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In Re: Investigative
Antitrust Investigation Demand No. 10807

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DEPOSITION OF
PAUL MARITZ
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(Page Nos. 1-219,
ANN T. ERWIN, CSR 3190
and PATRICIA STEELE, CSR 5161

1 trade-offs. We just don't have the development
2 resources to do everything.

3 Q.Which products do you think are the
4 important competitors against MS-DOS?

5 A.Our operating systems computers are a
6 broad range of people,and would include people
7 such as Novell.Novell has several effort in the
8 systems software area.They would include IBM,
9 again has many efforts in the systems software
10 area.They would include people such as Apple,
11 which again, several system software efforts.
12 They would include the UNIX people. Again, there
13 are several people who -fit under that label.

14 And in the longer term, they would
15 include companies that traditionally aren't
16 thought of as systems software providers today but
17 are hell-bent on becoming systems software
18 providers,and that would include Lotus and
19 Oracle.

20 And they would also include, the
21 corporate market people would look at our
22 terminals attached to many computers as main
23 frames as another way of providing computing
24 resources through to their end users.

25 Q.Which products do you think are

1 importantcompetitors to MS-DOS?

2 A.The ones I just mentioned.

3 MR. NEUKOM:Was the question products?

4 MR. RUSSELL:Yes, products.

5 THE WITNESS:I'm sorry, which products?

6 Oh, sorry,I misunderstood.

7 If you go down through the list, Novell
8 produces DR-DOS and UNIX where they are rumored,
9 reports in the press,to have another product
10 based on a public domain version of UNIX known as
11 LUNIX, L-U-N-I-X, that they will introduce this
12 summer.i

13 APPware is a layer,today positioned as
14 a layer for applications software, although we
15 fully expect that to become a fully fledged
16 systems software in time.

17 Sothose four productsfrom Novell would
18 compete with our MS-DOS,as wellasCP-DOS, which
19 is another systems software productthat they have
20 that competes.

21 MR. RUSSELL:Q. Of the products that
22 you have just mentioned from Novell, are they all
23 equally significant as competitors to MS-DOS or do
24 some of them compete more directly than others?

25 A.The ones that are probably -- it's hard

1 Q.Also on this page there is a reference
2 to APPware. Could you tell us what APPware is?

3 A.Yes, that's an explicit attempt by
4 Novell to develop a layer that will provide all of
5 the services required by applications.

6 And so that they are explicit in their
7 stated goal of saying that in the future a
8 third-party software developer should have to know
9 only about APPware and obtain all the services
10 that their applications need from this APPware
11 subsystem.

12 Q.Do you regard APPware as a competitive
13 threat?

14 A.Very much so, probably one of our, in
15 the long term point of view, most serious
16 competitors.

17 Q.Why is that?

18 A.Because if they can essentially continue
19 to add function to this layer, they can
20 incrementally obtain what amounts to an operating
21 system over time, and that is their intent.i

22 Q.Why do you say that that's their intent?

23 A.The issue is that both ourselves and
24 Novell realize that in the long run there isn't,
25 quote/unquote, the client operating system