

From: Sara Williams (DRG)
Sent: Thursday, July 10, 1997 9:01 AM
To: Stan Murawski
Cc: Michael Fenbert; Ben Willett; Paul Stafford; Brad Merrill; Eric Andrae; Mark Ryland
Subject: RE: Month End June - StanMu

great report, stawsh.

comments below

-----Original Message-----

From: Stan Murawski
Sent: Thursday, July 10, 1997 8:41 AM
To: Sara Williams (DRG)
Cc: Michael Fenbert; Ben Willett; Paul Stafford; Brad Merrill; Eric Andrae; Mark Ryland
Subject: Month End June - StanMu

progress on last month's goals/accomplishments (5)

- 1) Brought Aspect Telecommunication up to Redmond for a briefing and an "executive meeting" and establish relationships with Industry Marketing, NT Marketing and got John Michael Gross to pick Aspect up as an account.
- 2) Several User Groups and reports.
- 3) Sent the AFC preview CD to about 120 ISVs and got their names and have started follow-up with them. First follow-up was to send them an eMail referencing the good LAN Times AFC write-up at <http://www.lantimes.com/ltparts/reviews/be13a.htm>.
- 4) Got a DRG job that I can do from Chicago and found a place to live there. Made "entry" as member of the Java Evan team.
- 5) MS is the official sponsor of the SEF Internet Developer SIG (IdSIG) as well as the Windows SIG. (Need to get a short MS message and URL on the SIG mailings).
- 5) Blew away a bunch of time looking for other jobs inside MS.

5 goals for July month

- 1) Nail down what the team's goals are. Define subset of my objectives.
- 2) Determine my specific account Ownership and develop a 2H97 evan plan for each account.
- 3) Present ActiveX/Java at Attachmate Conference.
- 4) Get set with Java and Java-COM demo's on my machine.
- 5) More follow-up with my list of "120 AFC preview CD ISVs".
- Y) Familiarization with JAVA SDK 2.0 and J/Direct. Write some piece of J/Direct code.

Looking forward beyond July

- 1) MS presence at CSD Java "brew fest".
- 2) Present the MS Java Story at BJUG.
- 3) Get an MS Speaker signed up to do a SEF Dinner Meeting (Bill Baker?)
- 4) Get all of my Bay Area account ownership transferred to others (except some that might make sense to keep).
- 5) Get moved to Chicago (probably "on the road" 2nd week of Aug).
- 6) Get a good ISV story together on AFC and/vs Windows Specific Class Libraries.
- 7) SD 97 East?
- 8) PDC talks?
- Z) JIBE Conference? (recruiting for 11Aug Port Lab).

5 Issues/wins

- 1) If we are shipping AFC with Windows and IE, what about MFC. How do we explain this discrepancy to ISV, and explain away the hidden message that MFC is "de-emphasized"? What is our plan here?

I think this is apples and oranges. We ship MFC and AFC with IE. I think that saying MFC is being de-emphasized would be very premature. C++ developers should continue to use it. Java developers should use AFC.

- 2) We need to start telling at least "insider" NDA ISVs that AFC is not the only story, but rather the X-Platform story. The sooner we say this to all NDA ISVs then the less damage control we might need to do later.

We need to wait until this gels a little bit more. I'd hold off telling our close friends for another couple of weeks. I getting more comfortable with the spin - AFC is here now, and is for cross-platform. we are the windows company, of course we are going to do a windows-specific set of class libs. I think that most of our ISVs are at least somewhat interested in the xplat-ness of AFC. When the new class libs come out, they will be a good tactic to use to tie java developers to windows. I'm rambling - i'll clean up the positioning and mail out later.

Stawsh

-----Original Message-----

Plaintiff's Exhibit

9104

Comes V. Microsoft

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From: Sara Williams (DRG)
Sent: Monday, July 07, 1997 8:03
To: Michael Fenbert; Ben Willett; Paul Stafford; Greg DeMichillie; Brad Merrill; ericand@microsoft.com; Stan Murawski; Mark Ryland
Subject: month ends due

don't forget to send your month ends to me by COB wednesday (june 9th).

format:
progress on last month's goals/accomplishments (5)

5 goals for this month

5 issues/wins

thanks!
Sara

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