From: Carl Stork [carls]
Sent: Wednesday, May 31, 1995 6:51 PM
To: bradsi; nspsquad
Subject: Paulma & NSP

I spoke to Paul this afternoon about our plans & tactics with respect to NSP. He is in synch with what we are doing:

- the electronic mail that went out last week fairly presented our position, and was not emotional or extreme or a mis=characterization. the fact that it was broadly distributed works to our advantage and means that our position has been publicized. no complaint from paul about it.

(my observation: the fact that intel is going out on their big education campaign means that they will tell those oems who somehow missed it, that MS is opposed ! - they may actually help to further publicize it ;-))

- the current plan of record - meet with compaq next week, and the most important partners the week following - is absolutely right - we are to keep evangelizing our position, since intel is continuing to evangelize theirs

- paul favors low-keying it in the press - we can only both look bad - i basically agree

- paul did agree that we cannot use the SPOX/Native Audio material which Intel provides to attack intel. however, any info that we get from other sources we can use.

- paul had proposed to whittier that if they would hold off on pushing OEMs to install NSP, we would hold off on selling against. whittier has not responded to that offer

- paul agrees that the best possible outcome is to get intel to delay release of NSP until after Win95 ships, and after we have had a chance to sufficiently study all the NSP components and give Intel our position

- the main goals of evaluating SPOX/Native Audio when we get it are: 1) determine why we cannot support SPOX; 2) determine whether/how we can provide same services in future Windows OS - so we can present an alternative to Intel; and 3) see what problems if any we find with Windows 95 or Games SDK. the likely outcome is that 2 weeks after we get it, we send letter to Whittier et al. outlining the problems and why we cannot support.

It sure seems like Intel is really dense. We told them clearly on the May 9 meeting that we had major objections about NSP and would recommend that people not install it. Even now Whittier seems to think that my actions are off-strategy, and that there is some simple accomodation. Don't know how widely that view is held at Intel. Paul is being pretty direct with Whittier that we are opposed and that Intel's actions are leaving us with very few choices in how to respond.

I am concerned that Billg might commit something if he happens into another conversation with Andy.

Carl

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