

From manfreds Wed Dec 5 12:18:19 1990
To: bradc jeffl
Subject: Re: VOBIS
Date: Wed Dec 05 21:05:47 1990

VOBIS sells in next CY approx 200,000 computer systems,
286 and 386 based, through own dealer outlets.

USP is low price by not too bad quality.

They started to bundle Works since Sep 90 and sold 25,000
copies over 2 months.

Current negotiations:

- license Windows/Works per processor, one royalty for
EITHER Windows OR Works

AND

- DOS 5 per-processor. Here VOBIS' GM, Theo Lieven, does not
intend to change his confession abruptly, he thinks about
a 50% penetration in CY91. (Of course, DOS 5 in German
can be shipped by VOBIS not before April).

Conditions and terms have not been settled by 100%.
We think, we settle them this week.

Manfred.

**HIGHLY
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>From jeffl Wed Dec 5 16:15:56 1990
To: manfreds
Subject: VOBIS
Date: Wed Dec 5 08:05:11 1990

please send us a short email on the DOS 5 status with VOBIS (this is
more for Brad's sake since he has been out of the loop).... thanks

>From bradc Tue Dec 4 18:49:27 1990
To: jeffl
Subject: 5.0 mktg plan feedback
Cc: sergiop
Date: Tue Dec 4 18:47:23 1990

yes, sure.
this is complicated though.

I thought vobis was almost closed. What are the issues?
I really want to get vobis on MS-DOS. One of my first days
here Steve told me to eat, sleep and drink vobis so I will
be on everyone to let me know what is going on with the account
and try to learn more about how I can help you turn them around.

Brad

>From jeffl Tue Dec 4 18:26:31 1990
To: bradc
Subject: 5.0 mktg plan feedback
Date: Tue Dec 4 18:24:45 1990

I would like to explore the following in more detail:

1) DOS RUP in international - europe is my main
interest - what are we doing there and how can we make it
successful and accepted by the subs.

2) I am looking for a way to turn around a company in
Germany called vobis - you have probably heard of them - they
ship lots of DR DOS. Maybe we can use the announcement to
leverage their support - give them some sort of role, announce
their license, whatever

when can we talk about this?

MS 5001984
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Plaintiff's Exhibit

5208

Comes V. Microsoft

RBC 002074