

From sandyd Tue Mar 26 10:47:37 1991
To: joachim
Subject: Amstrad Meeting
Cc: jeffl
Date: Tue Mar 26 18:26:28 1991

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Joachim,

further to Friday's meeting, I met today with Peter Roback, David Hennels and David Hyams (lawyer) to discuss the renewal of their 8086 agreement.

Their first offer was to revert to 1987 pricing, i.e. \$1.25, no GW Basic (or QBasic) and no min commits.

I said NO

Second offer was to include the 8086 on a per processor exhibit in the 286/386 agreement at \$2 but no extra commit. This was better but they want the mouse driver on all systems for free!

I said No - they asked me to go away and think about it!

The commits are an issue since they don't have a good idea of when the 8086 market will die completely. A two year agreement with commits would be a big issue. Per processor will kill off DRI at least until next September when the 286 agreement expires. I like this. I would also like to give Roback and Hennels ammunition to persuade Miller/Sugar that we are responsive. We discussed Windows on the 286/386 machines. Roback and Hennels want this but Miller won't listen as he thinks we only want to screw them!

Bottom Line :-

1. Is \$2 OK - (same as current 8086 contract)
2. Is it OK to roll into 286/386 agreement with no extra commits?
3. How much do we want for the mouse driver across all systems?

Regards, Sandy

PS - You said you would give me an update of the Tandy/reduced windows project.



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