8/13/96

IBM - Tony Santelli, Ozzie Osborne, Jose Garcia, Larry Norris, Dean Dubinsky
listening → Dave Selove & Diana
MS - Wally Stuss, Mark Baber, Joachim Kempin

TS - listed 1, 2, 3, 4 of I in Dean's note
- expected to thaw relationship issues, instead...
- items in II of Dean's note
- other IBM relationships w/ conflict - Toshiba, PowerPC
→ need mature relationship
Are we missing something

JK - first he's heard of ~~all~~ most this.
- not aware of all details
- he's informed via MS team

TS - we need to establish mature relationship; we're trying to improve relationship
- JK - never said differently; Compaq old deal, he doesn't like some of them; won't make same mistakes

Jose - went to Encarta, leverage Plus, continued w/ Works, worked w/ MS on GUI.
MS refused quote

GOVERNMENT EXHIBIT 2193
PENGAD-Bayonne, N.J.

JK - Optiva bundles Smart Suite
∴ no quote

TS - Anytime Smart Suite is loaded on
a machine MS will not give quote.
GN - why was NT quote pulled?
JK - Same issue (Smart Suite in Korea)

Contract issues -
1. GUI -
Jose talked about affect for Optiva
- differentiation, support, usability
- major blow to brand & value.
JK - MS doesn't want to give impression
that we should do these things
- trying to preserve genuine MS GUI
- let the user decide how he wants to
configure his system
GN - our list of exceptions
JK - anti virus have user run after setup
He'll give us time (partly due to Plus).
User should follow instruction manual
Term is not negotiable.
JK will work on the time to implement.
Time is now 3/31/97. to implement.
He won't extend further. - We need 7/1/97
* Jose go & bring back prod. plan,
Joachim will consider extending

ease of use & setup

2. OPK w/in 90 days
JK - Original term was 60 days.
- you have cure period.

OO - used NT 4.0 example (recall of OPK)
JK - will talk to Wolf/Mark.
may be able to extend 30 days.

$45 - per copy for Win 3.11 OK

We'll close today - JK agreed.

Server encryption
Wolf -
- guar. high level penetration of preinstalled low end servers
- then they'll extend encryption on high end servers

MS Support
Ron Hisogi replaced Clausson:
Ron has hiring plans.