



From jeffl Tue Nov 28 16:54:55 1989
To: ronh
Subject: Acer-ROMDOS
Cc: hnhwa jeffl joachink markche richardn
Date: Tue Nov 28 16:54:51 1989

There are no outstanding technical issues with Acer on ROMDOS. Also, it is very clear that they will go with us and DRI is out. We have this in writing. BUT, price is still an issue. I recommend we do the following:

Allow them \$5 for machines with SRP under \$200
Allow them \$6 for machines with SRP under \$500 and over \$200
\$8 for all other machines over \$500

This is a slight variation to what you and Richard talked to them about last week. They have a psychological thing about \$5. I feel pretty confident they will buy this proposal. Let's put this thing to bed. What think?

jeff

>From joachink Mon Nov 27 10:58:56 1989
To: jeffl richardn
Subject: Acer - ROMDOS
Date: Mon Nov 27 11:49:34 1989

Is the technical stuff resolved? YES or NO?
Don't try to be polite. Have we made a quote?
Guys put your mind to this and get it closed. I do not want Billg to get into this at all.

>From jeremybu Mon Nov 27 10:41:08 1989
To: joachink
Subject: Acer - ROMDOS
Date: Mon Nov 27 10:39:05 1989

>From richardn Mon Nov 27 10:01:37 1989
To: hnhwa jeffl jeremybu markche ronh
Subject: Acer - ROMDOS
Date: Mon Nov 27 09:59:56 1989

Jessie Li wanted to discuss this during his visit. Acer feels they were left with no response on some technical questions, schedules and pricing.
Technical questions:

I worked these with Markche. It appears the problem may be one of correlation rather than a problem. I will continue to work this, but it appears to be resolved.

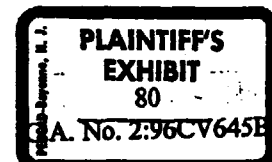
Schedules
Acer needs the BAK by 12/20/89 if they are to ship their machines by 1090. By the time an amendment is signed, ect the 12/20 date could be tight. Is there any way we can get them the material prior to signing the agreement? This will allow them to start work in time to meet their ship schedule.

Pricing:
Acer wanted a \$3-4 price. Ronh and I discussed this with Jessie and gave him guidelines for a \$5 price(machine SRP less than \$500, 150k/yr for 2 years, etc). Jessie will discuss this with Acer and let us know. Jessie is concerned about the quantities as the XT may have have a disk designed into it. I told him a long time.

Acer has committed to MA ROMDOS for strategic reasons and DRI is out. We must resolve the pricing and Jeffl was covering this and I just started to get involved last week.
Thanks.

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