

From toshim Sum Feb 2 15:46:48 1992 To: richardf Subject: FM: Good Names Date: Hom Feb 03 06:14:28 PDT 1992 Mail-Flags: 0002 Date: Nom Feb 03 09:46:11 FDT 1992

hi brad,

first we cannot see peacock pushing dr. actually they are in the process of negotiating a 3 year deal with us saying all systems carrying ms-dos

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Ex359

MS-PCA 1162574 CONFIDENTIAL and 80 % of their systems with windows.

with vobis we are trying to get them to push me-dos, vobis intention is to have a second supplier for every product they sell, actually the ratio of me-dos is climbing over 65 % and windows is getting the champ with over 70 %, we have a full blown account manager on this account and we will improve customer satisfaction as well as our interests with this account, whatever you can do to support this is welcome.

thanx and regards

juergen

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>From brade Sat Feb 1 00:38:55 1992
To: manfreds
Co: brade jeffl juergenh pump richardf rice sergiop
Subject: RE: Vovis and DR DOS

Date: Fri Jan 31 15:32:32 PDT 1992

great, pls let me know what you find out about Peacock.
Why is 50/50 so important to Wohis - is this h/c they do not like
us, for negotiation reasons or what?
Christian was here yesterday and he says that an independent survey

indicates that a high number of vobis users return dr dos for

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ma-dos. is this true? if so why is wobis so stubbornly trying to give customers something they don't want?

Do you think you can get 50/50 stopped? is there anything i can do from here to help?

>From manfreds Fri Jan 24 03:11:16 1992
to: hrade
Cc: jeffl juergenh pwong richardf rlee sergiop
Subject: RE: Vovis and DR DOS

Date: Pri Jan 24 12:03:12 PDF 1992

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Thanks for the info.

VOBIS: It is true that VOBIS is still promoting DR-DOS. The reason is that VOBIS wants to keep a 50:50 ratio between MS-DOS and DR-DOS. We are working on getting this stopped over the next months.

Peacock: As they have a per-processor license for NS-DOS this looks silly. We'll check with them.

JuergenH has taken over my OEM biz eff Jan 1 and might be able to give you further details.

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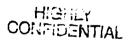
Manfred.

Prom brade Pri Jan 24 09:58:23 1992
To: jeffl manfreds
Co: brade promg richardf rlee sergiop
Subject: Vovis and IR DOS

Date: Fri Jan 24 00:54:28 1992

How is it going with Vobis? I am in Taiwan and do not have good news.

A major distributor here claims that dr is gaining lots of momentum



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in germany. vobis is pushing dr aggressivley and displaying it all over the place. Peacock is also pushing dr dos hard (2nd largest distributor

in germany). \mbox{dista} comes form puong via jurgen Lormann from unitron computer systems.

Also today i visted a palmtop mfg. called LiteOn. They are making a palmtop and key targets include dell/commodors/zeos/compused and vobis.

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h/c of vobis they are designing two versions of the system — one with dr dos in row and one with ns –dos in row.

Can you give me an update please? thanks Brad

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