

**Erik Stevenson**

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**From:** Scott Smith  
**To:** bradsj; bradstr; craige; darbyw; davidcol; dennisad; doughe; glennt; jefft; nefft; tammyst  
**Cc:** scottsm  
**Subject:** WordPerfect status for Chicago meeting <long>  
**Date:** Friday, November 05, 1993 11:35AM

The WordPerfect meeting is now set for the morning of 11/11 starting at 9:00 am. Bradstr has all the details on the meeting location /etc. Approx 12 or so WordPerfect people will be in this meeting.

-scott

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WordPerfect product listing for Windows.  
WordPerfect 6.0 for Windows  
Grammatik 5 for Windows (and other Grammar products. WordPerfect purchased Reference Software about 10 months ago).  
WordPerfect In-Forms (forms designer and filler)  
WordPerfect Office (groupware - email, scheduling, and calendar all integrated into one product).  
WordPerfect Presentations

WordPerfects strategy is to support all platforms and not try to choose sides. They have products for DOS, Mac, Windows, OS/2, VMS, Unix, etc). They just released WP 6.2 for OS/2 and are doing some bundling deals with IBM. This product isn't getting very good reviews. Product was ported to OS/2 from Windows using Micrografx's Mirrors ToolKit.

You will be meeting with a number of people from WordPerfect representing most every product. Dave Moon is their Sr. VP of Development (all products report to him). There are a few other VP's coming and then Directors of Dev and Development Leads. A few of the people in the room work in their Shared Code group. These are the front line guys for working with any new operating systems. They deliver a base set of functionality to each product group.

**WordPerfect's Position:**  
WordPerfect is working on delivering WordPerfect for Windows NT sometime in 1H'94. This product was initially going to use Win32s but with the amount of thanks they would've had to do they decided this was too much of a hit on their dev. resources so they're going to deliver an NT only product. Other groups at WordPerfect will deliver NT products after the release of WP Win. The product that will most likely be second to come out is the WP Office server.

WP Win is one of the apps that will be shown at Fall Comdex running on

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**EXHIBIT**  
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Henrick

PX0515

IBM Power PC.

While you're in Orem, Tom Freeman, WP Win32 developer, will most likely be in Redmond doing the work to get compiled and running on PPC.

OLE vs OpenDoc: WordPerfect will deliver products with OLE 2.0 support. They've been working on this for probably 6 to 9 months now. However, their strategic direction is to convert all OLE 2.0 work to OpenDoc code sometime in late '94? or early 95?. This is part of the OLE competitor they're working on with Apple, IBM, Novell, and Borland. WP has committed to delivering the Windows components. Last week they just announced their OpenDoc SDK (from Wordperfect). yes, this does sound strange. they're supporting OLE but delivering a competitive product and then planning on throwing their OLE code out. They're doing this because they want control of their compound document format with OpenDoc. (they're supporting OLE 2.0 now because they got beat up for not having OLE 1.0 support in a reasonable timeframe and waiting for final OpenDoc will be too late as well).

Previous meetings with WordPerfect:

January 8th: President, VPs of Dev and VPs of Mktg met with BillG, JonL, and others here in Redmond.

January: early Chicago and Win32 design preview

March: met to discuss their Win32 / Win32s commitment.

May: met to discuss their Win32 progress and OLE 2.0 progress.

Summer: WordPerfect spent 1 week in porting lab doing OLE 2.0 work.

September: Pre PDC Chicago meeting

(I'm probably missing some other ones here as well).