Non-responsive material redacted

#603
From: brad
To: joachim
Cc: alex, will, justin, richard
Subject: Re: Compaq Windows status
Date: Sat, 28 Sep 91 10:54:43 PDT

You're saying that when someone buys Compaq DOS for $99, they also get Windows for free, but if you want Windows alone, it costs you $150.

And Compaq wants Windows for free.

Am I missing something why this is good for us?

don't forget that today, retail is still 64% of Windows revenue.

#604
From: philba
To: brad
Subject: Re: dr
Date: Sat, 28 Sep 91 11:23:53 PDT

Let's talk.

From: philba
To: brad
Cc: karel
Subject: Re: dr
Date: Thu, 26 Sep 91 10:45:39 PDT

Sorry for the silence — don't interpret it as ignoring you.

The approach that Ralph and I have discussed is to use a 'new to extend' DOS by patching it. In this case, we would create a new version in the findblock/diskcheck family — findblock to allow filemanager to make a single call to get directory information. We would not patch unknown OSs and, most likely, would only patch MS DOS 3.x. The big advantage here is that it provides a legitimate performance improvement. However, it won't prevent us from running nonlegitimate OSs (unless we explicitly decide to refuse to run) — they just won't run as fast.

This hasn't been implemented yet and to be honest it needs a mixed message about project team focus. The work necessary would be 3 days of Ralph's time to implement and then a somewhat open-ended use of it by various components. We definitely want to do winfile and user file list boxes. Neither of which is a huge amount of time (1-2 days each to implement and thoroughly test). The network guys may want to implement this in their radar.
Is this the approach you want to take? Or would you prefer a simple check and refuse to run? That's a lot easier but clearly quite defeatable. I'll come and talk to you about it.

Subject: 605
To: philly
Date: Fri Sep 27 22:44:10 1991

can you tell me specifically what we're going to do to bind ourselves closer to my dos? since you haven't been replying to my messages. i do n't know how to interpret your silence.

let me emphasize the importance, i'm going to announce the dos deal at comdex (almost 100% certain). ok?

we cannot have compaq sell win-dos product that is cheaper than what we sell windows alone for. even if it's works just on compaq machines, we thus sell the market that we are dramatically overcharging for windows and our retail business goes down the tubes. if they want to offer their dos, which includes windows, for $200, then we're talking.

yes, i want the compaq business but not to give to them for nothing and kill my retail business, too.

they realize they are falling behind and they have to do something to fix it.

ok, include 121/4. let us know.

--

ok they are yours.

the vivi model schedule has always been dec-jan. should finish dec but if it stretches into jan, you shouldn't count on them jan 1.

jim

Subject: 607
To: philly
Date: Sat Sep 28 11:11:13 1991

ok the vivi model schedule has always been dec-jan. should finish dec but if it stretches into jan, you shouldn't count on them jan 1.

jim

Subject: 608
To: philly
Date: Sat Sep 28 11:40:23 1991

ok. include 121/4. let us know.

Subject: 609
To: philly
Date: Sat Sep 28 11:42:12 1991

ok they are yours.

the vivi model schedule has always been dec-jan. should finish dec but if it stretches into jan, you shouldn't count on them jan 1.