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GEOS from CMD? CMD Interview Tells All!

dH: I understand that you are taking over the manufacture and distribution of GEOS and GEOS products from GeoWorks. What does that mean to CMD?

CMD: Well, to CMD it is a tremendous opportunity. It gives us a little more security in this market to have such a reputable product in our hands. One of the important reasons for CMD's wanting GEOS is that although our hardware products and software products that we have personally designed and manufactured are not strictly GEOS, a good percentage of our customers are GEOS related. With GEOS becoming harder and harder to find, it came to a point where our products were actually at a loss. It was difficult for our products to remain on the market without software support. And the largest single software package out there is GEOS in terms of numbers.

dH: What does that mean to me as a commodore user?

CMD: It's very important, very significant for the commodore user. As you know, in general in the computing industry as a whole in recent years, even more so than in the past, people have wanted to go towards the graphical interfaces which can be evidenced simply by the Macintosh and the resounding success of Windows on the IBM platform. Granted the commodore users have had GEOS much longer than the PC users even thought of having Windows. What it does is in the commodore market currently there are a lot of people that are wanting to dabble with GEOS for the first time because it is a graphical environment and it is a lot of easier, for the most part, to use. You realize that just as anyone in any other computer platform, you either love or hate the graphical interface. But we're finding a lot more people wanting to try it and in recent months, or even the last year or so, it has become very difficult to get GEOS, especially the GEOS applications. By CMD taking over production of the GEOS products, they [commodore users] will have a secure source for the products in years to come. We will be manufacturing it primarily in house or

through subcontractors locally which will give us a lot better supply than Berkely [GeoWorks] has had in recent years.

dH: It's been about five years since GEOS version 2.0 came out. The most pressing question on my mind is, will there be a GEOS version 3.0 from CMD? How about a GEOS chip?

CMD: Well first off, with regards to the GEOS chip, there is a tremendous number of problems in putting that out. Our agreement with Berkely is not of that nature nor we do not have the ability of going just to a chip. The agreement we do have with them is going to be a license agreement which means that we have the right to produce their product as it is. Which leads to your question on version 3.0. The answer to that at this time is no. We do not have any plans for a version 3.0. I would like to dispel any rumors based on that. The reason for that is that the amount of work that has to go into that type of a product, in the amount of testing that has to be done, would result in a product that is so expensive and so limited in terms of the number of people that would actually end up buying the product that we would probably not see a good return to cover the development costs.

dH: Will there be new DESKTOP accessories for GEOS from CMD?

CMD: That is entirely possible. We've got Jim Collette who does do some work for us. As well as a number of other developers. We have them working on various projects on the side. If they complete them and they are reasonably professionally done and require just basically a packaging effort on our part we can bring those to market. But as far as products that are sanctioned by Berkely or GeoWorks I don't foresee anything there.

dH: Will you be packaging a pre-patched version of geoPubLaser and geoLaser for use with the GeoCable since serial (RS 232) interfaces off the user port are few and far between? What about the Post Script patch file?

CMD: I'm going to have to ask you to expand on that, Brian. Are you referring to the patches that Jim Collette did?

dH: Yes.

CMD: Ok. We have a licensing deal with Jim for Collette Utilities and again we have a licensing deal with Berkeley. Those will be carried as separate products. Just the accounting alone would be a nightmare. So we'll continue to have Collette Utilities and then again we'll also have geoPub which does come through the laser patch.

dH: What is your policy for replacement disks and upgrades? For example, what about users who have recently bought from other sources and find out they have GeoPaint 128 with the 40 column zoom bug? Will they be able to return it to you for the non-bug version?

CMD: At this time, we have not established a firm policy on that. As of this date, the agreement has not yet been signed by the parties. We do anticipate taking over that aspect of their business. However at this time the details just aren't available. At this point, what I would recommend is that if anyone does have a problem that they certainly give our tech support people a call and ask them about it. And, we'll be able to go from there. I don't have anything in writing as to how we're going to handle it.



dH: What are your thoughts concerning Compute's Gazette being a disk only publication?

CMD: It is a terrible tragedy. We feel bad that they couldn't hold it together. However, we do realize that they are a very large company and large companies tend to look bottom lines not service to the users, necessarily. We hope that everybody that did subscribe to the Gazette gets us their name and address so that we can get them on our mailing list so that we can include them in any mailings we do. And that they certainly support the magazines that are still available, such as dieHard.

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