IBM MEMO

TO: Dean Dubinsky
Garry Norris

FROM: Arnie Weksler
Jerry Kozel

SUBJECT: GUI contract concerns

DATE: August 2, 1996

Given the current GUI contract changes, IBM would be precluded from implementing the following items:

- Antivirus programs
- Rapid resume
- Mini task bars such as those found in Microsoft Office
- Agents like those found in Microsoft Plus and Quicken's Billminder
- Information screens assisting customers with installations such as warning to avoid power cycling systems during setup
- Welcome Center to aid customers in setting up equipment such as printers, providing IBM documentation and help phone numbers
- Aptiva type Welcome Guide to heighten the customer's experience with new features of their computer system
- Customized background wallpaper for product branding purposes
- Online registration for initial startup sequence
- Aptiva's "in store" vs. "at home" switch including "in store" demo
- Applications that differentiate IBM from other OEM's to enhance customer "out of box" experience. This includes implementing a "network ready" system providing custom network adapter card setup and configuration.
- Any custom bid activities
- Aptiva's desktop enhancements including bubble help on icon flyover and animated icons

PENGAD-Bayonne, N.J.
GOVERNMENT EXHIBIT
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Windows Startup Concerns

- Aptiva Desktop Customization background Effects
  - → In startup folder
- IBM Anti-Virus - In SYSTEM.INI
- IBM Registration program - In SYSTEM.INI
- "In-store" or "At home" Choice
- Aptiva Guide
- Microsoft Plus!'s System agent
- Through Plus!
  - → IBM Logo Wallpaper
  - → Default Sounds
- Animating Icons
- Internet Blocking SW
- Rapid Resume
- Microsoft Office Toolbar - In Startup folder

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To: Garry Norris @ AUSNOTES, Diana Romero @ RTPNOTES
cc: frano @ ralvm8, Marcia Springfield @ RTPNOTES
From: Jerry Kozel
Date: 06-25-96 08:42:04 PM
Subject: New Language from MS for Windows Family License Agreement

I just received a fax from Wolf that has the new restrictions for welcome programs and shells, and also the requirement to load all new system models after 90 days of an OPK delivery.

We can not accept these terms.

As far as the welcome and the shell goes, we already do a lot to maintain the Windows desktop environment. If anything our welcome program helps acquaint the user with the machine, mouse, Windows, and gently delivers them to the Windows desktop. Our whole focal point is to make the user a knowledgeable Windows user. We should be able to negotiate a compromise here.

Regarding new model preload within 90 days of an OPK, I don't know how big of a problem this is off the top of my head. We are going through our planning cycle and I will try to gage the impact but it could be significant. One thing that is particularly annoying is the poor job Microsoft does in setting OSR dates and then managing to them. Is there anyway we can tie OSR releases to our product cycles such that if MS slips a date or inserts an OSR, we do not need to scramble. We want to be able to ship the latest and greatest but we need decent plans and contingencies.

How much negotiating room do we have on these issues??

Best regards,

Jerry

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