

8/13/96

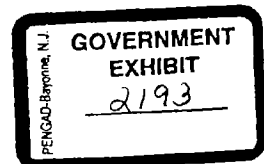
IBM - Tony Santelli, Ozzie Osborne,
Jose Darcia, Danny Norris,
Dean Dubinsky
listening → Dave Selove & Diana
MS - Wally Stuss, Mark Baber,
Joachim Kempin

TS - listed 1, 2, 3, 4 of I
in Dean's note
- expected to show relationship
issues, instead...
- items in II of Dean's note
- other IBM relationships w/
conflict - Joshida, Powell
→ need mature relationship
are we missing something

JK - first he's heard of ^{most} all this.
- not aware of all details
- he's informed via MS ^{OSM} team

TS - we need to establish mature
relationship; we're trying
to improve relationship
- JK - never said differently;
Compaq old deal, he doesn't
like some of them; won't make
same mistakes

Jose - went to Encata, leverage Plus,
continued w/Wake, worked w/
MS on GUI.
MS refused quote



IBM 0000011626

JK - Aptiva bundles Smart Suite
... no quote

TB - Anytime Smart Suite is loaded on
a machine MS will not give quote.

GN - why was NT quote pulled?

JK - same issue (Smart Suite in boxes)

Contract issues -

1. GUI -

Jose talked about affect for Aptiva ease of
differentiation, support, usability ^{use & setup}
- major blow to brand & value.

JK - MS doesn't want to give impression
that we should do these things

- trying to preserve genuine MS GUI

- let the user decide how he wants to
configure his system

GN - our list of exceptions

JK - anti virus have user run after setup

He'll give us time (partly due to Plus).

User should follow instruction manual

Term is not negotiable.

JK will work on the time to implement.

Time is now 3/31/97. to implement.

He won't extend further. - We need 7/1/97

* Jose go & bring back prod. plan,
Solheim will consider extending

2. OPK w/in 90 days

JK - Original term was 60 days.

- you have cure period.

OO - used NT 4.0 example (recall of
DPK)

JK - will talk to Wolf/Mark.
maybe able to extend 30 days.

\$45 - per copy for win 3.11 OK

We'll close today - JK agreed.

Server encryption

Wolf -

- Guar. high level penetration of
preinstalled low end servers
- then they'll extend encryption
on high end servers

MS Support

Ron Hirogi replaced Clauson.
Ron has hiring plans.