

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 cc-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.

Let's discuss.
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 stgs in Q&H only show them
at 10K per year - was I way off on this?

Let's discuss in Munich next week.

>>From joachink Wed Nov 7 09:50:13 1990
To: manfreds
Cc: jeffl jeremybu
Subject: FW: Re: Status on Vobis
Date: Wed Nov 07 10:35:52 1990

This needs 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
Cc: joachink
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.

Current license status:

- license agreement 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 end of this CY. They will likely sign a per-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 VOBIS 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 end of this CY.

Manfred.

>From sergiop Tue Nov 6 01:32:58 1990
To: manfreds
Cc: sergiop
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 GEN issues.

I'd like you to provide me with a status of Vobis. Steve 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
Cc: juttad.sarache
Subject: FYI: VOBIS Works
Date: 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 commitment. When I do the Windows amendment 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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