- 1 Photon Kinetics
- 1 Onix Onmi
- 1 Qume
- 5 Radisys
- 2 Rein
- 5 Sanyo
- 6 Schneider
- 1 Sharp
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- 17 Siemens Nixdorf
- 1 Smith Corona
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- 2 Syncomp
- 17 Tandon
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- 3 Tiki
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- 8 Tulip
- 3 Unisys
- 1 Vendex
- 5 Viglen
- 19 Wang
- 32 Zenith
- 1 Zeos

***** 250
From jimal Fri Sep 27 18:27:05 1991

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To: bradsi
Subject: RE: dri/novell/ibm
Date: Fri Sep 27 18:26:52 PDT 1991

You should make sure it has problems in the future. :-)

jim

>From: bradsi Fri Sep 27 10:01:28 1991
>To: brad; jimall; johnlu; mikemur; paulma; russ; steveb; tonya
>Cc: mackm
>Subject: dri/novell/ibm
>Date: Fri, 27 Sep 91 10:01:22 PDT

after IBM announces support for dr-dos at comdex, it's a small step
for them to also announce they will be selling netware lite. maybe
at comdex, maybe sometime soon thereafter. but count on it.

in addition to the cm story, we have word from oem that dri has been
courting oems now telling them that if they sign up now, they can be
on stage at comdex with them and ibm when ibm announces. so this
time it's looks for real. we are ready to announce/ship our msdos
for ps/2 packaged product.

we don't know precisely what ibm is going to announce. my best hunch
is that they will offer dr-dos as the preferred solution for 286,
os2 2.0 for 386. they will also probably continue to offer msdos
at \$165 (drdos for \$99). drdos has problems running windows today,
and I assume will have more problems in the future.

251
From: brad Fri Sep 27 18:35:22 1991
To: bradsi
Cc: brad; richab; richf; tonya
Subject: FW: FYI - Windows message
Date: Fri Sep 27 18:36:31 PDT 1991

I asked to have this forwarded to me.

Two cents from richf and I:

- 1) The check for dr dos better be perfect. otherwise you could be in a
heap of trouble (ex comes up on compaq or zenith dos). Moreover, this
check better be good enough so that dr does not work around it and
prevent the message from coming up
- 2) The message has to be consistent with our other error messages
(caution box etc.) and avoid making us look bad. The message below, in
my opinion, leads us open to bad PR - it surely is the outer boundry of
rudeness. It is also fairly extreme compared to others in the product
we have seen.
- 3) The point is to tell users we don't work and that they should
proceed with caution - we can do this more professionally
- 4) The PC-DOS statement is problematic if ibm calls dr dos pc dos 6 so

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we think that we have to not state ms-dos or pc-dos directly.

Examples:

- 1) No caps unless consistent with other messages
- 2) Skip the first sentence and replace it with a sentence indicating we have detected an incompatible operating system
- 3) "foreign" operating system???. how about "other"
- 4) the last section is really rude - it needs some work

does the user have a choice as to whether to proceed or exit?

recommend that we very carefully craft this and include liz and pr in the loop. We can get the message out that they don't work with windows without seeming so manipulative. We need to say the right thing so that people get the right message - we are helping users by giving them info that windows is only tested on ms-dos

Printed material received

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