

To: Joachim Kempin, Distribution
 From: Jeff Lum
 Date: October 15, 1991
 Re: September Europe OEM Sales Status Report

Attached is the European OEM Sales status report and US OEM sales status reports for September. Please provide me with any feedback that you deem appropriate. Copies of more detailed reports from each subsidiary or account managers are available upon request.

Distribution:

Rolf Skoglund	MSAB	Tim Beard	10N/1251
Bengt Alsterlund	MSAB	Brad Chase	3/2045
Patrick De Groot	MSBV	Donna Garton	6/2076
Hans Ranselaar	MSBV	Pamela Goldschmidt	13/1018
Jochen Helm	MSGMBH	Douglas Jackson	8S/1077
Manfred Schindler	MSGMBH	Terri Johnston	1/1081
David Svendsen	MSLTD	Arne Joerberg	BP/8161
Sandy Duncan	MSLTD	Paul Mertz	2/2045
Michel Lacombe	MSSAPL	Neil Miller	8N/2258
Pascal Martin	MSSAPL	Lori Morrison	10N/1249
Umberto Paolucci	MS EPA	Mike Murray	1/1045
Maurizio Bedina	MSSPA	Sergio Pinada	3/2056
Carlos Brezao	MS SPL	Franz Rau	6S/2122
Ignacio Feu	MSSRL	Tom Sherrard	4/2157
Sunir Kapoor	MS Europe	Brad Silverberg	3/2044
David Britton	MS Europe	Jody Snodgrass	4/2158
Robbie Bach	MS Europe	Bill Spencer	1/1155
Hans Apel	MS Europe	Carl Stork	2/2100
Bernard Vergnee	MS Europe	Adam Taylor	3/2053
Egon Salmutter	MS Europe	Ruth Warren	1/1056
		John Williams	6/2061

EXHIBIT
Vergnee
34
 6-22-01

PLAINTIFF'S EXHIBIT
1343
Richard
12/20/91 CER

** MICROSOFT SECRET **

HIGHLY
CONFIDENTIAL

MS98 0195430
CONFIDENTIAL

Yobis (Manfred Schindler)

is very pleased about their success. Although they sold a lot of MS-DOS, penetration is significantly more than 60% as estimated until we see the royalty reports. It looks like DBI is urging them to focus on DR-DOS. Ueven is complaining about the per-processor license - he does not want to pay \$9 with every computer system and thinks about shipping both DR-DOS and MS-DOS. Combined with his decision to ship Windows along with all computer systems this might be nice for us. They want to license Multimedia for a cheap Multimedia system together with a title that is in development. WinWorks is making them hot.

US OEMs

AST (Jeff Daniels)

AST - On September 16, AST announced that Works for Windows & Money is pre-installed on all of AST's new mass market products lines. AST was the front runner of our OEM participation in the Works for Windows announcement. AST was the first and only company to ship Works for Windows one week after the Solution Series was announced.

AST sent five people to MS's OEM Briefing. Four out of five stayed for the third day's technical training sessions. AST thought this year's briefing was much better than last year due to MS's understanding of the OEM marketplace. MS trained AST's product support staff on DOS 5.0, Windows 3.0, and Works for Windows.

AST prepares to participate in IBM's Comdex announcement. AST is a member of IBM's OS/2 Extended Services Program. Extended Services is the generic name for the re-packaged OS/2 Extended Edition components. AST signed an agreement with IBM last July which recognized them as one of three "Tier One" companies. AST believes more than three Tier One companies are signed today. AST's membership to this program includes AST participation in IBM's COMDEX announcement. AST will not take a stand on OS/2 as a better Windows than Windows or make any OS/2 religion statements. AST will say that the Premium 486/33TE & the Premium II 486SX/20 are tested by IBM for OS/2 and AST's hardware is a standard development platform for OS/2 2.0.

Compaq (Mark Buick)

Compaq - Microsoft's participated in the Systems Engineering Conference and Developers Technical Conference to be held in early September in Houston. Microsoft presented in eight different breakout sessions at that conference. Unfortunately due to mix ups at the registration desk most of the developers were given System Engineer registration packets. This dramatically reduced the participation in the developer sessions. The engineering sessions were well attended.

JIA - In September I made an attempt to move my focus away from the JIA and pass it to SMSD. Brian has hired a marketing person to take over the marketing responsibilities which is going well. There are still challenges in other areas. With the JIA up for renewal SMSD will have to increase their overall involvement. The JIA was also impacted by our pending announcement of the Microsoft Compatibility Labs. Compaq feels that this will dilute the value of the JIA in the marketplace.

== MICROSOFT SECRET ==

9

HIGHLY
CONFIDENTIAL

MS98 0195431
CONFIDENTIAL