Donna Poreda

From: Brad Chase
To: bradsi
Subject: RE: IBM Value Point
Date: Tuesday, June 01, 1993 11:55AM

great, thanks

From: Brad Silverberg
To: Brad Chase
Subject: RE: IBM Value Point
Date: Tuesday, June 01, 1993 6:58AM

> From steveb Tue Jun 1 00:04:05 1993
> X-MSMail-Message-ID: 0C396806
> X-MSMail-Conversation-ID: 0C396806
> X-MSMail-WiseRemark: Microsoft Mail -- 3.0.623
> From: Steve Ballmer <steveb@microsoft.com>
> To: billg bradsi
> Date: Sun, 30 May 93 13:31:36 PDT
> Subject: RE: IBM Value Point

> I will send some mail today to joachim   HE knows we really want the
VP
> deal but I will remind him
> ---------
> From: Brad Silverberg
> To: Bill Gates; Steve Ballmer
> Subject: FW: IBM Value Point
> Date: Friday, May 28, 1993 5:33PM

> fyi. steve, i hope you can express to joachim how badly we need to
get this
> deal done. yes, he has ulled some unbelievable deals out of the hat
in the
> past but this is one we really need to land, and i share bradc's
concern
> that in our desire to get the best possible deal, we are letting
valuable
> time go by and may lose the deal in the process.
> ----------
> From: Brad Chase
> To: joachimk
> Cc: bradc; bradsi; jeffl; paulma; tonya
> Subject: IBM Value Point
> Date: Wednesday, May 26, 1993 9:51AM

> I got a report from my folks who went to meet with them in boca and ny
> with peter and dave.
> I have also read Davewr's trip report

> There are a number of issues I am concerned about. I'd like us to
meet
> to discuss:
> - I respect your goal to get fair compensation/royalty from IBM Value
> Point to do this deal. However, billg has made his position very
clear
> on this. We must get this business, regardless of price. I realize we
> are early in the negotiations but I am concerned that our desire to
get

money is slowing down getting the deal signed. For example, the Value
Point folks expressed that one of their major concerns about going
with
us is that, b/c it would kill PSP and end MS-DOS competition, we would
then overcharge them on MS-DOS 7. Apparently we did not do anything
to
allay their concerns. All we said was essentially "we will give you a
fair price based on volume" They are willing to pay, which is good
but
this is a main concern for them that we need to better address.

- IBM does not want to pay per processor for MS-DOS 7. They want the
per processor price at a per system deal. Again instead of
accomodating or even trying to make them feel better we gave them the
standard "you get a better price for per processor that saves you
money
in the end."

- We all know that getting the number of IBM machines shipped would
be
awesome data. But the people in boca and sommers (product and
marketing people) are BOTH unhappy with our strigent reporting
requirements. I see no reason to create customer disatisfaction on
this. Lets just remove this as an issue

- At least some loud voice in IBM Europe is lobbying for the IBM DOS
6
product. We need to figure out how this is and get our best people to
talk to them right away. i will send someone to europe if necesssary.

- Finally I am not sure what exactly the next steps are to get this
deal done quickly while we have a bigger advantage. We seem to be
doing a lot of talking and making progress but what do we do to get
this done. how can we help?

The product group is committed to meeting IBM's CSD needs. we
expressed this strongly. we may need to work out some details but
this
should not be an issue. in fact, i have some ideas on how we can turn
this into an advanatage in terms of a service we provide all big oems.