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**Microsoft GmbH**

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An : **Mr. Theo Lieven; Vobis Microcomputer AG**

Fax Nr. : 0241-50 54 12

Von : **Stefanie C. Reichel, Microsoft GmbH**

Datum : September 14th, 1992

Gesamte Seitenzahl einschließlich Dieser: **3**

**OEM Briefing Agenda and other issues**

Dear Mr. Lieven:

I am planning on coming to Aachen on Wednesday, September 16th along with Gerda Beining from the Marketing group in order to meet with Mr. Pasture at 10:00 AM. We are planning on discussing the upcoming Christmas promotion and other Marketing related activities to be done between Microsoft and Vobis.

If you have time to meet with me on Wednesday as well, I wanted to be able to give you the White-box bundle agreement for your signature and discuss any open business issues.

Meanwhile, please find attached a preliminary copy of the Agenda for the OEM Briefing in Redmond taking place on September 22nd - 24th. I am in the process of scheduling an Executive Meeting for you and am waiting for confirmation of times. So far this meeting has been scheduled for Wednesday, September 23rd in the afternoon.

Attendees from Microsoft are:

Mr. Steve Ballmer  
Mr. Joachim Kempin  
Mr. Bengt Akerlind  
Mr. Jürgen Hüls  
MS. Stefanie Reichel

Sr. Vice President of Sales and Marketing  
Vice President of OEM Sales  
Director of European OEM Sales  
OEM Sales Manager - Germany  
OEM Account Manager - VOBIS

Topics to be discussed include:

- Eachothers current and future business strategies and how we should be working together
- Ongoing business issues related to the new contracts

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Comes V. Microsoft

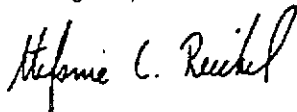
A dinner is also being planned for Thursday evening, September 24th with the above mentioned people. Unfortunately, Mr. Gates is going to be traveling the week of the 21st-25th and is limited on time. He has indicated however that he would like to meet with you as well and will try and meet with you on Thursday, September 24th following the presentation he is giving from 4:30- 6PM. It is possible he may join us for dinner, permitting his schedule allows it.

If there are any additional meetings that you would like to schedule with people (for example any product marketing people to discuss specific products etc.) please let me know and I will arrange it. As soon as I have confirmation on the definite times and schedules, I will fax a copy of the schedule to you. In the meantime, you should be expecting a confirmation package with more detailed information in the mail from Redmond. I am also looking into scheduling a time for a tour of our main campus if you are interested.

Also, as soon as you know your flight schedule, please have your Assistant inform Ms. Debby Johnson in Redmond. She will be arranging for a car to pick you up at the airport upon your arrival and to return you to the airport on departure. Her phone number is 001-206-936-4733. Her fax number is 001-206-936-6668.

I look forward to seeing you in the United States.

Best Regards,



Stefanie C. Reichel  
OEM Account Manager-Microsoft Corporation

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