

Microsoft GmbH
Niederlassung Neuss
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Subject: Vobis Meeting Reports - Aug. 26th
Date: Fri Sep 11 13:43:44 PDT 1992

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OEM Customer: Vobis Microcomputer AG
Date: August 26th, 1992

Location: Vobis Headquarters
Aachen, Germany

OEM
Participants: Meeting #1: Theo Lieven
Meeting #2: Heinz-Willi Dahmen
Meeting #3: Dirk Metz

MS
Participants: Meeting #1-3: Stefanie Reichel
Meeting #2: Bob Hildreth - Windows NT Evangelist

Meeting #1 Objectives/Topics:

- 1) Follow-up meeting with Lieven to get feedback on Billg London meeting.
- 2) To get show and get approval on the draft of the press release announcing the new "Strategic Alliance" between Microsoft and Vobis.
- 3) To further discuss the T&C's for an amendment for WFW to his contract and also for a Finished Goods contract and White Box bundle for application products.
- 4) To persuade Lieven to attend the OEM Briefing in Redmond.

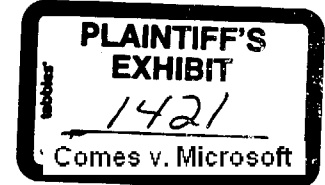
Summary of Meeting #1:

Lieven was very enthusiastic about the meeting of the previous week with Billg in London and was very anxious to get going on all of the projects that we had discussed and our new "Strategic Alliance". I showed him the draft for the proposed press release announcing the strategic alliance and he okayed it. He wants to do the additional contracts and the next meeting is scheduled for Sept. 7th when Lieven returns from Taiwan. He wants to have the Finished Goods and WFW and White Box bundle agreements ready for signing. He also says that he would like to come out to Seattle for the OEM Briefing in September and meet with Joachim and see the Redmond campus and if possible, speak with Billg again. He also informed me that at the PC-Windows Tradeshow in Frankfurt in October, that they are planning on having a large stand and they still want to do a joint-announcement for WFW and give us machines for our stand and show MS products.

Meeting #2 Objectives/Topics:

- 1) To present the Windows NT Product Strategy to Vobis's technical person, Heinz-Willi Dahmen.

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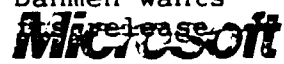
#2: Bayerische Hypotheken- und Wechselbank AG

Bayerische Vereinsbank München

Geschäftsführer: Christian Wedell

Hauptstadt: München

Bob Hildreth, the Windows NT database evangelist from EHQ, came to present to Heinz Willi Dahmen Microsoft's NT product strategy and to help position it for Vobis. Mr. Dahmen is very excited about the product and feels that it is going to be a huge success. The meeting was two hours long and a lot of valuable information and questions were exchanged. Dahmen wants to keep in contact with Bob in the future to discuss NT as the release date gets closer.



Meeting #3 Objectives/Topics:

- 1) To follow up on on-going business issues related to product and to the printing of the manuals for Works for Windows.

Summary of Meeting #3:

I met briefly with Dirk Metz the purchasing manager to discuss planning for the next several months when they begin to start selling finished goods and white-box bundles. He also updated me on the status of the printing of the documentation for Works for Windows. So far, he had received all films except for Spanish, and he was still waiting for the manuals so that he can use them as proofing for when they go to print. Otherwise, everyone is running well and they are happy.

Follow up actions:

- Finish and get approval from both MS and Vobis for a joint press release announcing the "Strategic Alliance".
- Get the Windows For Workgroups at a 25K commitment level put together and signed by Lieven. Arrange for Vobis/Lieven to be able to be in the press release announcement of the WFW product in October.
- Get approval for a contract to propose to Lieven for a White-box bundle and a Finished Goods contract.
- Make sure Lieven or his new member of the Board Pastuere attend the OEM Briefing in Redmond in September.
- Continue to work together with Vobis and our Marketing Group in planning for the promotions and joint activities for Christmas.
- Begin planning for a training for their store managers and sales people at their annual meeting in October.

Stefanie Reichel
Vobis Account Manager - Germany