

Debra Vogt

From: Mike Maples
To: Brad Chase; Brad Silverberg; Chris Peters; Hank Vigil; Pete Higgins
Cc: Paul Maritz
Subject: RE: CD versions
Date: Monday, January 31, 1994 9:46AM

I think we should do all the individual apps also. We should have a word CD version, an excel cd version, a powerpoint cd version etc. We should try to move all of our diskette based products to cd versions. Even without the cross selling, reducing the diskettes is a great goal.

From: Chris Peters
To: Brad Chase; Brad Silverberg; Hank Vigil; Mike Maples; Pete Higgins
Cc: Paul Maritz
Subject: RE: CD versions
Date: Monday, January 31, 1994 8:47AM

The current plan is to put Chicago on CD with the office apps encrypted and for sale, and sell a version of Office on CD with Chicago encrypted and for sale.

Various government agencies always seem to get nervous when we offer system and apps together in one deal, this is okay for resellers but not for us.

From: Brad Silverberg
To: Brad Chase; Chris Peters; Hank Vigil; Mike Maples; Pete Higgins
Cc: Paul Maritz
Subject: RE: CD versions
Date: Monday, January 31, 1994 8:35AM

That's exactly what we are planning. We want people to buy the CD version.

From: Mike Maples
To: bradc; bradsi; chrisp; hankv; peteh
Cc: paulma
Subject: CD versions
Date: Saturday, January 29, 1994 11:42AM

We need to think about having all our products (chicago, Word, excel as well as office) on cd. I would even suggest we create a financial incentive for the cd version. Possibly we could have some added bits. This will clearly reduce our cost, but also make piracy more difficult.

EXH 83 DATE 2/14/02
WITNESS Silverberg
MARY W. MILLER