

Subj: Re: Microsoft OPK
Date: 7/14/97 11:57:20 AM
From: Steve C
To: JackDavies
CC: BPittC21, DKRWJ, Mvshaffer, DGang, MConnors
CC: Cipione
Sent on: AOL 4.0 for Windows 95 sub 42

In a message dated 7/14/97 11:38:58 AM , JackDavies writes:

<<
Steve-Did you ever speak to Gates re this? Help...
>>

Yes, I did. I had sent him mail about this a couple weeks ago and then we met a few days ago to discuss it.

The bottom line is we cannot do anything about the OPK now, for a variety of reasons.

But he did emphasize that Memphis is the big opportunity for us, that it is in beta now and on track for an 11/1 golden master, which means it will start shipping globally (everything except Arabic) in direct channels like Dell/Gateway in January and in indirect retail channels like Compaq in March, and that we should be focusing all of our attention on making sure we're working with the MS team to get our bits integrated/tested as part of this - and that if they didn't have our code within the next 30 days, we would miss the opportunity.

He really stressed this and we need to be making this a top priority, i.e. finishing 4.0 and getting it built into Memphis. I don't know where the 4.0 beta stands, UI issues, etc., but a tremor went through my body when we were talking, as Memphis will be a huge deal and we need to move heaven and earth to be sure we've got the best possible version of AOL integrated in the best possible fashion. If done right, it's a huge opportunity; if done wrong, it's a crisis.

So we should stop worrying about OPK and have a Jihad like focus on 4.0 and Memphis integration.

SC



AOL-0001372
CONFIDENTIAL.