Patti Solomon

From: Joachim Kempin
To: Bill Gates, Steve Ballmer
Cc: John Neilson; Jonathan Lazarus, Mike Maples
Subject: RE: IBM helps LOTUS
Date: Wednesday, March 23, 1994 9:13AM

IBM has a LOTUS NOTES product specialist in every district who helps in selling NOTES, paid by IBM Every time this happens IBM receives 30% of the proceeds We are unsure if this happens for other LOTUS products as well. We have entertained another round of "partnership" talks with the PC company and mentioned this as an issue, but they claim they can't fix this for us IBM uses some cc mail and some smartsuite, but they have not standardised on this as far as I know
I am unsure if we need to see this as an organisational issue or an OEM issue I am willing to do whatever it takes to kick them out, but strongly believe we need a WW hit team to attack IBM as a large account, whereby the OEM relationship should be used to apply some pressure Jon, john?

From: Bill Gates
To: Joachim Kempin; Steve Ballmer
Cc: Jonathan Lazarus; Mike Maples
Subject: IBM helps LOTUS
Date: Sunday, March 20, 1994 11:29PM

This is one topic I really want to try to get to the bottom of. Why does IBM help LOTUS so much? Is there anything we can do about this? Should it become an issue in our global relationship with IBM?

I think CC:MAIL is a real problem for us because of IBM. I think Smartsuite is a lot stronger because of IBM, IBM uses Smartsuite as their internal standard.

I want us to figure out how to solve this problem.

We are helping IBM with PowerPC We are going to be nice to the PC company on Chicago We are willing to let IBM make money on our stuff. We want them to be the best solution provider. They are doing nice software on Nt

We need to put more energy into this problem!

PENGAD Bayonne, N.J.
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