

From: Joachim Kempin
Sent: Sunday, March 12, 1995 1:42PM
To: billg
Subject: RE: Vobis Agreement

at the same time Leffen did not shut up. he continues to blame us and is defending his decision- I am happy and pissed at the same time, but at least he is not giving details to the press regadrng pricing.

From: Bill Gates
To: Joachim Kempin
Subject: RE: Vobis Agreement
Date: Wednesday, March 08, 1995 12:25PM

This is great news. Great work.

I will ask a few details when I see you next but this is excellent!

From: Joachim Kempin
Sent: Wednesday, March 08, 1995 8:56AM
To: billg; steveb
Cc: bradsi; christu; davidcu; joachimk; nellm; petermi; timb
Subject: Vobis Agreement

We reached an agreement with Vobis today on a new contract and settled the audit findings for \$3M.
Vobis will continue to ship WfW and MSDOS on 95% of their systems as well as MS Works. They will pay \$3.00 more than in the old contract.

We managed to shut up Lieven as planned and he behaved very well at his press conference today.
We hope everything will be back to normal in Germany after this.

Christu, please get this message to Bill.

--Ginaf sending on behalf of Joachimk