CC: EXEC STAFF

May 8th

To: Distribution List
From: Laura Jennings
Re: Microsoft Mail for PC Network Status Update

Regional General Managers

Mike Appe   Boston
Ed Johnson   Dallas
Neil Farnsworth   Bellevue
Paul Burden   Federal (Chevy Chase, MD)

Jeff Raikes   10S/2080
Daniel Petre   10S/2127
Lewis Levin   10S/2008
Gary Gigot   8N/1262
David Jaworski   8S/1130
Russ Werner   4/2137
Rich MacIntosh   8S/1126
Scott Oki   8S/1120
K. Schoenfelder   10S/2074
Mike Maples   10N/2
Sharon Decker   RIDGEF/4014

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To:         RGMs
Fr:         Laura Jennings
Re:         Microsoft Mail for PC Networks Status Update
Date:       5/6/91
CC:         Jeff Raikes, Daniel Petre, Lewis Levin, Gary Gigot, David Jaworski, Russ Werner, Rich
            Macintosh, Scott Oki, Kathleen Schoenfelder, Mike Maples, Sharon Decker
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The purpose of this memo is to give you a quick status report on our Consumers Software acquisition and Microsoft Mail for PC Networks introduction. I'll follow up by attending an upcoming RGM conference call to discuss outstanding issues. Areas where I'd particularly like your input include:

- Expanded distribution strategy
- "Cafeteria style" pricing plan
- Market Development Team objectives
- Annual licensing for high-end gateway products
- Premium support plan
- Sales tools

Consumers Software Acquisition

On April 8, 1991, Microsoft completed the acquisition of Consumers Software (CSI) of Vancouver BC. With this acquisition, we acquired their highly-acclaimed Network Courier electronic mail product line, including their full suite of gateway products.

The installed base of Network Courier at the time of our acquisition was 12,000 mail post offices and 800,000 client licenses. Although CSI enjoyed worldwide sales of Network Courier, the bulk (70%+) of the Network Courier installed base is located in the US. As a sidenote, the combination of the CSI acquisition and our successful 4+ year sales of Microsoft Mail for Appletalk Networks gives us the largest installed base of any LAN-based email vendor.

All CSI employees, with the exception of the two owners, have accepted positions in our new Workgroup Applications Canada office, which is a subset of the larger Workgroup Applications Business Unit under the direction of Jeff Raikes and Daniel Petre (as of 7/1/91).

April 15th Announcement

On April 15, we announced the following:

- Microsoft Mail version 2.1 for PC Networks
  Microsoft would begin selling a product called Microsoft Mail for PC Networks immediately. This product is largely based on the Network Courier product previously sold by CSI. The differences between Network Courier 2.1 and Microsoft Mail 2.1 include: 1) bug fixes 2) reconfiguration from server-based packaging to client-server packaging to better meet customer needs 3) free end-user support 4) pricing changes to reflect new packaging.

- MS Mail Connection
  This gateway will provide connectivity between Microsoft's two Mail systems, Microsoft Mail for Appletalk Networks and Microsoft Mail for PC Networks. This product will be available this summer and will carry a suggested retail price of $295.

- Upgrade offer for Network Courier Users
  All Network Courier customers, regardless of version in use, are eligible for a free upgrade to Microsoft Mail version 2.1 for PC Networks.

Microsoft Mail for PC Networks

Microsoft Mail for PC Networks (Network Courier) achieved the highest overall evaluation rating in the recent Software Digest Ratings Report (Volume 8, Number 3). We achieved a rating of 8.6 in overall evaluation (cc:Mail was next highest—a full .8 points below us—at 7.6), a four-star rating, and consistently high scoring in ease of use, ease of learning, performance and versatility.

Microsoft Mail for PC Networks is now orderable in the following configurations:

Product	Contains	Price
PCMail Server	Single PO External Modem Mail server component All available clients(except remote) Single user license	$695
PCMail 5-Pack	License to add 5 users, any client configuration	$395
PCMail 20-Pack	License to add 20 users, any client configuration	$1,349
PCMail 100-Pack	License to add 100 users, any client configuration	$5,500
PCMail 500-Pack	License to add 500 users, any client configuration	$22,500
Remote Client	Single remote user license	$195

Everything except the Remote Client is _in inventory now_. The Remote Client is scheduled to release to manufacturing on May 15. This first build of our Server box contains both the DOS and Windows clients; by July, we will have folded the Mac and OS/2 clients into the box as well. Any customers who purchase the Server prior to these additions can receive the Mac and OS/2 clients for FREE by contacting Microsoft. The Mac and OS/2 clients are currently being put through a standard MS testing cycle—prior to the acquisition, we had no reason to do so. We don't anticipate any undue delay in shipping these client types, and the Messaging Specialists can provide beta copies for any accounts wishing to evaluate these clients prior to July.

Previously, Consumers Software had marketed the following products:

CSI Product	CSI Product Contained	CSI Price
Starter kit	Single PO 6 user licenses	$295
Single PO Server	Single PO 150 licenses	$695
Internetwork	Single PO +External 150 licenses	$995
Internetwork 500	Single PO +External 500 licenses	$2495
Windows, Mac, OS/2 clients	Allows existing 150 users to use these clients as well as their current client	$595 each client
PCPostOffice	Single computer email station	$695
Modem Mail gateway	Server component	$495
Modem mail client	Single user	$95

Note that our Microsoft Mail packaging configurations and pricing have changed significantly from CSI's previous policies. Our new packaging/pricing policies were developed in conjunction with the Consumer Software salesforce and some of their major corporate customers, and had we not acquired CSI, they would

have adopted this very same new sku and pricing model. Our new configurations solve two major concerns expressed by Network Courier (and cc:Mail) corporate customers:

- **Existing packaging and pricing models were too inflexible.** For example, if a Network Courier network administrator wanted to upgrade even one user from DOS to Windows workstation software, they had to purchase an add-on product ($595 from CSI) which cost them both money and delay.

- **Existing configurations made it difficult to forecast email expenditures for the future.** Department managers don't think in terms of how many "post offices" they're going to need in the future—it's much easier for them to forecast based upon how many new users they'll be adding.

Based upon this feedback, we separated client licenses from server software to allow customers maximum flexibility and convenience. Because we don't tie our client licenses to any specific server or client type, customers can more quickly and easily modify their networks and more accurately forecast their future mail expenditures.

Pricing

Because many reps have expressed concern over our new pricing model, a separate, comprehensive memo covering this topic will be given to the field during the channel breakouts in May. This memo will cover the following in detail:

1. Why we selected our current packaging/pricing model
2. How this compares to cc:Mail packaging/pricing
3. How this compares to previous Network Courier packaging/pricing
4. SWAP prices
5. Special 3Com pricing

To summarize our position on the MS Mail vs. Network Courier pricing issue:

- The Microsoft Mail packaging/pricing model was developed in conjunction with both CSI and major corporate accounts, and solves problems customers experienced with pure "server-based" pricing.

- Microsoft Mail will not be more expensive than Network Courier for most users. Although the plain vanilla "single post office with 150 user licenses" configuration which was sold by CSI for $695 was a bargain for some customers, the reality is that the majority of Network Courier customers needed additional functionality added to this starter SKU to make it fully functional in their environments. For example, less than 10% of all customers actually purchased single post office versions of Network Courier—internetwork versions account for the vast majority of the market. In addition, roughly one-third of all customers need to accommodate remote users. And half find that they need additional client types above and beyond standard DOS workstation software.

  In fact, for the average LAN today, which contains 20 users per file server or post office, Network Courier could easily have cost users *more money* than Microsoft Mail for many typical configurations. For the typical 20-person LAN, it would cost a user $3275 worth of Network Courier product to fully equal $2044 worth of functionality from Microsoft Mail.

- We don't "nickel and dime" our customers. Everything most customers need is included in our server box—we don't try to make "add-on" products out of functionality (like internetwork use) that the majority of customers need. While competitive products initially seem less expensive, that's because major functionality is missing. Once customers add up all the components they need, they'll find that initial prices are often misleading.

Microsoft Confidential

- For customers with very simple email needs, Microsoft Mail may be more expensive than Network Courier was. However, this is not the target market for Microsoft Mail. Within larger accounts, there is no doubt that the benefits above—combined with the outstanding connectivity story provided by our full suite of gateway products—will help us to become the leading provider of LAN-based email solutions in FY92.

- Finally, our competition is not just other LAN-based email products, but host-based systems as well where the cost per user is significantly higher. Customers will probably pay around $30-45 per node for Mail depending on quantity—that seems very reasonable for an application which, for many users, is the app they use *most*.

cc:Mail pricing:

Refer to the attached cc:Mail pricing memo for detailed information. In summary:

- Microsoft Mail offers more value, less complexity in the basic server package

- Microsoft Mail has a much more flexible configuration

- Microsoft Mail remote clients are less expensive than cc:Mail remote clients

- Base prices are often misleading. For many common corporate configurations, Microsoft Mail will be less expensive than cc:Mail

SWAP program:

To be eligible to participate in the Microsoft Swap program, you must agree to acquire at least 250 units of Microsoft Mail within a four month period from an authorized Microsoft reseller. Then, you replace competitive products one-for-one with Microsoft Mail on the same computers.

The Swap program features Microsoft Mail for both PC and AppleTalk Networks at suggested retail prices even lower than normal.

Electronic Mail	Standard SRP	Swap SRP	Standard MLP	Swap MLP SRP
Server Kits				
Microsoft Mail for PC Networks Server	$695	$395	N/A	N/A
Microsoft Mail for AppleTalk Networks Server	$395	$235	N/A	N/A
Workstation Packages for PC Networks				
DOS or Windows environments				
Microsoft Mail Workstation 5-Pack	$395	$235	N/A	N/A
Microsoft Mail Workstation 20-Pack	$1349	$895	N/A	N/A
Microsoft Mail Workstation 100-Pack	$5500	$3700	N/A	N/A
Microsoft Mail Workstation 500-Pack	$22,500	$13,900	N/A	N/A
Workstation Packages for AppleTalk Networks, Mac				
or DOS environments				
Microsoft Mail Workstation 5-Pack	$395	$235	N/A	N/A
Microsoft Mail Workstation 20-Pack	$1349	$895	N/A	N/A
Microsoft Mail Workstation 100-Pack	$5500	$3700	N/A	N/A

Competitive products that can be swapped:
These competitive products can be replaced with Microsoft Mail for PC Networks in any combination, regardless of version number or desktop environment.

WordPerfect Office
DaynaMAIL
Banyan® VINES Mail
IBM® Office Vision for LANs

X 543925
CONFIDENTIAL

HP® NewWave Office
Coordinator (Action Technologies)
CE Quickmail
cc:Mail (Lotus Development Corp.)
DaVinci eMail
Oracle® Mail
TOPS® InBox (Sitka)
Retix Mail
3+ Mail®**
Lotus Notes®
Enable Higgins

Future Pricing Directions:

To better meet the needs of our largest corporate customers and make life simpler for our corporate account reps, we'd like to introduce a "cafeteria-style" pricing plan in addition to our standard package prices. The goal will be to make it easier for both the customer and the Microsoft sales rep to price out a customer's electronic mail needs.

The basic idea would be that, for unit volumes greater than some minimum, reps and customers could price out any system, no matter how complicated, on a per node basis as follows:

Customer selection:	Price:
Basic Mail itself	$X per node
"List A" gateways	$Y per node, per gateway
"List B" gateways	$Z per node, per gateway

where List A might include the FAX, SMTP, MCI Mail and MHS gateways, and List B the SNADS, PROFS, and X.400 gateways, for example. So if a customer wanted to bring 3,000 users on-line with Microsoft Mail, and also needed the FAX, MHS and PROFS gateways, the price per node would be:

Mail cost	$X
2 List A gateways	$2*Y
1 List B gateway	$Z
Total cost per node	X+Y+Y+Z
Total network cost	3,000*(X+Y+Y+Z)

We've already closed one deal in this way. In this case, the customer paid us $53.40 per node for Mail, with the SNADS and FAX gateways. This was clearly a great deal for Microsoft, since the price the customer paid was nearly double our average per node selling price to the channel. The advantage for the customer was that they could more easily price out their current needs as well as forecast for incremental users in the future. The hassle of figuring out *exactly* how many post offices, gateways and gateway access units was pushed onto corporate resources rather than the customer, reseller or field rep. If we make the program simple enough, we should be able to offer this pricing plan through distribution.

I'd like to discuss this idea in more detail with you when I attend the RGM conference call.

Network Courier Update

All Network Courier customers, regardless of what version of Network Courier they're running, are eligible to update to MS Mail version 2.1 for PC Networks for FREE. Customers can get information on the update in the following ways:

- Call the old Consumers Software telephone number
  Any customers who call CSI (now Workgroup Applications Canada, or WGC) are being given information about the upgrade. Customer information is being captured and routed into the appropriate Microsoft group (DebD's group in SharonDe's area).

- Call Microsoft
  Customers can call Microsoft to obtain information and get on the update mailing list.

- Update mailing
  An update mailing is in development and will go out by the end of May to all registered Network Courier users.

Many Network Courier customers will find that their update package contains MORE functionality than they previously enjoyed. The Modem Mail gateway which allows remote use (formerly $495 from CSI), External program which allows internetwork communication($300 from CSI), and Windows client software (formerly a $595 add-on from CSI) are now included right in our basic server box.

What's NOT being updated are Mac clients, OS/2 clients, Remote clients and all gateways. This is because these products will work fine with the new MS Mail version 2.1, and we've made no changes to them since acquiring CSI. Therefore, they don't need to be updated.

Why did we decide to update people for free?

- Ensure future sales
  Due to the radical configuration changes between Network Courier and MS Mail, existing CSI customers will have difficulty expanding their Network Courier installation if they don't update.

- Reduce product support costs
  By bringing the entire installed base up to the same version number--a version that Microsoft has tested and prepared to support--we dramatically reduce our product support costs.

- Make the installed base happy
  For customers concerned that Microsoft might not be as concerned about their business as the previously small CSI was, this is a great way to kick off our relationship and avoid losing some of these customers to competitive offerings.

- Minimum difference between Network Courier 2.1 and MS Mail 2.1
  Fundamentally, these products are the same. Many Network Courier 2.1 customers would have resisted paying money for the upgrade.

3Com Update

On May 6, we announced a special update offer for users of 3+ Open Mail and 3+ Mail. A special SKU consisting of a server and 100 client licenses will be available through our channel of Network Specialists for a SRP of $99. In addition, we expect to make both a conversion utility and gateway available in late summer. This update offer is valid through December 31, 1991. Refer to attached documents for further detail.

Marketing Focus

The positioning statement for Microsoft Mail for PC Networks is *communication with anyone, anywhere, on any system*. The primary target market for PC Mail today is F1000 accounts.

We now have the best solution for mixed-platform environments and "islands of LANs" so common in large accounts. Our sales messages should center around connectivity and migration. *Only* Microsoft can walk into a customer site today and offer a complete vertical messaging solution which connects together whatever random systems the account currently has in place. In addition, we can demonstrate that we have the best strategy for migrating this customer to a more sensible, robust messaging configuration in the future. We should leverage this advantage by focusing and winning in large corporate accounts in FY92-- our goal is to make forecast in FY92 half a million dollars at a time.

Our marketing dollars will therefore be spent primarily against corporate account priorities over the next year, including:

- Corporate Account Sales Support
  The Workgroup Applications Market Development Team of 9 Messaging Specialists is perhaps our single most important marketing expenditure in FY92. This team of technical, experienced Mail sales personnel is charged with supporting our district offices by conducting training, making account calls, providing beta software and basically doing whatever it takes to ramp up Mail sales in each district.

  Other expenditures in this area include white papers, configuration guides, presentations, videotapes and other sales tools which help our reps sell Mail.

- Reseller and field training
  Training materials, seminars and courses to get our channel better prepared to sell and support the product line.

- Corporate Account "Add-ons"
  Premium support plans, support and installation training, end-user courseware, other product "add-on" services which convince corporate accounts to buy the Microsoft solution.

- Workgroup Applications Corporate Advisory Board
  To better guide our long-term product direction, we plan to form a corporate advisory council. This group will represent no more than a dozen smart, major accounts worldwide. Representatives from this advisory board will be gathered together twice per year to review product plans and long-term strategies.

Field Training

In general, the US field sales force is very poorly prepared today to sell the PC Mail product line, the gateway components of our line in particular. This is due to weak preparation on the part of product marketing. As I understand it, field training activities have primarily consisted of the following to date:

- 2-day SE training session
  30 SEs have attended a comprehensive, 2-day training program on Microsoft Mail. These SEs were selected by their district manager to attend this training session.

- SE Forum training
  PC Mail and gateways were discussed at the past 2 SE Forums for about 2.5 hours each session. In addition, Apps SEs attended a one-hour hands-on session at the April SE Forum.

- NSM presentation
  Shirish Nadkarni presented PC Mail to the field reps at the last NSM.

- Announcement Mailing
  Information on pricing, update plans, the market development team and other details was sent to SEs, Network and Corporate reps on April 15.

Moving forward, our plans for field training are as follows:

- Market Development Team
  A Messaging Specialist has been assigned to each district office in the US. These Messaging Specialists were selected from the CSI salesforce, and are very well-versed on Microsoft Mail. These folks are available to do training, make account calls and support the district offices in whatever way necessary to sell Mail. They're prepared to spend as much as a third of their time in the field, and are available by both phone and email. District Managers should call on these people to conduct training as needed.

- Channel break-outs
  We'll be presenting Mail at both the Network and Corporate channel break-out sessions in May. Most notably, a full-day technical session is scheduled for the NSEs at their break-out on 5/7.

- Sourcebooks
  A comprehensive Sourcebook of information, including demo scripts, presentations, white papers, datasheets, etc. will be sent out near the end of May. Many of these materials will be available at the channel break-outs as well.

- District Seminars
  We've extended an offer to each District Manager to conduct a 2-3 day Mail Seminar during the first 3 weeks of June. If the DM wishes to take us up on this offer, we'll send a Messaging Specialist and Product Manager to each office to conduct training, make account calls, meet with resellers and whatever else the DM wishes. Response so far has been very positive. Contact *Janiech* for further information.

- Gateway Training
  We're trying to pull together a multi-day, technically comprehensive training seminar for SEs and NSEs to be held in late Summer. More info to follow from *ToddW*.

Distribution Plans

For historical reference, CSI had been selling Network Courier mostly through direct, inbound sales. Roughly 80% of their total sales came direct rather than through the channel—and this was without a single outbound rep or telemarketing salesforce. While CSI reps often travelled to a customer location to close a major sale, they relied on PR and word of mouth for sales leads. Monthly revenues were ramping up quickly, and in the month before the acquisition became final, CSI did $2 million (Canadian) worth of Network Courier and gateway sales. Roughly 40% of their revenues came from gateway products.

Until April, our plan had been to sell Microsoft Mail for PC Networks through standard Applications channels—basically, to let any reseller sell PC Mail. However, the CSI acquisition which became final just a week before we announced PC Mail caused us to reconsider this strategy. Until that point, we didn't have to consider the gateway business in our distribution plans. Clearly, if we're ever to get out of the business of making every gateway sale ourselves, we need to build up a value-added channel. However, if we force our value-added channel to compete with price discounters, they'll have little incentive to learn about and sell our product line.

We at first considered limiting the gateway products to "Authorized Mail Resellers" but allowing the basic product line (Server, Remote Clients, 5-, 20-, 100- and 500-license packs) to be sold through unrestricted distribution. While this sounds good at first, the real money in this business is in client sales, not gateways, and this was unlikely to earn us a loyal value-added Mail reseller channel.

We next considered limiting ALL PC Mail products to be sold only through Authorized Mail Resellers. While certainly a winning strategy from an administrative point of view, there are a number of problems with this alternative as well:

- Mail will be included in the Windows Office scheduled to release at the end of May. Since the Win Office is sold through unrestricted distribution, won't it confuse customers if we force them to go somewhere else to get their Mail server component?

- While our primary market is large corporate accounts, we shouldn't just give up on any lower-end walk-in traffic that traditional resellers enjoy. Our experience on the Mac Mail side is that a significant portion of our business, surprisingly, is lower-volume, walk-in or mail-order traffic. As networks become more prevalent and email becomes less intimidating to smaller accounts, walk-in traffic will account for a growing percentage of our business. While we don't want to repeat Novell's mass-distribution mistake (more places to buy NetWare than a Slurpee in the US at one point), we shouldn't limit ourselves too severely either.

- Mac Mail is sold through unrestricted distribution.

Our current thoughts on PC Mail distribution are as follows:

- Very short-term strategy
  So that SOMEONE could fulfill customer orders immediately, we grandfathered in all of the Systems Division's Network Specialists resellers as "Authorized Mail Specialists." While these resellers aren't guaranteed to know much about PC Mail today, we at least know that they're for the most part networking-aware. Given that no resellers were prepared to sell PC Mail, we opted to select the portion of our reseller channel likely to come up to speed the fastest, anyway.

- Short-to medium-term strategy
  By May 20th, when the Windows Office with Mail included is introduced, we agreed to make a decision on whether to allow unrestricted distribution of some portion of the PC Mail product line. The position I favor at this point is to allow the PC Mail Server sku, 5-license pack, 20-license pack and Remote Client sku (the Remote Client is sold in single units only) to be sold through unrestricted distribution, while the complete product line will continue to be available through "Authorized Mail Resellers" only. We should discuss this strategy during the RGM conference call.

- Long-term strategy
  By Fall of 1991, we hope to have in place a comprehensive authorization program for PC Mail resellers similar in design to the current LanMan and SQL authorization programs. Resellers should not need to be authorized to sell LanMan or SQL in order to become a Mail authorized reseller, although some overlap is likely. We've developed a list of 1,500 LAN resellers in the US who will be our primary target for PC Mail authorization this Fall.

Product Support Plans

Prior to the acquisition, CSI's product support policies were as follows:

- No end-user support was provided. End-users who called CSI were instructed to read their users manual. Only network administrators were allowed to call CSI product support.

- Gateway customers were automatically charged 15% of the gateway sales price for annual support. The support charge was typically added to the gateway sales invoice.

Post-acquisition, our support policies are:

- Free end-user support is provided for Microsoft Mail, Network Courier and low-end gateway customers in Applications Division tradition. A support staff at Lincoln Plaza is already trained and answering support calls.

- The Vancouver-based product support staff now reports into Microsoft PSS, and continue to take customer calls as before the acquisition. Customers previously serviced by a CSI support rep can continue to call this support rep if they desire. The two product support staffs work very closely together and report into the same manager.

- Customers who buy high-end gateway products now will receive FREE product support for these products through August 31 as our way of rewarding early customers. After this date, however, high-end (PROFS, SNADS, X.400 and SMTP) gateway support will be provided only through a premium (read paid) support plan.

- PSS is currently working out the details of our premium support plan, but it may consist of some of the following: 7 by 24 service, a toll-free number, configurations kept on file, and a guarantee that if we don't fix the customer's problem within a specified period of time, we'll send a support representative out to the customer location. Any PC Mail customer will be able to purchase the premium support plan. PSS is attempting to structure premium support for Mail

so that other products can leverage the same overall support structure. I can talk about our current plans in more detail during the conference call, but more information should be forthcoming on this plan from Product Support Services soon.

CSI Contracts

At the time of acquisition, CSI had a number of contracts in place with resellers and corporate accounts. SMSD is currently evaluating these on a case-by-case basis. Outstanding CSI contracts include:

Federal Systems Group
Softsell
Center for Disease Control
FBI
CIGNA
Sytek
Duke Power Company
Chevron
SHL Systemhouse
Tandem
American Airlines
Computerland-Canada
Simon & Schuster
Apricot
Imperial Oil
Keyword
Boehringer Ingelheim GmbH
Fenestrae

The vast majority of CSI corporate customers were buying standard packaged product and did not have special deals in place with CSI. Contact me or SharonDe for information about the status of any of these contracts.

Long-term product direction

Now that we've covered the transitional details, a quick recap of our near-term product plans here in Workgroup Apps:

April, 91
Microsoft Mail for PC Networks ships with DOS and Windows clients

May, 91
Full line of gateway products ship (FAX, MHS, MCI Mail, PROFS, SNADS, X.400, SMTP)
Remote client for PC Mail ships
Schedule+ for AppleTalk Networks ships

July, 91
Microsoft Mail Connection (MacMail to PCMail gateway) ships
Mac and OS/2 clients for PCMail ship

January, 92
PCMail version 3.0 ships with HOT Windows client
Scheduling/calendaring product for Windows ships

Microsoft Mail for PC Networks
Part Numbers and Pricing
LAN Products

Part Number	Product	Contents	SRP
068-099V210	Server	Single PO, External, Modem Mail, DOS & Windows client software, TSRs and utilities, license for 1 user	$695
068-399V210	5 Workstation MLP	License to add 5 users, any client configuration	$395
0684099V210	20 Workstation MLP	License to add 20 users, any client configuration	$1,349
0684199V210	100 Workstation MLP	License to add 100 users, any client configuration	$5,500
0684299V210	500 Workstation MLP	License to add 500 users, any client configuration	$22,500
068-299V210	Remote Workstation	Software and license for 1 workstation	$195
068-099-025	Working Model	Same as Server, 3 user limit	$9.95
068-599V210	Promo Server	Same as Server .	
0681599V210	Promo 5 Workstation MLP	Same as 5 Workstation MLP	
0684599V210	Promo Remote Workstation	Same as Remote Workstation	
068-099-210	Server (150-user Upgrade)	Same as Server. License to add 150 users, any client configuration	Free
0684299-210	Server (500-user Upgrade)	Same as Server. License to add 500 users, any client configuration	Free

Microsoft Product	CSI Equivalents
Server	- Starter Kit . - Single PO Server - 150 user Internetwork Server - 500 user Internetwork Server - Modem Mail Post Office - Windows client
Remote Workstation	- Modem Mail Remote User

Microsoft Mail for PC Networks
Part Numbers and Pricing
Gateway Products

Part Number	Product	Contents	SRP
068-099-063	MS Mail Connection for PC and AppleTalk Networks	Bridge between MS Mail for PC Networks and MS Mail for AppleTalk Networks	$295
068-099-060	SNADS Message Service	Downstream server component	$995
068-099-051	FAX Gateway	Gateway component	$1,995
068-099-050	FAX Access	Downstream server component	$995
068-099-053	MCI Mail Gateway	Gateway component	$995
068-099-052	MCI Mail Access	Downstream server component	$495
068-099-061	PROFS Host Access	Host component	$14,995
068-099-062	PROFS Gateway	Gateway component	$4,995
	PROFS Access	Downstream server component	$2,495
068-099-055	SMTP Gateway	Gateway component	$4,995
068-099-054	SMTP Access	Downstream server component	$2,495
068-099-057	X.400 Gateway	Gateway component	$4,995
068-099-056	X.400 Access	Downstream server component	$2,495
068-099-059	MHS Gateway	Gateway component	$995
068-099-058	MHS Access	Downstream server component	$495

Microsoft Product	CSI Equivalents
SNADS Message Service	SNADS Message Service
FAX Gateway	FAX Gateway
FAX Access	FAX Addressing
MCI Mail Gateway	MCI Mail Gateway
MCI Mail Access	MCI Addressing
PROFS Host Access	PROFS VM Component
PROFS Gateway	- PROFS LAN (IBM 3270 - PROFS LAN (Rabbit) - PROFS LAN (Novell SNA) - PROFS LAN(IRMALan DFT)
PROFS Access	PROFS Addressing
SMTP Gateway	SMTP Gateway
SMTP Access	SMTP Addressing
X.400 Gateway	X.400 Gateway
X.400 Access	X.400 Addressing
MHS Gateway	MHS Gateway
MHS Access	MHS Addressing

Part Number	Collateral
098-19609	White Paper
098-19610	Datasheet
098-21927	Fast Facts
098-19612	Competitive Comparison Chart

MICROSOFT MAIL PRICING:
CC:MAIL COMPETITIVE COMPARISON

With the announcement of the cc:Mail Windows version, the product pricing and configuration structure of cc:Mail has changed. Below details a table of their current prices as of 5/1/91.

	Product	Price
Platform Packs:	Windows	$495
	DOS	$195
	Macintosh	$495
	OS/2	$495
For multi-server use:	cc:Mail Gateway	$1295
User Packages:	8-user	$195
	25-user	$595
	Remote	$295
Site License Pricing:	per user	$45-55

Product description:

Platform Packs
The Platform Packs are starter packages, the equivalent of a single post office with administrative functions and client software for the specific platform. A customer needs to purchase a platform pack for each type of environment that the post office will support (i.e., Windows, DOS, Macintosh and OS/2). This package does not support multi-post office communication.

cc:Mail Gateway
The Gateway provides the message transfer agent (MTA) for post office-to-post office communication. It is required for installations with more than one post office. Approximately 90% of all customers will need to purchase this component. Depending on network traffic, large installations may require multiple Gateways.

User Packages
User Packages provide users on the network the access to the post office. A post office may be expanded in blocks of eight users or 25 users. The User Packages must be associated with a specific post office. For example, if there are 50 users on a network, with 30 on one post office and 20 on another, the customer would need to purchase two 25-user packs and an eight user pack. This would allow them to accommodate up to 25 users on one post office and 33 on the other. There is no option to purchase user packages in larger units than 25.

Microsoft Mail Differences
* *Microsoft Mail offers more value, less complexity in the basic server package*
  The Microsoft Mail Server includes all the software that is sold separately by cc:Mail as the Platform Packs for DOS ($195), Windows ($495), Macintosh ($495) and OS/2 ($495), and the cc:Mail Gateway ($1295). The Microsoft Mail Server has an SRP of $695. Customers do not have to return to purchase add-on versions of the product to support several desktop environments.

* *Microsoft Mail has a more flexible configuration*
  cc:Mail user packages need to be associated with a specific server. Microsoft Mail workstation licence packs can be distributed across a network or site. This provides customers maximum flexibility and convenience. Network managers can modify or expand their network easily.

* *Microsoft Mail remote access is less expensive*
  The Microsoft Mail Remote workstation sells for an SRP of $195 versus $295 for cc:Mail's remote user. Industry data indicate that roughly 1/3 of all customers need to accommodate remote users.

- *For most corporate configurations, Microsoft Mail is less expensive*
  Although cc:Mail may be less expensive in small, single-platform networks, most corporate environments require support for several desktop environments, including remote users. For these situations, Microsoft Mail is less expensive.

- *Microsoft Mail is significantly less expensive than mainframe email systems*
  Microsoft Mail is often chosen by corporations who are downsizing their electronic mail from more expensive mainframe systems to LAN-based solutions. Mainframe email can often cost as much as $300 per user.

- *Microsoft provides a single source for connectivity solutions, from workstations to gateways*
  Most LAN email vendors depend on third parties to provide gateways to outside systems. Microsoft provides an entire suite of gateways from Microsoft Mail for PC Networks to outside systems such as X.400, PROFS, SNADS, SMTP, Fax and more.

While competitive products may initially seem less expensive, it is because major functionality is often missing. Once all the components are added up, it illustrates that base prices are often misleading. The scenarios below list comparative prices for Microsoft Mail and cc:Mail on the same configurations:

Scenario 1:
- single Post Office
- DOS users only
- 20 users

Microsoft Mail		cc:Mail	
Server	$695	Platform Pack DOS	$195
20-user Pack	$1349	25-user Pack	$595
	$2044		$790

Scenario 2:
- one Post Office
- DOS,Windows, Mac, and OS/2 users
- 20 users

Microsoft Mail		cc:Mail	
Server	$695	Platform Pack DOS	$195
20-user Pack	$1349	Windows	$495
	$2044	Mac	$495
		OS/2	$495
		25-user Pack	$595
			$2275

Scenario 3:
- Two Post Offices
- DOS, Windows, Mac and OS/2 users
- 100 users

Microsoft Mail		cc:Mail	
Server (x2)	$1390	DOS PP (x2)	$390
100-user Pack	$5500	Windows PP (x2)	$990
	$6890	Mac PP (x2)	
		OS/2 PP (x2)	$990
		cc Gateway	$990
		25-users (x4)	$1295
			$2380
			$7035

Scenario 4:
- Two Post Offices
- DOS, Windows, Mac and OS/2 users
- 100 users
- 5 remote users

Microsoft Mail		cc:Mail	
Server (x2)	$1390	DOS PP (x2)	$390
100-user Pack	$5500	Windows PP (x2)	$990
Remote Client		Mac PP (x2)	
(x5)		OS/2 PP (x2)	$990
	$975	cc Gateway	$990
	$7865	25-users (x4)	$1295
		Remote Client	$2380
		(x5)	
	|:		$1475
			$8510

Scenario 5:
- Five Post Offices
- DOS, Windows, Mac and OS/2 users
- 500 users
- 25 remote users

Microsoft Mail		cc:Mail	
Server (x5)	$3475	DOS PP (x5)	$975
500-user Pack	$22500	Windows PP (x5)	$2475
Remote Client		Mac PP (x5)	
(x25)		OS/2 PP (x5)	$2475
	$4875	cc Gateway	$2475
	$30,850	25-users	$1295
		(x20-25,	$11900-
		depending on	$14875
		configuration)	
		Remote Client	
		(x25)	$7375
			$28,970-
			$31,945

MICROSOFT MAIL MARKET DEVELOPMENT TEAM

Microsoft Workgroup Canada (WGC)
73 Water Street
Vancouver, B.C.
V6B 1A1
(604) 688-4548

District	Messaging Specialist
PacWest	Bev Quinn (bevq)
Los Angeles	Bev Quinn (bevq)
Orange County	Bev Quinn (bevq)
Northern California	Bev Quinn (bevq)
Rocky Mountain	Jin Pak (jpak)
South Central	Jin Pak (jpak)
Central	Darryn Schewchuk (darryns)
MidWest	Darryn Schewchuk (darryns)
Great Lakes	Darryn Schewchuk (darryns)
North Central	Darryn Schewchuk (darryns)
New England	Anne Coulombe (annec)
Northeast	Anne Coulombe (annec)
MidAtlantic	Aaron Con (aaronc)
Delaware	Aaron Con (aaronc)
Southeast	Aaron Con (aaronc)
Federal	Aaron Con (aaronc)

Messaging Specialist	Districts
Ron McIntyre	Corporate Briefings
Tim Bramwell	Reseller/Network Specialists
Aaron Con	MidAtlantic; Southeast; Federal/Government
Anne Coulombe	New England; Northeast
Marc Crimeni	International
Jin Pak	Rocky Mountain; South Central
Bev Quinn	PacWest; Los Angeles; Orange County; Northern California
Darryn Schewchuk	Central; Midwest; Great Lakes; North Central
Garry Shearer	Inbound IBM leads

Messaging Specialist	Email name	Phone number
Ron McIntyre	ronmc	(604) 688-2542 x3021
Tim Bramwell	timbra	(604) 688-2542 x3016
Aaron Con	aaronc	(604) 688-2542 x3015
Anne Coulombe	annec	(604) 688-2542 x3017
Marc Crimeni	marccr	(604) 688-2542 x3013
Jin Pak	jpak	(604) 688-2542 x3018
Bev Quinn	bevq	(604) 688-2542 x3014
Darryn Schewchuk	darryns	(604) 688-2542 x3019
Garry Shearer	garrys	(604) 688-2542 x3065

3+/3+Open to Microsoft Upgrade:

Overview: Three Piece Update

Issues & Answers for 3Com Customers

Fact Sheets:

     3Com to LAN Manager 2.0 Upgrade

     3+Mail to Microsoft Mail Upgrade

     3+/3+Open Upgrade Toolkit

Pricing, Availability & Mechanics

Microsoft

Overview of the Update

All 3Com network customers will be able to upgrade to Microsoft LAN Manger 2.0, and not wait for a future release. Customers may also upgrade from 3+Mail to Microsoft Mail for PC Networks.

Many 3Com customers have felt that they couldn't upgrade to LAN Manager 2.0 because they were dependent on 3Com value added products, such as 3+Mail, 3+Internet, Macintosh and Netware connectivity. This revised three-piece upgrade allows all 3Com customers to upgrade to LAN Manager 2.0, without losing any of the 3Com value-adds on which they depend.

Three piece update (not all customers will want or need all pieces)

1. Microsoft LAN Manager 2.0 at a discounted price for 3Com upgrade customers only. Offer extended through December 31, 1991.

2. Microsoft Mail for PC Networks at a discounted price for 3Com upgrade customers only. Good through December 31, 1991.

3. Macintosh Connectivity Upgrade for 3Com Customers

    Macintosh connectivity that works with LAN Manager 2.0, available at a special upgrade price for 3Com customers who have already own 3Com Macintosh connectivity products. Microsoft will make Macintosh connectivity available to both 3Com update and regular retail customers at the same time -- and it will work with LAN Manager 2.0. Microsoft will offer 3Com customers a special, low upgrade price for preserving that functionality.

Plus, Special Update Solutions Kits, to help with the transition

1. 3+/3+Open to LAN Manager Upgrade Toolkit

    Designed to run with the *current* version of Microsoft LAN Manager--LAN Manager 2.0. This toolkit will contain the XNS protocols and various utilities to enable Microsoft LAN Manager 2.0 clients to fully send and receive 3+Mail both locally and across the 3+Internet, to share 3+Mail, file and print services with 3+Share servers, and to remote boot workstations with 3Com Proms. This is a transitional solution for those 3Com customers who can not upgrade all their users to Microsoft Mail, or who need continued access to the 3Com 3+Internet, or who need a phase of interoperability between 3+Share and LAN Manager 2.0.

2. In-box Conversion Tool, to convert your 3+Mail inbox to a Microsoft Mail for PC Networks inbox.

3. Microsoft Mail for PC Networks Gateway to 3Com 3+Mail

    For users of very large networks running 3+Mail, who can not update all their mail users at once. This Gateway will enable them to update users in phases from 3+Mail to Microsoft Mail, allowing users on the new and old mail systems to exchange messages transparently.

For users of 3Com 3Servers: : In May, 3Com will ship their "3Server Value Pack for Microsoft LAN Manager". 3Server customers who buy and install this kit, delivered in tape format, will then be able to buy the same upgrade version of LAN Manager 2.0 described above.

Note on support through the transition: Microsoft Information Technology Integration Service, (ITIS), Microsoft University (MSU) and the Microsoft Systems Support Business Unit offer many consulting, training and support services to help customers with the transition from 3Com to Microsoft LAN Manager and Microsoft Mail. Microsoft support personnel have been trained in the support of mixed 3Com/LAN Manager networks. In the United States, Microsoft offers 30 days free support with all copies of LAN Manager, including those sold to 3Com Upgrade customers, and free basic telephone support for Microsoft Mail for PC Networks.

Helping Customers to Upgrade Now: Issues & Answers

Issue	Answer
3+Mall	Upgrade to Microsoft Mail for PC Networks -- or **LAN Manager 2.0 + Toolkit** We recommend customers update from 3+Mail to Microsoft Mail for PC Networks. If you choose to update your Mail all at once, this update can begin immediately and be carried through to completion with the current Microsoft Mail product. For customers who cannot update all users at once, the <u>3+/3+Open to LAN Manager Upgrade Toolkit</u> will enable them to continue using 3+Mail on a LAN Manager 2.0 network. LAN Manager 2.0 clients will be able to send and receive 3+Mail. Also, users will be able to log on with their familiar 3+Mail name—a unified logon service will also log the user onto the LAN Manager network, in one step. Once the <u>Microsoft Mail for PC Networks Gateway to 3Com 3+Mail</u> is available, customers will be able to have some of their network running 3+Mail, and other areas using Microsoft Mail. The conversion tool will convert 3+Mail in-boxes to Microsoft Mail in-boxes. Notes: Microsoft will ship XNS and utilities, as part of the update toolkit, to enable customers who already have 3+Mail to continue using it, but will not ship 3+Mail itself. *For 3+Mail clients:* customers can put their existing 3+Mail client software on new LAN Manager 2.0 clients (with the Toolkit). All 3+Mail license are unlimited; so customers can copy 3+Mail client software to new clients as needed. *For 3+Mail Servers:* users have two options. If they own a 3Server, then their "3Server Value Pack for Microsoft LAN Manager" will have the 3+Mail server software they need, adapted for LAN Manager 2.0. If they don't have 3Servers, then, until they upgrade to a new Mail product, they must keep at least one server on their network running 3+Open or 3+Share, to run 3+Mail server software. Customers can run 3+Mail, 3+Internet and 3+Name on 3Servers or 3+Open or 3+Share servers; new LAN Manager 2.0 clients (with the toolkit) can access these functions.
3+Internet	**LAN Manager 2.0 + Toolkit** The toolkit will allow LAN Manager 2.0 clients to both send mail, and use file and print across the 3+Internet. (Internet is software that routes traffic –3+Mail or files– over wide area networks. Replacing Internet with hardware hubs can improve performance, but can be expensive). Long term, Microsoft plans to ship a fully routable TCP/IP. We recommend customers plan to switch to this much higher-performance, emerging industry-standard transport. 3Com ships a routable TCP/IP for LAN Manager 2.0 today; contact 3Com for more information.
3+Share Interoperability	**LAN Manager 2.0 + Toolkit** New LAN Manager clients will be able to reach 3+ servers, both locally and across the internet, both for file and print services and for 3+Mail, using the XNS in the Upgrade Toolkit.
3+Open Interoperability	**LAN Manager 2.0** The NetBEUI transport in LAN Manager 2.0 can be installed on 3+Open clients and servers, providing local file and print and client-server interoperability.

Macintosh connectivity	LAN Manager 2.0 + Macintosh Connectivity Upgrade For those customers who already own 3Com Macintosh Connectivity, Microsoft will offer an upgrade to a connectivity product compatible with LAN Manager.
Netware connectivity	LAN Manager 2.0. The 3+Open Connection for Netware product from 3Com works *now* on LAN Manager 2.0 clients. Customers can simply to continue to run this product on their new LAN Manager 2.0 network. Microsoft will support the overall LAN Manager network. There is no need for a special upgrade solution.
3Com Diskless workstations	LAN Manager 2.0 + Toolkit Microsoft will provide remote boot for diskless workstations using 3Com remote boot roms in the Upgrade Toolkit.
3Servers	LAN Manager 2.0 + 3Com Tape for 3Servers In May, 3Com will ship the "3Server Value Pack for Microsoft LAN Manager". This tape delivered software will include OS/2 v. 1.21 for 3Server, disabled LAN Manager 2.0 (pre-installed & configured), plus protocols and services (XNS, NBP, Mail, Name, Start, Backup). Customers who buy this kit from 3Com must then buy the LAN Manager 2.0 upgrade from Microsoft for use with their 3Server. Their LAN Manager support will come from Microsoft.
3+Menus	Available from Sabre today Call Sabre at 1-800-338-8754 for more information.
Memory demands on the client (DPA, NBP)	LAN Manager 2.0, toolkit Microsoft has worked to reduce memory demands on the client. The primary LAN Manager transport, NetBEUI, is now comparable in size and speed to NBP. The upgrade toolkit will provide DPA (demand protocol architecture, to load and unload transports) for XNS. Also, near-term enhancements to the DOS operating system will reduce the amount of lower 640k memory required by the network client software. In the future, LAN Manager will have the ability to DPA all transports.
3+Name/ Directory services/ Unified logon/ Home directory	LAN Manager 2.0 + Toolkit (interim solution) Full solution in future release. Microsoft has worked to ensure that users upgrading from 3+ Share will be able to preserve some of the most important conveniences the 3+Name service provided, even though LAN Manager does not yet have a directory service functionality. In 3+, a single name service handles user accounts, home directory information and server names, through the 3+Name service. Users can continue to run the 3+Name service on remaining 3Com servers in their network and login once, using their familiar three part name, to both the network and mail. The toolkit preserves aspects of the Home directory function; allowing users to link easily to a home directory (minimizing their need to understand the network). Also, some of the problems the directory service in 3+ solved don't exist in LAN Manager 2.0! There is no need to enter all the server and workstation ethernet addresses into a register; user requests to connect to a particular server are "broadcast" across the network, rather than sent to a central register; the appropriate server responds. This, combined with Domains as a way to manage multiple servers in one step, will minimize the administrators work. In the future, LAN Manager will have a fully integrated X.500 compatible directory service. Microsoft will provide a transition from 3+Name to our new directory service when it becomes available.

Product Fact Sheet: 3+/3+Open Upgrade to LAN Manager 2.0

Name 3+/3+Open Upgrade to LAN Manager 2.0
For customers with 3+ or 3+Open Networks.

License License/Packaging will state that these kits are to be used only as an aid from upgrading from 3+/3+Open to LAN Manager.
Available in Server with 1-5 users; Server plus 10pack (15 users) and Server plus Unlimited. Packaging is dual media.
Available through Microsoft Authorized Network Specialists.

Schedule Available now. Offer extended through December 31, 1991.

Description

The standard LAN Manager 2.0 product, specially labelled "For 3Com Upgrade Only: Proof of 3Com Ownership Required". Microsoft has made this extremely low-priced Upgrade version available to provide a strong upgrade path for 3Com customers who have *already* bought 3Com products based on Microsoft network technology. Product is only licensed to be used for customers upgrading from 3Com 3+Share or 3+Open Networks. Any other use constitutes a violation of license terms.

Key new features in LAN Manager 2.0 not found in 3+Open LI

- Improved speed: New High Performance File System 386 (HPFS386); is a fast 32bit kernel level file i/o system for greatly improved performance.

- Enhanced security: Each network resource can be controlled (directories, sub directories, individual files printer queues and peripherals), and each user access after initial logon is transparently checked for access rights; Passwords are government DES encrypted; Account Control lets you specify valid logon times, valid workstations, account expiration dates as well as password length and age; secure shell and local security controls protect network resources against unauthorized access; network auditing selectively tracks network resource use.

- Advanced, multi-server administration tools:

    - Domains enable you to administer multiple servers as one unit;

    - Groups allow you to set privileges across multiple resources for multiple users in one step;

    - File Replication automatically duplicates changes made to designated files to other designated servers or OS/2 Workstations

- Fault-tolerance.

    - Uninterruptable Power Supply (UPS) support;

    - Disk Mirroring (pairs a hard drive with a duplicate backup for data protection if one fails)

    - Disk Duplexing (includes backup controllers for mirrored disk drives).

        Note: Fault tolerance is not available on 3Servers.

- Peer services: Any OS/2 workstation can function as limited server and can be used to share printers or files

- Multiprocessor support

Product Fact Sheet: 3+/3+Open Mail Upgrade to Microsoft Mail for PC Networks

Name:	3+/3+Open Mail Upgrade to Microsoft Mail for PC Networks
System Requirements	For server: Any file server on a PC network supporting DOS redirector version 3.1 or later, including Microsoft, IBM, 3Com, BANYAN, or Novell networks. *The Microsoft Mail upgrade offer is valid without the upgrade to LAN Manager.*
Contents:	Microsoft Mail server (post office, Message Transfer Agent (MTA), dial-up server component, DOS workstation and Windows workstation software); Dual media; 100-user license.
Limitations:	One upgrade per 3+Mail server. No limit to number of servers upgraded. Proof of ownership of 3+/3+Open Mail: title page of installation manual, dated sales receipt, 3Com Support contracts, listing server and software supported. Offer valid until December 31, 1991
Schedule:	Release June 1991

General information

Users can upgrade to Microsoft Mail for PC Networks as soon as the specially labelled Upgrade boxes are available in the channel -- June, 1991. For those users who need tools to ease the transition, Microsoft will make available later this year a conversion utility that preserves users' in boxes, and a gateway from Microsoft Mail to 3+Mail for networks that need to convert one server at a time and maintain connectivity.

Key features and Benefits

Microsoft Mail for PC Networks offers an enhanced user interface and feature set.

- Supports all major PC Networks; integrates with MS Mail for AppleTalk networks to provide Macintosh and AppleTalk support

- Gateways provide transparent access to most major mail systems, including X.400, PROFS, SNADS, SMTP, MHS, Fax and others

- Unlimited number of enclosures can be attached to a message

- Organization capabilities including hierarchical folders, group and shared folders, and sorting messages based on priority, date subject or sender

- Allows users to create personal address lists and group distribution lists

- Remote Workstation allows either remote users or non-networked users to dial in and use e-mail

- RAM resident

- No limit to message length

- Connectivity provided between post offices whether on the same LAN, internetwork or remote location

- Single copy message store technology reduces mail traffic and disk storage on the file server

- Easy system for tracking server and network use

- Other advanced features: priority assignments, message logging, and group bulletin boards

Product Fact Sheet: 3+/3+Open to LAN Manager Upgrade Toolkit

Name   3+/3+Open to LAN Manager Upgrade Toolkit
To be used with the 3Com to LAN Manager 2.0 Upgrade

License   License/Packaging will state that these kits are to be used only as an aid from upgrading from
3+/3+Open to LAN Manager.
Each toolkit will license the server and unlimited clients.
Packaging will be dual media.
Available through Microsoft Authorized Network Specialists.

Schedule   Available near-term; within the year.

Description

The Tools you need to begin immediately upgrading servers from 3+/3+Open to MS LAN Manager 2.0 —
providing interoperability between 3+/3+open and LAN Manager, so that you can maintain a mixed network
through your transition, and providing access from LAN Manager clients to 3Com value adds.

Key features and Benefits

- LAN Manager 2.0 clients will be able to participate fully in local as well as inter-network 3+/3+Open Mail.

- LAN Manager 2.0 clients will have full file and print access to 3+, 3+Open and LAN Manager servers on the
local as well as remote networks

- Convenience & minimal re-learning: Users at LAN Manager clients will be able to use their familiar single
three part logon to access, in one step, both 3+Mail and the LAN Manager network. Users will also be able to
continue to easily connect to their "home" directory, a familiar 3Com concept.

- Ability to remote boot on 3Com 3Stations and other 3Start ROM diskless workstations

What's in it?

XNS v. 1.2 (DPA)
PrEditor (Protocol Editor Script), for installing protocols
3+ Utilities for DOS and OS/2
    3F, 3F2, 3P, 3P2, 3NB, 3NB2. These allow LAN Manager 2.0 clients to file, print and access
    across 3+Internet to 3+Share servers.
Unified Login (includes support for LAN Manger 2.0 style validation (domain) logon on DOS Basic
    clients).
Home Directory Utility
Remote Boot for 3Stations (3Com ethernet diskless workstations or other workstations using 3Com cards)
Kit installer & Documentation

US PRICING, AVAILABILITY, AND MECHANICS

3+Share/3+Open Upgrade to Microsoft LAN Manager 2.0 :.

US Prices & Part Numbers			
From 3+Open or 3+Share	To MS Lan Manager 2.0	Price	MS Part Number
1-5 User (Entry)	Server	$595	0960544v200
10 User (Entry II)	Server plus 10 pack (in one box)	$795	0961544v200
Unlimited 3+Open or 3+Share	Server plus Unlimited license (in one box)	$995	0962544v200

Availability: Available now; through Microsoft Authorized Network Specialists

3+/3+Open Mail to Microsoft Mail for PC Networks

Upgrade Price: $99 for server and up to 100 users.
Limitations: One upgrade per 3+Mail server.
    No limit to number of servers upgraded.
    Proof of ownership of 3+/3+Open Mail.
    Offer valid until December 31, 1991
Availability: June 1991; through Microsoft Authorized Network Specialists

Macintosh Connectivity Upgrade for 3Com Customers

Upgrade Price: · $195 for server and license for unlimited users.
Availability: Microsoft is pre-announcing the special upgrade price to help upgrade users plan. This is
    in all other respects an unannounced products, with projected availability "near term"
    (less than twelve months).

3+/3+Open to LAN Manager Upgrade Toolkit

Upgrade Price: $495 for server and license for unlimited users.
Availability: "Near term" (less than twelve months).

From 3Com: 3Server Value Pack for Microsoft LAN Manager 2.0
Price $995 SLP
3Com Part Number   3C2920
Availability   May, 1991, from 3Com Authorized Resellers

Proof of Ownership of 3+Share or 3+Open Networks or 3+/3+Open Mail:
Network Specialists are required to collect proof of ownership of 3Com 3+Share or 3+open or 3+Mail products,
and mail that proof with the registration card to the following address: In the United States:

<div align="center">

Microsoft Corporation
One Microsoft Way
Redmond, WA 98052-6393
Attention: Systems Software Inside Sales

</div>

The following are acceptable proof of 3Com product ownership:

* Title page of main 3+ Share or 3+ Open Server installation manual and copy of the software license.
* Dated Sales Receipts
* 3Com support contracts that lists supported servers and software.
In the United States, call 1-(800)227-4679.
In Canada, call (416) 568-0434.
Outside the US and Canada, Use the list enclosed.

Domestic & International OEM Pricing Distribution List

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	Russ Lee
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