Subject: Re: PV-WAVE for Linux
Posted by jeff on Wed, 24 May 1995 07:00:00 GMT

Doug Andersen (douga@news.gate.net) wrote:
: In article <3ppsai$lmq@aragorn.unibe.ch>, M Larkum <larkum@pyl.unibe.ch> wrote:

: >If it's so easy to do (and it's been done now anyway), what more do
: >they have to do than offer the damn software to people who want to
: >buy it? If nobody wants it, they don't lose a cent.
: >
: >Am I missing something?

: Yes. Porting the software itself is a significant part of the cost, but
: there are all sorts of other costs associated with launching a product.
: Developing a complete installation guide, documentation, promotional
: materials, getting disks copied, documentation printed, computer systems
: updated, changing millions of different little things. Plus you have to
: worry about the product each time you update. So when a new version
: comes out you have to go through all the numerous steps involved, even if
: you have 10 users. Or you decide not to update for that environment and
: annoy the hell out of those 10 customers.

I suspect it's more of a marketting dilemma. If the Unix version is approx
5-8K how much can you charge for the Linux version which is identical in
funtionality. People running a free OS on a 2-3K Pentium box are not likely
to spend more than a few hundred bucks for it.

Jeff