

From toshim Sun Feb 2 15:46:48 1992
To: richardf
Subject: FW: Good News
Date: Mon Feb 03 06:14:28 PDT 1992
Mail-Flags: 0002
Date: Mon Feb 03 09:46:11 PDT 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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and 80 % of their systems with windows.

with vobis we are trying to get them to push ms-dos. vobis intention is to have a second supplier for every product they sell. actually the ratio of ms-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.

thank and regards

juergen

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>From: bradc Sat Feb 1 00:38:55 1992
To: manfreds
Cc: bradc jeffl juergenb pwong richardf rlee sergiop
Subject: RE: Vobis 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 Vobis - is this b/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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ms-dos. is this true? if so why is vobis 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: bradc
>Cc: jeffl juergenh pcong richardf rlee sergiop
>Subject: RE: Vovis and DR DOS

Date: Fri Jan 24 12:03:12 PDT 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 MS-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.

>From bradc Fri Jan 24 09:58:23 1992
To: jeffl manfreds
Cc: bradc pwong richardf rlee sergiop
Subject: Vobis 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 aggressively and displaying it all
over
the place. Peacock is also pushing dr dos hard (2nd largest
distributor

in germany). data comes from pwong via jurgen Lorenz from unitron
computer systems.

Also today i visited a palmtop mfg. called LiteOn. They are making a
palmtop and key targets include Dell/commodore/zeos/compuadd and
vobis.

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b/c of vobis they are designing two versions of the system - one
with
dr dos in rom and one with ms-dos in rom.

Can you give me an update please?
thanks
Brad

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