

Microsoft

**Internal OEM
Price Guideline**

Effective Tuesday April 30, 1991

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8086 Systems Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US versions)	Annual commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
A1 MS-DOS 5.0 per processor	\$35	\$30	\$25	\$20	\$15	\$11	\$8
MS-DOS 5.0 Shell & Utilities	\$8	\$8	\$5	\$4	\$3	\$2.50	\$2
Additional per-copy products							
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A2 MS-DOS 5.0 per copy	\$70	\$60	\$50	\$40	\$30	\$30	\$30
A3 MS-DOS ROM v 3.22 Per Processor (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
A4 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A5 Additional per-processor products	10K	25K	50K				
DOS Bookshelf 1.1 ^a	\$18	\$13	\$10				
Stat Pack 1.0 ^b	\$7	\$6	\$5				
Small Business Consultant 1.0 ^c	\$7	\$6	\$5				
A6 Source Code Fees							
MS-DOS Kernel	\$25K						
MS-DOS Display & Keyboard	\$5K						
MS-DOS Extended Memory	\$8K						
MS-DOS Shell	\$50K						

Note 1: Royalties for all localized MS-DOS products are 15% higher than US versions shown above. For the standard and subsequent OAKs there is a \$1,000 fee each.

Note 2: Charge a 15% uplift above this price for "per_machine/per_system" licenses for MS-DOS 5.0

Note 3: The removable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-executable or RAM-executable version.

Note 4: MS-DOS 5 includes the QBasic interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBasic interpreter is available. Once local language QBasic is available, there is no additional \$1 per-copy charge to ship GWBasic instead of QBasic. If the OEM wishes to ship both QBasic and GWBasic then the per-copy pricing for GWBasic above is applicable.

Note 5: For MS-DOS/V Kanji drivers, there is a 3% uplift charge in addition to the MS-DOS 5.0 royalty (in addition to standard 15% language version uplift). OEM deliverable in object code format.

Note 6: Finished goods packaging is available for unit quantities under 6,000. The optimal minimum license quantity for this product is 10,000 units. Negotiate vigorously for 10,000 and consider 6,000 unit commitment the least desirable minimum. Golden masters for each of these products is located at DAAC in Terre Haute, Indiana. Contact the Director of Multimedia Publishing marketing for details.

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80286 Systems Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US version)	Annual commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
B1 MS-DOS 5.0 per processor 1,3,3.3	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS-DOS Shell & Utilities	\$9	\$7	\$6	\$5	\$4	\$3.50	\$3
<i>Additional per-processor products</i>							
MS-Windows 3.0 ^{1,7}	\$30	\$28.50	\$18	\$15	\$13	\$10	\$8
MS Multimedia Windows 3.0	\$45	\$40	\$27	\$22.50	\$19.50	\$15	\$13.50
Windows Productivity 3.0	\$3	\$3	\$3	\$2.50	\$2	\$1.50	\$1
Pen Windows (with handwriting rec)	\$45	\$40	\$27	\$22.50	\$19.50	\$15	\$13.50
Pen Windows (w/o handwriting rec)	\$37.50	\$33.50	\$22.50	\$18	\$16.50	\$12.50	\$11.50
Windows Entertainment Pak	\$2.50	2.50	\$2.50	\$2.25	\$2	\$1.75	\$1.50
<i>Additional per-copy products</i>							
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
B2 MS-DOS 5.0 per copy	\$70	\$60	\$50	\$40	\$30	\$30	\$30
B3 MS-OS/2 1.21,1.3,2.0 per copy	<1K		<5K		5K+		
	\$80		\$50		\$40		
B4 MS-DOS ROM v 3.22 Per Processor (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
B5 Additional Per Processor Products	3K	10K	25K	50K			
Multimedia Bookshelf [®]	\$30	\$22	\$15	\$12			
Multimedia Columbia Encyclopedia [®]	\$12	\$7.50	\$6.50	\$5			
Multimedia American Heritage Dictionary [®]	\$12	\$7.50	\$6.50	\$5			
Multimedia Beethoven [®]	\$20	\$15	\$12	\$10			
DOS CD-ROM Bookshelf 1.1 ¹⁰	\$28	\$16	\$13	\$10			
Stat Pack 1.0 ¹⁰	\$12	\$7	\$6	\$5			
Small Business Consultant 1.0 ¹⁰	\$12	\$7	\$6	\$5			
B6 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
B7 Source Code Fees							
MS-DOS Kernel	\$25K						
MS-DOS Display & Keyboard	\$5K						
MS-DOS Extended Memory	\$8K						
MS-DOS Shell	\$50K						
OS/2 1.21 or 1.3 BIOS Source	\$25K						
Update of BIOS Source 1.21 or 1.3	\$5K						

Note 1: Royalties for all licensed MS-DOS, OS/2 & Win products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.

Note 2: Charge a 15% uplift above this price for "per_machine/per_system" licenses for MS-DOS 3.0

Note 3: The removable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-executable or RAM-executable version

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- Note 4: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBASIC interpreter is available. Once local language QBASIC is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBASIC. If the OEM wishes to ship both QBASIC and GWBasic then the per-copy pricing for GWBasic above is applicable.
- Note 5: The OAK for Windows 3.0 contains version 7.04 of the Microsoft mouse driver. In the case where an OEM ships a non-Microsoft mouse and ships the Microsoft mouse driver v7.04 with Windows there is an additional \$1.00 royalty/copy.
- Note 6: Prices for O&G User's Guide XL, part number 1100K. This is a 6 in by 8 in 3 hole punch document insert (orders not included).
- Note 7: MS-Windows 3.0: when the OEM maintains an annual level of 25K units or higher and delivers the product pre-installed on a hard disk, subtract \$1.00 from the OEM's Windows royalty. The OEM must also be qualified to support Windows directly in every country where pre-installed machines are to be sold.
- Note 8: For MS-DOS/V KANJI drivers, there is a 5% uplift charge in addition to the MS-DOS 3.0 royalty (in addition to standard 15% language version uplift). OEM deliveries are in object code format.
- Note 9: For Multimedia products, finished goods packaging is available for unit quantities under 1,000. Encyclopaedia and Dictionary are subsets of Bookshark, although the Encyclopaedia should be licensed first if the OEM is undecided between it and Dictionary. OEM's provide support for the products, though it is desirable to have the OEM include a Microsoft registration card in the package. If one is not included, the OEM must agree to provide a means for notifying registered customers of product updates and upgrades. Contact Director of Multimedia Publishing marketing for details.
- Note 10: Finished goods packaging is available for unit quantities under 6,000. The optional minimum license quantity for this product is 10,000 units. Negotiate vigorously for 30,000 and consider 6,000 unit commitment the least desirable minimum. Golden master for each of these products is located at DADC in Tarrytown, Indiana. Contact the Director of Multimedia Publishing marketing for details.

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80386/80486 Systems Products

Each product added to a license requires a commitment. See worksheet. Read across before using price list.
Annual commitment level for two-year contract

Product Offering (US versions)	1K	6K	25K	50K	100K	250K	500K
C1 MS-DOS 6.0 per processor	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS-DOS Shell & Utilities	\$9	\$7	\$8	\$5	\$4	\$3.50	\$3
<i>Additional per processor products</i>							
MS-Windows 3.0	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS Multimedia Windows 3.0	\$85	\$60	\$40	\$35	\$29	\$22	\$20
Windows Productivity 3.0	\$4	\$4	\$4	\$3.50	\$3	\$2.50	\$2
Pen Windows (with handwriting rec)	\$85	\$60	\$40	\$35	\$29	\$22	\$20
Pen Windows (no handwriting rec)	\$55	\$50	\$33.50	\$29	\$24.50	\$18.50	\$17
Windows Entertainment Pak	\$3	\$3	\$3	\$2.75	\$2.50	\$2.25	\$2
<i>Additional per copy products</i>							
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
C2 MS-DOS 6.0 per copy	\$70	\$60	\$50	\$40	\$30	\$30	\$30
C3 MS OS/2 1.21,1.3.2.0 per copy	<1K		<6K		6K+		
	\$60		\$50		\$40		
C4 MS-DOS ROM v 3.22 Per Processor (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
C5 Additional Per Processor Products							
Multimedia Bookshelf [®]	\$30	\$22	\$15	\$12			
Multimedia Columbia Encyclopedia [®]	\$12	\$7.50	\$6.50	\$5			
Multimedia American Heritage Dictionary [®]	\$12	\$7.50	\$6.50	\$5			
Multimedia Beethoven [®]	\$20	\$15	\$12	\$10			
DCS CD-ROM Bookshelf 1.1 [™]	\$28	\$18	\$13	\$10			
Stat Pack 1.0 [™]	\$12	\$7	\$6	\$5			
Small Business Consultant 1.0 [™]	\$12	\$7	\$6	\$5			
C6 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
C7 Source Code Fees							
MS-DOS Kernel	\$25K						
MS-DOS Display & Keyboard	\$5K						
MS-DOS Extended Memory	\$8K						
MS-DOS Shell	\$50K						
OS/2 1.21 or 1.3 BIOS Source	\$25K						
Update of BIOS Source 1.21 or 1.3	\$5K						

Note 1: Royalties for all licensed MS-DOS, OS/2 & Win products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.

Note 2: Charge a 15% uplift above this price for "per machine/per system" license for MS-DOS 3.0

Note 3: The removable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-attachable or RAM-attachable version.

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- Note 4:** MS-DOS 5 includes the QBasic interpreter. If the OEM decides to ship GWBasic to run on it as an additional charge until the local language version of QBasic interpreter is available. Once local language QBasic is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBasic. If the OEM wishes to ship both QBasic and GWBasic then the per-copy pricing for GWBasic above is applicable.
- Note 5:** The OAK for Windows 3.0 contains version 7.04 of the Microsoft mouse driver. In the case where an OEM ships a non-Microsoft mouse and ships the Microsoft mouse driver v 7.04 with Windows there is an additional \$3.00 royalty/copy.
- Note 6:** Prices for OGL User's Guide 32, part number 13238. This is a 6 in by 8 in 3 hole punch document insert (inserts not included).
- Note 7:** MS-Windows 3.0: when the OEM commits to annual level of 25K units or higher and delivers the product pre-installed on a hard disk, deduct \$1.00 from the OEM's Windows royalty. The OEM must also be qualified to support Windows directly in every country where the pre-installed machines are to be sold.
- Note 8:** For MS-DOS/V KANJI drivers, there is a 5% uplift charge in addition to the MS-DOS 5.0 royalty (in addition to standard 15% language version uplift). OEM deliverables are in object code format.
- Note 9:** For Multimedia products, finished goods packaging is available for unit quantities under 3,000. Encyclopaedia and Dictionary are subsets of Bookshel, although the Encyclopaedia should be licensed first if the OEM is undecided between it and Dictionary. OEM's provide support for the product, though it is desirable to have the OEM include a Microsoft registration card in the package. If one is not included, the OEM must agree to provide a means for notifying registered customers of product updates and upgrades. Contact Director of Multimedia Publishing marketing for details.
- Note 10:** Finished goods packaging is available for unit quantities under 6,000. The optimal minimum license quantity for this product is 10,000 units. Negotiate vigorously for 14,000 and consider 4,000 unit commitment the least desirable minimum. Golden master for each of these products is located at DADC in Tempe House, Indiana. Contact the Director of Multimedia Publishing marketing for details.

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Packaged MS-DOS 5.0 [Prices effective when DOS 5.0 ships]

Distribution-type contract required. These can be signed by subsidiary GM, regional director or VP of OEM.

Product Offering	Minimum shipment quantity	
	25-999	1,000+
FOB MS US Warehouse		
D1 US version	\$40	\$55
US MS DOS 5 Upgrade	\$47	\$47
Spanish version	\$85	\$79
Portuguese version	\$85	\$79
Arabic version ^a	\$85	\$79
Hebrew version ^a	\$85	\$79
FOB Subsidiary warehouse		
D2 Int'l English version	\$79	\$74
French version	\$85	\$79
German version	\$85	\$79
Spanish version	\$85	\$79
Russian version	\$85	\$79
Italian version	\$85	\$79

Packaged MS-DOS 3.3 or 4.01 [Prices effective when DOS 5.0 ships]

Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	Per-Order Pricing	
	50-1000	Over 1000
FOB MS US Warehouse		
D3 US version	\$85	\$80

Note 1: Pricing is based on shipment quantity. Noncancelable orders for future delivery (not to exceed nine months) may entitle the customer to move to a lower price level, at the discretion of the general manager.

Note 2: MS-DOS 4.0 & 5.0 include the Shell.

Note 3: Spanish, Portuguese and Italian MS-DOS are currently available at discount in those countries only, as a privacy reduction measure.

Note 4: German and Italian Packaged MS-DOS shipped only out of GmbH & SpA warehouse, respectively. Spanish MS-DOS is shipped out of the US and SAREL. Arabic and Hebrew MS-DOS are shipped only from Cyprus. Russian MS-DOS is primarily shipped out of GmbH but such is kept at Carson Park for large per system deals.

Note 5: MS-DOS 5 includes the QBasic interpreter. Versions prior to MS-DOS 5 include the QWBasic interpreter.

Note 6: For orders of over 2,500 units for Arabic or Hebrew, see Director of OEM Sales for ADME.

Per-Copy Packaged Windows

US Only.

Product Offering	Per-Order Pricing	
	50-1000	Over 1000
FOB MS US Warehouse		
D4 Windows 3.0, US version	\$79	\$89

Combo Pkg: MS-DOS & Windows [Prices effective when DOS 5.0 ships]

US Only.

Product Offering	Per-Order Pricing	
	50-1000	Over 1000
FOB MS US Warehouse		
D5 MS-DOS 5.0 & Windows 3.0	\$119	\$99

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MS-Networks 1.1 for MS-DOS (Redirector)

(US version)	Annual unit commitment level for two-year license			
	1K	3K	6K	30K
N1 MS-DOS 4.x or 5.x redir (Net 1)	\$18	\$18	\$15	\$12

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

LAN Manager 2.0

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US version)	Annual \$ Commitment			
	\$250K	\$500K	\$1M	\$2M
N2 LAN Manager 2.0 Server (includes 5 free users)	\$225	\$175	\$150	\$135
10 User Pak (increments max concurrent users by 10)	\$225	\$175	\$150	\$135
Unlimited User Pak (concurrent user limit removed)	\$895	\$775	\$725	\$675
Multiprocessor LAN Manager Drivers	\$450	\$380	\$365	\$340

Note 1: A standard OEM license for LAN Manager allows the OEM to distribute three LAN Manager products: (1) Base Server with 5 users, (2) 10 User Pak and (3) Unlimited User Pak. The OEM can optionally add an exhibit to include Multiprocessor driver distribution but this also requires additional fees and conditions as described below.

Note 2: LAN Manager 2.0 Commitment is a 12c commitment to the product. The actual units shipped will vary according to the OEM's mix between the three LAN Mgr products.

Note 3: The Base LM Server can concurrently service 5 clients. There is no limit to the number of clients that can be connected on the network; the limitation extends to the number of concurrent users and the number of copies users can make of the software.

Note 4: The OEM's royalty fee for selling an update from Version 1.0 to Version 2.0 is 50% of the 2.0 royalty for an equal or greater capacity network.

Note 5: OS/2 is not included with LAN Manager 2.0. The user must license OS/2 separately. LM 2.0 requires OS/2 1.21 or 1.3 at the server and supports client workstations running OS/2 1.1 or 1.2, and MS-DOS 3.3 or later versions.

Note 6: Royalties for all localized products are 15% higher than US version counterpart shown here.

Note 7: Source licensing is discouraged. Work with VP OEM to develop pricing if necessary.

Additional Multiprocessor Charges

There are two methods for an OEM to provide Multiprocessor drivers for Lan Manager: (1) Distribution of the Multiprocessor driver software by the OEM and (2) Inclusion of the OEM's Multiprocessor driver software in Microsoft's packaged Multiprocessor SKUL. In the table above are the royalty charges for OEM distribution of the Multiprocessor drivers for Lan Manager. The table below has additional charges associated with the license for this product. Only OEMs that license LAN Manager will be licensed to distribute the Multiprocessor drivers. OEMs that choose to have Microsoft include their Multiprocessor driver in the Microsoft box will neither pay royalties to Microsoft nor collect royalties from Microsoft. They will, however, be responsible for the fees below.

	Initial Fee	Annual Fee
N3 Multiprocessor Lan Mgr Driver OAK Certification	\$50,000	N.A.
	First Fee included with OAK: \$8,000 on for additional pannels	N.A.
Support Requirement: OEM Distribute (Not in MS Box)		\$25,000
Support Requirement: MS Distribute (In - MS Box)		\$200,000

Note 1: The OAK will include source code for the reference implementation, functionality and performance tests

Note 2: Annual support fees include ongoing release support for adaptation but don't include certification fees

Note 3: If the OEM distributes the product, Microsoft supports only the OEM and not the OEM's customer.

Note 2: If Microsoft includes the driver in the MS box, the support obligation includes responding to inquiries and consulting as necessary. It does not include installation or on-site assistance.

Note 3: OEMs must lease two fully configured Multiprocessor machines to Microsoft FSI and designate a support contact for H/W issues.

SQL Server

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US version)	Annual \$5 commitment for two-year license			
	\$250K	\$300K	\$1M	\$2M
N 4 SQL Entry (limited to 5 users)	\$250	\$200	\$175	\$150
SQL 10 Pak	\$250	\$200	\$175	\$150
SQL Unlimited Server	\$550	\$475	\$400	\$350
Upgrade to Unlimited	\$450	\$380	\$320	\$280

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

Comm Server & Comm Workstation

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US version)	Annual \$5 commitment level for two-year license			
	\$250K	\$300K	\$1M	\$2M
N 5 Comm Server: (2-10 users)	\$340	\$290	\$250	\$220
Comm Server: (2-32 users)	\$1100	\$950	\$800	\$700
Comm Server (unlimited)	\$1800	\$1350	\$1100	\$900
N 6 Comm Workstation	\$180	\$90	\$80	\$70

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

Note 2: Upgrading between network capacity products requires payment of 110% of the difference in price.

Note 3: Commitment to Comm Server = Workstation commitment + Server Version commitment
 Example: \$250K Workstation level commitment and \$500K server level commitment
 Min Commitment = \$250K + \$300K = \$750K
 This example OEM pays Comm Workstation royalties at \$100, 2-10 User at \$290, 2-32 User at \$950, and Unlimited User at \$1,350.

Note 4: Comm Server and the Comm Workstation products require separate Exhibit C's.

LAN Manager for Unix Server

Standard platform for allowing MS-DOS and OS/2 workstations to communicate with non-OS/2 servers.

Intel 286/386/486 Pricing (US version)	Annual \$5 commitment for two-year license			
	\$250K	\$300K	\$1M	\$2M
N 7 LAN Manager for Unix Server Version 1.1 (unlimited) (1-10 users)	\$800	\$550	\$500	\$400
	\$350	\$300	\$250	\$160

Note 1: Server costs for \$95K for the first copy, \$55K for the second and subsequent copies. Fees include development support.

Note 2: Upgrade royalties from 1-10 User to Unlimited is 110% of the difference in price.

Note 3: Prices are VP OEM to International pricing for non-local microprocessors

Note 4: For Multi-Processor support of LAN Manager for Unix Server, unlimited prices are double those shown above.

Expanded Marketing Rights for Network Products

For a royalty premium, OEMs may be authorized to distribute the licensed network products below in conjunction with their proprietary value-add software onto hardware their customer may have purchased from another vendor. The idea is to provide a method for OEMs with full-service sales and support organizations to be able to service large corporate customers with Microsoft network products. The value-add software must be of greater value than the Microsoft software sold along with it. Again, this is only available to the OEM's direct sales forces and not to slow-motion distribution such as VARs and Distributors. Any such deal needs to be discussed with VP OEM prior to the offering.

Product Offering	Royalty Premium
MS OS/2	20%
Lan Manager	50%
Comm Server	50%
SOL Server	50%

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MS Printer Description Languages (PDLs)

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.
Annual commitment level for two-year agreement

Product Offering	1.5K	5K	10K	25K	50K
P 1 TrueImage PDL (for printers up to 600 DPI)	\$85	\$65	\$55	\$46	\$37

- Note 1: License includes access to 35 Roman outline fonts.
- Note 2: For printers capable of resolution in excess of 600DPI, contact VP OEM for quote.
- Note 3: TrueImage PDL source Code Pack (Roman Version): \$250,000. Source code purchase includes 35 Roman outline fonts, 2 days training at Microsoft location, design documentation, source code, source code media.

Emulation Language Source Code Access Fees

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering	Price
P 2 Emulation Language Source Code Access Fees	
MS Printer Control Language (PCL) (HP LaserJet Series II emulation)	\$50,000
MS Graphics Language (GL) (HP 7475A emulation)	\$25,000
MS FX80 (Epson FX-80 emulation)	\$25,000
MS D630 (Dialo 630 API emulation)	\$25,000
MS Proprietary	\$25,000
MS AppleTalk	\$50,000

- Note 1: Emulation language source includes 2 days training at Microsoft location, source code media.
- Note 2: There are no bulk royalties associated with these products anymore.

Soft/Print: Subscription Services for Printer Compatibility Testing

Soft/Print is a collection of annual subscription services. These subscription services assist the printer manufacturer in achieving and maintaining application software compatibility with the leading PC based software packages in the market. Soft/Print subscriptions provide test suites and information to the subscriber on the top 90-90% of the PC application software packages. Test files and reports are generated from packages which come from the following areas: Business Graphics, CAD-CAM, Desktop Publishing, and Word Processing. The separate subscriptions are available: (1)Dialo Daisy, (2)Epson FX series, (3)Epson LQ series, (4)HP DeskJet, (5)HP LaserJet series, (6)HP Laser Font, (7)HP Plover, (8)Matrix, (9)Matrix 24, (10)PostScript and (11)PCL 5. Each individual subscription includes Compatibility Test Files, Driver Reports, Escape Code Reports (except for PostScript), and Inquiry Service for 12 months.

P 3	Service	1st Year Purchase	1st Year 2nd Copy	Renewal Purchase	Renewal 2nd Copy
	PCL 5	\$15,000	\$10,000	\$8,000	\$4,000
	HP Laser	\$15,000	\$10,000	\$8,000	\$4,000
	Postscript	\$15,000	\$10,000	\$8,000	\$4,000
	Epson FX	\$10,000	\$5,000	\$5,000	\$2,500
	Epson LQ	\$10,000	\$5,000	\$5,000	\$2,500
	Matrix	\$10,000	\$5,000	\$5,000	\$2,500
	Matrix 24	\$10,000	\$5,000	\$5,000	\$2,500
	HP Plover	\$10,000	\$5,000	\$5,000	\$2,500
	HP Fonts	\$10,000	\$5,000	\$5,000	\$2,500
	HP DeskJet	\$8,000	\$3,000	\$5,000	\$2,500
	Dialo Daisy	\$8,000	\$3,000	\$5,000	\$2,500

Windows Printer Driver Development & Certification Program

The Windows Printer Driver Development and Certification Program is designed to assist the printer manufacturer in ensuring their Windows Printer drivers are of the highest possible quality and with the distribution of their drivers. Only with certification will Microsoft make its many distribution vehicles (i.e. with Windows, OnLine, Electronic Bulletin Boards, etc.) available to deliver the driver to end users.

Windows Printer Drivers Development: A printer OEM which does not offer a printer compatible with any of the standard printer drivers supplied in Microsoft Windows and those OEMs who do not have the expertise to write their own Windows printer drivers may contact with Microsoft's Printer Business Unit (PBU) to have one developed.

Certification Program: The PBU also offers a certification program for Windows printer drivers that were not written by Microsoft. The charges are different between drivers which are written under the Windows Mini-Driver Tools and those which aren't.

Contact PBU marketing representative if your OEMs are interested in the above services.

P 4 Microsoft Authored and Certified Drivers	
Dot Matrix printer ¹	\$7,000
PCL device (up to PCL4) ¹	\$10,000
Certification for non-Microsoft authored drivers	
Drivers written using Windows mini-driver tools	\$8,000 per device
Drivers written without use of Windows mini-driver tools	\$10,000 per device

Note 1: Subsequent devices which are able to run under the same base driver, subtract \$1,000 per device.

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Mouse & Microsoft Hardware

Microsoft OEM hardware products must be supplied concurrent with the OEM's systems.

Domestic Mouse Pricing

A.) For large OEM's (5000 units per year minimum commitment), Microsoft will deliver mice in bulk minimum quantities of 500 units per order. Microsoft will deliver a master driver disk for the OEM to duplicate their own mouse software, and ASCII file documentation for them to reproduce their own manuals. The lead time for this product is 120 days, and the OEM must provide a 6 month forecast. Shorter lead times are available for first orders. The OEM is responsible for supporting this product. The pricing is as follows:

PNP's	Annual Unit Commitment level					
	5K	10K	20K	30K	100K+	
H1 9 pin serial (200ppd)	02807	\$23.50	\$21.75	\$18.50	\$18.50	\$17.00
PS/2 Mouse (200 ppd)	02801	\$28.00	\$25.50	\$23.50	\$21.50	\$20.25
9 pin serial (400ppd)	07885	\$28.00	\$25.50	\$23.50	\$21.50	\$20.25
PS/2 Mouse (400ppd) ¹	07885 + 07845	\$32.50	\$30.00	\$28.00	\$26.00	\$24.75
Bus Mouse (400ppd)	06898	\$22.75	\$20.75	\$18.00	\$17.50	\$16.50
Bus Card	135-089-106	\$18.50	\$18.75	\$18.50	\$14.25	\$13.25

- Note 1: The 400ppd PS/2 mouse is a 9 pin serial 400 ppi mouse and a PS/2 adapter cable. This is the same mouse as we package in our retail product.
- Note 2: The PS/2 adapter cannot be sold to plug into the 9 pin serial 200 ppi mouse (pn 02807).
- Note 3: Currently shipping driver version 7.04, new licenses should be written for version 8.x.
- Note 4: If your customer is currently shipping version 7.x and would like to upgrade to version 8.x, there is a \$10K version fee charge, and this will require an amendment to the license. Please contact Pamela if your customer would like to upgrade.
- Note 5: An international deliverable is available for an extra charge (not possible) which includes the following languages (english, french, german, dutch, italian, spanish, swedish, and finnish)
- Note 6: The mouse manuals which are included with our retail hardware only mouse, are available for an additional \$0.50 royalty.
- Note 7: The standard mouse driver includes the following files (mouse.com, mouse.sys, mouse drv, cdmouse.sys, cpml.com, and mousep.com)
- Note 8: Please contact Pamela for any InPort Chip negotiations.
- Note 9: Above prices are FOB Canyon Park. Add \$1.00 to the above pricing for international shipment from Canyon Park.
- Note 10: OEM's can special order camera ready documentation for an additional fee. Camera ready is available via Davidson.
- Note 11: All Mice quoted are the standard Microsoft product with the Microsoft logo.

B.) For small OEM's (Less than 5000 units per year - No minimum commitment), Microsoft will deliver mice in bulk, in minimum quantities of 50 units per order. The OEM must also purchase manuals, and disks from Microsoft. The software and manuals must equal the quantities of mice sold to the OEM. The lead time for this product is 30 days on quantities over 500 units, and 0 day lead time on quantities under 500 units. Included with the software is a legal disk envelope, and a Microsoft Warranty card. The pricing is as follows:

PNP's	Annual Unit Commitment level			
	Each	25-Pack	50-Pack	
H2 Hardware 9 pin serial (200ppd)	02807	\$45	NA	\$2250
PS/2 Mouse (200 ppd)	02801	\$45	NA	\$2250
9 pin serial (400ppd)	07885	\$45	NA	\$2250
Bus Mouse	06898	\$45	NA	\$2250
Software 5.25" Disks	134-489-704	\$2.50	\$82.50	NA
3.5" Disks	134-485-704	\$4.50	\$112.50	NA
Options 9-25 pin adapter	05885	\$3.50	NA	NA
PS/2 adapter	18030	\$4.50 ²	NA	NA
Mouse Manual	12878	\$2.00	NA	NA
Clam Shell	20848	\$1.00	NA	NA
Bus Card	135-089-106	\$20.50	NA	NA

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Microsoft Internal OEM Price Guideline

- Note 1: 7.04 is the current version, will be upgrading to version 8.1 next. These are packaged in quantities of 25 units each, so order 1 unit of the part number to receive 25 units.
- Note 2: For use with 7907843 only.

International Mouse Pricing

The International Mouse and Ballpoint pricing is under review at this time. The pricing listed below is the same as domestic and should be used as a guideline for "what is profitable for Microsoft".

The mouse license is between the OEM and the local subsidiary; it is signed by the subsidiary general manager or the regional director for areas without subsidiaries. It gives the OEM a US dollar purchase price based on a volume purchase obligation and restricts his sale of the mice (including the driver software) to purchasers of his hardware. V.P. of OEM must approve signing if there are any modifications.

A). For large OEM's (3000 units per year minimum commitment). Microsoft will deliver mice in bulk, in minimum quantities of 300 units per order. Microsoft will deliver a master driver disk for the OEM to duplicate their own mouse software, and ASCII file documentation for them to reproduce their own manuals. The lead time for this product is 120 days, and the OEM must provide a 6 month rolling forecast. Shorter lead times are available for first order. The OEM is responsible for supporting this product. The pricing is as follows:

	PN's	Annual Unit Commitment level				
		5K	10K	20K	50K	100K+
M3 9 pin serial (200ppd)	02807	\$23.50	\$21.75	\$18.50	\$16.50	\$17.50
PS/2 Mouse (200 ppd)	02801	\$28.50	\$25.50	\$23.50	\$21.50	\$20.25
9 pin serial (400ppd)	07885	\$28.50	\$26.50	\$23.50	\$21.50	\$20.25
PS/2 Mouse (400ppd)	07885 + 07948	\$32.50	\$30.00	\$28.00	\$26.00	\$24.75
Bus Mouse (400ppd)	06586	\$22.75	\$20.75	\$18.00	\$17.50	\$16.50
Bus Card	135-099-106	\$18.50	\$18.75	\$18.50	\$14.25	\$13.25

- Note 1: The 400ppi PS/2 mouse is a 9 pin serial 400 ppi mouse and a PS/2 adapter cable. This is the same mouse as we package in our retail product.
- Note 2: The PS/2 adapter cannot be sold to plug into the 9 pin serial 200 ppi mouse (PN 02807).
- Note 3: Currently shipping driver version 7.04 we will be upgrading to version 8.1 for new licenses.
- Note 4: If your customer is currently shipping version 7.2 and would like to upgrade to version 8.2, there is a \$10K version fee charge, and this will require an amendment to the license. Please contact Farnold if your customer would like to upgrade.
- Note 5: The mouse manuals which are included with our retail hardware only manuals, are available for an extra charge.
- Note 6: The standard mouse driver includes the following files (mouse.com, mouse.sys, mouse.drv, m3mouse.sys, cpnml.com, m3mup.com, and the standard 8 localized languages).
- Note 7: Please contact Farnold for any InPort Chip negotiations.
- Note 8: OEM's can special order custom ready documentation for an additional fee. Please contact Farnold if you are interested.
- Note 9: All Mice quoted are the standard Microsoft product with the Microsoft logo.

B). For small OEM's (Less than 3000 units per year) The following pricing includes a 400 ppi 9 pin serial mouse with a PS/2 and a 9-25 pin adapter. It is packaged in a plain white box with dual media. This product should be sold the same as packaged MS-DOS.

	(PN's)	Annual Unit Commitment level			
		100	500	1000	2500+
M4 Int'l Eng., Italian, Spanish	134-799bcv100	\$68	\$60.50	\$54.50	\$49.50
Int'l Eng., French, German, Dutch	134-799bbw100	\$68	\$60.50	\$54.50	\$49.50

Domestic Ballpoint Pricing

A). For large OEM's: Microsoft will deliver the Ballpoints in bulk, in minimum quantities of 100 units per shipment. Microsoft will deliver a master disk, and ASCII file documentation for the OEM to duplicate and produce their

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own software and documentation for those OEM's committing to 5K units or more. The lead time is 120 days, and the OEM must provide a rolling 6 month forecast. The OEM is responsible for supporting this product. See pricing below.

B). For small OEM's: Microsoft will deliver Ballpoint in bulk, in minimum quantities of 50 units per order. The OEM must also purchase manuals, and disks from Microsoft. The software and manuals must equal the quantities of Ballpoint sold to the OEM. The lead time for this product is 30 days on quantities over 500 units, and 0 day lead time on quantities under 500 units. Included with the software is a legal disk envelope, and a Microsoft Warranty card. The pricing is as follows:

	P/N's	50-Pack	Annual Unit Commitment level				
			5K	10K	25K	50K	100K+
Ballpoint, TR, & Clamp	TBD	\$76	\$68.50	\$82.25	\$57	\$52.75	\$49
Ballpoint & TR	TBD	\$84	\$47.50	\$52.75	\$48.25	\$44.50	\$41.25
Clamp & Thumb Screws	TBD	\$8	\$5.50	\$5	\$4.90	\$4.40	\$4
Clamp Arms (per set) ²	TBD	\$4.75	\$4.75	\$4.75	\$4.25	\$3.85	\$3.75
9 pin - PS/2 adapter	19090	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
9 pin - 25 pin adapter	05685	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50
Ballpoint Case	13342	\$3.75	\$3.75	\$3.75	\$3.75	\$3.75	\$3.75
Ballpoint Cable Extension	21072	\$11.25	NA	NA	NA	NA	NA
Ballpoint Manual	13339	\$1	NA	NA	NA	NA	NA
Ballpoint Clam Shell	TBD	\$1.50	NA	NA	NA	NA	NA
3.5" software	TBD	\$4.50	NA	NA	NA	NA	NA
5.25" software	TBD	\$2.50	NA	NA	NA	NA	NA

- Note 1: This clamp comes standard with the #2 clamp arm.
- Note 2: Clamp arm comes in 3 sizes (#1 - Small, #2 - Medium, #3 - Large). Each set will be \$4.25, and each set will be assigned to one part number so you only need to order the size which the OEM needs. Please see Pamela if you need assistance determining what size clamp arm the OEM will require.
- Note 3: Ballpoint is a 9 pin serial device, the OEM will need to purchase the 9 pin to PS/2 adapter for a PS/2 connection. Ballpoint is 400ppf.
- Note 4: If the OEM has a custom clip or a receptacle built into the side of their computer, they only need to order the Ballpoint and TR mechanism.
- Note 5: If the OEM does not have a custom clip or a receptacle built into the side of their computer, and they require the #2 clamp arm, they can purchase the Ballpoint, TR, and Clamp product.
- Note 6: If the OEM does not have a custom clip or a receptacle built into the side of their computer, and they need a #1 or a #3 clamp arm, then they will need to order the Ballpoint & TR, and the Clamp & Thumb Screws, and the Clamp Arms in the size they require.
- Note 7: The OEM must have version 8.x of the Microsoft Mouse software to run Ballpoint.
- Note 8: Prices are FOB Canyon Park. Add \$1.00 for international shipments from Canyon Park.
- Note 9: OEM's can order custom ready documentation for an additional fee.
- Note 10: All Ballpoints are standard Microsoft product with the Microsoft logo.

International Ballpoint Pricing

The international Ballpoint pricing will be similar to the domestic Ballpoint pricing, but it is not final. For further information on international OEM Ballpoint pricing, please contact Pamela.

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Applications & Languages: General Guidelines

Royalty Licenses for Applications & Languages
 Any potential royalty deals for applications or languages not listed here-in should be discussed with the VP of OEM.
 Please note: Microsoft no longer provides OEM kits for languages or applications.

PC Works

PC Works sales should be pursued as packaged product directly from the local warehouse for commitments less than 5,000 units. Pricing is for per_system/per_machine licenses.

Royalty Product Offering (US Version)	Annual unit commitment for two-year license					
	1.5K	5K	10K	25K	50K	100K
W1 PC Works	nil	\$28	\$23	\$20	\$15	\$10
PC Works pre-installed ⁶	nil	\$20	\$18	\$15	\$10	\$7

Packaged Product Offering (US Version)	Annual unit commitment for two-year license				
	1.5K	5K	10K	25K	50K
W2 Works	\$55	\$50	\$45	\$40	\$38

- Note 1: Negotiate vigorously for guaranteed advertising financing Works.
- Note 2: Royalties for localized versions additional 15%.
- Note 3: These prices are for Works without Checkwin.
- Note 4: Upgrades from Works 1.x are 50% of licensed royalty.
- Note 5: "Growing Your Business" self-study course available for \$10/ea, part 070-099-340. Includes booklet and dual media discette of sample file.
- Note 6: MS Works pre-install royalties are available to OEMs that both, commit to more than 5,000 units, and ship Works pre-installed on a hard disk drive. If the OEM supports the product directly, subtract \$1.00 from the royalty.

Windows Working Models

No OEM royalties are associated with licensing of full-function/limited capacity English language versions of Windows applications working models consisting of Excel, WinWord, WinProject and PowerPoint, provided the OEM pre-installs working models on a hard disk drive with Windows. OEM pays their own costs of goods and documentation expenses. OEM provides end-user support. If the OEM plans to rely on Microsoft to provide end user support, they should be charged \$1.50 per product shipped.

Windows Applications

Per System Royalty Product Offering (US Version)	Packaged Product	Royalty
W3 Excel	\$198	\$99
Word	\$198	\$99
Project	\$278	\$139
PowerPoint	\$198	\$99
Office for Windows	\$398	\$149

- Note 1: Pricing applies to quarterly licensing arrangements for the US only. Price is for "per_machine/per_system" license.
- Note 2: Per system pricing applicable to OEM licensing across an entire hardware model line. See V.P. OEM for further details.
- Note 3: Per system pricing minimum commitment is \$500,000/quarter.

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Per Copy Product Offering	
W 4 Excel	\$287
Word	\$287
Project	\$378
PowerPoint	\$257
Office for Windows	\$537

Note 1: Pricing is for per-copy licenses. There are requirements to pull in conjunction with OEM hardware.

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Royalty Commitment Worksheet: Microsoft Internal

Customer _____ Quotation Date* _____

Processors Covered _____ Pricing Table _____

Per System Products		Units per Year	Per System Unit Royalty	=	Annual Commitment
Product					
1.	_____	_____	_____	=	_____
2.	_____	_____	_____	=	_____
3.	_____	_____	_____	=	_____
4.	_____	_____	_____	=	_____
5.	_____	_____	_____	=	_____
6.	_____	_____	_____	=	_____
7.	_____	_____	_____	=	_____

Per Copy Products		Units per Year	Per Copy Unit Royalty	=	Annual Commitment
Product					
1.	_____	_____	_____	=	_____
2.	_____	_____	_____	=	_____
3.	_____	_____	_____	=	_____
4.	_____	_____	_____	=	_____
5.	_____	_____	_____	=	_____
6.	_____	_____	_____	=	_____
7.	_____	_____	_____	=	_____

Final Contract Commitment \$ _____

Notes

Quotation prepared by: _____

* Note: this quotation is valid for 30 days from this quotation date.

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