

it's a scalable architecture.

let me know if you have any more questions.

cheers
pe

731

From eric Fri Sep 20 17:19:13 1991
To: dosbug
Cc: dosforum
Subject: 5.0a Setup detects DR-DOS 6 as Compaq
Date: Fri, 20 Sep 91 17:19:54 PDT

Trying to put back DOS 5 with 5.0a gamma. It identifies my dos directory correctly, but says my DOS is COMPAQ.

DOS Should be identified as OTHER.

Eric.

732

From brade Fri Sep 20 17:31:57 1991
To: bradsi
Cc: brade braddir dosmtg lizsi w-carrin w-maria
Subject: PC Week and DR DOS
Date: Fri Sep 20 17:32:48 PDT 1991

Carrine's great work got us the opportunity to feed pc week some info on where to look for bugs with dr dos. I have had a couple of conversations with lenny bailes who is helping with the ms-dos 5 versus dr-dos 5 evaluation process.

Today tom and i talked to him. on the negative side i probably brought up one two many things for him to look at. it is difficult to appropriately and professionally try and trash your competitor. also on the negative side, lenny clearly seems to be a dr dos fan. to be fair i think he is sincere and is trying to be balanced.

also on the negative side he did tells us that under 1 meg dr dos 6 was better than ms-dos 5 on 7 out of 10 machines they tested. no real details but i think the differences will be small.

on the positive side they did themselves find some of the setup problems (such as poor updating to config.sys) and he has passed on to the pc weeks labs some of the configurations we suggested they look at that we uncovered with dr dos 5. he also was intrigued by some of the data from yesterday's dr-dos 6 test, in particular tom's problems when he entered a ton of nested directory names.

Lenny clearly sees benefits to both products. i think they will end up

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saying our product is safer and better for the less experienced user (he prefers our shell and likes its help and how it is customizable) and that dr dos is better for the less risk adverse power user who can benefit from things like conditional config.sys processing and compression and the option to load dr dos in umbx.

overall we are DEFINITELY in better shape b/c we had the opportunity to talk to him. without that they would have looked at only the first 640 and not the first meg and we would have looked a lot worse. in addition there is the chance that they reproduce some of the problems that we offered up.

we need to finish our quick and dirty strenous testing effort, get going with a thorough testing effort by nsl or xxcal or someone (rich owner), and make sure that we are on top of the other rags that will be doing dr dos 6 reviews or comparisons with ms-dos 5 so that we have this opportunity in the future (lizzi/w-carrin owners).

we will keep the heat on and try and prevent dr dos 6 from ever getting out of the starting blocks

Brad

733

From tomja Fri Sep 20 17:37:11 1991

To: appsmktg reps steveb symsktg usmktg winteam

Subject: Windows is HOT!!!

Date: Fri Sep 20 17:25:12 1991

This week was a record breaker for Windows sales-
In just 2 days we shipped over 33,000 US retail units and it looks like we're on track to top July's huge sales of 104,000 units!!

Retail stores are anticipating a big fall/holiday selling season for Windows and we're going to make sure it happens! ALTHOUGH WE MAY BE TALKING ABOUT WINDOWS 3.1, WE SHOULD REMAIN FOCUSED ON SELLING WIN 3.0.

Here are a few of the marketing programs underway:

=>Momentum ad: Check out this week's Business Week and page A9 of the 9/11 WSJ. This will also run in some PC magazines through October.
"WHAT DO OVER 4 MILLION PEOPLE USING 100 BRANDS OF HARDWARE AND OVER 1,500 SOFTWARE PROGRAMS SEE IN WINDOWS TODAY? THEIR FUTURE."

=>"Testimonial" ads:
-featuring NY Life and 2 other companies.
-the 3 ads will rotate in B-Week and WSJ from Oct-March

=>Comdex: A SWAT team will canvas the show floor, installing Windows 3.1 in over 300 booths. Windows will be everywhere!

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