

ACCOUNT NAME: Actebis Computer GmbH

On the CeBIT we had a meeting between Bernard Vergnes, Christian Wedell, Stefanie Reichel and myself. During that meeting Fuhrsch showed us his new dealer catalog. In this catalog he was advertising a system bundled with DR-DOS. This was quite an embarrassing situation, because we did not know this at that time. Urban was able to clarify the situation afterwards. He was telling us that Novell was offering him a good deal only, if he would agree to advertise such a bundle in his catalog. Actebis wanted to cut a good Novell-deal so they agreed. We hear this from different customers right now. We decided to give them more and better support and we mentioned to him that this system is a system he is paying MS royalties for.

Next steps

- Schedule a meeting after CeBIT with Herr Urban and Ricarda Cisneros in order to get Royalty reports completed.

ACCOUNT NAME: Peacock Computer

We had a meeting with Peacock where we discussed a new amendment to the contract. During this meeting they were complaining about the quality of the ODK and the FDR. We will supply them with a new disc set of Windows 3.1. Greif mentioned that he does not merge with Escom because he is thinking he is financially stronger than Escom. We agreed on a deal for three years. Every year they commit to 80.000 MS-DOS, 60.000 Windows and 50.000 Works for Windows. This deal is worth overall \$13m. for the three years. Also they are interested to be a Sparta beta customer.

Next steps

- get amendment signed

Sales Calls

Account Manager	Calls	Work days	active %	Calls/head	Comments
Jürgen Hüls	16	21	48%	34	1 day OEM Mgr Mtg. 7 days CeBIT
Jaap v. Arkel	31	20	91%	34	8 days CeBIT 2 days vacation
Stefanie Reichel	11	17	77%	14	4 days CeBIT 5 days vacation
Andreas Niegel	10	22	100%	10	5 days CeBIT
Michael Rohmhuber	17	16	73%	23	4 days CeBIT 6 days vacation
PackDOS group	89	103	84%	24	4 heads
Total	174	199	60%	17	22 workdays



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