

From: Joachim Kempin
Sent: Wednesday, February 12, 1997 10:03 AM
To: Risto Rautakorpi; Bengt Akerlind
Cc: Fred Kamperman
Subject: RE: Cheap PC OpSys for FJICL

I disagree completely. Bengt let's talk. Fred, Vobis has talked and this is a reason to not extend their deal, once and for all they will have to suffer. I am not willing to extend to ICL. We will deny and they can't do anything about it. Let them go to IBM- so be it.

-----Original Message-----
From: Risto Rautakorpi
Sent: Wednesday, February 12, 1997 6:57 AM
To: Bengt Akerlind; Joachim Kempin
Cc: Risto Rautakorpi
Subject: FW: Cheap PC OpSys for FJICL

Bengt, we discussed this and you said we probably cannot refuse giving a similar as Vobis offer to FJICL (Hoffmann of course) if they insist. He called and wants to have it as he said he already got a deal for 15K "internet terminal" type of PCs without ANY OpSys as W95 was too expensive, his customer (he didn't disclose who) is said to be talking to IBM for a cheap alternative, they also consider some UNIX variant.

Some of the mktg points Vobis has wouldn't apply due to different channel structure, I'd chop off items 1,2,5 at least and reduce mktg rebate to \$8 maybe? 50K as m/c might be too much, could we drop to 30K (and maybe reduce the mktg \$\$ even further)?

I wouldn't want to see these units go for some completely non-MS OpSys, what do you think?

BTW, they will take Word97 (100K m/c, practically all to "Hoffmann's systems"), he wants to start shipping Feb 23 so getting the paperwork done is now the issue - we may need an override, I'll get back to that.

-----Original Message-----
From: Sabine Kirking
Sent: 12. helmikuu 1997 16:31
To: Risto Rautakorpi
Cc: Juha-Pekka Pirvola; Sabine Kirking
Subject: RE: Cheap PC OpSys for Vobis

Pls find my comments below

From: Risto Rautakorpi
Sent: Mittwoch, 12. Februar 1997 15:07
To: Sabine Kirking
Cc: Juha-Pekka Pirvola
Subject: RE: Cheap PC OpSys for Vobis

great, thx

does Vobis have a separate agreement (and separate m/c) for this or is it part of WDF?

YES, separate agreement for OS and M/C, not part of WDF!!!

can you provide any additional info re #2 below?

Pls see #3

#3 - are there any T&Cs for the mktg money, or is this just a clean way to give a ridiculous price? Hoffmann knew of this \$20+ price, so probably wasn't aware of the mktg money piece. How is that part tied into it, I'd rather skip it BUT if there is a risk he finds out afterwards what the net price for Vobis was I don't want to do it

EXHIBIT M
MARKETING REQUIREMENTS

If COMPANY Customer Systems are marketed, licensed, or distributed by COMPANY or COMPANY Subsidiaries' the following requirements shall be met:
1. In every Vobis Flyer "Denkzettel" offering the NetPC, one total page shall be dedicated to Microsoft

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2. Shop in Shop concept in COMPANY's or COMPANY Subsidiaries' outlets the Microsoft Internet Explorer shall be demonstrated on the system
3. COMPANY's home page shall include a link to the Microsoft Home Page while booting
4. The "Microsoft Internet Explorer" logo shall be shown on every System
5. As in store promotion sufficient marketing material shall be stored in COMPANY or COMPANY Subsidiaries' outlets.
6. All printed advertisement shall clearly indicate that MS-DOS and Microsoft Windows for Workgroups correspond to the product as described in Exhibit C1

JP, pls prepare a proposal per the guidelines below.

BTW, I understood from Fred this hasn't been a mega success for Vobis, i.e. volumes have been low. How is it? Is the m/c gonna be an issue?

The M/C was a verbal agreement between Joachim and Mr. Lieven. Vobis is close to it. It is true, it is not a mega success.

Pls note, the draft of the OS agreement is still at legal - Ralph Huskey - for review. So, the exhibit M I have mentioned above is some kind of proposal to legal. I have no idea, if they like the language etc.

-----Original Message-----

From: Sabine Kirking
Sent: 12. helmikuu 1997 15:20
To: Risto Rautakorpi
Cc: Juha-Pekka Pirvola; Sabine Kirking
Subject: RE: Cheap PC OpSys for Vobis

Here are the details:

1. MS-DOS / WFW / WORKS 3.0 / IE 3.0 = hardcore bundle. The deal will not fly WITHOUT WORKS and IE.
2. Visible MS-friendly advertising for this bundle, details to be defined in the agreement
3. MS-DOS / WFW / IE = US\$ 28.00, but marketing \$\$ = US\$ 16.00 what means they pay us US\$ 12.00 for the OS.
4. WORKS = US\$ 2.00
5. M/C = 50k for 6 months
6. This deal applies only for PCs with end user price < DM 1.000,-- (NO exception). This price does not include a screen.
7. We have taken away some "little" parts from the OS to better explain this special / cheap OS version. The following parts will be deleted from MS DOS:
 - Drvspace
 - QBasic
 - MWAV

The following parts will be deleted from WFW:

- Hearts
- Recorder
- MS-Mail
- Zeichentabelle

If you have additional questions pls let me know.

Rgds
Sabine

From: Risto Rautakorpi
Sent: Mittwoch, 12. Februar 1997 13:45
To: Sabine Kirking
Cc: Risto Rautakorpi; Juha-Pekka Pirvola
Subject: Cheap PC OpSys for Vobis

From Hoffmann I heard Vobis has a very cheap OpSys from us for a low-end "NetPC" type of a concept, and he asked for the same. Fred confirmed the case and explained some of the specs of the deal but you probably have the full story. I also talked w/ Bengt and basically we cannot refuse offering the same T&Cs to other OEMs besides Vobis, if they request that. We also face the risk of them going completely w/o MS OpSys.

He wants the quote, so pls tell us the full spec of the deal so we can offer similar to FJICL.

thx

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-risto

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