From:	Carl Stork [carls]
Sent:	Wednesday, May 31, 1995 6:51 PM
To:	bradsi; nspsquad
Subject:	Paulma & NSP

I spoke to Paul this afternoon about our plans & tactics with respect
to NSP. He is in synch with what we are doing:

- the electronic mail that went out last week fairly presented our
position, and was not emotional or extreme or a mis=characterization.
the fact that it was broadly distributed works to our advantage and
means that our position has been publicized. no complaint from paul about it.

(my observation: the fact that intel is going out on their big
education campaign means that they will tell those oems who somehow
missed it, that MS is opposed ! - they may actually help to further
publicize it ;-))

- the current plan of record - meet with compaq next week, and the
most important partners the week following - is absolutely right - we
are to keep evangelizing our position, since intel is continuing to
evangelize theirs

- paul favors low-keying it in the press - we can only both look bad -
i basically agree

- paul did agree that we cannot use the SPOX/Native Audio material
which Intel provides to attack intel. however, any info that we get
from other sources we can use.

- paul had proposed to whittier that if they would hold off on pushing
OEMs to install NSP, we would hold off on selling against. whittier has
not responded to that offer

- paul agrees that the best possible outcome is to get intel to delay
release of NSP until after Win95 ships, and after we have had a chance
to sufficiently study all the NSP components and give Intel our position

- the main goals of evaluating SPOX/Native Audio when we get it are:
1) determine why we cannot support SPOX; 2) determine whether/how we
can provide same services in future Windows OS - so we can present an
alternative to Intel; and 3) see what problems if any we find with
Windows 95 or Games SDK. the likely outcome is that 2 weeks after we
get it, we send letter to Whittier et al. outlining the problems and
why we cannot support.

It sure seems like Intel is really dense. We told them clearly on the
May 9 meeting that we had major objections about NSP and would
recommend that people not install it. Even now Whittier seems to think
that my actions are off-strategy, and that there is some simple
accomodation. Don't know how widely that view is held at Intel. Paul is
being pretty direct with Whittier that we are opposed and that Intel's
actions are leaving us with very few choices in how to respond.

I am concerned that Billg might commit something if he happens into
another conversation with Andy.

Carl