

From: Latif Nathani
Sent: Friday, May 02, 1997 4:27 PM
To: Michael Dwan; Bill Demas; Craig Spiezle
Cc: Kurt Kolb; Steven Roseta; Bob Chapman; Ed McCahill
Subject: RE: Works / Money

We are not doing any Works 4.5 deals.

The purpose of this combo is only to reduce cogs and help money penetrate through Works deals. This combo will definitely need to be looked at in light of HE in future.

Regards,

Latif Nathani

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

From: Michael Dwan
Sent: Friday, May 02, 1997 1:31 PM
To: Bill Demas; Craig Spiezle
Cc: Kurt Kolb; Steven Roseta; Latif Nathani; Bob Chapman
Subject: RE: Works / Money

The deals I refer to are the Works/Money combo CD, right now that's existing versions, but we want to have a continuation when the new releases arrive.

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

From: Bill Demas
Sent: Friday, May 02, 1997 1:13 PM
To: Michael Dwan; Craig Spiezle
Cc: Kurt Kolb; Steven Roseta; Latif Nathani; Bob Chapman
Subject: RE: Works / Money

You should not be cutting any deals on a Works 4.5 since it has not been approved.

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

From: Michael Dwan
Sent: Friday, May 02, 1997 12:55 PM
To: Bill Demas; Craig Spiezle
Cc: Kurt Kolb; Steven Roseta; Latif Nathani; Bob Chapman
Subject: RE: Works / Money

We are cutting deals now Bill which are predicated on this who do I need to convince to ensure we can meet our commitments ? Lets try to get closure on an agreement.

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

From: Bill Demas
Sent: Friday, May 02, 1997 12:37 PM
To: Craig Spiezle; Michael Dwan
Cc: Kurt Kolb; Steven Roseta; Latif Nathani
Subject: RE: Works / Money

It's probable but don't assume that quite yet. First, rev needs to be given go-ahead, second, the product group needs to be convinced to do another release.

Bill

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

From: Craig Spiezle
Sent: Friday, May 02, 1997 11:20 AM
To: Michael Dwan
Cc: Kurt Kolb; Steven Roseta; Latif Nathani; Bill Demas
Subject: RE: Works / Money

Thanks for your suport.

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

From: Michael Dwan
Sent: Friday, May 02 7:38
To: Craig Spiezle

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

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Cc: Kurt Kolb; Steven Roseta; Latif Nathani
Subject: FW: Works / Money

fyi ... assuming Works revs we will have an OEM Works / Money combo CD.

-----Original Message-----
From: Bill Demas
Sent: Thursday, May 01, 1997 4:47 PM
To: Susan Koehler; Michael Dwan
Subject: RE: Works / Money

I did not realize that you were referring strictly to OEM and that there was a critical issue. When Works 4.5 is approved - which it has not been yet - we can discuss these issues but strictly for OEM, it looks like it could work.

Bill

-----Original Message-----
From: Susan Koehler
Sent: Thursday, May 01, 1997 10:49 AM
To: Michael Dwan; Bill Demas
Subject: RE: Works / Money

Bill, I wasn't pushing this but Michael has now made some good points. Pls let him know your concerns about an oem bundle offer. If you need him to better identify the business opportunity I imagine he could. Before a few days ago, I had no idea this bundle was so important to Oem, myself.

-----Original Message-----
From: Michael Dwan
Sent: Thursday, May 01, 1997 7:10 AM
To: Bill Demas
Cc: Susan Koehler
Subject: RE: Works / Money

Bill are you referring to retail ... OEM volumes are considerably greater. I'm not arguing the retention in retail just as an OEM offering. There is already a precedence for having SKUs in OEM that don't exist in retail ... for justifiable business reasons.

-----Original Message-----
From: Bill Demas
Sent: Wednesday, April 30, 1997 6:12 PM
To: Michael Dwan
Cc: Susan Koehler
Subject: RE: Works / Money

Wearing the big MS hat, it does not make sense to continue this SKU because the product does not sell - nor do any of the Works bundles for that matter. In March, we sold approx. 32K units of Works and 3K of Works-Money and 4K for Works-Bookshelf. Going forward, we will only have one product - Works.

Bill

-----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

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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.

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