

Message 25:
From garype Wed Jan 2 13:07:42 1991
To: davidcu felipero ronh
Cc: daven guilleme
Subject: RE: Printaform News
Date: Wed Jan 02 13:06:21 PDT 1991

Minimum commitment should NOT be an issue as long as the deal is per system... Do you believe we could make some impact with a very low minimum on a Win/DOS deal??

When we last met, term was an issue.. They didn't want a 3 year term. We could look at a 2 year term with LOW minimum and rethink the DOS/WIN royalty perhaps..

The three of us should have a VERY serious meeting with Jorge jr. ?
that lets us know what exactly he is planning and we should then be prepared to present a new package...

Felipe, I would really like to understand a little more about the DRI deal if you can find anything out.. I don't believe DRI would go in and sign a deal for 3-4 months.. Maybe.. Do you get the idea that the deal REALLY is done or is he positioning for a better deal from us???? Have you discussed the message Printaform will be sending to its markets by selling two different OSs?? It's a mixed message with no emphasis on customer solutions..... He's telling his customers that he is shopping price rather than quality when he puts a package together....

-garype

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>From felipero Wed Jan 2 12:43:28 1991
To: davidcu garype ronh
Cc: daven guilleme
Subject: RE: Printaform News

Date: Wed Jan 02 13:05:51 1991

I just talked with Printaform. They signed already with DRI. Apparently they are committed to a low amount of money. What I got from George Jr. was that his father did most of the negotiation. Mr Espinosa believes we never heard to his complaints.

They will launch new models by February with DR-DOS. He believes ?
Printaform will meet their commitment with DRI within three to four months and then Printaform might come back with us if we have an attractive proposition.

The new models are basically equal to the current ones, but different in number. The same chip, maybe some difference in clock speed, I still dont have the specs.

I will have a meeting with George Jr. next Tuesday, but WHAT DO YOU THINK WE SHOULD DO?

We also mentioned to me that Printaform will be meeting our minimum

commitment by January or February rather than June.

The bottom line of Printaform's complaints are: 1) Minimum commitment, i
? would say this weights even more than 2) Price, which is also a problem
as well.

What are your thoughts????

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