

March Status Report European OEM Division Jeff Lum

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March Status Report European OEM Division Jeff Lum

Revenue (see attachment A for details)

Revenue for the month was \$15.3M versus budget of \$7.5M. The new Slemens license was finally signed which accounted for the bulk of surplus. In addition, we involced \$2.5M of miscellaneous GmitH and Ltd business. We finished the quarter at \$16.9M in revenues vs. budget of \$15.1M. This is \$1M more than I expected even without the Vobis license, which we will see billed in May. YTD revenues are \$46M versus a budget of \$41.9M. FYQ4 will be strong as well. I expect to close the year in June at \$62.5M versus our budget of \$57.1M.

New Business Signed		
Account	Product	Comments
Vobis Deta	DOS 5.0/Win 3/Works	Min commits to \$1.2M/qtr when they ship DCS5
Buil	LM/X	40% recoupable against existing PPB.
Amstrad	DOS 5.0	Amendment signed by customer
Amstrad	German Works	\$328K commitment
Olivetti	All products incl DOS 5.0	\$12M dollars per year - two years
Aseni	Renewal + DOS 5.0	Commitment increased to \$657K
Vicer	Renewai + DOS 5.0	
Schreider Koch	LM 2.0	\$75k ann_volume; amendment
Schreider Raf	DOS, Win, Works, OS/2	\$2,500k; elf 10/1/90, \$2.4m PPB carried over
SNI	DOS, Win, OS/2	\$4000k; eft 10/1/90
SNI	LM, LM/X	\$518k; eff 10/1/90

	s Pending Product	Royalty	Commit	Close	Chance
A.ccount		\$23.00	50,000	5/91	90%
Phillos	MM Windows	\$42.00	25,000	7/1	75%
Philips Oliverti-US	Works	\$48.50	5,000	6/91	50%
Ofwits-US	Anable DOS	\$55.00	5,000	6/1	50% .
Dan Tech	DOS/Shell/Win	guldeline	\$500K/yr	7/1	40
CT (20mtec	DOS/Shell/Win	\$46/\$7/\$40	6k	6/91	30%
CT Comtec	OS/2	\$160	500	6/91	30%
BOFISU	DOS/Shell	\$45	1k	4/91	10%
Amstrad	Wn 3.0	\$7.5	\$400/Annum	5/91	99%
Amstrad	Worlds 2.0	\$26.50	12.5k	4/91	98%
April 201	New Contract	Various	\$1.6M/Annum	5/91	100%
iCL .	Win 3.0	\$1,085,000/Yr	50k	5/91	70%

News

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Bull announces \$1.28 loss for CY90

Gerry Calabrese was promoted to VP in charge of PCs for Philips CE in North America. This is good for us as Markba has struck a good relationship with him and should give us greater penetration into Philips.

** MICROSOFT SECRET

Amstrad announced 3 new machines at CeBIT: a color laptop (locked like a Sharp design), a notetiook, and a very small footprint 386sx machine which seemed to get a lot of attention from people. It was packaged very nicely.

People

Ellen Taylor signed on as the new PackDOS rep in MS LTD.

Maurb suffered a setback on hiring his new AM. No reasonable candidates found yet, and little time to search for one.

Issues

Philips continues to delay the signing of their Windows 3.0 amendment, in spite of the fact that they have been shipping since January. We may need to get nasty if we don't see it by the end of April.

Commodore slow to react against distribution of Works separately from their hardware. This was addressed at CeBIT, but we had to send a reminder letter to Halmut Jost to get him moving on 1.

OEMs will not be happy with the fact that they can't license the RUP install technology. We need to be prepared for abuse.

DOS 5.0 Watch

As of this writing, 23 signed DOS 5.0 licenses. There are about 8 "major" OEMs still outstanding. See attachment E for status of most active accounts.

Subsidiary	March Actual	March Budget	FYQ3 Forecast	FYQ3 Budget
MSAB	2,747	2.300	6.680	5.867
MSEV	1,827	1,386	6,337	3,696
MSCMBH	27,217	14,831	89,506	45,088
CTJZM	4,400	2,500	10,727	7,700
MSEARL	4,578	3,198	20,495	9,423
MSSPA	2,280	1,768	6,970	5,464
MSCRL				
TOTAL				

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SARL Packdos sales sluggish this month. Suspected reasons: big surge of sales in February still selling through, and the dollar rate was high [thus some customers waited for dollar to fall]. Chrisa sees setback as temporary. April volumes are back to normal. Great win by the SARL guys with IPC SARL, who has been shipping DOS/Win combo, but will convert to DOS/Win royalty at \$100/system when they announce their new notebook product in May. This agreement will kill a pending DRDOS deal.

SPA had a good month which rocketed them above plan YTD. 4 new licenses signed in March. However, Giuseppe is seeing a lot of heat by Tawanese manufacturers for DRDOS (packaged). He is even seeing a offered for free on 286 processors!

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GMBH slipped to below 30K units In March. CeBIT can be quite disruptive in March. They are having a hard time to get their top customers to stick to their forecasts. Manfreds is starting a campaign to get better data and better relationships with their top 6-10 customers. Goo possibility of converting a large PackDOS OEM, Schmitt, to royalty DOS, Windows, and Works. They'll need to do this to compete with Vobls. These guys have the ability to ship up to 40K per year this year.

MS-LTD

Record month for shipment in spite of inventory shortage. 10 new PacidOOS agreement this month. Davebr was successful in getting Multiplex, DRI's largest Packaged DRIDOS customer to order PackDOS from him. Good start. Ellen Taylor started this month as a new PackDOS rep. She will eventually replace Davebr who will move on to royalty accounts to help relieve Sandy from some, if not all, of his account responsibilities.

MS-AB

Although YTD revenue is above budget, unit numbers are below. Moving towards a new strategy of allowing OEMs to purchase small quantities (25); any orders below 100 units will be cash. AB has had to adjust the price of the DOS/Win combo to compete against the grey market.

Laptop Watch	Vatch	W	00	ום	La
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Amstrad launched color 386 lap cruncher and notebook at CeBIT. RML about to launch a couple of new laptops (OEMed from Taiwan).

RISC Watch

Tanden to ship SPARC workstations in Germany according to Manfreds. MIFS has been calling on all top UK accounts. Sandyd to coordinate meeting with them to get status and see how we can work together.

Product Marketing Feedback

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GmbH picked up some intelligence that DRI plans to announce/ship DR DOS 6.0 12 weeks after we _______ announce DOS 5.0.

DRI being real aggressive in Italy with an OEM called Staver. Offering DRDOS between \$8-12. Anxireab and Maurb fighting real hard to keep Staver away from DRI Talked to some Talwan OEMs (smaller ones) at CeBIT. Their stories are pretty consistent - mid teens for packaged product with no commit.

RCMDOS

SARL has Identified a semiconductor distributor, TEKELEC, as a potential candidate to distribute RCMDOS in France for us. They focus on industrial automation. Their market size is estimated at 2014 units/year (Intel). They have already identified two reasonably sized prospects.

Multimedia Windows

The high entry price for joining the European affiliate program of the multimedia council will be a barrier to entry for all but a few. We'll see what Glaser picks up on his tour thru Europe in early April. IC_Interested in becoming a European partner in the Council. Apricot (Peter Home) sent a letter to billg complaining about the high price of entry into the council for European OEMS. Carrie Nicht

** MICROSOFT SECRET **

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Philips, ICL, Nokia, Slemens, Tulip, Schneider & Koch, and Olivetti will participate in LM Council meeting in April.

RCE in France reported sales of 222 LANMAN servers in FYQ2.

We gave Nokla the ability to upgrade the 3COM install base. They pushed pretty hard for this.

SNI sees opportunities here and will build systems for pen based products. We need to get them on our bandwagon. They have been thinking about financial applications like auto teller machines, etc. Pradeeps or Lloydfr should be talking these guys. In Cannes at the Euro OEM Briefing?

Product Support Services

We need OT be careful about how we position the Olivetti SE program to Olivetti as it appears that Lori Morrison is doing what the SE normally does - track down technical issues with development or deep within PSS. Now we are going to charge them \$150K for what they now get for free? Complaints from Seco and Asem that Online response is too slow. Armandoc needs to resolve in SPA.

Account Summaries

Sandyd arranged a productive meeting between Joachim and Malcolm Miller. Joachim was able to squash any more random ideas about DRI on the 8086s for at least another year. They signed their DOS 5.0 amendment as well as an agreement to bundle German Works on selected machines.

Sandy has reached agreement with them to a new license (won't revert to Mitsubishi as earlier expected). Commitment will be 100K units over two years for all systems products.

Resiched agreement with them at CeBIT to raise their unit commit from 40K to 60K per annum. We'll get DOS, Windows, and Works for about \$2M per year.

Asem Andreab just signed them to 2 year agreement for DOS 5.0 and OS/2 - \$650K. Other opportunities include packaged LANMAN and Works bundle.

BULL

Announced DCM on March 14 which alms to provide transparency and distribution in a heterogeneous environment. It is based on OSF DCE, X/OPEN, Postx, etc. Users get access through a GUI - Windows or Motif. LM/X is part of this set of products and will be implemented on their Unix DPX minicomputer.

Bull engineering enthusiastic about Visual Basic. 10 people developing a product plan for it.

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** MICROSOFT SECRET ** 6 ___

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Will participate in the LANMAN Council meetings in April. Appears they will likely have SPARC workstations via Fujitsu (this was always speculation but Dalebor got more hard data about it recently). MIPS paid a visit to ICL also this month. No major actions pending from that meeting from what we can tell. Dale organized a go-karting event with ICL that worked out nicely as a social event for the companies. Windows is still a hot topic. They are committed to it, but have some concerns regarding the MS-Fujitsu-ICL contractual relationships. Daie is trying to schedule a 3-way meeting with the 3 companies.

Held executive review in March. We need to pay more affention to this account. They mention this to me every time I see them. Lots of issues with this account. Lars should spend more time on campus working the issues rather than working them from Sweden where he has a hard time following up on

outstanding issues. Nokla's business is feeling the pinch of the economic slump in the Nordic area; some layoffs are expected at Nokla. Their business is flat.

The LAC agreement, which allows them to license MS products onto non-Nokia hardware, was signed by Jeremy and Jukka culminating a year long negotiation.

Two engineers have moved to Redmond and have started work on OS/2 3.0 with us.

Olivetti USA

interested in Arabic DOS for the machines they are sending into Kuwait as part of a post war cleanup pien. I am not holding my breath on this one. This is the same group that has given us the runaround on Works and Windows in the past. The Works bundle was recently shelved.

Clearly unhappy about the backseat they had to take on the ACE announcement. Threatened to pull out but they didn't anyway. MIPS owns this issue of giving them the proper attribution, but Carls is

Good progress here by Nancyrl. Source fee walved since prior Bauer customer. Awaiting final

Ts&Cs to be agreed to.

MMW and Perwin Issues still active. Fear that Office and OSN may make independent decisions on their OS of choice and choose GO. Maurizio is on top of it.

Excellent job by Maurizio in finishing up the Olivetti amendment which extended their license for another two years at \$12M per year. Good work Maurizio.

GmbH squelched an aggressive Logitech push for mice and renewed the MS Mouse agreement for HIGHLY 25K units per year. CONFIDENTIAL

Mark continues to get good account penetration into Philips and Magnavox via the Multimedia issues. That's the good news. The bad news is that we uncovered some agreements they have been working on with Geoworks and Lotus on some of the machines on the consumer electronics side. Mark and donnag are putting together a plan to unseat these competitors on the current platform if not the next generation of products.

Schneider Rungfunkwerke

Met with Schnelder and Rusnick at CeBIT and agreed to license the Shell on non-Windows machines for \$1. These guys are trying to up their image to top quality and great support at reasonable prices.

> ** MICROSOFT SECRET ** The second of the second secon

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Will reduce their dealer channel from 1200 to 400 this year. manifreds needs to work on resolving the Works unbundling Issue with Quelle (same problem as Commodore).

Siemens-Nixdorf Informationssysteme AG (SNI)

Finally got their license agreement signed that merged Siemens and Nixdorf. This released the dam of revenue that was being held up by these agreements. The merger seems to be struggling along, and it appears they are having a long ramp time to reach their "synergy at work" slogan. SNI is on IBM's top 5 list for licensing Extended Services. You can count on IBM going after them full bore with a total OS/2 solution.

SMT-Goupil

Rumors still strong that either Siemens or a Japanese OEM will buy them. Everything with them has come to a halt until they know where they are going, and with whom. Minimum commitments are at risk for FY92. They are already behind in payments this year.

Tulip

Last month I reported that they declined the royalty LANMAN proposal. This month they were presented with a 46% discount on packaged LANMAN for all of Europe. They declined this also. We have agreed to go back with lower minimum commitments to get the royalty business. This is likely to do through.

Victor

Not much new to report here over last month. Appears there are some political struggles going on between Tandy and Victor as it has been like pulling teeth to get someone from Victor to attend the Tankly exec review in June. We have been told no one from Victor will be present. High probability that Tandy will take over the Victor license in July.

Magnus did a good job on finishing a very complex amendment to their agreement which includes

DOS 5.0.

Their recent involvement in LANMAN bids will force them to get involved with the product, but the opportunities are too small to justify right away.

Vobis

Joachim met with Theo Lieven reached agreement on the oustanding license. We get Windows or Works on every PC, plus DOS 5.0 when they start shipping the German version. Vobis Is one of DRI's largest OEMs worldwide (largest in Europe). This was a great win for us. This is just the beginning. however. We need to stay close to this company as we know DRI is very close and they will do all they can to win these guys back (but we do have them locked up for another 1.5 years!).

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REVENUE !	PERFORM	TANCE SU	JMMARY:	Month-to-	date: Qua	arter-to-da	ite: Year-t	o-date	Quart	er: 3 FY91
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Norsk	37.250		01	0	0	0	0	37,250		
PCQT	0	0			0	13,500	13.500	0	13,500	
MSBV	0	0	0		0	2,625	2.525	0		
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Nivedorf	991,982	0	0	0	405,312	469,875	469,875	1,399,294	-1,869,169	
Psacook	0	0	58,29 2	0	184,208	242,500	242,500	242,500	01	
Schneider	0	0	0	0	1,000,000	1,250,000	1,250,000	1,000,000	250,000	
Semens	0	8,000	834,500	0	61,062	2.571,188	2,579,188	895,562	1.683.626	
MSLTD	106,250	-54,806	4,500	54,688	0	861,810	861,692	112,750	748.942	
Amstradi	0	0	300,587	0	72,788	315,212	315,212	373,475	-58.253	
Apricot	0	0	0	0	360,000	505,815	505,815	360,000	145,815	
Kal	0	0	0	18,463	536,250	536,250	554,713	536.250	18.463	
Ocus	01		177,300	01	0	353,698	353,638	177,300	175,398	
FML	0			0	399,230	375,500	375,500	400,000	-24.500	
MSSAFL	35,995	19,415	0	58,162	0	48,375	125,952	35,995	89.957	
Amstrad	0		0	0	0	0	317,828	0	317,828	
Buill					_ 0	0	0	180,645	-48C,545	
PICE.	0				43,562	93,153	93,193	43.562	49,631	<u> </u>
SMT Goupil					453,891	900,000	900,000	700,000	200.000	
Telemacania	0					47,250	47,250	47,250	0	
MSSPA	0				0	1,188	1,188	0	1,188	
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Olivetti	- 0		-	-	133,375	137,500		133,375		
Unitit					250,000					
Hantarex	0					22,872				
MSSAL	5,538	1.190								
MSHC-Prulip	0			 	7,449,144					
Totals	4,048,980					205%		112%		
		25%	l .	18%	1	2007	1	11470	1	

SUBSIDIAR	Y SUMM	ARY: Mor	ith-to-date	; Quarter	-to-date; '	Year-to-da	te	Guarter:			
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MSBV	O	130,107	798,965	284,821	44,312	921,743	1,338,671	843,277	493,394	4,074,858	2,242,06
MSGMBH	2.1(0).982	574,905	1,007,542	215,058	1,871,582	5,283,626	6,073,590	4,980,106	1,093,484	12,185,832	
MSLTD	108.250	-54,806	483,207	73,151	1,368,318	2,948,285	2,956,629	1,959,775	1,006,854	8,751,326	5,471,52
MSSARL	516,640		246,109	58,162	544,703	1,088,818	1,484,223	1,307,452	176,771	3,932,253	3,103,81
MSSPA	0 0	8,364	706,886	-10,098	2,631,889	3,258,688	3,256,954	3,338.775	-81,822	9,618,482	9,595,67
	6,538		0	0	131,000				-113,476	90,875	407,81
MSSRL			392.660		307,340						2,100.00
MSHO	01			649,815					1,814,766		
Totals	4,048,980	997,003	3,635,369	0-3013	1,773,144	13,331,771	1020-0.600			YTD-Mar.%	1109



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EOEM - 4/23/91 11:15 PM (FYG3REVXLS)

FISCAL YEAR 1991 (Actual through March) and FISCAL 1992 FORECAST

and the		31FYB1	CZEYST	035781	Q4F~B1	Total	THE PROPERTY.	Q1FY92	Q2FY#2	CIFY92	Q4FY32	70(4	
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-	I	.28,476	128.876			388.82	6 12,689,260				0 0		- 10
	Budget	28.676	128,876			267,76							
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SSAL		40.690	28,123	24,062		130,67	El 130.876		5)(0 0		0
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	<u>Europet</u>	700,300	/00,000	/00,000	1,022,000	47.72	1	 		,	ذ 	} 	6
a Act?	reart i	15,468,334	13,803,74	19,848,250	18,014,420	1 -2070.78	ALT STATES	1 · ·	THE COLUMN		CONTRACTOR DESIGNATION	1	- 3 2 CHAÍN
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- NOOPE		12,735,814	14,002,263	15,133,493	15,216,169	67,147.83			 		+	 	
s of fice	de et	121%	97%	112%	106%	100	The state of			ļ			
-	-	2.723,420	-46 0.580	1,814,756	798,266	4,877,46				J		1	4
		2.723.420	2.264,431	4,078,187	4,877,463	1		A IN LESS	AND HELL AND		7 7 7 5		
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Tetal Budger	2.735.814	14 062.263	16.133,493	16,216,:00	67,147,839
Total Forecast	16,469,3341	12,503,274	16,248,258	16,014,426	52.026.282
Budgeti	700,2001	100.000	720,200	1.022,000	3,122.000
USIG	707,840	107,340	707,840	1,022,000	3, 146,627
Budget	131,242	130,000	137,638	138.7381	646,861
MSSAL	40.580	20,123	24,C62	46,000	130,876
g natic es	3, 132,0501	3,124.8801	3,338,776	3,283,676	12,888,260
ا ۸۹در	3,163.574	3, 187, 954	3,266,964	3,637,250	13,266,732
Susgeri	675,770	320,597	.307.162	1,019,650	4,121,469
CURL !	543,487	1,108,363	1,434,223	648,000	4,492,073
8uspet 1	1.532.876	1,878,276	1.858.776	2,009,550	7.481,076
MRTO	3.550,707	1,233,202	2,964,629	1,7(1,750)	10,443.078
Sudgett	2.038.380	4,950.084	4.550.106	6,200,646	19,067,116
MSCMBH	2,227,240	1.580.104	8,073,640	4,243,876	10,429,800
8 udget (508.837	920.867	843,27.7	. 816,801	3.067.962
W SBV	2,039,430	898,938	1,336,671	\$18,825	4,985,644
Builget	1,768,060	1,618,887	1,666,570	1,718,910	0,861,127
MSA8	3,286,366	1,048,970	1,098,291	3,894,926	9,228,647
Subsidiery Summe	ry				

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EGEM - 4/24/91 7:37 AM (FYG3REV.XLS)

DOS 5.0 Watch (March 1991)

00S 5.0 Watch	March 1991}		Evenand	Expected	DRI
Account	Account		Expected	1	Threat?***
Name	Mgr 🐪	Status*	Close Date	Ship Date**	
ctibus Compider	olivers	ŝ		CAK + 60	N
EG Clympia	michino	S		QAK + 60	N
khter	daveor	P	May-91	QAK + 60	N
meuad	sandyd	S		OAK + 60	
pricot Computers	sandyd	Ρ	May-91	OAK + 30	N ;
quantis	olivers	N ·	May-91	11-Jun	Ē
sem	andreab	S		QAK + 60	N
V210	ignacial		Aug-91	Sep-81 (#)	N
EC Computers GmbH	mlehio	S			
komer kut - Europe	dayenr	P	May-91	OAK + 30	N
MTE-FAST	michro	P	May-91	OAK + 60	N N
omorn Technology	dayebr	P	 		
	glivers	N	May-91	OAK + 30	N
amtes	olivers I	<u>;</u>	,		
gitalii Microsystame		β	May-91	QAK + 60	N
NC-Electronic	Jaspy		100	CAK + 30	N
32	hansra	- 3	May-01	OAK + 60	N
Geosatt Brender	michno		May-91	0AX + 60	N
Hantar ex	andreab	- <u>R</u>	11127-01		
Husky Computers	davebr		14-1104	OAK + 90	N
a	dalepor	P	May-01	QAX + 30	N
GS maH & Co.KG	BADV	P	Mary-91	UN 130	
mecom	· · · · · · · · · · · · · · · · · · ·	_\$		OAK + 60	N
ntercomp	andreab	S			N
PC Dirutechland	279/10	Ş	1	30-Jun	
TOS (CTM)	micro	P	May-31	QAK + 30	N
Kontron Eektronik	BADY	P	May-91	CAK + 60	N
Mostron	olivers	S			
Norda	lersahi	Š		CAK + 60	N
Ofiveti	Grusm	\$		CAK + 60	N
Opus Supplies	sandyd	P	May-91	OAK + 60	N
PCO1	magnusi	S			<u> </u>
Peace ox	OINTE	5		OAK + 60	N.
	markba	N	May-91	2	N
Phuips	Olivers	N	May-91	OAX+ 60	N
Profest Electronic	michio	P	Mey-31	OAK + 3C	N
Pyramid Computar	davebr			OAK + 30	
Quartio Computars		P			
Real Ime Control	daveor	P	May-01	CAK + 30	N
REN Elecktronik	michro			OAK + 90	N
Reseurch Machines	sandyd	Р	May-91	_ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	
Reperson Ascets	jaapv	S			
Robotton Burom.	jaapv	8			N
Ronds & Sonwarz	Jaapv	P	May-91	OAX + 60	N
Sander Computersystome	mionjo	S			
Schnelder Rund.	michro	\$		11-Jun	N
Schweers	olivers	9	May-91	OAX + 60	N
Siemans Nixdorf	michro	8		QAK + 60	N
SMT-Goupil	chrisa	P		French OAK + 60	
Theuretzpacher & Co	michro	Р	May-91	QAK + 60	E
Tild Data A/S	magnusi	P	May-91	OAK + 30	N
	hansta	 	May-91	OAK + 30	N
Tulip	andreab	 	May-91	OAK + 60	N
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Unid atta	andreab	P		_	
Type industry Prod.	davebr	<u> </u>			-
Victor .	wsgnusi	_\$		OAK + 30	N
Viglen Lia	davebr	ρ	May-91		
Von s	manifeds	S		CAK + 30 CAK + 60	C
VOUIS		ρ .	May-91		

^{*}Status: P = Proposal N = Negotiating S = Signed LOI = Letter of Intent V = Varbal OK N/A = Not Applicable

HIGHLY CONFIDENTIAL_4/22/91 (DOSWATCH.XLS)

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^{**}Expected Ship Date = OAK + number of days (e.g. OAK + 30, 60, or 90)
**ERI Threat: C= DRI customer N=No threat E= Evaluating DRI DOS

Attachment C - Windows 3.0 License Status

Current or Pending Windows 3.0 Licensees as of.......... 16-Apr-91

·	Account	Pre	Signed (S) or
Company	Manager	installed?	Pending (P)
Act ebis	olivers		
AEG Olympia	manfreds		
Akinter Group PLC	davebr		
Amstrad	sandyd	Y	P
Apricot Computers	sandyd		
Aquarius Systems International	olivers		
Asem SPA	andreab		
Brother Infl	davebr		
Digitale Microsysteme GmbH	olivers		
G2 Computers	hansra		
IPC Deutschiand	olivers		
Intercomp APA	andreab		
Nokla Data Systems -	larsahi	Y	
Olivetti SPA	maurb		
Optisys AB	magnusi	Y	
Peacock	manfred		
Philips	markba		Р
Profex Electronic	olivers		
Quattro	davebr		
Research Machines Ltd.	sandyd	Y	
Schneider	michro		
S'emens-Nixdorf	jaapv		
SMT-Goupil	chrisa	<u> </u>	
Tikl Data	magnusl		
Tulip Computer BV	hansra	<u></u>	
ู่ บก i bit	andreab	Y	
Unidata	andreab		
Victor	magnusi	Y	
Viglen	davebr	Y	

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4/24/91 (WINOEMS.XLS)

EOEM OS/2 1.21 and 1.3 Status

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Ranzel	isungem				Mayoe	
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Pancock		SI)		9	>	
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DEIN Flathronk			Mar-91	9		
Desembly Machine		Z	COS FYY91			
Posonici macinica			Apr:91	0		
SCHIEBOT PULLA				0		
Slemens rexport			Feb-91			
SMT-Goupil			Jan-91		Z	
Telentecanique		-	Inc.91		Z	
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Rev. 4714/11 Debby Johnson Ignacio Fau, OEM Seles Rep PACKDOS Lic Admin (Spain) General Mgr - Beatriz Civeste, Sales Mar MS SRL Carlos Brazao, Milateres Carperation - Glussipie Landoffi, Account Mgr PACKDOS Daniela Gualla, Admin Asslet Andrea Belle, Account Mgr Umberto Paolucci, General Algr TBH, Account Manager Maurizio Bedine, OEM Seles MS SPA (Italy) Isabella Defaunay, Admin Assist Stephane
Boulez,
Account Mgr
Top 10
PACKDOS Coordinator PACKDOS Christophe Aufnette, OEM Sales Roger Abehassera, OEM & PSS General Mor - Elleabeth Donthler, Contract MS SARL (France) Wichel Lacombe, OEM Dobby Johnson, Administrative Assistant European OFM Sales Sandy Duncan, OEM Sales Mgr Jeff Lum, Director Amanda Pyatt, Admin Assist Dale Borlend, Account Mgr Dave Bradley, Account Mgr PACKDOS Bill Inglie, Salos Mgr Ouvid Svendeen, General Mgr Associate Packdos OEM Seles Ellen Taylor, (England) MS LTD Jeap Van Arkel, Account Mar Michael John, Account Mgr PACKDOS Ollver Seltz, • Account Mgr Admin Assist Jochen Hatnk, General Sales Account Mgr Michael Rohrhuber, Manfrad Schindler, OEM Sales PACKDOS Christian Wedell, General Myr Rloards Claneros, Assistant MS GMBH (Germany) ; Mark Baber, Philips
Account Mgr
(Redmond) Renate van Veleen, Admin Aesist Hans Renselser, OEM Sales Ronald Kruyt, PACNDOS General Mgr Patrick De Smedt, (Holland) MS BV ŗ - Agnete Johnzon, Admin Asstet Magnus Larsson, Account Mgr - Lare Ahlgren, Account Mgr HIGHLY Eva Pethrue, Sales Rep PACKDOS (Scandinavia) General Mer Bangt Akerlind, OEM Sales MS AB Roll Skoglund, Mgr XD590124