



From: Scott Porter (OEM)
Sent: Sunday, May 16, 1999 2:56 PM
To: John Jenkins
Subject: FW: Office ROEM Product Pricing

fyi

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

From: Jay Henningsen (Exchange)
Sent: Friday, May 14, 1999 11:07 AM
To: Scott Porter (OEM); Megan Saunders; George Peckham
Subject: RE: Office ROEM Product Pricing

I got a question today's MIDL on ROEM status of Office PRO. So now NA SPAR teams are aware of the decision (at least those who watched the broadcast - including Orlando) so we are really committed to delivering the product. BTW Got a round of applause for doing the right thing.

Jay

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

From: Scott Porter (OEM)
Sent: Thursday, May 13, 1999 4:12 PM
To: Jay Henningsen (Exchange); Megan Saunders; George Peckham
Subject: RE: Office ROEM Product Pricing

great, do not want any more surprises - thanks

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

From: Jay Henningsen (Exchange)
Sent: Thursday, May 13, 1999 2:57 PM
To: Scott Porter (OEM); Megan Saunders; George Peckham
Subject: RE: Office ROEM Product Pricing

Yes, he did. Craig and he swapped email. He did not want us to drop pro price, but gave us flexibility on SB.

Jay

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

From: Scott Porter (OEM)
Sent: Thursday, May 13, 1999 2:27 PM
To: Jay Henningsen (Exchange); Megan Saunders; George Peckham
Subject: RE: Office ROEM Product Pricing

did Orlando approve ?

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

From: Jay Henningsen (Exchange)
Sent: Thursday, May 13, 1999 8:53 AM
To: Megan Saunders; Scott Porter (OEM); George Peckham
Subject: RE: Office ROEM Product Pricing

To get the penetration rate to 20%, we wanted to adjust price on SB to generate more volume.

Jay

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

From: Megan Saunders
Sent: Wednesday, May 12, 1999 11:09 PM
To: Jay Henningsen (Exchange)
Subject: RE: Office ROEM Product Pricing

Was this because Orlando requested?

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

From: Scott Porter (OEM)
Sent: Wednesday, May 12, 1999 10:15 PM
To: Megan Saunders

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Cc: George Peckham
Subject: RE: Office ROEM Product Pricing

what was the thinking regards reducing the price ?

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

From: Megan Saunders
Sent: Wednesday, May 12, 1999 12:27 PM
To: Scott Porter (OEM)
Cc: George Peckham
Subject: FW: Office ROEM Product Pricing
Importance: High

Hey Scott - just want to make sure you are aware of this. Is this okay to announce to AMs?

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

From: Jay Henningsen (Exchange)
Sent: Friday, May 07, 1999 10:39 AM
To: Megan Saunders
Cc: Ken Myer (Exchange); George Meng (Exchange)
Subject: FW: Office ROEM Product Pricing
Importance: High

Megan, we have approval to adjust the pricing of SB and add Office Pro to the ROEM price list. Here are the approved prices.

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

From: Jay Henningsen (Exchange)
Sent: Wednesday, May 05, 1999 10:24 AM
To: Craig Fiebig (Exchange)
Cc: Ken Myer (Exchange)
Subject: Office ROEM Product Pricing
Importance: High

Craig, please confirm the adjustments to the existing Office ROEM price lists by end of day 5/7/99. This will ensure all pricing/skus are correct at OEM availability date and minimize channel confusion.

Our objective is to provide a portfolio of suites to the System Builder community to segment their offerings and generate broad penetration of Office SB on PC <\$999 and Office Pro on higher end machines or where customer demand exists.

Product Description	New AR price
Office 2000 Small Business	\$160
Office 2000 Professional	\$280

Thanks,
Jay

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