Domestic & International OEM Pricing Distribution List

DOEM 10N/1	DOEM 10N/1	Euro. HQ	Bernard Vergnes	Hans Apel	PTY	John Levisonn
Joachim Kempin	John Wang		Jeff Sanderson			Peter Devine
Richard Fade	Steve McLeod	LTD	David Svendsen	Dale Borland		Clem McMurray
John Jenkins	Tom Brubaker		Bill Inglis	Dave Bradley		Daniel Petre
Georg Downing	Gary Perez		Sandy Duncan	David Svendsen	INC	Frank Clegg
Ted Hannum	Ron Hosogi		Neil Holloway	Ellen Taylor		Bert Labelle
Kathleen Graves	Jeff Lum	AB	Rolf Skoglund	Bengt Akerlind	Mexico	Phil Welt
Mark Chestnut	Mark Baber		Lars Ahlgren	Magnus Larsson		Felipe Sanchez Romero
Tom Davis			Eva Pethrus	Mats Wennberg		Guillermo Mendoza
Ray DiCasparro	NSU 1/1		Lars Johansson		Uda	Gregorio Diaz
Patty Eastern	Ruth Warren	GmbH	Christian Wedell	Manfred Schindler		Luciana Abreu
Melvin Henderson-Rubio	David Thacher		Michel Rohmuber	Jochen Haink		Eugenio Beautrand
John McLaughlin	Tony Laudico		Jaap Van Arkel	Michael John		Mauro Murasorio
Jeff Morris	Dwayne Walker		Oliver Seitz	Thomas Koll	Venezuela	Carlos Fernandez
Peter Braman	Bill Spencer	AG	Peter Blum	Rolf Niederer		L. Arie Scope
Mark Bulat	Matt Ragen		Miguel Bayo		INDIA	Rajiv Nair
Debbie Flynn		Sarl	Michel Lacombe	Christophe Aulnette	KK	Sam Furukawa
Pete Peter	MS-DOS 3/2		Roger Abahsasers	Stephane Boulex		Toshi Mikanohara
Barry Spector	Brad Chase		Elisabeth Gonthier	Pascal Martin		Michiaki Koda
Kelly Wood	Sergio Pineda		John Phillippe Courtois			Osamu Iwata
David Bennett		SRL	Carlos Brazas	Ignacio Feu		Ichiro Fukuchi
Rick Chauinard	Hardware 19/2		Beatrice Cuesta	Angel Rojo		Kiyokazu Omi
Trish Hunt	Steve Shelman	SV	Patrick De Smedt	Hans Reneslaar		Kenji Nakayama
Ray Kanemori	Rick Thompson		Eric Segers	Ronald Kruyt		Koichi Suzuki
Doris Medficord			Rob van der Hoeven			Hirokazu Uchimura
Mike Oldham	Multimedia 13/1	NV	Gerald Tips	Renaat Himpe		Koji Kaneko
Teresa Chapman	Pamela Goldschmi	SpA	Umberto Paolucci	Maurizio Bedina	CH	BC Lee
Jeff Daniels	Nils Von Veh		Giuseppe Landolfi	Andrea Belle		YH Jeon
Larry Edralin	Rob Glaser		Maurizio Renoldi	Carlo Malaguzzi		Joon Park
Tom Henningsgard						Si Yeon Kim
Nancy Ritzenthaler	Legal 8S/2		Other	IOEM 9N/2		Jung S. Lee
Darcy Hollis	Bud Pope		Mike Halman 8S/2	Christopher Smith		Jae Sung Park
Susan Clemond	David Curtis		Bill Gates 8S/2	Bob McDowell		CH Cho
Don Hardwick	Peter Miller		Mike Maples 10N/2	Paul Sribnibadh	TG	Shaw Gang Yang
Ben Hsu			Steve Ballmer 4/2	Rick Tsang		CS Kuo
Michele Pearson	Finance 8N/2		Brad Silverberg 3/2	Richard Hevron		Russ Lee
Wolfgang Struss	Neil Miller		Paul Maritz 2/2			Phillip Wong
Dave Wright			Frank Gaudette 8S/2			Steven Yang
Greg Anderson	Windows 3/2		Bill Neukom 8S/2			Hank Du
Sheri Vail	Alex Nader		Kevin Harrang 8S/2		PTE	Robin Boon
Patty Rebne			Brian McEachron 8S/1			
Lori Morrison	PSS RWG/3		Mike Murray 1/1			
Ken Reeves	Nate Olson		Jim Allchin 1/1			

Date: August 13, 1991

To: World-Wide OEM Sales

From: Tom Gemmell

Subj: New OEM Price Guideline for Systems Products

Adjustments to OEM pricing marked by the attached price guideline revision go beyond meeting the demands of recent changes in the PC marketplace. Our goal to put DOS and Windows in addition to premium extensions for Multimedia and Pen computing 'everywhere' will be well served. Further, the new pricing presents you with potent tools to out maneuver and beat the competition. As you use the new price guideline and develop ideas and questions about pricing, please feel free to direct any questions or comments you may have to me (tomge).

Also available will be a junior size price guideline which will be available upon request. If you use the junior size time systems or daytimer then you may want to request a junior copy of the price guideline from launab.

Briefly, pricing adjustments are summarized as follows:

Operating System Products:

o   CPU categories have been reshaped into Entry, Mid- and High-range segments.
o   Pricing for both Windows and DOS has been "leveled" whereby the spread between the highest and lowest royalties has been narrowed.
o   Multimedia and Pen extensions for Windows are now offered as an incremental or "premium" royalty in addition to the Windows royalty.
o   The OEM is offered incentives and adders that permit tailoring of licenses to fit the OEM's needs. Incentives are offered for: extending licenses to 3-years, pre-installation of software on hard disks, and per-processor licenses.
o   OS/2 can now be advantageously licensed by an OEM in combination with DOS and Windows.
o   DOS 5.0 is offered under special circumstances for named development countries.

Networking:
o   TCP/IP pricing is made available.
o   Asynchronous Dial-in services pricing is made available.
o   MAC Connectivity pricing is made available.
o   LAN Manager for Unix pricing is expanded to new system types.

Printer:
o   TrueImage PDL royalty reduction.

Mouse:
o   New drivers, part numbers and changes. Changes to International mouse pricing has been proposed but will not appear in this revision.

Applications:
o   Applications products that appeared in past releases this price guideline will be found in the soon to be released "Applications Products Price Guideline". This is slated for release within Q1 of this fiscal year, 1992.

Microsoft·

Internal
OEM Price Guideline
for Systems Products

Effective August 13, 1991

Index

Operating Systems

808X & 80286 Entry-Range CPU's
(US versions)

Annual Commitment level for two-year licenses

		<25K	25K+	50K+	100K+	250K+	500K+
A1	MS-DOS 5.0 per system	$26.00	$23.00	$20.00	$17.00	$15.00	$13.00
	MS-Windows 3.0 per system	$31.00	$28.00	$25.00	$22.00	$21.00	$20.00

80386SX & 80386SL Mid-Range CPU's

		<25K	25K+	50K+	100K+	250K+	500K+
A2	MS-DOS 5.0 per system	$28.00	$25.00	$22.00	$18.00	$16.00	$15.00
	MS-Windows 3.0 per system	$33.00	$30.00	$27.00	$23.00	$22.00	$21.00

80386DX, 80486SX & 80486DX High-Range CPU's

		<25K	25K+	50K+	100K+	250K+	500K+
A3	MS-DOS 5.0 per system	$30.00	$27.00	$24.00	$19.00	$17.00	$16.00
	MS-Windows 3.0 per system	$35.00	$32.00	$29.00	$24.00	$23.00	$22.00

CPU-Based Pricing Incentives & Adders

		DOS	Windows	OS/2 2.0
A4	Per-processor licenses (subtract from royalty)	($1.00)	($1.00)	NA
	3rd year license (subtract from royalty)	($1.00)	($1.00)	NA
	4th+ year license (royalty for future versions TBD)	V6.XX	V4.XX	NA
	Pre-install on hard disk drive (subtract from royalty) (5)	NA	($2.00)	NA
	MS-DOS Shell & Utilities (add to royalty)	$2.00	NA	NA
	Add to 1-year license/extensions (add to royalty)	$1.00	$1.00	NA
	Add to localized versions (add to royalty) *	$2.00	$4.00	$8.00

* Uplift for Arabic version of DOS is $12.00.

Each product added to a license requires a commitment. OEM must provide end-user support for all licensed products. Read notes before using price list.

EXAMPLE 1:

The Annual Commitment Level & Per-System Royalty Determination
In this example, the OEM licenses DOS and Windows on a per-processor basis for all systems. The OEM's "Annual Commitment Level" is determined by aggregating the OEM's total PC shipments. The OEM ships 300K units per year: 50K 80286's, 150K 80386SX's, 50K 80386DX and 50K 80486SX's. Applicable DOS and Windows royalty rates, from the 250K column of Tables A1, A2 and A3, would be:

	ENTRY	MID	HIGH
DOS per-system royalty (no Shell)	$15.00	$16.00	$17.00
Windows per-system royalty	$21.00	$22.00	$23.00

Applying Royalty Incentives & Adders
This OEM receives the lowest price since he committed to a per-processor agreement. Per-processor licenses enjoy a $1.00 royalty reduction (from Table A4). Further, the OEM has elected to license for a 3-year period, and to pre-install the software on a hard disk drive; subtract another $1.00 from DOS and Windows royalties, and subtract $2.00 from the Windows royalty. Adjustments to the royalties would look like:

	ENTRY	MID	HIGH
DOS per-system royalty	$15.00	$16.00	$17.00
Add DOS Shell	+2.00	+2.00	+2.00
Less per-processor incentive	-1.00	-1.00	-1.00
Less 3-year license incentive	-1.00	-1.00	-1.00
Net DOS Royalty:	15.00	16.00	17.00
Windows per-system royalty	$21.00	$22.00	$23.00
Less per-processor incentive	-1.00	-1.00	-1.00
Less 3-year license incentive	-1.00	-1.00	-1.00
Less pre-install incentive	-2.00	-2.00	-2.00
Net Windows Royalty:	17.00	18.00	19.00

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In addition to the incentives shown an "adder" has been included in the pricing to discourage non-standard, 1-year licenses. In the same way incentives are subtracted from the royalty, add $1.00 to the royalty for 1-year licenses. International versions are uplifted at flat dollar rates shown in Table A4 (except for Arabic DOS, see * above). Add these flat rates to the royalties from tables A1, A2 and A3.

EXAMPLE 2:

The Annual Commitment Level & Per-System Royalty Determination

In this example, the OEM will license DOS per-processor and Windows per-system. Non-Windows machines will have the DOS shell, while the Windows machines do not. Once again, the OEM is shipping 50K 80286's, 150K 80386SX's, 50K 80386DX and 50K 80486SX's for a total PC shipment volume of 300K. Of these 300K, 100K will be shipped with Windows, therefore their DOS royalties will be found in the 250K columns, while the Windows royalties will be found in the 100K columns of Tables A1, A2 and A3. The OEM will ship 200K units with the DOS shell (300K - 100K).

	ENTRY	MID	HIGH
DOS per-system royalty	$15.00	$16.00	$17.00
Windows per-system royalty	$22.00	$23.00	$24.00

Applying Royalty Incentives & Adders

The DOS royalty should be reduced by $1.00 since the OEM is licensing the product on a per-processor basis. Once again, the OEM has elected to license for a 3-year period, and to pre-install the software on a hard disk drive; subtract another $1.00 from DOS and Windows royalties, and subtract $2.00 from the Windows royalty.
Adjustments to the royalties would look like:

	ENTRY	MID	HIGH
DOS per-system royalty	$15.00	$16.00	$17.00
Add DOS Shell *	+2.00	+2.00	+2.00
Less per-processor incentive	-1.00	-1.00	-1.00
Less 3-year license incentive	-1.00	-1.00	-1.00
Net DOS Royalty:	15.00	16.00	17.00
Windows per-system royalty	$22.00	$23.00	$24.00
Less 3-year license incentive	-1.00	-1.00	-1.00
Less pre-install incentive	-2.00	-2.00	-2.00
Net Windows Royalty:	19.00	20.00	21.00

*applicable only to the 200K units shipped with the DOS shell.

EXAMPLE 3:

The OEM in Example 2 has at the last minute decided to license Multimedia extensions for Windows 3.0. They plan to ship half of their 100K Windows machines with the Multimedia functionality and therefore license the product at the royalty rate located in the 50K column of Table A5.

	ENTRY	MID	HIGH
Net Windows royalty from above	$19.00	$20.00	$21.00
Add MM Extension royalty	10.00	10.00	10.00
Net Royalty for MM systems	29.00	30.00	31.00

Per-System Products (requires A1 or A2 or A3 licenses)

(US versions)		Annual commitment level for two-year contracts					
		<25K	25K+	50K+	100K+	250K+	500K
A5	Multimedia Extension per Windows rty	$14.00	$13.00	$10.00	$9.00	$8.00	$7.00
	MS Pen Extensions w/o Handwriting	$3.00	$3.00	$3.00	$3.00	$3.00	$3.00
	MS Pen Handwriting Recognition	$11.00	$10.00	$7.00	$6.00	$5.00	$4.00
	GWBasic	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00
	MS-DOS CD-ROM Extensions	$1.50	$1.50	$1.50	$1.50	$1.50	$1.50
	Per-copy products for use with Table A1, A2 and A3 per-processor licenses						
	MS OS/2 1.21, 1.3 2.0 per copy *	$8.00	$8.00	$8.00	$8.00	$8.00	$8.00

* Above royalty available only to per-processor licenses for both Windows and DOS. Royalty is not available for per-system licenses of DOS and Windows nor for DOS-only licenses. Use OS/2 pricing from Table B2 for non-qualifying OS/2 royalties. All other products in addition to OS/2 are offered on a per-copy basis. See VP OEM for quotes.

Per-System Products (without A1 or A2 or A3 licenses)

	(US versions)	<25K	25K+	50K+	100K+	250K+	500K
B1	Flash EPROM File System 2.XX	$2.50	$1.75	$1.50	NA	NA	NA
	MMW Audio Card (Retail) (7)	$27.00	$24.00	$22.00	$20.00	$20.00	$20.00
	MMW CD-ROM Drive (Retail) (7)	$27.00	$24.00	$22.00	$20.00	$20.00	$20.00
	MMW Upgrade Kits (Retail) (7)	$27.00	$24.00	$22.00	$20.00	$20.00	$20.00
	MM Extensions (w/out Windows)						
	Audio Card (Retail) (7,8)	$14.00	$13.00	$11.00	$9.00	$8.00	$7.00
	CD-ROM Drive (Retail) (7,8)	$14.00	$13.00	$11.00	$9.00	$8.00	$7.00

* All products in addition to those following are offered on a per-copy basis. See VP OEM for quotes.

Per Copy Products

All products in addition to those following are offered on a per-copy basis. See VP OEM for quotes.

	(US versions)	<25K	25K	50K	100K	250K	500K
B2	MS-DOS 5.0 per copy	$70.00	$60.00	$50.00	$40.00	$35.00	$30.00
	MS OS/2 1.21, 1.3 2.0 per copy	$73.00	$67.00	$61.00	$51.00	$48.00	$46.00

MS-DOS & OS/2 Source Code Fees

B3	MS-DOS Kernel	$25K
	MS-DOS Display and Keyboard	$5K
	MS-DOS Extended Memory	$8K
	MS-DOS Shell	$50K
	OS/2 1.21 or 1.3 ABIOS Source	$25K
	Update of ABIOS Source 1.21 or 1.3	$5K

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MS-DOS 5.0 for Named Development Countries

Named development countries are Peoples Republic of China and the Soviet Union only. Licensing is for local manufacturers in their country of origin for local language versions of the product only, and for distribution in that country only and not for export. Licenses are for 1-year with 1-year extensions as mutually agreeable to MS & OEM. All other terms and conditions are standard and non-negotiable. Licenses are for a minimum commitment of 5,000 units.

Annual Commitment level for one-year licenses	5K
B4 MS-DOS 5.0 per-system	$9.00
MS-DOS 5.0 per-processor	$8.00

Notes for "A" and "B" Tables

Note 1:   Multimedia and Pen from Table A5 are premium extensions to the DOS and Windows platform, and are priced in A5 as a premium to be added to the Windows base royalty. OEM's that wish to license products from A5 without already licensing Windows from A1, A2 and/or A3 or to license Multimedia for Windows for non-PC systems should be quoted from Table B1 following.

Note 2:   The rommable 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 3:   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 $5.00 added to the Windows royalty.

Note 4:   Prices for OS/2 User's Guide $16.00, part number 13738. This is a 6 in by 8 in 3 hole punch document inserts (binders not included).

Note 5:   The OEM must be qualified to support Windows directly in every country where it is shipped.

Note 6:   For MS-DOS/V Kanji drivers, there is a $2.00 uplift charge in addition to the MS-DOS 5.0 royalty and $2.00 localization fee for DOS. OEM deliverables are in object code format.

Note 7:   Upgrade kits contain both an audio card and CD-ROM drive. These licensed products may be distributed by OEM as finished goods. The license restricts the OEM from sub-licensing the products for inclusion in in PC's for parties other than end-users. CD-ROM drive must meet performance requirements of MPC specification. Contact Tomge or Pamelago to quote these products.

Note 8:   License includes only Multimedia extensions for Windows.

Note 9:   Royalties for localized versions of products are 15% higher than US version counterpart shown here unless the product uplift is specified in Table A4 or elsewhere in the price guideline.

Packaged MS-DOS 5.0 (includes shell and QBasic interpreter)

Product Offering	Minimum shipment quantity	
FOB MS US Warehouse	30-999	1,000+

		30-999	1,000+
D1	US version	$60	$55
	US MS DOS 5 Upgrade	$51	$51
	Spanish version	$85	$79
	Portuguese version	$85	$79
	Arabic version	$85	$79
	Hebrew version	$85	$79

		30-999	1,000+
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 Systems Products

Product Offering
FOB MS US Warehouse - Per Order Pricing

		30-999	1,000+
D3	MS-DOS 3.3	$60	$55
	MS-DOS 4.01	$60	$55
	Windows 3.0, US version	$79	$69
	MS-DOS 5.0 & Windows 3.0 Combo	$119	$99

Notes for "D" Tables

Note 1:   Packaged product pricing is based on shipment quantity.

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

Note 3:   German and Italian Packaged MS-DOS shipped only out of GmbH & SpA warehouses, respectively. Spanish MS-DOS is shipped out of the US and SARL. Arabic and Hebrew MS-DOS are shipped only from Corporate. Russian MS-DOS is primarily shipped out of GmbH but stock is kept at Canyon Park for large per system contracts.

Note 4:   MS-DOS 5 includes the QBasic interpreter. Versions prior to MS-DOS 5 include the GWBasic interpreter.

Note 5:   Royalties for localized versions of products are 15% higher than US version counterpart shown here unless the localized product uplift or localized version royalty is specified elsewhere in the price guideline.

MS-Networks 1.1 for MS-DOS (Redirector)

(US version)	1K	3K	6K	25K	50K
N1 MS-DOS 4.x or 5.x redir (Net 1)	$18	$18	$15	$12	$10

Note 1:   Additional charge for localized versions is $2.00.

Note 2:   The MS-Net redirector is not licensed for use with LM Networks.

LAN Manager 2.0

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

(US versions)	$250K	$500K	$1M	$2M
N2 LAN Manager 2.0 Server (includes 5 users)	$225	$175	$150	$135
10 User Pak (max concurrent users increment by 10)	$225	$175	$150	$135
Unlimited User Pak (concurrent user limit removed)	$895	$775	$725	$675
Multiprocessor LAN Manager Drivers	$450	$390	$365	$340
TCP/IP 1-user w/utilities (8)	$40	$36	$32	$28
TCP/IP 10-user w/utilities (8)	$400	$360	$320	$280
TCP/IP 10-user w/out utilities (8)	$15	$10	$7	$5
TCP/IP 1-user w/out utilities (8)	$150	$100	$70	$50
MAC Connectivity/server	$185	$144	$124	$111
Asynchronous Dial in/server (9)	$344	$268	$230	$207

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 SSs 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 1.4S 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.

Note 8:   TCP/IP ships in object code form. Refer inquiries of license source code to V.P. of OEM. Utilities included from DOS 4, OS/2, BSD 4.3 socket interface, Netbios, FTP RCP, RSH, Ping, Telnet, VT100 (DOS Only), TTY, BAFY.

Note 9:   Maximum concurrent asynchronous users is 16 per server due to netbios limitations.

SQL Server

(US versions)	Annual $$ Commitment for two-year license			
	$250K	$500K	$1M	$2M
N4 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

Comm Server & Comm Workstation

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

(US versions)	Annual $$ Commitment for two-year license			
	$250K	$500K	$1M	$2M
N5 Comm Server: (2-10 users)	$340	$290	$250	$220
Comm Server: (2-32 users)	$1,100	$950	$800	$700
Comm Server (unlimited)	$1,600	$1,350	$1,100	$900
Comm Workstation	$100	$90	$80	$70

Note 1:   Upgrading between network capacity products requires payment of 110% of the difference in price.

Note 2:   Commitment to Comm Server = Workstation commitment + Server Version commitment. Example: $250K Workstation level commitment and $500K server level commitment. Min Commitment = $250K + $500K = $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 3:   Comm Server and the Comm Workstation products require separate Exhibit Cs.

Note 4:   Royalties for localized versions of products are 15% higher than US version counterpart shown here unless the localized product uplift or localized version royalty is specified elsewhere in the price guideline.

LAN Manager for Unix Server

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

(US version)	$250K	$500K	$1M	$2M
N7 **Intel Based PC Systems**				
Base Server (Includes 5 free users)	$225	$175	$150	$135
10 User Pack	$225	$175	$150	$135
Upgrade to Unlimited	$770	$700	$675	$640
LM Unlimited Server	$895	$775	$725	$675
RISC Based Workstations				
Base Server (Includes 5 free users)	$225	$175	$150	$135
10 User Pack	$225	$175	$150	$135
Upgrade to Unlimited	$870	$800	$775	$740
LM Unlimited Server	$995	$875	$825	$775
Mini Computers (VAX, AS/400 etc.)				
Base Server (Includes 5 free users)	$450	$350	$300	$270
15 User Pack	$340	$265	$225	$200
Upgrade to Unlimited	$1,120	$895	$775	$700
LM Unlimited Server	$1,360	$1,060	$900	$800
Mainframes (IBM 9370, 3090, etc)				
Base Server (Includes 5 free users)	$565	$440	$375	$340
25 User Pack	$565	$440	$375	$340
LM Unlimited Server	$2,260	$1,760	$1,500	$1,360

			Additional Platforms	
	Rights to Use (3 CPU's)	Additional CPU	Rights to 3 CPU's	Additional Copies
N8 **Source Code Fees**				
If not current licensee of LM for UNIX 1.1				
If purchased before September 1, 1991	$75,000	$2,500	$35,000	$2,500
If purchased after September 1, 1991	$100,000	$1,500	$50,000	$2,500
If current licensee of LM for UNIX 1.1				
If purchased before September 1, 1991	$50,000	$2,500	$35,000	$2,500
If purchased after September 1, 1991	$75,000	$2,500	$50,000	$2,500

Note 1: Licenses for the 10-User Pack and Upgrade to Unlimited require a license for the Base Server.

Note 2: Upgrade to Unlimited requires the OEM to license the 10-Pack or 15-Pack as appropriate for the OEM's systems.

Note 3: Royalties for localized versions of products are 15% higher than US version counterpart shown here unless the localized product uplift or localized version royalty is specified elsewhere in the price guideline.

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 down-stream distribution such as VARs and Distributors. Any such deal needs to be discussed with VP OEM prior to the offering.

	Product Offering	Royalty Premium
N9	OS/2	$15.00
	LAN Manager	50%
	Comm Server	50%
	SQL Server	50%

MS Printer Description Languages (PDLs)

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

Product Offering	Annual Commitment level for two-year contracts 1.5K+
P1 TrueImage PDL (for printers up to 600 DPI)	$25

Note 1: License includes access to 35 Roman outline fonts.

Note 2: For printers capable of resolution in excess of 600DPI, contact regional OEM director for quotes.

Note 3: TrueImage PDL source Code Fees (Roman Version): $95,000. Source code purchase includes 35 Roman outline fonts, design documentation, and source code media.

Windows Printer Driver Development & Certification Program

The Windows Printer Drivers Development and Certification Program is designed to assist the printer manufacturer in assuring 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 contract with Microsoft's Printer Business Unit (PBU) or IPG Ireland 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.

P4 Microsoft Authored and Certified Drivers	
Dot Matrix printer	$7,000
PCL device (up to PCL4)	$10,000
Certification for non-Microsoft authored drivers	
Drivers written using Windows mini-driver tools	$6,000 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.

Note 2: Font cartridge support are priced separately.

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:

		PN/'s	5K	10K	20K	50K	100K+
H1	9 pin serial (200pi)	02807	$23.50	$21.75	$19.50	$18.50	$17.00
	PS/2 Mouse (200ppi)	02801	$28.00	$25.50	$23.50	$21.50	$20.25
	9 pin serial (400 ppi)	07685	$28.00	$25.50	$23.50	$21.50	$20.25
	PS/2 Mouse (400 ppi)	07685 + 19030	$32.50	$30.00	$28.00	$26.00	$24.75
	Bus Mouse (400 ppi)	05686	$22.75	$20.75	$19.00	$17.50	$16.50
	Bus Card	135-099-006	$18.50	$16.75	$15.50	$14.25	$13.25

Annual Unit Commitment Level

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 8.01, 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 Claire Beliard if your customer would like to upgrade.

Note 5:　An international deliverable is available for an extra charge (see Claire Beliard) which includes the following languages (English, french, German, dutch, Italian, Spanish, swedish, and Finnish)

Note 6:　The mouse menu's 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, oslmouse.sys, cpanel.com, and msetup.com)

Note 8:　Please contact Claire Beliard for any InPort Chip negotiations.

Note 9:　Above prices are FOB Canyon Park. Add $1.00 to the above pricing for international shipments from Canyon Park.

Note 10:　OEM's can special order camera ready documentation for an additional fee. Camera ready is available via Davidmu.

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:

			PN/'s	Each	25-Pack	50-Pack
H2	Hardware	9 pin serial (200p)	02807	$45.00	NA	$2,250.00
		PS/2 Mouse (200pp)	02801	$45.00	NA	$2,250.00
		9 pin serial (400 ppi)	07685	$50.00	NA	$2,500.00
		Bus Mouse	05686	$45.00	NA	$2,250.00
		5.25" Disks	134-499-801	$2.50	$62.50	NA
	Software	3.5" Disks	134-499-801	$4.50	$112.50	NA
		9-25 pin adapter	05685	$3.50	NA	NA
	Options	PS/2 adapter	19030	$4.50	NA	NA
		Mouse Manual	22358	$2.00	NA	NA
		Class Shell	20949	$1.00	NA	NA
		Bus Card	135-099-006	$20.50	NA	NA

Note 1:　For use with PN07685 only.

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International Mouse Pricing
Contact local subsidiary Manager or Area VP.

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 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 Ballpoints 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:

		PN#'s	50-pak	5K	10K	20K	50K	100K+
H4	Ballpoint, Tilt, & Clamp	18678	$75.00	$68.50	$62.25	$57.00	$52.75	$49.00
	Ballpoint & Tilt	24556	$64.00	$47.50	$52.75	$48.25	$44.50	$41.25
	Clamp & Arms (#1)	24557	$4.75	$4.75	$4.75	$4.25	$3.85	$3.75
	Clamp & Arms (#3)	24559	$4.75	$4.75	$4.75	$4.25	$3.85	$3.75
	9 Pin - PS/2 adapter	19030	$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	23831	$3.75	$3.75	$3.75	$3.75	$3.75	$3.75
	Ballpoint Cable Extnsn	21072	$11.25	NA	NA	NA	NA	NA
	Ballpoint Manual	23887	$1.00	NA	NA	NA	NA	NA
	Ballpoint Clam Shell	13337	$1.50	NA	NA	NA	NA	NA
	3.5" Software	197-495-801	$4.50	NA	NA	NA	NA	NA
	5.25" Software	197-499-801	$2.50	NA	NA	NA	NA	NA

Note 1: This clamp comes standard with the #2 clamp arms.
Note 2: 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 400ppi.
Note 3: 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 Tilt mechanism.
Note 4: 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 arms, they can purchase the Ballpoint, Tilt, and Clamp product.
Note 5: 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 & Tilt, and the Clamp & Thumb Screws, and the Clamp Arms in the size they require.
Note 6: The OEM must have version 8.x of the Microsoft Mouse software to run Ballpoint,
Note 7: Prices are FOB Canyon Park. Add $1.00 for international shipments from Canyon Park.
Note 8: OEM's can order camera ready documentation for an additional fee.
Note 9: All Ballpoints are standard Microsoft product with the Microsoft logo.
Note 10: Custom clips are available. Please see Claire Beliard for further details.

International Ballpoint Pricing
Contact local subsidiary Manager or Area VP.