

From: bjornh Fri Oct 6 14:22:51 1989
To: billg janel joachink richab richardf russw steeve
Subject: Compaq and Windows - bad news
Cc: jeremytu paulaa
Date: Fri Oct 6 14:22:30 1989

After pushing these guys for about two year they finally have decided what to do about windows - nothing!

They will support it and make sure it runs on their h/w, but they will not license it.

The reason for this is OS/2. As Compaq expressed in the last executive meeting, they have decided that OS/2 is their strategic direction. They are even talking about bundling OS/2 2.0. To make OS/2 the OS of choice they need the support of the ISVs. Compaq is concerned that the ISVs are confused right now. They feel that Compaq endorsing Windows would only add to the confusion and divert energy away from OS/2.

I will do my best to come up with a strategy that would change their minds, but the chances for doing that are looking pretty bad.

Bjorn

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Plaintiff's Exhibit

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Comes V. Microsoft

EXH. 3
WITNESS Abel

DATE 11/6/101
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