PeopleSoft, Inc.
4305 Hacienda Drive
P.O. Box 9085
Pleasanton, California 94566

To: EMG Mike Morris Staff (sent 10/28)

FYI al

October 23, 1997

Steve Ballmer
Executive Vice President of Sales and Support
Microsoft Corporation
One Microsoft Way
Redmond, WA 98052

Alan Baratz
President, JavaSoft
Sun Microsystems
901 San Antonio Road
Palo Alto, CA 94303

Dear Mr. Ballmer and Mr. Baratz:

PeopleSoft has been following the current controversy regarding Java with great interest. The issue has been particularly important to us because the technology in question will directly affect PeopleSoft's product development, and because we highly value our partnerships with both Microsoft and Sun. We write this letter on behalf of our current and prospective customers, who have a large stake in the future of Java.

We are concerned that the current course of events may result in competing definitions of Java. This splintering of Java would destroy one of the most powerful benefits of the technology – that it is based on a universally agreed upon standard. Competing Java definitions would force every application developer, including PeopleSoft, our competitors, other software component vendors, and in-house systems designers, to divert valuable development resources towards porting efforts at the expense of product innovation, much like the situation today with the various implementations of Unix.

PeopleSoft does favor fierce competition in the Java marketplace from competing implementations of Java. For example, we are pleased with the performance gains recently achieved in Microsoft's Internet Explorer 4.0. Because PeopleSoft has based its Web Client on Java, such gains benefit our customers. However, we do not believe that performance improvements should require the abandonment of a unified Java standard.

We recognize that the issues involved in this controversy are complex, and it is not our intention to critique the merits of your respective positions. We urge you, however, to quickly resolve your differences so that you can continue, with others, to realize a unified definition of Java and the Java Virtual Machine.

Regards,

Ken Morris
Chief Technology Officer

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