

OEM meeting 7/17/90

1. Forecast system update

Need: Acer / OEM ability to track so that high UPB's can be attributed to reasons such as OS/2 environment, high machine forecast (over optimistic), etc.

2. FY 90 OEM Rev. Performance

\$150 mill / unit
\$151 mill / OEM

\$307 mill + \$10.5 mill

\$118.3 (ind 4)

It was expensive but we (OEM) delivered

7/24

3. Q1 - get OS/2 L21 shipping from OEM

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4. \$10.5 million OPB reserve in Q1-04
(FY91)

- Tap into non revenue bearing quarter

- \$12 mill in bankruptcy reserves

(\$10 mill in international reserve)

watch for Korea (advisory)

5. \$5 mill + \$2 mill \Rightarrow Reports

future min amount.

(Deposit acct report to Airl)

ask Tim B \uparrow

✓ Needs \$5 mill
Spire

6. Q1 Revenue Booster

Sign up more O&A for Win 3

(OS 5 will be late by a couple of
months)

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7. DOS licensing policies

- Same as Win 3. policy change
- only want system licenses
- And: go to per processor licenses
vs per model / machine
licenses

15% more

- If the OEM is not on price level
this will allow us to get up to the
proper level! *Yank prices up if
the current rates are low*

- Threats

- DR I is out there w/ 5.0
- Don't lose because of being hard core
in too hard core (hard if needed)

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