To: Jeff Lum   cc: Bernard Vergues
      Jochen Haink   Christian Wedell

From   Manfred Schindler

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MS-GmbH OEM Report - April 1991

Royalty Revenues are again below forecast, we are short of roughly $820k. Due to an early closing of books on April 26, we have not been able to bill VOBIS $700k upon First Customer Shipment Notice. Also it looks like Siemens Nixdorf has now problems in filing their royalty reports under the XENIX agreement on time which made it impossible to bill $270k. However because of the signed agreement with Schmitt Computer (volume $ 2.575m p.a.) we will exceed budget by 5% ($20m) by end of FY91.

Packaged DOS business has not recovered from last month (March: 27,217 copies shipped, April: 25,459). Order entry however is back on 28,512 copies from 21,725 in March. But, there is no enthusiasm from our top customers.

Market - PC sales of last 3 months is developing slower than expected. On the other hand, VOBIS and Commodore claim that they had no slow-down in April, which is a sign that the market is changing its structure. As the dealer channel is the crucial factor, and OEMs fight hard for more influence of their dealers, it is hard to predict how the market develops further. The widely shared opinion is that growth continues, however it is slower than expected in the first months. A stagnation however seems to be far away. Considering seasonal effects PC sales in Q4 will not exceed Q3 (both FY91)

Siemens Nixdorf Informationssysteme AG (SNI) - still struggling with the merger. PC sales has not yet recovered after the sharp decline in Q2FY. Their main activities are still concerning the merger of both companies. So, communication channels had to be set up between Paderborn and Augsburg which took much longer than expected. The competition in the sales field from former times is still there and causes a lot of tension. 'Synergie at work' will take longer than expected until its implementation.

Schneider Rundfunkwerke - is eager to have DOS 5 shipping as early as possible. This is intended to win back the lost ground in the PC market.

VOBIS - is just claiming a good PC sale in April. There was no better communication because of Lieven's (GM of VOBIS) Easter vacation.

New Business signed (by customer)

Company	Products	ann. volume	Comments
Schmitt Computer	DOS 5/Shell, Windows/Works	$ 2,575k	standard C&T
BEC Computer	DOS 5/Shell	$ 282k	standard C&T
Sander Computer	DOS5/Shell/Window	$ 106k	standard C&T
	Total p.a.:	$2,963.k	

IBM Germany - Distribution Marketing is not interested in segmenting the market in IBM and Microsoft. Although they focus on OS/2, they also understand that on mid-range computer systems Windows is the defacto standard where SAA compliance is not needed. The difficulty is that IBM is not sure what to tell the market. The old image of Microsoft the enemy is regretfully up again.

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Threats

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Works from OEM - we contacted Commodore. They claimed that a few of their largest dealers unbundle Works from the computer systems. Commodore will write a letter to them, saying the dealer has to cease unbundling Works or they will be charged a fine of $100k. We follow up with them.

OEM Financial

Royalties	month	budget	% budget	ytd	ytd budget	% of budget
actual	$ 963	$ 2,433	40%	$ 13,155	$ 16,299	81%
Forecast:						
month + 1	$ 1,600	$ 1,417	113%	$ 14,755	$ 17,716	83%
month + 2	$ 5,300	$ 1,351	392%	$ 20,055	$ 19,067	105%
month + 3	$ 20	$ 0	#DIV/0!	$ 20,075	$ 0	#DIV/0!

Pack.DOS	month	budget	% budget	ytd	ytd budget	% of budget
Revenue	DM 2,647	DM 2,105	126%	DM 24,766	DM 19,045	130%
Units	25,459	15,559	164%	228,126	140,787	162%

40 active license agreements. 191 active Packaged DOS agreements, 62 to be renewed.

Royalty Business

With having signed the large license agreement with Schmitt Computersysteme, volume $ 2.575m p.a., it is easier to exceed the FY budget by 5%. There are still a number of amendments and license agreements to be prepared, but the main contracts with the most financial impact are done. It hurts that we have not been able to bill VOBIS the $700k I forecasted, even the First Customer Shipment Notice arrived too late after closing the books on April 26.

In April we have to put more pressure on getting royalty reports and First Customer Shipment Notices in, but there is no severe danger for FY's revenue situation.

Packaged MS-DOS Business

It looks like the market finds its average PackDOS rate of 25,000 to 30,000 packages a month. This is a clear sign of slower development. The major issue to work on is to raise the penetration which requires much more account mgr work. Also, converting customers to royalty licenses turned out to be success in means of raising the penetration. A DOS/Windows license is attractive even for PC vendors who ship a few thousands PCs per year.

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Account Status Changes

Siemens-Nixdorf Informationssysteme AG (SNI)
License Agreements
Cleaning up and installing correct royalty reporting is still going on. The next amendment to the DOS/OS/2 contract is in work for adding CD-ROM and some cosmetics.
OS/2 - IBM expanded their offers to SNI for a direct license for OS/2. SNI refused this because they need adaptation layers and support that cannot be obtained from IBM..
Documentation - we are trying hard to shorten the time for preparing documentation. Domally might not be the ultimately choice because SNI has to use own printers.
Next steps
- make sure SNI ships DOS 5 in June, shorten the leadtime for documentation
- get the remaining license agreement work done (clean-up with other Siemens agreements, royalty reports)
- improve communication to R&D and product planning in Paderborn and in Augsburg
- establish higher involvement from SNI in new MS developments
- watch their RISC activities and make them committed to follow our RISC designs.

Schneider Rundfunkwerke
License Agreement
An amendment is in preparation for adding Shell. The sideletter they sent along with their contract was not agreed between both parties and is under rework. This should be finished within the next months and is not yet a threat.
DOS 5
Schneider is eager to get the German version out in June. This can be accomplished if we download the documentation from Redmond to a GmbH server and prepare a copy for Schneider.
Business
They are going to pop-out new low-price computer systems. This together with the early availability of DOS 5 is considered important in order to win back lost market share.
Next steps
- solve the legal problems with the side letter and get it signed
- get in touch with the new marketing and sales people and explain our systems strategy
- see Bernhard Schneider for an update on business strategies.
- prepare the amendment for including the DOS 5 shell

VOBIS
DOS 5, Windows, Works
We are working with them on Works and Windows and try hard to have VOBIS announce availability of DOS 5 in June. As Lieven was on vacation for almost 3 weeks there was not much progress in this area.
However it pleased him that we invited him to Munich for a thorough market review with Tom Gemmel. He will come and we will raise the DOS 5 issue again.
Next steps
- gain influence on their Windows and Works offering, involve our product marketing people
- work with VOBIS to promote DOS 5 from announcement date on

MS-GmbH OEM Report   Page 4

Aquarius

As they want to ship DOS 5 as early as possible we suggested to sign the contract and work on the Russian DOS license issue and on reduction of the minimum commitment later on; this will be included by an amendment. They said the license agreement has been signed but it has not arrived at MS GmbH.

Next steps
- get the signed licence agreement over to Redmond
- provide best support so that German DOS 5 ships as early as possible (end of June?)
- work on the two remaining issues and include them in an amendment

Peacock

A new license agreement has been proposed after expiration of the recent one. Some minor issues have still to be negotiated. Peacock wants to commit 50,000 computer systems which looks too aggressive considering their shipment history which is in the range of 25,000 p.a.

Next steps
- prepare the license agreement and get it signed by mid of May (latest)

Schmitt Computersysteme

After consulting a lawyer for final questions they signed the license agreement to standard conditions for a period of 1 year, minimum commitment $ 2,575,000. Products: DOS 5, Shell, Windows and Works. Competing with VOBIS, they are targeting 70,000 computer systems over the next 12 months.

Mr. Schmitt is looking forward to join in our OEM-Briefing in Cannes and our DOS5 announcement in New York and Brussels.

They showed interest in 10,000 black Ball Point Mice for their black notebook computers but we have not been able to propose a deal with them.

Next steps
- make sure the license agreement gets executed
- have DOS 5 shipped as early as possible

IBM

The Product Marketing people that have been brought in January consider Microsoft and Windows enemies. This means, the customer relations has to be revamped at first.

In parallel to that we will participate in the IBM System Center Seminar that "brain-washes" all first-tier dealers. We will hold a speech on our systems strategy before Novell will pitch their story and will participate in a panel discussion. In addition to that we have arranged a little booth for demoing OS/2 and Windows apps.

Next steps
- rework the relation to the PM people
- have a successful participation in the System Center event
- arrange high-level manager meetings

Packaged Product Business

Packaged DOS -. There is still an unexpected high gap between forecast and actual order entry. Since the market showed a slow-down of PC sales, the PC vendors face difficulties in keeping their forecasts. Considering the soon availability of DOS 5 we have to make sure that we run out of stock before DOS 5 can be shipped.

OEM Mice - We have to work on a more reliable product forecast with our customers.

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MS-GmbH OEM Recon   Page 5

Review of last month goals   CONFIDENTIAL

April

Siemens-Nixdorf Informationsysteme AG
- keep Comm Server and SQL Server in evaluation and start license   delayed
  negotiations
- define a cooperation project between SNI and MS   not yet
- clean-up all license issues   on-going
- arrange a strategy briefing for SNI sales force   not yet

VOBIS
- initiate marketing cooperation for Works and Windows   in work
- keep them testing DOS 5   on going

DOS 5 license status
- have 80% of all DOS agreements signed for DOS 5   done

Packaged MS-DOS
- keep DOS 4 and 3 sales going and maximize DOS/Win combo sale   partly.
- get a German DOS 5 and Windows combo prepared for August   in work
- update all contracts so that DOS 5 can be ordered in May   -
- have Schmitt Computersysteme converted to royalty, have the license done
  agreement signed and executed

Sales Calls

Account Manager	Calls	Workd ays	active %	Calls/ head	Comments
Manfred Schindler	17	21	100%	17	
Jaap van Arkel	21	19	90%	23	2 day on vacation
Michael Rohrhuber	22	21	100%	22	
Michael John	17	21	100%	17	
Oliver Seitz	9	15	71%	13	6 days vacation
Total	86	97	82%	105	21 workdays

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MS-GmbH OEM Report   Page 6

3-Month Goals

May

Siemens-Nixdorf Informationssysteme AG
- start license negotiations on Comm Server and SQL Server
- pursue Comm Server and SQL Server
- have SNI prepared for shipping DOS 5 in June

VOBIS
- get DOS 5 prepared for manufacturing

Schneider Rundfunkwerke
- get DOS 5 prepared for shipping ASAP

European OEM Briefing
- have all top OEMs attend
- and exceed 30 seats

Packaged MS-DOS
- keep DOS 4 and 3 sales going and maximize DOS/Win combo sale (no pre-announcement)

June

Siemens-Nixdorf Informationssysteme AG
- pursue Comm Server and SQL Server
- get DOS 5 shipping

VOBIS
- get DOS 5 prepared for manufacturing
- have them make a public statement re DOS 5

License Agreements
- get all contractual issues solved

Packaged MS-DOS
- have all customers switch to DOS 5

July

Siemens-Nixdorf Informationssysteme AG
- pursue Comm Server and SQL Server

VOBIS
- get DOS 5 prepared for manufacturing

Schneider Rundfunkwerke
- have 100% of all DOS agreements signed for DOS 5

Packaged MS-DOS
- have all customers switch to DOS 5

To:	Joachim Kempin
From:	Richard Fade
Date:	May 22, 1991
Subject:	April 1991 Domestic OEM Status Report
cc:	John Jenkins, Ted Hannum, Mark Chestnut, George Downing, Kathleen Graves, Peter Braman, Mike Murray, Paul Maritz, Steve Ballmer, Carl Stork, Bill Miller, Brad Silverberg, Neil Miller

REVENUE

April revenues were $19M vs budget of $23M, Q4 revenue the same, YTD gross revenue is $140.4M vs budget of $136.9M. Forecast for Q4 revenue is $45.7M (non IBM) plus $12M in IBM revenues for a Q4 total of $57.7M vs budget of $42.7M. FY91 gross revenue will be $192.3M vs budget of $156.6M, a $41M increase over FY90. If IBM windfall revenues are subtracted the increase would be approximately $22M.

NEW BUSINESS

Account	Product	Comments
AT&T	DOS 5.0 OS/2 1.3	Amendment, no $$
AT&T	Windows Productivity Pack	$4/system on laptops
AT&T	LM/UNIX Dev./Licensing Agrmnt	Mixed royalty schedule
CompuAdd	Windows, Windows Prod. Pack	Signed up for another year + WPP
Wang	DOS 5.0	First DOS roy increase since 1982
Commodore	DOS/Windows/Works	$5.8M, 3 years
Intel	Flash File System	$2.00/copy
Dell	Win 3.0, DOS 5.0	$33 per processor --add. 2 years
Dell	Mouse	$19 per unit
NCR	DOS 5.0	Expanded per sys language
Tandon	DOS 5.0	Royalty uplift on 386 systems
AST	DOS/Windows/OS/2/Mouse	3 years, $19m
Alloy Computers	DOS	2 years, $288K
DAK Industries	WinWord	1 year, $2.75M
Insignia	DOS 3.3, 4.01, 5.0 ($10-$28)	New License
Texas Instruments	DOS 5.0	

NEWS

AT&T announced their new Safari notebook computer and have had great reviews. Windows 3 and Windows Productivity Pack bundled!

Tandy decided to ship DOS 5.0 with every PC that does not have an earlier version of DOS in ROM.

Everex releases two new 486SX systems with shipments beginning this month.

Wang reports another quarterly loss of $48.9M.

Commodore had another very good quarter. EPS up from $.01 to $.32, net income for quarter was $1,400,000 including an extraordinary charge of $9.2M.

NetFRAME had their best quarter ever. Everex is doing very well for them and Olivetti continues to purchase machines. Anticipate profitability in the next quarter or two.

NetFRAME will be actively pursuing relationships with applications vendors and corresponding resellers to market and support integrated solutions.

Compaq announced their new pricing model. They have reduced their SRP from 8% to 34% depending on the system. In conjunction with their SRP reduction, they have reduced their dealer discount from about 40% to 30%. This pricing change is in reaction to the competitive pricing advertisements that Dell and others are using against Compaq.

NCR reports record first quarter revenues of $1,369M with strong international orders, but earnings per share and net income declined. They also posted record orders for small computer systems/workstations.

HP announces the IIIP at $1595 SRP which places it in a good position between the III and the IIP, its predecessor.

Results of HP's workstation announcements for the 700 series using PA90 have been outstanding according to Bob Frankenburg. This was Bob's last connection with the network group as he has accepted a position under Dick Hackborn handling PCG, CCD, Corvallis, and twisted LAN products.

Tandon in negotiation to buy "PC Brand" mail-order firm to supplement their 50 person US direct sales force.

AST announced four new Premium II 486SX models (486SX @ $2,995, 486SX 80MB @ $3,695, 486SX 80MB @ $4,495, and the 486SX 210MB @ $4,395) the day after Intel's 486SX announcement.

Annabook's announced their VAD relationship with MS for ROM DOS. There was a press release in EE Times.

Gateway 2000 - SPAG has agreed to do a custom color mouse for Gateway 2000, should retain mouse business for FY92 although Logitech has made headway into the account. Gateway is still our largest OEM Mouse shipper.

Texas Instruments confirmed executive review at Windows World will have President of TI's Semiconductor division as well as VP levels on both sides. TI will not in the foreseeable future ship product made by 3rd party OEM under their name - project dropped due to quality concerns.

ISSUES

We need to decide the approach for PBU as Nancyri has done an excellent job pushing business forward, we need to be as clear as possible as to what specific actions are needed at this point.

AT&T says Ballpoint is double the price of Logitech and other vendor's products. Not interested.

GRID is developing two 386 GRID Pads - one for Pen Point and one for Pen Windows. The systems will be announced in 1992.

CompuAdd - Unhappy about MS" plans for Soundboard offering

Wang - interested in LAN Manager FG; SMSD is pursing

BULL and Zenith are confused as to why the LM Strategic Integrator plan only addresses the US market. We need an international version of this plan.

NetFRAME: Joint support plan.

Compaq/Rich Fricks Replacement - Finding a replacement for Rich is challenging. PSS has not found any solid candidate yet.

Compaq/Ballpoint Promotion - We have yet to see actual BallPoint shipment numbers from Compaq. They are afraid that if we see what they have actually shipped in the US, we will take away production that is committed to Compaq.

Digital - In general, there has been an infrastructure and focus missing that allows to properly support Digital. This has manifested itself in PSS, NBU, PR and various other organizations. The amount of internal selling/"awareness creation" has been very cycle intensive.

Tandem had a license for mail through Consumer Software who was bought out by MS. They still want to distribute the product and are looking for a vehicle to do this. We are in some conflict as to how to set them up, through OEM or SMSD.

IBM is counting AST, (amongst others) to be the first tier of IBM certified IBM OS/2 resellers. AST is submitting hardware to IBM for certification.

NCR continues to push on workgroup product marketing efforts. Comm Server product plans move further from NCR's original concept of the product.

LM/X royalty payments due HP/CND.

AST wants a co-marketing arrangement between our companies. One obstacle to this is MS' new policy not allowing anyone to use MS' logo. AST learned about this new policy right before launching their Server ad campaign.

PBU - It has been extremely difficult to be proactive with customers with the changes being considered for PBU. Currently, we don't even know whether TrueImage will even exist next month. It is a very uncomfortable situation.

HP PCG wants clear statement on MS' position on OS/2 2.0 vs. Tiger.

Zeos is considering switching to Logitech for future Mouse purchases. Price is the issue.

Distec is having cash flow problems which may negatively impact our PP forecast.

PEOPLE

Gary Perez rejoined DOEM this past month in Kathleen's group. I believe Gary will do a good job in his new role picking up established accounts from Dave Wright. Dave will be focusing on TI, Gateway and Positive - three accounts who have become significant revenue generators and need more attention.

Greg Anderson in on target to join Kelly working the DEC account the end of May and has already become active in learning the account and current projects though he still reports to international operations.

Barry Spector will move to the new training position in Ron's organization and take with him the April "head" from the FY91 budget.

We close the year then, staffed to plan, with no significant positions unfilled. The next challenge for the group will be replacing various positions made open by the "re-organization". This is significant if we lose Larryed, Barrysp and Jeffmo to positions in OEM marketing in July. We have few resources to spare to replace them. This will be compounded by Doris and Debbiefl taking maternity leaves in July and August. We need to do some careful planning today or we will find ourselves in a real "crunch" for AM resources to manage the business this summer.

COMMENTS ON REVENUE

April revenues were strong with $3.7M more in IBM billings. IBM revenue was $12M YTD at the close of Q3, I expect an additional $12M in revenues from them in Q4. This is primarily NT and Windows "flat fees", plus the OS/2 back royalties "windfall". Business among other customers for the quarter ended in March, appears to be stable but not growing. Compaq has set expectations that their performance will be off this quarter, many of our "second tier" accounts who have strong distribution seem to be healthy. I will report sample systems shipments next month.

FG DOS sales were off significantly for the first time this year, coming in at 14K units. I attribute this primarily to zero units ordered by Disteo (typically 2-4K p/month) and our customers selling off their inventory in anticipation of DOS 5. I expect June to be a banner month for FG DOS (V5.0), this could fuel Q4 revenues beyond the $57M I have forecasted.

OEM mouse revenues were strong topping $2M this month, Gateway and Zeos both are looking at other alternatives, we must be aggressive to retain especially Gateway's business.

Overall business outlook is good, recent "per system" MS-DOS and Windows licenses signed with DELL and AST will begin to provide incremental revenue next quarter. The DAK Word for Windows license was signed, DAK has also significantly increased their commitment to Windows. The pipeline for new licenses looks promising. I am optimistic that the group could turn in another $30-$40M in growth for FY92 given that the overall market stays at least as healthy as it is today.

FG-DOS

	April Units	%	Q4 Units	%	FY91 Units	%	FY90
PP 3.3	3,128	22%	3,128	22%	56,063	27%	
PP 4.01(5 1/4)	7,368	53%	7,368	53%	113,971	55%	
PP 4.01 (3.5)	3,444	25%	3,444	25%	39,079	18%	
Units of PP	13,940	100%	13,940	100%	209,113	100%	228,107
Dollars of PP	$717,050		$717,050		$10,652,041		$11,624,039
Avg. Price	$51.44		$51.44		$50.94		$50.96

LAPTOP WATCH

AT&T announced a notebook laptop this month called the Safari 386NSX/20. A slimline laptop will be announced in November. Pen-based maybe in Q32CY92.

Wang now sells a TI 3000 machine under the TI logo.

ZDS to announce five new portables at Spring Comdex. Three will be bundled with Windows.

Dell - sub notebook (11x7x1 1/4) in Q4'91

Digital - the 386/SX machine sourced from Triumph/Adler will be announced this month

NCR to announce their notebook offering in May (OEM'ed product).

Domestic OEM Status Report   Page 4   April 1991

HP Corvallis announced the 95LX Palmtop computer using MS-DOS and Lotus 1-2-3 along with other applets coded into ROM.

AST's notebook continues to sell well but the demand for product far outpaces supply and I do not expect to receive a notebook product from AST for quite awhile.

RISC WATCH

GRiD met with MIPs to develop a hardware strategy under ARC.

Continuing internal ZDS/BULL battle over MIPS development. ZDS likely to begin a MIPS development effort. BULL has been told about Jazz, but not ZDS.

CompuAdd - No SPARC machines sold to date.

Tandon states desire to stay with Soulborne SPARC clone for European sales until they can get a MIPS based solution shipping then they will let the customer decide which to purchase. They claim they need to offer their customers a RISC solution now, so they need SPARC.

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DOS 5.0 WATCH

Status: P=Proposed N=Negotiation S=Signed N/A – Not Applicable
Ship date is OAK + n days... i.e. 60, 30, etc
ORI Threat is Y or N

Account	Status	Close Date	Ship Date	ORI Threat?
AT&T	S	N/a	6/11	N
Tandy	S	4/16	6/11	N
ALR	P	unsure	unsure	Y
Everex	S	January	30	N
Wyse	S	February	30	N
CompuAdd	S	7/90	+30	N
Wang	S	4/91	+30	N
ZDS	S		July 1	N
Tandem	S			
Commodore	S	5/91	OAK + 30	N
Phoenix	S	12/90	30	N
Intel	S	12/90	30	N
Compaq	S	9/90	30 or less	N
Dell	S		6/11	N
Digital	P	June	OEM ver. in CQ4'91	N
NCR	S	March	+60 days	N
Momenta	N	4/91	+120	N
Tandon	S	4/91	+30	N
Northgate	S	2/91	+30	N
AST	S	March	60	N
Atari	S	May	60	Y
Memorex-Telex	S	January	60	N
Data General	N	5/15	?	N
Positive	N/A	5/91		N
Win Labs	N	5/91	6/91	N
Sysorex	N	6/91		Y
Osicom	N	5/91		N
C3	N	5/91		N
Swan	N	5/91		?
DFI	N	6/91		N
Microstar	N	6/91		Y

PRODUCT MARKETING FEEDBACK

Ballpoint
Is our product price competitive with our competitors' offerings?

DOS
ROM DOS spec.

DOS 5.0
Tom Lennon's presentation to AST was quite helpful.

Need separate ROM version kit as well as separate Flash Memory File System kit for embedded OEMs. We need to improve the ROM DOS 5.0 kit so that we do not lose another opportunity to DRI because of an inferior product. Spec finally came with several holes.

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Flash Memory File System
Still not released officially so that we can ship it to OEM customers.

Pen Windows
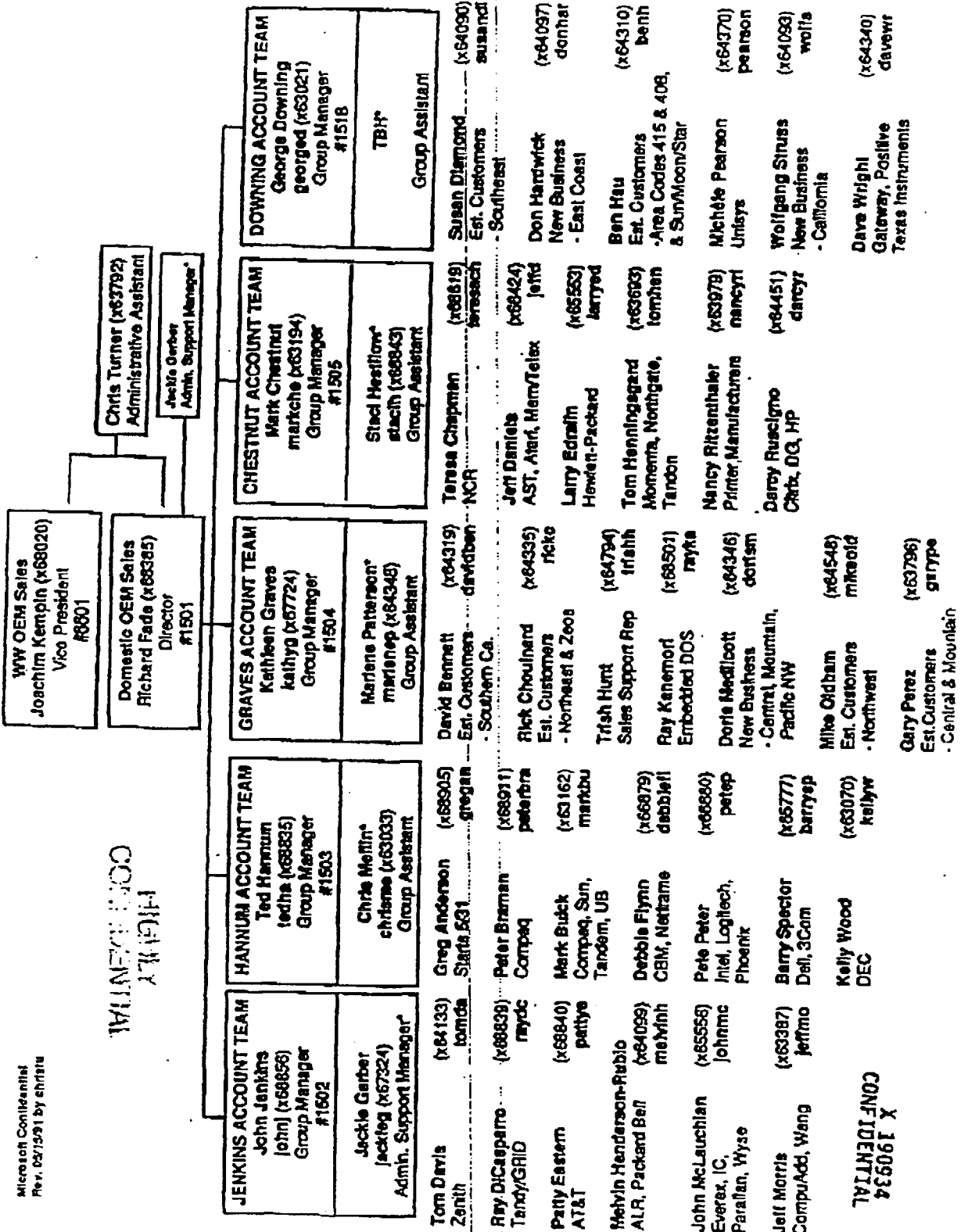AST's interest in Pen Windows was very high. Talks will begin.

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WW OEM Sales
Joachim Kempin (x68020)
Vice President
#6801

Chris Turner (x63792)
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Admin. Support Manager*

JENKINS ACCOUNT TEAM
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Group Manager
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Admin. Support Manager*

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Zenith		
Ray DiCasparro	(x68838)	raydc
Tandy/GRID		
Patty Eastern	(x68840)	pattye
AT&T		
Melvin Henderson-Rubio	(x64099)	melvinh
ALR, Packard Bell		
John McLauchlan	(x65556)	johnmc
Everex, IC,		
Panilan, Wyse		
Jeff Morris	(x63387)	jeffmo
CompuAdd, Wang		

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#1503

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chrisme (x63033)
Group Assistant

Greg Anderson	(x68905)	gregan
Stards 531		
Peter Braman	(x68911)	peterbra
Compaq		
Mark Budek	(x63162)	markbu
Compaq, Sun,		
Tandem, UB		
Debbie Flynn	(x66879)	debbief
CBM, Netframe		
Pete Peter	(x66880)	petep
Intel, Logitech,		
Phoenix		
Barry Spector	(x65777)	barrysp
Dell, 3Com		
Kelly Wood	(x63070)	kellyw
DEC		

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marlenep (x84345)
Group Assistant

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Est. Customers		
- Southern Ca.		
Rick Chouinard	(x64335)	ricka
Est. Customers		
- Northeast & Zeos		
Trish Hunt	(x84794)	trishh
Sales Support Rep		
Ray Kanemori	(x68501)	rayka
Embedded DOS		
Doris Medlicott	(x64346)	dorism
New Business		
- Central, Mountain,		
Pacific NW		
Mike Oldham	(x64548)	mikeold
Est. Customers		
- Northwest		
Gary Perez	(x63796)	garype
Est.Customers		
- Central & Mountain		

CHESTNUT ACCOUNT TEAM
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markche (x63194)
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- NCR		
Jeff Daniels	(x69424)	jeffd
AST, Atari, Mem/Telex		
Larry Ednaln	(x65563)	larryed
Hewlett-Packard		
Tom Henningsgard	(x63633)	tomhen
Momenta, Northgate,		
Tandon		
Nancy Ritzenthaler	(x63979)	nancyrl
Printer, Manufacturers		
Darcy Ruscigno	(x64451)	darcyr
CBM, DG, HP		

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TBH*

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Est. Customers		
- Southeast		
Don Hardwick	(x64097)	donhar
New Business		
- East Coast		
Ben Hau	(x64310)	benh
Est. Customers		
- Area Codes 415 & 408,		
& Sun/Moon/Star		
Michele Pearson	(x64370)	pearson
Unisys		
Wolfgang Struss	(x64093)	wolfs
New Business		
- California		
Dave Wright	(x64340)	davewr
Gateway, Positive		
Texas Instruments		

Jackie Garber
Admin. Support Manager*

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MICROSOFT CORPORATION
DOMESTIC OEM REVENUE BY SALES TERR, BY BUSINESS UNIT
FOR THE MONTH OF APRIL 1991
(in thousands)

MICROSOFT CORPORATION
DOMESTIC OEM REVENUE BY SALES TEAM, BY BUSINESS UNIT
YEAR-TO-DATE AS OF APRIL 30, 1991
(In thousands)

April Status Report
European OEM Division
Jeff Lum

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April Status Report
European OEM Division
Jeff Lum

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Revenue (see attachment A for details)
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We had the usual first month deficit in April - $1M vs. a budget of $4.3M. This quarter will be strong like FYQ3 - I expect to finish FYQ4 with $15M against a budget of $15.2M. This will give us a yearly total of $82M vs. budget of $57.2M.

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New Business Signed
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Account	Product	Comments
Amstrad	DOS 5.0	Amendment
Amstrad	Works 2.0	German bundle
Audio Development	OS/2 1.3	Amends Version 1.3 of OS/2
Benzel	OS/2 1.3	Amends Version 1.3 of OS/2
Jet Data	OS/2 1.3	Amends Version 1.3 of OS/2
Tixi Data	DOS 5.0	Amendment
Philips Electronics Ltd.	Windows 3.0/DOS 5.0	Amendment
Nokia Data	DOS 5.0	Amendment
Schmidt Computer	DOS 5.0; Shell; Win; Works	Convert from PGDOS: $2M/yr
BEC Computer	DOS 5.0; Shell	
Sander Computer	DOS 5.0; Shell; Windows	
Vobis Data	DOS 5.0/Win 3/Works	Biggest DRI conversion this decade!
Olivetti Office	Trueimage	LOI signed
Unidata	DOS 5.0	License amendment signed

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New Business Pending
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Account	Product	Royalty	Commit	Close	Chance
Philips	MM Windows	$37.00	60,000	5/20	90%
Olivetti - U.S.	Arabic DOS	$55.00	5,000	6/1	30%
ICL	Windows 3.0	Guideline	60,000	6/91	80%
Amstrad	Windows 3.0	$7.50	$400K/Annum	6/91	80%
Apricot	New Contract	Various	$1.5M/Annum	8/91	100%
Vobis	Shell/Prod. Pack	Various	$100K/pa	6/1	90%
Data Pool	DOS 5; Win 3;	Guideline	0K per year	6/31	60%
Digitronics	DOS 5; Win 3;	Guideline	2K per year	8/31	60%
Softcom	DOS 5 Royalty	Guideline	10K units/yr	8/31	80%
Executive	DOS 5; Win 3	Guideline	20K units/yr	8/31	60%
Tulip	LANMAN/COM	Guideline	$250K/yr	6/31	75%

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News
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Amstrad fired 37 managers in keeping with their "Sugarlump" lean and mean strategy. Unfortunately, they fired Peter Roback, one of our few allies in the account.
ICL awarded The Queen's Industry Award for Export.
EC President Jaques Delors chaired a meeting with 5 heads of EC companies - Philips, SNI, Bull, Olivetti, and SGS Thompson. Basic purpose was to investigate ways to prevent the Japanese from taking over Europe.
Siemens to invest in 20% of Goupi in an "industrial agreement".

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People

Ellen Taylor joined LTD as OEM Sales Associate responsible for FG DOS sales.
Maurizio making good progress on hiring an Olivetti account manager. Has narrowed decision down to 2 candidates.

Issues

We need to develop an OEM policy on distribution of multiple language versions of Windows (or other products for that matter) on CDROM. I am seeing more and more interest by OEMs in this. We need legal as well as a clear OEM pricing policy in order to handle this.

I am seeing more and more pressure by OEMs with low end 286 platforms to reduce DOS royalties in order to compete with DRI. DRI has demonstrated that they are an acceptable choice for machines below the SX, and are slowly convincing OEMs that they are paying MS too much money for 8088 and 286 machines where DOS 5.0 has no real compelling features over DR DOS for the first time user.

Dr. Bodo, VP of Product Planning - SNI, visited JK in April. He confirmed IBM's hostility against anything other than OS/2 on the desktop. Says IBM using the usual FUD keep their customers on their platforms. Unfortunately, IBM's German customers are listening to this. He sees them building great PC to mainframe features into OS/2 over time to keep it in the corporate environment. Bodo's response is to go along with it on a demand basis, but is very defensive about it. He even sees UNIX disappearing. YES, this man was "the" MR. UNIX guy for years. He will put his money for future development into WIN, a "winning segment" as he calls it. They can't make money on UNIX or OS/2 developments. Last, but not least, IBM has not only offered to license OS/2, but a R6000 license as well to produce the chip and systems. Looks like they are trying desperately to torpedo ACE.

DOS 5.0 Watch

Great progress in the last month for DOS 5.0 licenses - see attached list.

Packaged DOS

Subsidiary	April Actual	April Budget	FYQ4 Forecast	FYQ4 Budget
MSAB	2,895	2,300		
MSBV	4,405	1,821	4,405	2,243
MSGMBH	25,430	18,599	79,949	46,651
MSLTD	6,279	8,500	10,500	6,800
MSSARL	6,519	3,297	14,642	9,605
MSSPA	2,162	1,607	5,382	4,661
MSSRL	8,854	1,800	8,500	6,800
TOTAL	49,323	28,864		

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Strong month all the way around for Europe - 171% of budget. Only GmbH disappointed with results as they expected 30K units for the month. Can probably attribute some of the slowdown to inventory reductions of 4.01 as well as good conversions to royalty business (Schmitt a good example). AB says customers are buying FG Windows with their FG DOS 50% of the time; LTD reports 27% penetration of FG Windows (down from 32% last month). Strong sales volume in LTD attributed to new price structure which is incenting some OEMs to include DOS for free with their systems as well

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as reaching a broader base of smaller OEMs who previously could not afford to buy DOS for their systems.

Piracy and grey market continue to be greatest competitor - especially from the far east.

SARL putting on a big push to increase awareness of FG market in France. They have talked to close to 80% of the companies that advertise in the computer magazines.

SPA says they need radical price decreases at entry level volumes to win business of price conscious OEMs in his area. Maybe a stripped version of DOS at lower prices? This has come up before.

SRL reported record month in new orders for April. 19 new contracts. Great job by Beatriz.

RISC Watch

OEM reaction to ACE announcement ranged from nothing to an Apricot press release after the ACE announcement supporting Intel. ICL also showing interest in ACE group, but their role with MIPS is still unclear.

Product Marketing Feedback

DOS 5.0

OAK documentation for English came in US Ventura; could not be read by NL Ventura. Seems like a good time to switch to Winword!

Davebr has an interesting conversation with a DRI employee at a recent computer show. DRI said they felt they had a 20% market share of a 275K unit packaged DOS market in the UK. DRI also expects to ship 150K units throughout Europe with most of the volume in Germany (Voble?). The Voble numbers sound reasonable without knowing about the MSDOS license, but the UK numbers are much too high. Davebr estimates UK market size to be closer to 125K units/yr. Also, DR DOS 6.0 scheduled to ship "late" this year, but no one has seen the beta yet.

Windows

Victor Switzerland is bundling Windows, and all four working models on all 386 hard disk machines. They will aggressively advertise and educate resellers. Contact magnusl for more details.

Multimedia Windows

ICL, Research Machines and Apricot have expressed interest in joining the council as a European affiliate. With English titles not being much of an issue here, we should focus on these customers up front and worry about getting the right hardware design in other countries right now.

Robg met with Olivetti. Maurb said everything came together on the strategy and technical side. Good foundation to start the contract negotiations for licensing.

Pen Windows

Lloydh's demo of Penwin was so good at Amstrad that Alan Sugar asked to see it. Apparently he liked it. Question is: Will he pay us anything for it??

Husky Computers in the UK attended Windows Developer's Conference in the UK and are interested in this product. Contact Davebr for more details.

Olivetti still waiting for SDKs - long overdue and holding up progress of papyrus consortium.

OS/2

Manfreds was involved in a press round table at IBM Germany. They stated that they are approaching the top-ten OEMs with OS/2 SE. However this is not an OAK but just the binary. OEMs

<div align="center">** <i>MICROSOFT SECRET</i> **</div>

will have to go through pain in order to adapt it, but may still be attracted to it via a low price. We will keep our ears to the ground.

Why are we having such a hard time getting LADDR kits delivered overseas? LTD reports they have been waiting for weeks for their copies.

LANMAN
Nokia shipped 1,100 units of LANMAN (50% version1.0) in FYQ3.
LANMAN Council participation was high and the feedback I have received was positive. OEMs felt they learned a lot, presentations were interactive, speakers open minded, and open and honest about the product. Many looking forward to next meeting. Participants from Europe: Nokia, Bull, Tulip, Philips, ICL, and SNI.

COM Server
Atlantis shipped COM Workstation in FYQ3. In addition, they are working on a bid jointly with DEC for a French bank for 1,500 COM Servers. Contact Chrisa for more details.

Works
Maurb reports Olivetti looking to put GeoWorks on a future palmtop machine. We need to stop this effort now. Donna, can you email maurb and get a dialog going about this.

Product Support Services

Nokia feeling better about the $150K annual support fee they are paying for their SE. A presentation made by Anderak to Nokia addressed their concerns to their satisfaction, and they feel they know what they are going to get for their money. Bengta reports that Anderak feels more management and direction needed in this group; tensions are high. Amej has been alerted by Bengta about this. Olivetti SE agreement not resolved yet, but Maurb and Lorim made good progress with the new management in place to decide this.
Olivetti certification program progressing slower than necessary - lack of coordination within seems to be the factor. We need to focus Lorim on this when she gets back from vacation.

ICL

Dalebor fears ICL's interest in New Wave for their UNIX based departmental systems may interfere with his Windows GUI efforts. Nevertheless, Dale is doing a good job of keeping Windows in ICL's face by arranging conferences for their developers, and sales and marketing groups.

Nokia

In spite of the economic slump in the nordic area, they reported record sales for FYQ3 shipments. FYQ4 is looking strong, too. LANMAN shipments reached 1,100 units for the quarter indicating their ongoing commitment to the product. They must be one of our biggest OEMs if not the biggest. Some MMW activity with Glaser's visit last month, but Nokia likely to move slow in this area. Hildreth and Maritz visited them last month and discussed our Tiger plans. This program has their interest if they can reduce resources while distributing a "standard" OS/2. The pan-European FG Apps agreement bogged down in EHQ. Larsahl working the issue.

Olivetti USA

Maritbe and Donnag pursuing an opportunity here on notebook PCs distributed through Wharehouse Stores and NOMDA dealers. More talks scheduled for Spring COMDEX.

Olivetti - SPA

Signed an LOI for Trueimage (what timing). I am skeptical that we will be able to support them responsibly given the state of PBU. We will have to pay particular attention to this if we want it to succeed.
They are evaluating a Winword bundle on their specialized ETV machine (document processor). We are fighting against Lotus AmI. This will be a 100% hard core bundle and price will be a major factor. Lotus is being super aggressive.
Olivetti S&N confirmed their intention to bundle FG version of either WinWord, Excel or Powerpoint on their M380-40 (386-33mhz) machine from June to December. This will be a pan-European bundle and estimates are in the range of 10K units.

Philips

Mark and Hansra working together well on more account penetration by visiting some very high level players in Eindhoven. Glaser joined them to present a proposal on merging DV-I and CD-I technologies into a single standard ala MM PC II. Philips is considering the implications of Rob's offer to convert from 68000 to Intel while standardizing on CDROM XA. Uncovered a design win opportunity at Philips with Pen Windows. More discussions planned at the EOEM Briefing 5/31 in Cannes.

Schmitt Computers

Great job by GmbH in converting a large FG DOS customer to royalty DOS as well as Windows and Works. These guys go head to head with the likes of Schneider and Vobis, and expect to ship over 70K units over the next year.

Schneider Rundfunkwerke

They want to be able to ship DOS 5.0 German version on 6/11. We are doing everything we can to make this happen, e.g. putting the ODK files on the network for GmbH to unload onto tape and deliver to them nearly a day or two after release - this will save them 2-3 weeks in time to market. We expect these guys to announce new line of low priced pcs along with DOS 5.0 to try to win back lost market share over the last year.

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Siemens-Nixdorf Informationssysteme AG (SNI)
Still struggling with the merger. PC sales have not recovered from huge dip in FY02. IBM has approached them to license OS/2. SNI so far is refusing due to the need for adaptation materials and support they get from MS. Ther should be lots more account management activity in this account. I'll have to talk to Manfreds about this.

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
Further discussions on LANMAN with reduced minimun commitment requirements has induced them to license LANMAN and COM. Hansra is working this.

Victor
The license agreement ownership issue seems t bounce back and forth between Victor and Tandy. Victor says they will keep the license; Tandy says they will own all operating system licensing including Victor. Time will put pressure on this decision as Victor's license agreement expires June 30. Magnusi working hard on the renewal license. We will incorporate as much of Tandy's license into Victor's license that makes sense, and we will also maintain consistent pricing with Tandy's agreement and Victor's existing license agreement. The Windows license presents an opportunity to obtain minimum commitments and a separate license for Victor as Tandy is not likely to reach agreement with MS prior to 6/30. Victor wants to continue shipping Windows on 7/1.
Victor has won a piece of the Swedish government's business over the next three years. This will force Victor to license LANMAN on a royalty basis from us.

Vobis
We are focusing on getting these guys to ship DOS 5.0 ASAP. If we can do this quickly, this will have a huge influence on other DRI OEMS that look to Vobis and think it is okay and competitive to ship DR DOS. Lieven was invited to attend Gemmel's market/channel review in Munich. It would be interesting to hear his feedback.

REVENUE PERFORMANCE SUMMARY: Month-to-date: Quarter-to-date: Year-to-date   Quarter: 4 FY91

Account	April Budget	April Actual	May Budget	May Forecast	June Budget	June Forecast	FYQ4 Forecast	FYQ4 Budget	FYQ4 Diff.		
MSAB	0	31,512	0	0	0	16,468	50,000	0	50,000		
Datatronic	0	0	0	0	690,000	2,800,000	2,200,000	550,000	1,650,000		
Nokia	1,125,200	0	0	0	0	1,731,425	1,731,425	1,125,200	605,165		
Norsk	40,650	0	0	0	0	0	0	40,650	-40,650		
POQT	0	0	0	0	0	13,500	13,500	0	13,500		
MSBV	0	0	0	0	0	2,625	2,625	0	2,625		
G2	0	0	0	0	0	64,000	64,000	0	64,000		
Tulip	0	0	815,881	0	0	730,000	730,000	815,881	-85,881		
MS GMBH	1,192,600	968,660	114,780	0	0	1,181,320	2,000,000	1,307,250	692,750		
Nixdorf	0	0	438,164	0	23,436	0	0	440,690	-440,690		
Peacock	1,240,000	94,068	0	0	310,000	146,434	242,900	1,950,000	-1,707,600		
Schneider	0	0	0	0	1,000,000	625,000	625,000	1,000,000	-375,000		
Siemens	0	0	876,225	0	17,500	1,376,375	1,376,375	892,725	482,650		
MSLTD	105,000	0	4,500	0	0	800,000	800,000	108,900	390,800		
Amstrad	0	0	409,542	0	31,788	200,000	200,000	441,300	-241,300		
Apricot	0	0	0	0	380,000	0	0	360,000	-360,000		
ICL	0	0	0	0	536,250	536,250	536,250	536,250	0		
Opus	0	0	162,900	0	0	100,000	100,000	162,600	-62,600		
RML	0	0	53,320	0	346,680	375,800	375,800	400,600	-24,900		
MSSARL	35,995	1,050	0	0	0	40,700	50,730	35,995	14,766		
Amstrad	0	2,565	0	0	0	0	2,565	0	2,565		
Bull	536,405	0	0	0	0	0	0	536,405	-536,405		
RCE	0	21,495	0	0	0	26,905	50,000	0	50,000		
SMT Goupil	37,866	0	0	0	362,914	400,000	400,000	400,000	0		
Telemecaniq	0	0	0	0	47,250	47,250	47,250	47,250	0		
MSSPA	0	0	0	0	0	25,000	25,000	0	25,000		
Asem	0	0	0	0	0	128,875	128,875	0	128,875		
Buffetti	0	0	30,000	0	0	0	0	30,000	-30,000		
Fineur	0	0	0	0	0	0	0	0	0		
Intercomp	0	0	6,200	0	0	25,000	25,000	6,200	19,800		
Olivetti	0	306	0	0	2,875,000	3,124,804	3,125,000	2,875,000	250,000		
Unibit	0	0	0	0	133,375	133,375	133,375	133,375	0		
Hantarex	0	0	0	0	250,000	300,000	300,000	350,000	-50,000		
MSSRL	7,036	27,175	0	0	131,000	12,825	40,000	136,036	-96,036		
MSHO-Philip	0	0	609,535	0	852,485	1,022,000	1,022,000	1,022,000	0		
Totals	4,321,534	1,046,950	3,567,607	0	7,327,028	14,870,031	16,016,990	15,216,199	800,821		
		24%		0%		204%		105%			

SUBSIDIARY SUMMARY: Month-to-date: Quarter-to-date: Year-to-date   Quarter: 4 FY91

Account	April Budget	April Actual	May Budget	May Actual	June Budget	June Actual	FYQ4 Actual	FYQ4 Budget	FYQ4 Diff.	YTD-Mar. Actual	YTD-Mar. Budget
MSAB	1,165,810	31,532	0	0	690,000	2,851,900	3,994,925	1,716,910	2,278,015	8,127,440	6,144,217
MSBV	0	0	815,881	0	0	816,625	816,625	815,881	744	3,969,740	2,187,737
MSGMBH	2,432,500	962,746	1,417,189	0	1,350,635	3,281,129	4,243,876	5,200,585	-956,690	10,183,435	13,345,604
MSLTD	105,000	0	629,662	0	1,274,688	1,711,780	1,711,780	2,009,660	-297,800	7,514,782	9,377,695
MSSARL	610,066	25,110	0	0	409,664	625,455	650,565	1,019,660	-460,065	3,906,890	2,906,679
MSSPA	0	306	35,200	0	3,258,375	3,636,654	3,637,930	3,293,675	343,675	9,995,046	10,222,161
MSSRL	7,036	27,175	0	0	131,000	12,825	40,000	136,036	-96,036	80,626	407,812
MSHO	0	0	609,635	0	852,485	1,022,000	1,022,000	1,022,000	0	2,437,660	2,145,125
Totals	4,321,534	1,046,956	3,567,607	0	7,327,028	14,970,031	16,016,990	16,216,169	800,821	45,679,452	41,809,950
										YTD-Mar.%	109%

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

"Microsoft Secret"

DOS 5.0 Watch   (April 1991)

Account Name	Account Mgr	Status*	Expected Close Date	Expected Ship Date**	DRI Threat?***
Actieus Computer	olivera	S		OAK + 60	N
AEG Olympia	michra	S		OAK + 60	N
Alchter	davebr	S		OAK + 60	N
Amstrad	sandyd	S		OAK + 60	Y
Apricot Computers	sandyd	P	May-91	OAK + 30	N
Aquarius	olivera	N	May-91	11-Jun	E
Asem	andreab	S		OAK + 60	N
Atala	ignacid	V	Aug-91	Sep-91 (?)	N
BEC Computere GmbH	michjo	S			N
Brother Intl - Europe	davebr	S		OAK + 30	
CMTS-FAST	michro	P.	May-91	OAK + 60	N
Camern Technology	davebr	P.			
Cameo	olivera	N	May-91	OAK + 30	
Digitale Mikrosysteme	olivera	S			N
FMC Electronic	jaapv	P.	May-91		
G2	hartera	S		OAK + 60	N
Gossdt Brender	michro	P	May-91	OAK + 30	N
Hantarex	andreab	N	May-91	OAK + 60	N
Husky Computers	davebr	P.		OAK + 60	N
ICL	datebor	P.	Jun-91		
IGS mbH & Co.KG	jaapv	P.	May-91	OAK + 90	N
Imecom		S.		OAK + 30	N
Intercomp	andreab	S.			
IPC Deutschland	olivera	S.		OAK + 60	N
ITOS (CTM)	michro	P.	May-91	30-Jun	N
Kontron Elektronik	jaapv	P.	May-91	OAK + 30	N
Mostros	olivera	S.		OAK + 60	N
Nokia	israeld	S.			
Olivetti	maurb	S.		OAK + 60	N
Opus Supplies	sandyd	V	Jun-91	OAK + 60	N
POQT	magnust	S.		OAK + 60	N
Peacock	olivera	S.			
Philips	markba	S.		OAK + 60	N
Protec Electronic	olivera	N	May-91	OAK + 60	Low-end Retail PCs
Pyramid Computer	michra	P.	May-91	OAK + 60	N
Quattro Computere	davebr	V.		OAK + 30	N
Real Time Control	davebr	P.		OAK + 30	
REIN Elektronik	michra	P	May-91	OAK + 30	N
Research Machines	sandyd	P.	May-91	OAK + 90	N
Robotron Ascota	jaapv	S.			
Robotron Burom.	jaapv	S.			
Rohde & Schwarz	jaapv	P.	May-91	OAK + 60	N
Sander Computersysteme	michjo	S.			N
Schneider Rund.	michra	S.		11-Jun	N
Schwetra	olivera	P.	May-91	OAK + 60	N
Siemens Nixdorf	michra	S.		OAK + 60	N
SMT-Goupil	chriba	P.		French OAK + 60	N
Theuretzbacher & Co	michra	P.	May-91	OAK + 60	E
Ted Data A/S	magnust	P.	May-91	OAK + 30	N
Tulip	hartera	V.		OAK + 30	N
Unibit	andreab	P.	May-91	OAK + 60	N
Unidata	andreab	S.			
Type Industry Prod.	davebr	P.			
Victor	magnust	S.			
Vigien Ltd	davebr	P	May-91	OAK + 30	N
Vobis	marineda	S.		OAK + 30	C
Weloa	jaapv	P.	May-91	OAK + 60	N

*Status: P=Proposal N=Negotiating S=Signed LOI=Letter of Intent V=Verbal OK N/A=Not Applicable
**Expected Ship Date = OAK + number of days (e.g. OAK + 30, 60, or 90)
***DRI Threat: C=DRI customer N=No threat E=Evaluating DRI DOS

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5/14/91 (DOSWATCH.XLS)

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Attachment

Current or Pending Windows 3.0 Licensees as of _____ 15-May-91

Company	Account Manager	Pre Installed?	Signed (S) or Pending (P)
Actebis	olivers		
AEG Olympia	manfreds		
Akhter Group PLC	davebr		
Amstrad	sandyd	Y	P
Apricot Computers	sandyd		
Aquarius Systems International	olivers		
Asem SPA	andreab		
Brother Int'l	davebr		
Digitale Microsysteme GmbH	olivers		
G2 Computers	hansra		
IPO Deutschland	olivers		
Intercomp APA	andreab		
Nokia Data Systems	larsahl	Y	
Olivetti SPA	maurb		
Optisys AB	magnusl	Y	
Peacock	manfred		
Philips	markba		P
Profex Electronic	olivers		
Quattro	davebr		
Research Machines Ltd.	sandyd	Y	
Schneider	michro		
Siemens-Nixdorf	jaapv		
SMT-Goupil	chrisa		
Tiki Data	magnusl		
Tulip Computer BV	hansra		
Unibit	andreab	Y	
Unidata	andreab		
Victor	magnusl	Y	
Viglen	davebr	Y	

5/14/91 (WINOEMS.XLS)

EOEM OS/2 1.21 and 1.3 Status

Account Name	Account Mgr	OS/2 1.21 Shipping (Version A)	Expected Ship Date	Required Localized Version(s)	OS/2 1.3 Will Ship? (Y/N)	Required Localized Version(s)
AEG Olympia	richie	N	Jun-91	G	N	
Amstrad	cecily				N	
Apricot Computers	cecily	U8	Jun-91	I	Y	
Aquarius	athena	Y			N	
Asem	andreah	US			Maybe	
Danzel	miguel		Q1 R2		Maybe	
berry	richie	N	Jun-91	G	N	
Del	chris	N	Q1 R2	G	Maybe	
CB Computerbau	clara	U8			Maybe	
Desmonde (Meter)	miguel	N	May-91	G	Y	
GK	heron	N	Indifferent			
GEPA Prozesstechnik	richie	U8			N	
ICL	deeker	N	Q1 R2	G	Maybe	
Internet & Forum	richie		May-91	G		
ITOS	miguel					
Jet Computer	jerzy	US	Apr-91	Undecided: F?/G?	Y	Undecided: F?/G?
Kontron	EAST	N		Da/Du/F/G/K/P/R/S	Y	Da/Du/F/G/K/P/R/S
Manzenbacher	lenart	U8			N	
Nokia	merb	U8			Y	
Olivetti	jerzy	US			Maybe	
Peacock	nertie	Y			Maybe	
Philips	richie	N	Q1 R2	G	Y	
Pyramid	richie	N	Q3 FY91	G	N	
REIN Elektronik	cecily	N	Q1 R2	G	Maybe	
Research Machines	richie	US	Q1 R2	G	N	
Schneider Rund	jerzy	N	Feb-91		N	
Siemens Nixdorf	chris	N	Jan-91		Shipping	N/A
SMT-Goepl	heron	US	Indifferent		Y	
Telemecanique	andreah	U8		I	Y	
Tulip	andreah	U8			N	
Unibit	manfreda	N				
Unidata						
Vobis						

* Da = Danish, Du = Dutch, F = French, G = German, I = Italian, K = Kanji, P = Portuguese, R = Russian, S = Spanish
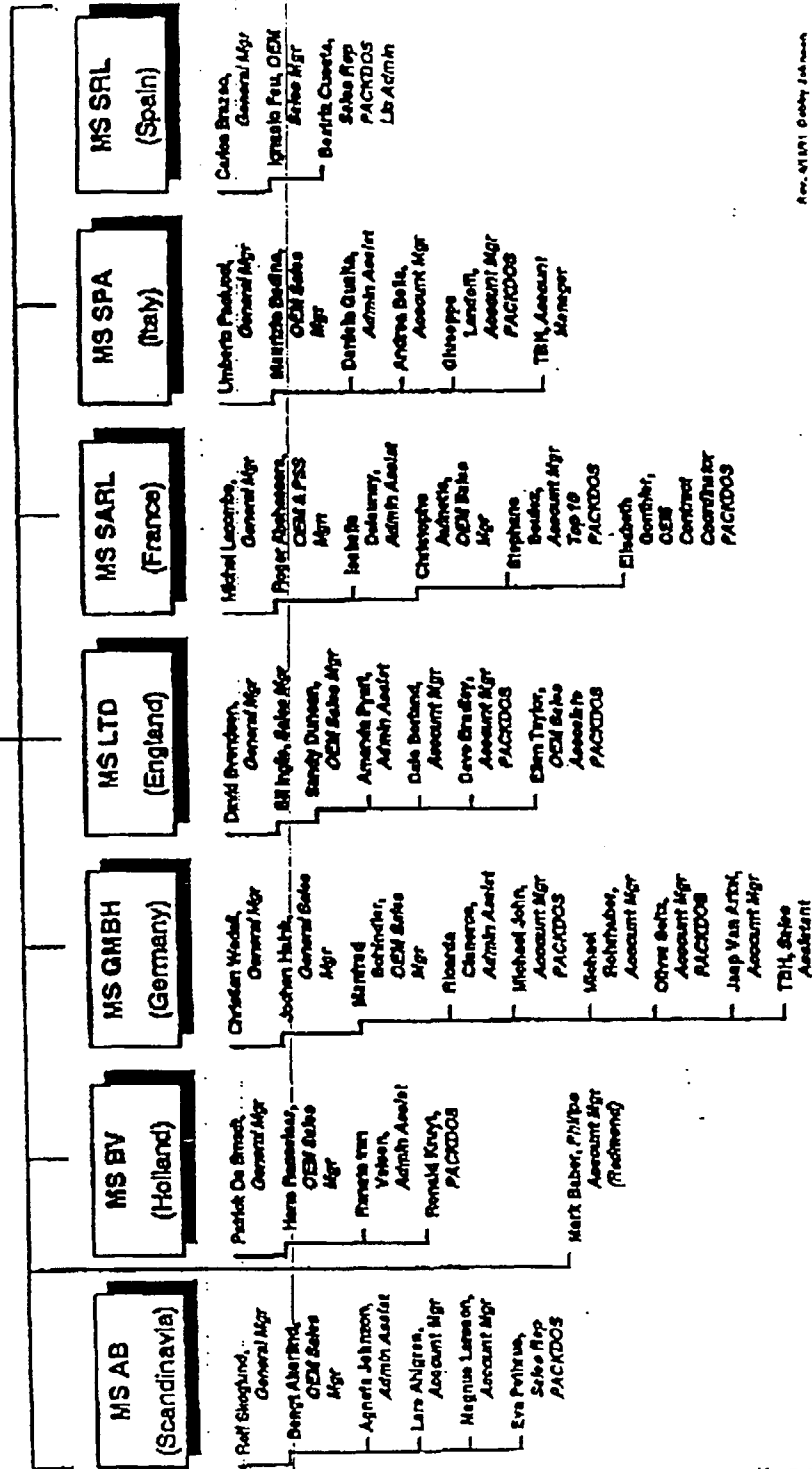
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- Agneta Johnson, Admin Assist
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