called Roy - Msg - Don't [illegible]

From: CLAUSON --AUSTIN Date and time 06/29/95 02:07:23

Date: 28 June 1995, 23:02:00 PDT
From: Roy Clauson
To: Lack, Elaine D.
Tony Santelli
Subject: Remembrances of our meeting last night
Encoding: 41 TEXT
X-Mailer: Microsoft Mail V3.0

CLAUSON at AUSTIN
ELAINEL at RHQVM02
SANTELL at RHQVM02

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Tony/Elaine,

What I heard:

1) MS is definitely worried about SmartSuite being given away and eating into their "office heartland".

2) There are lots of "combative" people in MS ready to go to war with IBM.

3) Joachims fear is that will not help the industry, and further fragment it.

4) Joachim is looking to "grow" the pie so both companies can prosper

5) I believe he said he was unsure when Win '95 and NT would converge. I'm fuzzy on his exact words here.

6) He wants a Bill G meeting with Lou to set the stage for areas of cooperation/collaboration..

7) If it is Thoman, then Ballmer would probably get into it, instead of Gates.

8) We have to carefully orchestrate what the objectives of this meeting are and identify how both sides collaborate and win together.

9) MacOS was troublesome to them as well. Phantom could be an alternative if we convince them of performance. We need to show them a detailed plan including EAU.
We also have to show them the date to do Phantom is sooner than a full port of Win '95 and also, perhaps the full Win '95 functionality on NT (Cairo).

10) Joachim thinks Lou and Bill need to talk, at times, as a professional courtesy, when significant events are about to take place. He sighted Noorda as a bad example here.

I enjoyed the evening. I hope you both had an uneventful trip home.

Regards.....Roy

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