From manfreds Thu Nov 8 04:59:43 1990 To: jeffl Subject: Re: VOBIS Date: Thu Nov 08 13:52:47 1990

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Sorry, not oc-ing you was not for purpose.

VOBIS sells MORE than 100,000 systems over 12 months.

We simply cannot sign them on DOS 4. MS-DOS 5 is interesting. My plan is to include a per-system option in a separate license agreement without any obligation to pay until the product becomes available. But this will be tough.

## Manfred.

>From jeffl Wed Nov 7 19:25:50 1990 To: manfreds
Subject: VOBIS Date: Wed Nov 7 10:09:40 1990

PLEASE, PLEASE, PLEASE make sure you copy me on this kind of mail - it is vitally important that I stay on top of these issues especially if they involve DRI. If I read the mail correctly they just bought 50K copies of DRI to last them thru march??!! how many machine are these guys shipping? somehow my notes from our mtgs in Q4SH only show them at 10K per year - was I way off on this?

Let's discuss in Munich next week.

PFrom joachimk Wed Nov 7 09:50:13 1990 To: manfreds Co: jeffl jeremybu Subject: FW: Re: Status on Vobis Date: Wed Nov 07 10:35:52 1990

This beeds attention . jeff use Your influence to pressure them to sign up for DOS 5.0. The slip did not help us. They are the last hold out.

From manfreds Wed Nov 7 01:27:25 1990
TO: sergiop
CO: joachisk
Subject: Re: Status on Vobis

Date: Wed Nov 07 10:16:16 1990

You wanted me to summarize the license status re DOS with VOBIS.

## Ourrent license status:

×.

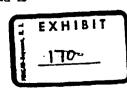
- license agræment for Works 2 signed, Works is already shipping penetration (our product on all VOBIS compter systems): >50%
- license agreement for Windows 3: agreement in principle, Windows will ship within 2 weeks penetration (our product on all VOBIS compter systems): >30%

Underlying operating system: DR-DOS 5.

VOBIS is happy that we appear a loyal partner for those deals. Both deals are important steps towards a basic level of confidence and customer relation.

DOS 3 and DOS 4 packages (Finished Goods) sold when customer demand it, volume neglectible (less than 2000 p.a.).

They intend to license DOS 5 because their relation to DRI is



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not in best shape (this might turn, but you bet, I'm working on this).
They do not sign a commitment before the product has been released.

They have a DOS 5 BETA kit and I am urging them to run the compatibility tests. Their reaction on DOS 5 is positive, but I believe they have to put much more energy into DOS 5.

My goal is to have a contract for DOS 5 signed by and of this CY. They will likely sign a par-system license but want to keep it in their hands when to switch to DOS 5.

At this time they have again purchased about 50,000 DR-DOSes and they will sold through by March.
The date when VCBIS switches to MS-DOS depends on availability of our DOS 5 and its quality.

I've cc'ed JoachimK because he wants me to have VOBIS signed for a DOS 5 license by and of this CY.

## Manfred.

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>From sergiop Tue Nov 6 01:32:58 1990 To: manfreds Co: mergiop Subject: Status on Vobis Date: Mon Nov 05 17:20:26 1990

Manfred, I have assumed more responsibility for dos 5. I am responsible for managing daily OEN issues.

I'd like you to provide me with a status of Vobis. Stave Ballmer wants to know what we're doing here and how close we are to signing a deal with them.

Please update me as you discover new information.

Sergio

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From manfreds Tue Nov 13 07:39:23 1990 To: jeffl jochenh Co: juttad sarache Subject: FYI: WOBIS Works Data: Tue Nov 13 16:28:51 1990

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They are going to increase their volume commitment for Works from 30,000 to 60,000 and asked for a better royalty. I'll go to the next standard royalty based on a 50,000 units occuminant. When I do the Windows smendment to the existing contract, I'll combine this with the Works stuff.

This showed VOBIS again that we a flexible business partners. It will help to increase the confidence level between MS and VOBIS.

In addition to that I left the idea to help VOBIS to be one of the "Early Shippers" (there is not Early Shipper Program). They are very fast in getting products manufactured from a master.

They have enough DR-DOSes until end of February.

This will perfectly fit to get them moving to MS-DOS.

Manfred.

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