

From: SANTELL --RHQVM02 Date and time 07/12/96 13:04:40  
To: GNORRIS --AUSVM1  
cc: RMS --RHQVM15 SJP --RHQVM15  
DWALSH --RHQVM02 MAVALLO --RALVM8 Avallone, MARTIN D  
MCNICHOL --RALVM8 McNicholas, James MAZZA --RHQVM02 Mazza, Robert V.  
WARDS --SOMLAN01 Ward Jr, S.M. RADKINS --RALVM8 Adkins, Rodney C.  
CORCORAN--SOMLAN01 Corcoran, James B. KRBARRY --RALVM8  
OZZIE --RALVM8 TDEUEL --RHQVM02 Deuel, Terri A  
RHUME --RALVM8 DJKNOX --RHQVM09

FROM: A. E. SANTELLI  
General Manager, Product and Brand Management, PCCo  
2A-02, Somers 3, 8-826-3330  
Subject: IBM documents at Microsoft

Get me a copy. How did this get out? Bad news!

Tony

\*\*\* Forwarding note from GNORRIS --AUSVM1 07/09/96 17:52 \*\*\*

To: SHEDLE1 --SOMLAN01 John Shedletsky

cc: OZZIE --RALVM8 Ozzie Osborne SANTELL --RHQVM02 Anthony E. Santell  
TASC1093--RALVM7 Joey Madden

From: Garry D. Norris  
Program Director, Software Strategy & Strategic Relations  
IBM Personal Computer Company  
Subject: IBM documents at Microsoft

It has come to my attention that Microsoft is currently distributing a document that was obtained from IBM Italy and authored by the "Microsoft Competitive Project Office". It is my understanding that these documents are in a large three ring binder in the format of educational materials on how to kill and annihilate Microsoft in the marketplace. Needless to say Microsoft is now questioning the PCCo's sincerity in having a closer, more public relationship. Microsoft has confirmed to me that they have copied and sent it to all of their senior execs including Gates. They are now using this as a tool and excuse for not giving quotes or public support for the things the PCCO is doing with NT.

Could you please send me a copy of the document and let's discuss in our meeting on Thursday.

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