

PX0506

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From: Scott Smith <scottsm@microsoft.com>
To: billg bradstr cameronm doughe harelk jonl mikefri rogersw timmcc
Date: Tue, 12 Jan 93 17:05:02 PST
Subject: Meeting Report: WordPerfect, 1/8/93
Cc: drghq scottsm

Executive Briefing, Jan 8th, '93.

>From WordPerfect:

Alan Ashton, President
Dave Moon, Sr. VP Development
Steve Weitzel, Dir WP Win Development
Ad Rietveld, Sr. VP Mktg
Dan Lunt, VP Mktg

EXHIBIT # 102
WITNESS
DATE 2-12-04
JOYA SPENCER (806)382-9905

MS: CameronM, JonL, BillG, DougHe, Bradstr, HarelK, TimMcc, MikeFri, ChrisP, RogersW, ScottSm

Summary:

We spent the day going over the Windows Family Strategy and confirming to WordPerfect what we have been telling them over the last 9 months.

>From a platform standpoint, WordPerfect is most interested in Windows and Unix. They're interested in getting involved in the work we're doing for Windows Libraries for Unix. They think this might be a good option for products that aren't on the Unix platform yet.

They suggested that MAPI 1.0 and ODBC don't meet the needs they have. This was news to us. At this meeting, they didn't have the details. But, Stewart Nelson will be here for the SDR and we can spend some time with him here to start working out these issues. WordPerfect wants to support both VIM & MAPI and IDAPI & ODBC. Bill told them this was their choice but he asked them to not be at the forefront of any of Philippe's press releases against Microsoft. They seemed agreeable to this.

WordPerfect announced their purchase of Reference Software just days before the meeting. This has implications for us because our Word group licenses their technology for the French product and Reference has copies of the next Word betas. Chris Peters came over to discuss the 'new' relationship (if any) with WordPerfect/Reference. They are going to talk further to see if it makes sense. They also discussed developing an agreement where file formats are shared between the 2 companies: maybe at the time the product ships or a month or so before ship date.

They also had some issues with OLE support for Unix platforms. They will be attending the 1/22 post-mortem to address these issues there.

Action Items:
scottsm Schedule meeting with Stewart Nelson at SDR
scottsm Send font embedding information to Steve

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scottsm Send Tools sampler CD to Dave and Steve
scottsm Can we get them an Alpha machine with NT on it?
scottsm Keep them informed of Win Libs for Unix work.

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