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Reply-To: <[bill@wmcollins.com](mailto:bill@wmcollins.com)>  
To: <[GREGRUPPERT@hotmail.com](mailto:GREGRUPPERT@hotmail.com)>  
**Subject** : FW: note to rich di.  
Date : Fn, 19 Jul 2002 23:13:50 -0700

"rich di" is Richard DiMidielle

---Original Message---  
From: [TeleVec128@aol.com](mailto:TeleVec128@aol.com) [<mailto:TeleVec128@aol.com>]  
Sent: Sunday, January 02, 2000 8:51 AM  
To: [wcollinsl@uswest.net](mailto:wcollinsl@uswest.net)  
Subject: note to rich di.

Ride --

Right after we were last in Seattle I got a tremendous offer that was too good for me to refuse - the chance to be a senior exec in an e-commerce company going public in 3 mos. working with old friends. It's the quintessential opportunity in this day and age.

I'm disappointed in one way in that I felt you and I had a great chance to do some fantastic projects together. You're one of the few people I met at Enron that I thought I could team up with and learn a lot from in the process and I'd contemplated asking you if I could transfer into corporate development. At the 11th hour, however, I realized I needed to move on, hopefully to find an environment that I can be happier in.

Whether or not the Microsoft deal can or should happen -- let me just say that the first week I was at EQ I printed out a flow chart (its still in Stan Hank's office) on the common approach to directory enabled networks as adopted by Cisco and Microsoft (and to a lesser degree Sun). It was part of the EIN vision at the beginning. But here 14 months later and to my knowledge nobody has ever done anything to articulate our directory enabled strategy -- nada. So despite all the smart well paid people we have running around, we seem to have lost that part of the EN vision. Fm pretty sure at this late stage whatever we come up with will be too little too late in terms of a potential directory play -- there are too many other forces at work and I simply don't have the expertise to go it alone.

One of those forces was at work the same day we were meeting at Microsoft: David Berberian was up with Jeff Skilling in Steve Balmer's office pitching a different view of the world -- one that was entirely different than my pitch. Meanwhile we don't have any senior management that can even talk about what a directory enabled network is much less how to construct or evaluate a deal that would get us into that space with Microsoft. Bloomer and Griebing notwithstanding, there is just not enough talent in this company or enough leadership to make such potentialities come about in such tight circumstances -- or maybe at all. Ask any of the approximately 15 or 20 VPs and sundry other senior execs at Enron Communications what a directory enabled network is and I bet you get 3 accurate answers and over 10 "I have no idea" answers. That's problematic since how can the company, even if it got the deal to become a reference network for such standards, rally around implementing and supporting such an approach when the knowledge base is so thin? What role would these erstwhile executives play should we land the Microsoft deal? Its too far a stretch in my mind that we could take where we're at and get where Microsoft would like us to be without wholesale change, change that there seems to be little political will to make happen. Furthermore, there is an awful lot of anti-Microsoft sentiment within the company for reasons that I don't really appreciate except that our

relationship to Sun probably colors a lot of people's thinking. Hopefully those folks, since they are largely in charge, can make what needs to happen happen. I hope so.

*I am eager to help make the most of whatever opportunity there is at Microsoft before moving on and I sincerely regret not being able to work together for longer at Enron. I wish you all the best.*

-Bill Collins