

PLAINTIFF'S
EXHIBIT
3543
Comes v. Microsoft

From: Tony Audino (tonya@microsoft.com)
Sent: Friday, December 11, 1992 5:26 PM
To: billg
Cc: bradc; bradsi; kellyw; paulma; tonya
Subject: letter to townsend

**Privilege Material
Redacted**

kellyw you should draft a separate letter to corrigan from billg or mikemap (or whomever is the appropriate person) which covers the 4th bullet above and reiterates billg's offer to license windows to them for \$0 royalty when shipped with their systems that bundle OS/2. this should be a very friendly letter. billg would like us to do whatever we can to develop a good relationship with corrigan's organization.

kelly, billg also mentioned that ibm has offered price waterhouse windows for \$50 on all systems (ibm and non-ibm). this is for their existing systems not news they are buying. pls see what you can find out about this deal. is ibm selling to them under our package product agreement (30% of SRP) or license agreement (33% royalty)? have we been paid anything yet? how many units? anything else you think might be interested in. you should report back directly to billg on this.

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