

From johnfi Wed Mar 14 11:18:49 1990
To: RichAb RussW SherryR c-JanetC
Subject: H-P New Wave
Date: Wed Mar 14 10:56:42 1990

A few issues... Got a call from Gary Perez (our OEM HP Acct Mgr) this morning. They are telling HP that they will NOT be part of the launch and that BillG has said "fuck HP (all divisions) if they won't sign a Windows license."

This is somewhat different from the attitude expressed yesterday to no penalize New Wave for the hardware divisions lack of a license. Clearly something needs to be decided here. My vote is that we include New Wave if they have something they can demo, if not - no problem since Gary states they have only sold 600 copies...? Also, since ATT's Conquistidor runs on New Wave, if New Wave doesn't work will Conquistidor...?

HIGHLY
CONFIDENTIAL

Janet, it is super-important to copy all people associated with these accounts (USSMD account mgrs., OEM account mgrs., etc) on your FAX. In addition to the calls you'll be getting, many other people will get questions on this FAX/Mailing.

Also, Joachim has told his account mgrs that there is no way that we will assist developers with our development staff just to finish apps (such as New Wave.) I think I understand his reason for not wanting to swamp our people, but we also don't want to imply that we don't give a rip about their problems or their "cleanness" by launch. On the contrary, I think we are trying to do even more to assist.

Action: HP is sending a copy of New Wave (which Gary reports does not work and will not ship until at least 90 days after our launch) to Gary and he will forward to us. Gary will also be meeting with BillG and if we feel differently about HP's New Wave inclusion, someone should say so.

X 567533
CONFIDENTIAL

EXH. 20 DATE 11/10/10
WITNESS MPA
SUSAN ZIELIE

Plaintiff's Exhibit

5099

Comes V. Microsoft