To: WPCORP1.CORP.DUFF,Fortune.SJF-MAIL2.DONE
From: Dave Miller
CC: WPCORP1.CORP.TYMATT,WPCORP1.CORP.RKING,Fortune.SJF-MAIL2.Dave
Subject: More on Agenda for Microsoft meeting
Date   Thursday, January 5, 1995 6:10 AM

Duff, Don

I am working with Microsoft on finalizing an agenda for the meeting between Bill G. and Bob on January 10th. (Cindy Parsay is working on an actual time but does not have one at this point.) At this point, the agenda is the same as the proposal I sent out before the holidays. They have agreed to it as well. It is the following:

I. NetWare client bundle with Windows95
Pertinent Issues for Discussion
- Novell has delivered a draft of a license agreement
- Microsoft's position is to continue development of NCP compatible services. Will not agree to the contract if it means they stop NCP services development.

Here is a quote emphasizing Microsoft's position: "... I'm following up with our legal staff to obtain a copy of your draft agreement. I recognize that this is a top priority issue for both of us to resolve, but I also want to emphasize that we are planning to continue our development of NCP compatible services. I'm sure that you can understand our desire to ensure that our customers needs are met, as we haven't even seen your Windows95 redirector yet, and it has been literally years since Novell promised to release a Windows NT redirector. We are anxious, to ensure that we make our customers experience the best possible, so are looking forward to establishing the license terms that will Microsoft to include your Windows redirectors in our product packaging." Email from Paul Stanton (works for Bob Kruger assigned to Novell).

Issues of Internal Concern
- Because of resource problems, Novell does not have a delivery date for a Win95 client.
- Microsoft's client might have more important features than Novell's (See Feature Comparison Document delivered to Ty as per Bob's request.)

II. Cooperative Customer Support
- Jan and Sam Jadallah will present a proposal on how our two companies would work to address our mutual customers needs for coordinated technical support.

Pertinent Issues for Discussion
- Microsoft would like cooperative product testing, access to Novell's SuperLab for Win95 testing.
    Note: They would like to test their NCP server and client efforts.

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Please provide me with input to help finalize an agenda. If there is anything that you
feel should be added please let me know as soon as possible.
- Dave -

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