



From sandyd Thu Feb 28 08:37:05 1991  
To: jeffl  
Subject: Anstrad Update  
Cc: billin davids  
Date: Thu Feb 28 16:27:53 1991

Jeff, Met with Roback yesterday.

- 1. Gave him the PC4000 contract.
- 2. I now have details about DR at Anstrad.

They want to put DR-DOS on the PC5000, 8086 model only in Germany. They're doing this because they want to "test the market" and think they are OK in Germany because of Vobis. They also are tied on other machines due to their per processor DOS agreement.

I think I can turn this around yet. I don't believe anything is signed and the machines don't ship until at least September. I will try to meet with David Hennels (Director of International Mktng) as soon as possible.

3. Anstrad will be launching the PC4000 as well as a colour laptop at CEBIT. The laptop will look bad next to the 4000 with no Windows ! They are so pissed off with the \$7.50 for Windows that they're prepared to do this ! I'm showing them ballpoint on Monday, but the price and the Compaq deal may kill this off quickly.

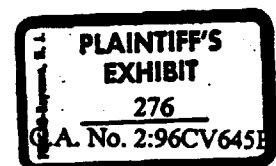
4. Miller is really keen to meet with Joachim. Roback has hinted that dinner would be a good idea and has checked this with Miller. Unfortunately the dates Joachim gave me last week don't seem to correspond with Anstrad's launch at CEBIT. Miller will be in Hannover for the launch on the 13th, March.

If Joachim isn't in Germany then I have tentatively committed to persuading him to make his travel arrangements via the UK to meet with Miller (ideally for dinner). Can you investigate for me ??

Regards, Sandy

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