

1 IN THE UNITED STATES DISTRICT COURT  
2 FOR THE DISTRICT OF MARYLAND

4 - - - - -  
5  
6 IN RE MICROSOFT CORP.

7 ANTITRUST LITIGATION

8 This Document Relates to:

9 Novell, Inc. v. Microsoft Corporation

10  
11 Civil Action

12 No. JFM-05-1087

13  
14 DEPOSITION OF:  
15 CAMERON MYHRVOLD  
16 February 12, 2009  
17 8:59 a.m.

18  
19  
20 VIDEOTAPED DEPOSITION BEFORE ZOYA O.

21 SPENCER at 719 Second Avenue, Suite 900, Seattle,  
22 Washington, on February 12, 2009, commencing at  
23 8:59 in the morning, pursuant to notice.

24  
25 JOSEPH ALBANESE & ASSOCIATES  
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1       in the fall of '87, in the spring of '88 took  
2       over the developer relations group, yeah, that's  
3       right.

4           Q        Okay. I may sometimes use DRG to  
5       refer to the developer relations group today.

6           A        That's what did too, so that's fine.

7           Q        I understand you had two different  
8       affiliations over time with that group, and we'll  
9       talk about each.

10          A        Okay.

11          Q        Was -- at that time was WordPerfect  
12       one of the top independent software vendors?

13          A        Yes, absolutely..

14          Q        Were they one of the most important  
15       independent software vendors on Microsoft  
16       platforms?

17                   MS. WHEELER: In October of '88?

18                   BY MR. ENGELHARDT:

19          Q        In spring of '88 when you took on  
20       responsibilities at the DRG?

21          A        They were a very important, you know,  
22       potential customer for us, yes. They had, of  
23       course, the world's leading word processor on MS  
24       DOS. We didn't really -- you know, that was not  
25       our responsibility to go and help companies on MS

1 DOS, it was to get them to try and write Windows..

2 So from a potential ISV perspective, absolutely,

3 they were one of the top ISVs we spent time with.

4 Q You referred to them as a potential

5 customer. Why did you refer to them that way?

6 A Well, I would in my role in DRG, which was

7 to go out and support third party software

8 vendors to help their efforts in writing products

9 for Microsoft platforms specifically Windows and

10 then later NT and then later a few other things,

11 I would think of them as my customers. There was

12 no money that necessarily changed hands. I'm

13 sure they bought some development tools from

14 Microsoft. But my -- my role was not a sales

15 role, it was a technical support role primarily.

16 Q And it was part of Microsoft's

17 normal business to provide that technical

18 support?

19 A Yes, which you could do -- which you could

20 purchase if you were, you know, anybody, or on

21 occasion was given away in -- in hopes of

22 encouraging companies to -- to develop products

23 on top of Microsoft platforms. WordPerfect

24 certainly would have been the one that got --

25 would have been one that got access to free

1 support from time to time, I'm sure there's  
2 probably times when they paid for it as well, and  
3 access to the development team at Microsoft,  
4 which you can't do -- you can't purchase.

5 Q Why were you encouraging  
6 WordPerfect to develop a product for the Windows  
7 platform?

8 A Because that's the way you sell operating  
9 systems. If you want a popular operating system,  
10 it is pretty much wholly dependent on what  
11 applications run for it and how compelling those  
12 applications are.

13 Q Did you have personal interaction  
14 with WordPerfect employees during this period?

15 A Absolutely.

16 Q Do you recall the names?

17 A Well, so I would arrange meetings with  
18 their senior management, so Alan Ashton, Pete  
19 Peterson. On a day-to-day basis I would work  
20 with some of their development managers, there's  
21 a couple of guys in particular, I can only  
22 remember one name, and that's Eric Meyers. But  
23 yeah, I had a lot of contact with -- with  
24 WordPerfect. I would visit them, you know,  
25 probably two, three times a year. They would

1 come out to Redmond, you know, Allen would see  
2 Bill Gates probably every 18 months or so and --  
3 and then their technical folks were onsite, you  
4 know, at least a half a dozen times a year.

5 Q And that was all part of the effort  
6 to encourage WordPerfect to write products for  
7 the Windows platform?

8 A Correct. Well, you know, to be -- to be  
9 strictly accurate, it was Windows, OS/2 and  
10 Windows NT.

11 Q You were encouraging them to write  
12 for all three platforms?

13 A It depends upon the period of time. In  
14 1988, our real focus was OS/2. In, you know, '89  
15 and the early '90s, it was definitely on Windows.  
16 In the mid '90s, it was more Windows NT.

17 Q Now during the period when you were  
18 focused on OS/2, did you interact with  
19 WordPerfect in the way you just described?

20 A Yes, absolutely.

21 Q You were encouraging them to write  
22 product for the OS/2 platform?

23 A Along with IBM.

24 Q IBM was also encouraging them to  
25 write for OS/2?

1 evangelizing for it, provide better security than  
2 the Windows platform?

3 A Probably. Security was not a huge concern  
4 at that point, we really addressed security more  
5 in Windows NT. But yeah, I think it probably  
6 would have.

7 Q Did OS/2 provide better networking  
8 capability as compared to Windows during the time  
9 when you were evangelizing OS/2?

10 A I don't remember. At that point, you  
11 know, not many applications really took advantage  
12 of networking. I don't think that would have  
13 been a significant issue for an ISV.

14 Q Do you recall discussing with  
15 anyone from WordPerfect any of the technical  
16 benefits of OS/2 as compared to Windows?

17 A I'm sure I did on many, many occasions.

18 Q Do you recall --

19 A I don't remember any specific  
20 conversations, but that was kind of my job.

21 Q Do you recall whether WordPerfect  
22 at this time was a rather large program that  
23 could benefit from OS/2's ability to -- to  
24 support more memory?

25 MS. WHEELER: Objection to the form

1 of the question.

2 THE WITNESS: Okay, as I've already  
3 testified, I would certainly say that  
4 having the most and best applications was  
5 the key asset for competing in the  
6 operating system business, absolutely.

7 BY MR. ENGELHARDT:

8 Q And at this point in time, having  
9 the best and most applications was the key asset  
10 to compete against these potential new platforms  
11 that you just identified for us; is that correct?

12 A Yeah, I think that's right.

13 Q Now what did you mean by "keeping  
14 ISVs on a fast-paced Windows treadmill"?

15 A What I'm referring to there is innovation;  
16 i.e., we used to say, you know, the job is just  
17 to make the other guy's platform priority number  
18 two. If he's priority number two, then over time  
19 you're going to win because the innovation is  
20 going to happen on your platform first.

21 So I believe what I'm referring to  
22 there is saying let's make sure that ISVs keep  
23 their innovations focused on Windows, so Windows  
24 is priority number one and the other guy is  
25 priority number two.