

From: Craig Spiezle  
Sent: Wednesday, April 30, 1997 11:05 PM  
To: Kurt Kolb; David Meltzer (MKTG)  
Cc: Michael Dwan  
Subject: FW: Works / Money

Dave can you help here? Including works and Money std on the same cd had been a competitive advantage.

-----Original Message-----

From: Michael Dwan  
Sent: Wednesday, April 30 5:53  
To: Craig Spiezle; Kurt Kolb  
Subject: FW: Works / Money

This was my reply to DAD. Have not got a reply yet. M.

-----Original Message-----

From: Michael Dwan  
Sent: Wednesday, April 30, 1997 4:16 PM  
To: Bill Demas  
Cc: Susan Koehler; Michael Dwan  
Subject: RE: Works / Money

Bill, can you help me understand the rationale for this ... I ask as the Money / Works combo is a useful SKU for non Home Essentials OEMs and in addition is particularly good from a component cost reduction perspective where thats an important element in the sales negotiation. The latter point is important for both Works and Money as product costs are a competitive disadvantage today across the board.

A business example to illustrate ... right now Acer NA are currently negotiating their fy98 bundle at ~200k unit volume, it includes Works. They are unlikely to bundle Money without a zero cogs option to them. IMG will be the losers of significant royalty (~\$500k) and Intuit Quicken wins with the personal finance space to itself. Thats just 1 deal and it sucks. Surely wearing the big Microsoft hat it makes sense to cut a combo CD with Money. We need to have this flexibility in the OEM channel.

-----Original Message-----

From: Bill Demas  
Sent: Wednesday, April 30, 1997 3:25 PM  
To: Michael Dwan  
Cc: Susan Koehler  
Subject: RE: Works / Money

We will not be doing any more bundles with Works and the current bundles are being discontinued. The updated Works release will be standalone. Money will be included in Home Essentials 98, which RTMs 9/10.

Bill

-----Original Message-----

From: Michael Dwan  
Sent: Wednesday, April 30, 1997 2:50 PM  
To: Bill Demas  
Cc: Susan Koehler; Michael Dwan  
Subject: Works / Money

Bill, Susan Koehler mentioned that you'd be the right person to ask about when the next Works release is due? I support IMG product OEM channel and really want to have a Works / Money '98 combo CD offering. We have one today ... but its application is somewhat limited by the fact that it includes only Money HBE not standard edition. I had heard your revving Works soon ... Money RTMs in August. Are our times aligning ?

Thanks,M.

DEPOSITION EXHIBIT  
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Kolb  
5/30/97  
PENGAD-Bayonne, N. J.

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