

PLAINTIFF'S  
EXHIBIT  
1427  
Comes v. Microsoft

MS-PCA 1164695  
CONFIDENTIAL

From stefanir Fri Sep 4 17:52:01 1992  
To: hansra hansst patricks  
Cc: stefanir  
Subject: Working together with Vobis  
Date: Thu Sep 10 18:37:23 PDT 1992

Date: Fri Sep 04 17:48:57 PDT 1992

PLAINTIFF'S  
EXHIBIT  
1365  
Residual  
26/8/92

Hi!

In July I visited the MS-BV and met along with Hansra with Vobis's GM for Holland. At the time, it was for me an introductory meeting and informational meeting to see what Vobis was doing in the Dutch market and ofcourse compare it to what their HQ's in Aachen was saying that they were doing. All in all, I must say that I got a very positive impression of Vobis Holland and what they are doing there and I was very pleased at the current level of support and working together at the local level.

To update you on the relationship with Vobis, it is incredibly positive and is exploding with potential right now:

- Two weeks ago, Billg and Lieven(Pres. of Vobis) met in London to discuss the strategies of both companies and to discuss the new \$12 million annual committment for license product by Vobis. It was agreed that the two companies form a "Strategic Alliance". A press release will go out to this extent in a few weeks.
- Lieven/Vobis agreed to no longer offer DR-DOS and wants to partner with us exclusively. He is also committing pre-launch to 25K units of Windows for Workgroups.
- Vobis wants to sell Finished Goods actively throughout all of their European stores. Currently, I have approval to offer Vobis a Finished Goods contract for Germany. They are going to be making a DM 20 million committment (USD \$14 million). They will be getting the Distributor rebate of 52%. The Italy sub just announced that they made a deal for about 1500 copies of product from Oct-December at the local level where they will apply the terms of the German contract if it is made internationally.
- We also have a proposal to them which they intend on accepting which is for a White Box Bundle of Excel, Word and Office. They will be making a DM 10 million committment here. (USD \$6 million).
- Starting in October, Microsoft GmbH will be doing an exclusive Christmas promotion for 3 months with all 100 Vobis stores throughout Germany. Included in this promotion will be stands with datasheets on MS products in each store, autodemos on all machines, Window displays, and mailings to eachothers installed base. Vobis is going to be putting us in their monthly flyer "Denkzettel" which in Germany alone has a distribution of 10 million.

As you can see, alot is going on with our partnership with Vobis. My reason for writing you is because I want to make you aware of what is going on, but also to see if there is an interest on your part in working together with Vobis in Holland with Finished Goods or/& a White Box deal. Vobis is ready and wants to work together with you in Holland. Holland is one of their most strategic subs in Europe and they want to grow aggresively. If you are interested in closing a finished goods deal with them, let me know and lets discuss. I realize that Vobis is not as big in Holland as they are in Germany, but they plan on being bigger.

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Most importantly, one of the reasons for Germany and Italy in deciding to do Finished Goods and White Box deals with Vobis is to counter the threat we are currently observing from companies like Lotus. I don't know if you are seeing Lotus as aggressive in Holland, but I don't want to see Vobis Holland start selling Lotus products. ;

In any case, I appreciate your time and feedback on this matter. Please let me know how you would like to proceed and how I can help.

Thx

Stefanie Reichel  
Vobis Account Manager- Germany

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