

Date: 14 Sep 1989 9:49 est  
Via: vax  
To: fking, ebelove, bjohnston, cyoung  
Subject: (Forwarded) Notes from MS visit re OS/2, Windows, Excel.



See the discussion of Windows vs. OS/2, and the point about Excel working OK on a 2Meg OS/2 machine. I don't understand this either, since the Windows guys are selling IBM and Compaq on the story that the equivalence between Windows and OS/2 is that Windows requires somewhere between 1 and 2 meg, and OS/2 requires 4 to run a reasonable app. Forked tongues???

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Forwarded message

via: mailbox vax, dred/nocommand on VAX at Lotus (IDC) \*\* Message Received OK

From: LDBVAX::RSTURTEVANT "Reed Sturtevant x4752"  
Date: 13-SEP-1989 14:22:20  
To: @ml:chagallmgrs  
To: LDBVAX::jbooth  
To: LDBVAX::emcnierney  
To: LDBVAX::dreed  
To: LDBVAX::jmorris  
Subject: Notes from MS visit re. OS/2 fonts, etc.

(Jeff, please correct me where I'm wrong - Reed)

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Attending from Microsoft: Peter Neuberg, Cameron Myrhvold. (I believe Peter has overall responsible for OS/2 marketing, and some development - Reed)  
From Lotus: RSTURTEVANT, MFAHEY, FGERMANO, MROTH, ARNYEPSTEIN, JIMWILSON, JMORRIS

Two releases of OS/2 1.2 ! One in September and another in November. November one has "better" PostScript driver, first PCL (LaserJet) driver, and kernel fixes to handle blanks and mixed case in long filenames. MS left 1.2 gold masters with us, and also left early build of kernel w. filename fixes. We asked for build of PostScript and PCL drivers for OS/2 1.1.

They expect 6 OEMs to ship 1.2 by the end of 1989:  
IBM, Compaq, NCR, Zenith, Olivetti, Nokio (?)

PM applications to ship in the next 3 months:  
Microsoft Excel (within 30 days)  
Aldus Pagemaker  
Autocad  
something from Computer Support (I'd guess Arts & Letters + Editor)  
Micrografx Designer  
Lenane

None of these applications will require OS/2 1.2. (Note: Micrografx' sales staff told me Designer is being held until OS/2 1.2 is avail. - Reed)

Aldus isn't satisfied with the current PostScript driver, so will be shipping a version supplied by MS, which is newer than the September OS/2 1.2 driver. (Note: I neglected to find out whether they are shipping this driver for use w. OS/2 1.1 as well as 1.2 - Reed)

Excel performance: benchmarks on a system with only 2MB RAM showed PM Excel running under OS/2 1.2 w/o Compatibility Box to \*match\* speed of Windows Excel

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under Windows 3.0. (Lotus: "we find that hard to believe" Neuberg: "we did too, IBM ran same benchmarks and confirmed results")

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Windows 3.0 vs. OS/2 discussion, paraphrased (remember we were talking to OS/2 folks):

Lotus: why are you letting your own company bury OS/2, with all this Windows 3.0 hype, before it has a chance to grow ?

MS: it's a PR problem (i.e. Bill Gates - Reed), we're trying to fix it. Internally Microsoft is more committed to OS/2 than to Windows, as marketing staff & budget is larger for OS/2 and the development staff is 5 times larger for OS/2. Currently drafting a positioning statement to explain the differences.

Lotus: why will anyone buy OS/2 instead of Windows ?

MS: Products have different design points: Windows 3.0 designed for 2MB system w. Windows, 2 "professional" apps (e.g. Pagemaker & Excel) whereas OS/2 is designed for 4 MB system w. OS, LAN code, 3 apps.

OS/2 will be the long term functionality leader (e.g., fonts)

OS/2 will support more applications (!) and the applications will be more full-featured.

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Font strategy:

Device independent fonts:

Have chosen Apple's ROYAL outline font technology for inclusion w. OS/2 ! Licensed from Apple. (Have yet to get IBM's sign off on this, "almost there") Think all the font vendors, apart from Adobe, will like this solution.

Available late 1990 - currently, too late to get it into OS/2 2.0, but schedules might change.

Device specific fonts

To solve problem of WYSIWYG for device-specific fonts, have decided to provide a way for printer device drivers to hand screen font bitmaps back to OS for use on screen !

Example they used: suppose you want to show the LaserJet cartridge fonts on the screen. The approach would be for HP to write a device driver which had the Compugraphic font outlines and Intellifont rasterizer built in. This driver would supply character bitmaps to OS/2 for use on the screen...kind of wild !

Q&A:

Will this technology be put into Windows ?

Peter: not if I have my way, for strategic reasons; also, it would be hard to squeeze into Windows' design point (2MB PC = Windows, 2 apps).

How will the API change ?

The API used for vector fonts today will remain largely the same. (an application which uses today's unacceptably slow outline fonts for all text

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will only have to change a little bit - Reed)

Will you fix the magic expansion which PM applies to screen fonts ? It makes it real hard to do WYSIWYG.

Peter: you should address all such font issues to Dennis Adler at Microsoft, who owns font issues. (Microsoft decided Mac users don't like WYSIWYG, "hey this text looked good on the screen but it's too big on my hard copy", so apparently PM was designed to increase small text sizes on the screen - Reed)

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End forwarded message

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