Deborah Willingham
Email

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GOVERNMENT
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Lesley Halverson (LCA)

From: Timothy Trevithick
Sent: Monday, May 13, 1996 1:39 PM
To: Deborah Willingham
Cc: Glen Agritelley
Subject: FW: Compaq and our products Roadmap

Deborah,

FYI only...We have just recently hired new rep, Brian Field, to take over the Compaq account out in the field. He has already been on the phone today to OEM rep to make sure he is at meetings being planned this week on-site at Compaq re: below situation. He has also been working to set up appointment with John White for John to meet one-on-one with Bobmc on 5/28 (in addition to coming to our local Executive Roundtable).

Tim Trevithick
(713) 986-4357
timtr@microsoft.com
Please visit Microsoft's home page at: http://www.microsoft.com/

From: Ian Rogoff
Sent: Monday, May 13, 1996 2:33 PM
To: Timothy Trevithick
Subject: FW: Compaq and our products Roadmap

From: Deborah Willingham
Sent: Sunday, May 12, 1996 7:44 PM
To: Ian Rogoff; Frank Clegg
Subject: FW: Compaq and our products Roadmap

fyi. do we have an account rep on Compaq in addition to the OEM rep? Deborah

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From: Jim Allchin (Exchange)
Sent: Saturday, May 11, 1996 12:19 PM
To: Brad Chase; Richard Tong (Exchange)
Cc: Pamela Goldschmidt (Exchange); Collins Hemingway (Exchange); Brad Silverberg; Deborah Willingham; Joachim Kempin; Mike Nash (Exchange); Bob Kruger (Exchange); Chris Jones; Steve Madigan; Craig Fiebig (Exchange)
Subject: Compaq and our products Roadmap

I had a conference call with John White of Compaq yesterday (head of MIS). He said he has never had a presentation on our future direction on our products and how MS products can do what Netscape products can do.

In the LOU that we just completed it says that they will use our products provided they are adequate in meeting Compaq's requirements. Today, the IS organization knows little about our products or future direction. They know a lot about Netscape. We have not done well treating Compaq as a customer.

They were just about to roll out Navigator, etc. throughout Compaq and this is now halted. However, this is halted just long enough for us to show that we will have products that will address their needs.

Issues they raised quickly on the phone included: unacceptable functionality in IE, no content indexing in IIS, no proxy, no firewall, tools to convert from Banyan/Notes to Exchange, etc. He also raised issues they had with SMS (mainly dealing with working on a Banyan net, I think).

I committed we could have some people visit this next week and show them that we either have the things they need now or we will have them shortly. This is important to do unless we want Navigator to the standard on Compaq internal desktops, etc.

I would like to ask one of you to pull together a one day field trip to Compaq to get them using MS products. Whoever goes must understand what Netscape has today and what/when we'll have equivalent. In addition, we need to explain the things that Netscape doesn't have and won't have any time soon. I think we will need a client, server, and tools person or a deep generalist. Regarding SMS I think a phone call from Bobkr might do the trick there.

thanks,
jim

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