



Donna Poreda

From: Brad Silverberg
To: davidcol; dennisad; johnlu
Subject: FW: IBM/AST/OS/2
Date: Friday, May 14, 1993 10:57AM

fyi

From: Joachim Kempin
To: barrysp; jeffl; peterbra
Cc: bradsi
Subject: RE: IBM/AST/OS/2
Date: Friday, May 14, 1993 8:12AM

VERY CLEAR TO ME: NO CHICAGO , NO COOPERATION no beta, no alpha code,
total war.

From: Barry Spector
To: Jeff Lum; Joachim Kempin; Peter Braman
Subject: IBM/AST/OS/2
Date: Thursday, May 13, 1993 6:33AM

As we suspected, AST will stand on stage with IBM next week and announce that they will sign a license with IBM for OS/2 and other related products. These other related products will include PC-DOS. They will offer these products only to their customers that request them. They have two large US customers that could account for 15K units next year. I know that one is Cigna and AST and IBM did a joint sales call there recently.

I tried to convince them not to stand on stage with them, but they feel that this exposure is better than no exposure at all. It is hard to convince them not to do this with IBM, our biggest competitor, when they see us make joint announcements with Compaq, their biggest customer.