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# Pricing Comparison

March 1994

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LOC:NEWJEW

**MICROSOFT CORPORATION**

Pricing Comparison (New Users)  
Local Language Revenues  
Prepared by: Kathy Hawk

Region	NORTH AMERIC		CENTRAL EUROPE		SOUTHERN EUROPE		APAC		F.E.				
	Canada	North Am.	Germany	Austria	France	Spain	Portugal	Italy	Belgium	Netherl.	Som. Euro.	Australia	Japan

YTD March, 1994

**WIN OFFICE (EXCL OFFICE PRO)**

PPP Average Revenue per License  
Induced from MSUS  
Average Revenue per License  
Induced from MSUS  
Average Revenue Discount  
PPP Street Price MS  
Induced from MSUS  
Market Share FPP to MS  
% Above/Below Low FPP Street Price  
PPP Street Price List  
Induced from Low US

Revenue Mix:  
Full Package Product  
Competitive Upgrade  
Select  
Special Agreements  
Other Licenses  
Academic  
OEM Package Product  
License Mix:  
Full Package Product  
Competitive Upgrade  
Select  
Special Agreements  
Other Licenses  
Academic  
OEM Package Product

Revenue per License:  
Full Package Product  
Competitive Upgrade  
Select  
Special Agreements  
Other Licenses  
Academic  
OEM Package Product  
% of FPP Revenue/License:  
Full Package Product  
Competitive Upgrade  
Select  
Special Agreements  
Other Licenses  
Academic  
OEM Package Product  
Localized Licenses Mix %  
Total Revenues (in thousands)  
Total Licenses

Revenue per License:  
Full Package Product  
Competitive Upgrade  
Select  
Special Agreements  
Other Licenses  
Academic  
OEM Package Product  
Localized Licenses Mix %  
Total Revenues (in thousands)  
Total Licenses

Revenue per License:  
Full Package Product  
Competitive Upgrade  
Select  
Special Agreements  
Other Licenses  
Academic  
OEM Package Product  
Localized Licenses Mix %  
Total Revenues (in thousands)  
Total Licenses

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**MICROSOFT CORPORATION**  
Pricing Comparison (New Users)  
Local Language Resales

Prepared by: Kinky Hewitt

	NORTH AMERICA		NORTHERN EUROPE				CENTRAL EUROPE				SOUTHERN EUROPE				APAC		Region								
	US	Canada	North Am.	England	Ireland	Denmark	Norway	Finland	North Euro.	Germany	Austria	Switz.	Cost. Euro.	France	Spain	Portugal	Italy	Belgium	Nether.	Sou. Euro.	Australia	APAC	Japan	F.E.	
FFP Average Revenue per License	\$239	\$216	\$225	\$309	\$358	\$392	\$237	\$237	\$123	\$376	\$339	\$343	\$341	\$341	\$299	\$329	\$283	\$381	\$109	\$246	\$347	\$243	\$172	\$177	\$177
Inbound from MSUS	1.00	0.93	0.99	1.18	1.26	1.51	0.99	0.99	1.24	1.45	1.31	1.48	1.31	1.31	0.81	1.27	1.09	1.47	0.81	0.81	0.81	0.81	0.81	0.81	0.81
Average Revenue per License	\$141	\$136	\$139	\$289	\$329	\$324	\$171	\$171	\$218	\$249	\$273	\$273	\$273	\$273	\$226	\$142	\$117	\$280	\$108	\$110	\$110	\$110	\$110	\$110	\$110
Inbound from MSUS	1.00	0.89	0.99	1.48	1.79	2.17	1.21	1.21	1.53	1.77	1.81	1.81	1.81	1.81	1.01	1.22	1.17	1.99	0.81	0.81	0.81	0.81	0.81	0.81	0.81
Average Revenue Discount	46%	42%	49%	32%	30%	32%	43%	34%	37%	30%	37%	29%	38%	38%	34%	48%	42%	27%	0%	25%	5%	56%	12%	10%	10%
FFP Street Price MS	\$300	\$282	\$466	\$359	\$359	\$300	\$439	\$439	\$455	\$454	\$454	\$454	\$454	\$454	\$419	\$329	\$439	\$463	\$328	\$310	\$310	\$310	\$310	\$310	\$310
Inbound from MSUS	1.00	0.87	1.15	1.17	1.17	1.39	1.16	1.46	1.32	1.31	1.31	1.31	1.31	1.31	1.01	1.13	1.46	1.36	1.01	1.01	1.01	1.01	1.01	1.01	1.01
Markup from FFP to MS	16%	21%	51%	(26)	(26)	(19)	71%	71%	23%	34%	19%	48%	48%	48%	107%	3%	33%	23%	43%	36%	0%	0%	0%	0%	0%
% Above/Below Weighted FFP Street	5%	(6%)	19%	12%	12%	7%	0%	20%	7%	10%	10%	8%	8%	8%	22%	15%	15%	44%	11%	11%	11%	11%	11%	11%	11%
FFP Street Price Weighted	\$283	\$272	\$391	\$331	\$331	\$377	\$349	\$346	\$426	\$426	\$422	\$422	\$422	\$422	\$317	\$303	\$444	\$441	\$315	\$315	\$315	\$315	\$315	\$315	\$315
Inbound from Weighted US	1.00	0.93	1.37	1.10	1.12	1.22	1.22	1.22	1.48	0.76	1.48	1.48	1.48	1.48	1.11	1.06	1.56	1.53	1.07	1.07	1.07	1.07	1.07	1.07	1.07
Revenue Mix:																									
Full Package Product	37%	6%	5%	2%	2%	2%	3%	3%	5%	5%	4%	4%	4%	4%	2%	3%	4%	4%	4%	4%	4%	4%	4%	4%	4%
Competitive Upgrade	22%	29%	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Select	3%	1%	3%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
Special Agreement	3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Academic	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
OSM Package Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Licenses Mix:																									
Full Package Product	30%	27%	20%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
Competitive Upgrade	30%	40%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Select	3%	1%	3%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
Special Agreement	3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
OSM Package Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% of FFP Revenue/License																									
Full Package Product	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Competitive Upgrade	0%	42%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Select	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreement	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Licenses Mix:																									
OSM Package Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Localized Licenses Mix %																									
Total Revenue (in thousands)	\$54,726	\$3,712	\$68,450	\$15,191	\$3,104	\$923	\$13,284	\$1270	\$11,174	\$33,882	\$1,949	\$41,280	\$25,419	\$356	\$303	\$8,166	\$883	\$3,802	\$13,291	\$1,844	\$5,933	\$10,257	\$11,849	\$11,849	\$11,849
Total Licenses	\$88,870	\$5,480	\$24,350	\$2,783	\$3,598	\$3,026	\$,911	\$,181	\$7,159	\$16,272	\$4,799	\$9,229	\$6,207	\$317	\$326	\$4,432	\$843	\$1,033	\$18,410	\$1,186	\$5,336	\$8,187	\$8,187	\$8,187	\$8,187

YTD March, 1994

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**MICROSOFT CORPORATION**  
Pricing Comparison (New Users)  
Local Language Revenues

Prepared by: Kirby Hermit

Region	NORTH AMERICA				NORTHERN EUROPE				CENTRAL EUROPE				SOUTHERN EUROPE				AFAC		F.E.			
	US	Canada	North Am.	Region	Denmark	Norway	Finland	North Eur.	Germany	Austria	Switz.	Cost. Euro.	France	Spain	Portugal	Italy	Belgium	Nether.	Sou. Euro.	Australia	APAC	Region

YTD March, 1994

Item	US	Canada	North Am.	Region	Denmark	Norway	Finland	North Eur.	Germany	Austria	Switz.	Cost. Euro.	France	Spain	Portugal	Italy	Belgium	Nether.	Sou. Euro.	Australia	APAC	Region	F.E.
FFP Average Revenue per License	1363	1587	1263	1367	1306	1541	1407	1440	1407	1440	1407	1440	1407	1440	1407	1440	1407	1440	1407	1440	1407	1440	1407
Included from MSUS	100	102	112	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110
Average Revenue per License	1311	1513	1151	1240	1296	1537	1497	1530	1296	1537	1497	1530	1497	1530	1497	1530	1497	1530	1497	1530	1497	1530	1497
Included from MSUS	100	102	112	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110
Average Revenue Discount	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%	47%
FFP Street Price MS	500	524	516	541	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540
Included from MSUS	100	102	112	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110
Market from FFP to MS	14%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%
% Above/Below Local FFP Street Price	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
FFP Street Price Local	3300	3284	3300	3410	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407	3407
Included from Local US	100	102	112	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110	110
Revenue Mix:	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%
Full Packaged Product	22%	21%	22%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%
Competitive Upgrade	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Sales	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Special Agreements	11%	8%	11%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Other Licenses	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
OEM Packaged Product	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
License Mkt:	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%
Full Packaged Product	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%
Competitive Upgrade	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Sales	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
Special Agreements	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Academic	18%	27%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%
OEM Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue per License	5263	5297	5263	5267	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266	5266
Full Packaged Product	539	537	539	539	539	539	539	539	539	539	539	539	539	539	539	539	539	539	539	539	539	539	539
Competitive Upgrade	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114	114
Sales	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53	53
Special Agreements	1514	1529	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514	1514
Other Licenses	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548	548
Academic	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379	379
OEM Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% of FFP Revenue/License	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full Packaged Product	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%
Competitive Upgrade	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Sales	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Special Agreements	32%	24%	32%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%
Other Licenses	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
Academic	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%
OEM Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Local/Best License Mix %	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total Revenue (at Discount)	\$6,210	\$5,96	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210	\$6,210
Total License	49,315	38,545	49,340	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440	49,440

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**MICROSOFT CORPORATION**  
Pricing Comparison (New Users)  
Local Language Revenues  
Prepared by: Koby Herold

Region	NORTH AMERIC										CENTRAL EUROPE										SOUTHERN EUROPE										AFAC		Region		Region		
	US		Canada		North Am.		England		Sweden		Denmark		Norway		Finland		North Euro.		Germany		Austria		Switzerland		Spain		France		Belgium		Nether.		Austria			Japan	
	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997	1998			
Revenue Mkt:	48%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%	49%		
Full Packaged Product	34%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%		
Competitive Upgrade	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%		
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Other Licenses	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%		
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			
License Mkt:	34%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%		
Full Packaged Product	27%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%		
Competitive Upgrade	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%		
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Other Licenses	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Revenue per License:	\$194	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204	\$204		
Full Packaged Product	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170		
Competitive Upgrade	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111		
Special Agreements	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Other Licenses	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	
Academic	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Local Language Licenses:	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	
Full Packaged Product	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170		
Competitive Upgrade	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111		
Special Agreements	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Other Licenses	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	
Academic	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Local Language Licenses Mkt %:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%		
Local Language Licenses:	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194	\$194		
Full Packaged Product	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170		
Competitive Upgrade	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111	\$111		
Special Agreements	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Other Licenses	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	\$207	
Academic	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Total Revenue (in thousands):	\$19,145	\$14,311	\$188,456	\$39,411	\$7,388	\$3,358	\$0	\$1,010	\$7,308	\$10,841	\$4,578	\$4,786	\$4,666	\$3,585	\$8,182	\$1,891	\$7,180	\$7,161	\$16,846	\$14,846	\$26,284	\$18,722	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284	\$6,284		
Total Licenses:	\$19,715	\$14,498	\$189,000	\$39,900	\$7,400	\$3,400	\$1,000	\$7,400	\$10,900	\$4,600	\$4,800	\$4,700	\$3,600	\$8,200	\$1,900	\$7,200	\$7,200	\$16,900	\$14,900	\$26,300	\$18,800	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300		

Business Information Group

FL AG 0019544  
CONFIDENTIAL

HIGHLY CONFIDENTIAL



**HIGHLY CONFIDENTIAL**

**MICROSOFT CORPORATION**  
 Pricing Comparison (New Users)  
 Local Language Revenues  
 Prepared by: Kathy Hewitt

Region	FY94 Budget										Region		Region		Region		Region						
	NORTH AMERICA					CENTRAL EUROPE					SOUTHERN EUROPE		APAC		APAC		P.E.						
	US	Canada	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Spain	Portugal	Italy	Belgium	Nether.	Switz.	Finland	Asia Euro.	Australia	Japan	Japan	Japan
Revenue per License	3282	3241	3240	3282	3247	3245	3234	3219	3208	3207	3204	3205	3204	3205	3204	3204	3204	3204	3204	3204	3204	3204	3204
Full Package Product	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Competitive Upgrade	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other License	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
OSM Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Local Language Revenues	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Revenue (in thousands)	\$1,138	\$1,392	\$99,428	\$18,049	\$7,261	\$2,664	\$2,770	\$1,294	\$2,078	\$12,966	\$2,253	\$1,437	\$14,321	\$4,733	\$1,254	\$1,254	\$1,254	\$4,733	\$4,733	\$14,371	\$14,371	\$14,371	\$14,371
Total Licenses	54,728	9,337	601,483	128,014	28,546	11,442	13,601	9,146	182,080	115,839	9,720	12,594	188,878	117,094	3,090	4,354	4,354	166,402	27,444	27,444	117,266	117,266	117,266

**MS 0170873**  
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**MICROSOFT CORPORATION**  
 Pricing Comparison (New Users)  
 English Language Revenues  
 Prepared by: Michael Lucarelli

	NORTH AMERICA		CENTRAL EUROPE										SOUTHERN EUROPE										AFAC		F.E.		Region	Fr Est
	US	Canada	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Switz	Czech Rep.	France	Spain	Portugal	Italy	Belgium	Netherl.	Sw. Euro.	Australia	AFAC	Japan	F.E.				

	US	Canada	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Switz	Czech Rep.	France	Spain	Portugal	Italy	Belgium	Netherl.	Sw. Euro.	Australia	AFAC	Japan	F.E.	Region	Fr Est	
<b>WIN OFFICE (EXCL. OCEAN PRD)</b>																											
Revenue per License	\$406	\$395	\$404	\$406	\$419	\$397	\$470	\$311	\$407	\$422	\$430	\$456	\$421	\$467	\$389	\$423	\$385	\$437	\$443	\$448	\$436	\$433	\$433	\$433	311	311	
Full Packaged Product	1.00	0.97	1.00	1.00	1.13	1.25	1.16	1.36	1.06	1.04	1.06	1.15	1.04	1.40	0.94	1.04	0.95	1.13	1.10	1.10	0.88	0.88	0.88	0.88	1.00	0.78	
Competitive Upgrade	\$301	\$273	\$299	\$318	\$326	\$402	\$381	\$344	\$317	\$312	\$321	\$340	\$298	\$377	\$256	\$314	\$284	\$284	\$282	\$284	\$278	\$277	\$277	\$277	\$277	\$300	
Special Agreements	26%	31%	26%	27%	47%	21%	40%	33%	28%	1.65	1.64	1.26	0.93	1.25	0.85	1.04	0.78	0.85	0.84	0.84	0.76	0.76	0.76	0.76	1.01		
Other Licenses	\$460	\$455	\$468	\$468	\$418	\$423	\$473	\$393	\$371	\$371	\$389	\$373	\$373	\$485	\$409	\$409	\$460	\$379	\$379	\$379	\$318	\$318	\$318	\$318	\$318		
% Above/Below Local PTP Sales Price	1.00	0.99	1.00	1.00	1.09	1.04	1.23	1.46	1.06	1.04	1.06	1.08	0.99	1.08	0.94	1.04	0.94	1.04	1.04	1.04	0.94	0.94	0.94	0.94	1.01		
Inflated Base License US	49%	49%	49%	49%	46%	46%	36%	38%	39%	34%	34%	41%	41%	42%	39%	39%	40%	39%	39%	39%	41%	41%	41%	41%	41%		
Revenue per License	\$406	\$395	\$404	\$406	\$419	\$397	\$470	\$311	\$407	\$422	\$430	\$456	\$421	\$467	\$389	\$423	\$385	\$437	\$443	\$448	\$436	\$433	\$433	\$433	311		
Full Packaged Product	1.00	0.97	1.00	1.00	1.13	1.25	1.16	1.36	1.06	1.04	1.06	1.15	1.04	1.40	0.94	1.04	0.95	1.13	1.10	1.10	0.88	0.88	0.88	0.88	1.00		
Competitive Upgrade	\$301	\$273	\$299	\$318	\$326	\$402	\$381	\$344	\$317	\$312	\$321	\$340	\$298	\$377	\$256	\$314	\$284	\$284	\$282	\$284	\$278	\$277	\$277	\$277	\$277		
Special Agreements	26%	31%	26%	27%	47%	21%	40%	33%	28%	1.65	1.64	1.26	0.93	1.25	0.85	1.04	0.78	0.85	0.84	0.84	0.76	0.76	0.76	0.76	1.01		
Other Licenses	\$460	\$455	\$468	\$468	\$418	\$423	\$473	\$393	\$371	\$371	\$389	\$373	\$373	\$485	\$409	\$409	\$460	\$379	\$379	\$379	\$318	\$318	\$318	\$318	\$318		
% Above/Below Local PTP Sales Price	1.00	0.99	1.00	1.00	1.09	1.04	1.23	1.46	1.06	1.04	1.06	1.08	0.99	1.08	0.94	1.04	0.94	1.04	1.04	1.04	0.94	0.94	0.94	0.94	1.01		
Inflated Base License US	49%	49%	49%	49%	46%	46%	36%	38%	39%	34%	34%	41%	41%	42%	39%	39%	40%	39%	39%	39%	41%	41%	41%	41%	41%		
Revenue per License	\$406	\$395	\$404	\$406	\$419	\$397	\$470	\$311	\$407	\$422	\$430	\$456	\$421	\$467	\$389	\$423	\$385	\$437	\$443	\$448	\$436	\$433	\$433	\$433	311		
Full Packaged Product	1.00	0.97	1.00	1.00	1.13	1.25	1.16	1.36	1.06	1.04	1.06	1.15	1.04	1.40	0.94	1.04	0.95	1.13	1.10	1.10	0.88	0.88	0.88	0.88	1.00		
Competitive Upgrade	\$301	\$273	\$299	\$318	\$326	\$402	\$381	\$344	\$317	\$312	\$321	\$340	\$298	\$377	\$256	\$314	\$284	\$284	\$282	\$284	\$278	\$277	\$277	\$277	\$277		
Special Agreements	26%	31%	26%	27%	47%	21%	40%	33%	28%	1.65	1.64	1.26	0.93	1.25	0.85	1.04	0.78	0.85	0.84	0.84	0.76	0.76	0.76	0.76	1.01		
Other Licenses	\$460	\$455	\$468	\$468	\$418	\$423	\$473	\$393	\$371	\$371	\$389	\$373	\$373	\$485	\$409	\$409	\$460	\$379	\$379	\$379	\$318	\$318	\$318	\$318	\$318		
% Above/Below Local PTP Sales Price	1.00	0.99	1.00	1.00	1.09	1.04	1.23	1.46	1.06	1.04	1.06	1.08	0.99	1.08	0.94	1.04	0.94	1.04	1.04	1.04	0.94	0.94	0.94	0.94	1.01		
Inflated Base License US	49%	49%	49%	49%	46%	46%	36%	38%	39%	34%	34%	41%	41%	42%	39%	39%	40%	39%	39%	39%	41%	41%	41%	41%	41%		
Revenue per License	\$406	\$395	\$404	\$406	\$419	\$397	\$470	\$311	\$407	\$422	\$430	\$456	\$421	\$467	\$389	\$423	\$385	\$437	\$443	\$448	\$436	\$433	\$433	\$433	311		
Full Packaged Product	1.00	0.97	1.00	1.00	1.13	1.25	1.16	1.36	1.06	1.04	1.06	1.15	1.04	1.40	0.94	1.04	0.95	1.13	1.10	1.10	0.88	0.88	0.88	0.88	1.00		
Competitive Upgrade	\$301	\$273	\$299	\$318	\$326	\$402	\$381	\$344	\$317	\$312	\$321	\$340	\$298	\$377	\$256	\$314	\$284	\$284	\$282	\$284	\$278	\$277	\$277	\$277	\$277		
Special Agreements	26%	31%	26%	27%	47%	21%	40%	33%	28%	1.65	1.64	1.26	0.93	1.25	0.85	1.04	0.78	0.85	0.84	0.84	0.76	0.76	0.76	0.76	1.01		
Other Licenses	\$460	\$455	\$468	\$468	\$418	\$423	\$473	\$393	\$371	\$371	\$389	\$373	\$373	\$485	\$409	\$409	\$460	\$379	\$379	\$379	\$318	\$318	\$318	\$318	\$318		
% Above/Below Local PTP Sales Price	1.00	0.99	1.00	1.00	1.09	1.04	1.23	1.46	1.06	1.04	1.06	1.08	0.99	1.08	0.94	1.04	0.94	1.04	1.04	1.04	0.94	0.94	0.94	0.94	1.01		
Inflated Base License US	49%	49%	49%	49%	46%	46%	36%	38%	39%	34%	34%	41%	41%	42%	39%	39%	40%	39%	39%	39%	41%	41%	41%	41%	41%		
Revenue per License	\$406	\$395	\$404	\$406	\$419	\$397	\$470	\$311	\$407	\$422	\$430	\$456	\$421	\$467	\$389	\$423	\$385	\$437	\$443	\$448	\$436	\$433	\$433	\$433	311		
Full Packaged Product	1.00	0.97	1.00	1.00	1.13	1.25	1.16	1.36	1.06	1.04	1.06	1.15	1.04	1.40	0.94	1.04	0.95	1.13	1.10	1.10	0.88	0.88	0.88	0.88	1.00		
Competitive Upgrade	\$301	\$273	\$299	\$318	\$326	\$402	\$381	\$344	\$317	\$312	\$321	\$340	\$298	\$377	\$256	\$314	\$284	\$284	\$282	\$284	\$278	\$277	\$277	\$277	\$277		
Special Agreements	26%	31%	26%	27%	47%	21%	40%	33%	28%	1.65	1.64	1.26	0.93	1.25	0.85	1.04	0.78	0.85	0.84	0.84	0.76	0.76	0.76	0.76	1.01		
Other Licenses	\$460	\$455	\$468	\$468	\$418	\$423	\$473	\$393	\$371	\$371	\$389	\$373	\$373	\$485	\$409	\$409	\$460	\$379	\$379	\$379	\$318	\$318	\$318	\$318	\$318		
% Above/Below Local PTP Sales Price	1.00	0.99	1.00	1.00	1.09	1.04	1.23	1.46	1.06	1.04	1.06	1.08	0.99	1.08	0.94	1.04	0.94	1.04	1.04	1.04	0.94	0.94	0.94	0.94	1.01		
Inflated Base License US	49%	49%	49%	49%	46%	46%	36%	38%	39%	34%	34%	41%	41%	42%	39%	39%	40%	39%	39%	39%	41%	41%	41%	41%	41%		
Revenue per License	\$406	\$395	\$404	\$406	\$419	\$397	\$470	\$311	\$407	\$422	\$430	\$456	\$421	\$467	\$389	\$423	\$385	\$437	\$443	\$448	\$436	\$433	\$433	\$433	311		
Full Packaged Product	1.00	0.97	1.00	1.00	1.13	1.25	1.16	1.36	1.06	1.04	1.06	1.15	1.04	1.40	0.94	1.04	0.95	1.13	1.10	1.10	0.88	0.88	0.88	0.88	1.00		
Competitive Upgrade	\$301	\$273	\$299	\$318	\$326	\$402	\$381	\$344	\$317	\$312	\$321	\$340	\$298	\$377	\$256	\$314	\$284	\$284	\$282	\$284	\$278	\$277	\$277	\$277	\$277		
Special Agreements	26%	31%	26%	27%	47%	21%	40%	33%	28%	1.65	1.64	1.26	0.93	1.25	0.85	1.04	0.78	0.85	0.84	0.84	0.76	0.76	0.76	0.76	1.01		
Other Licenses	\$460	\$455	\$468	\$468	\$418	\$423	\$473	\$393	\$371	\$371	\$389	\$373	\$373	\$485	\$409	\$409	\$460	\$379	\$379	\$379	\$318	\$318	\$318	\$318	\$318		
% Above/Below Local PTP Sales Price	1.00	0.99	1.00	1.00	1.09	1.04	1.23	1.46	1.06	1.04	1.06	1.08	0.99	1.08	0.94	1.04	0.94	1.04	1.04	1.04	0.94	0.94	0.94	0.94	1.01		
Inflated Base License US	49%	49%	49%	49%	46%	46%	36%	38%	39%	34%	34%	41%	41%	42%	39%	39%	40%	39%	39%	39%	41%	41%	41%	41%	41%		
Revenue per License	\$406	\$395	\$404	\$406	\$419	\$397	\$470	\$311	\$407	\$422	\$430	\$456	\$421	\$467	\$389	\$423	\$385	\$437	\$443	\$448	\$436	\$433	\$433	\$433	311		
Full Packaged Product	1.00	0.97	1.00	1.00	1.13	1.25	1.16	1.36	1.06	1.04	1.06	1.15	1.04	1.40	0.94	1.04	0.95	1.13	1.10	1.10	0.88	0.88	0.88	0.88	1.00		
Competitive Upgrade	\$301	\$273	\$299	\$318	\$326	\$402	\$381	\$344	\$317	\$312	\$321	\$340	\$298	\$377	\$256	\$314	\$284	\$284	\$282	\$284	\$278	\$277	\$277	\$277	\$277		
Special Agreements	26%	31%	26%	27%	47%	21%	40%	33%	28%	1.65	1.64	1.26	0.93	1.25	0.85	1.04	0.78	0.85	0.84	0.84	0.76	0.76	0.76	0.76	1.01		
Other Licenses	\$460	\$455	\$468	\$468	\$418	\$423	\$473	\$393	\$371	\$371																	





**HIGHLY  
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**MICROSOFT CORPORATION**  
Pricing Comparison (New Users)  
English Language Revenues  
Prepared by: Michael Lucarelli

Region	NORTH AMERICA										CENTRAL EUROPE										SOUTHERN EUROPE										AFAC		Region		Region																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
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END\_DOCUMENT

**HIGHLY CONFIDENTIAL**

**MICROSOFT CORPORATION**  
 Pricing Comparison (New Users)  
 English Language Revenues  
 Prepared by: Kelly Hsieh

Region	NORTH AMERICA		NORTH EUROPE		CENTRAL EUROPE		SOUTHERN EUROPE		Region		Region		Region		Region								
	Canada	US	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Slovak	Czech Rep.	France		Spain	Portugal	Italy	Belgium	Netherl.	Sou. Euro.	Australia	APAC

Region	NORTH AMERICA		NORTH EUROPE		CENTRAL EUROPE		SOUTHERN EUROPE		Region		Region		Region		Region									
	Canada	US	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Slovak	Czech Rep.	France		Spain	Portugal	Italy	Belgium	Netherl.	Sou. Euro.	Australia	APAC	Japan
Revenue per License	\$196	\$197	\$196	\$413	\$413	\$413	\$413	\$413	\$413	\$377	\$401	\$375	\$375	\$375	\$375	\$375	\$375	\$413	\$413	\$391	\$440	\$425	\$4	\$348
Full Package Product	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Competitive Upgrade	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Current FFP Street Price MS	\$440	\$451	\$440	\$466	\$418	\$423	\$473	\$483	\$483	\$701	\$489	\$489	\$489	\$489	\$489	\$489	\$489	\$489	\$489	\$489	\$489	\$489	\$489	\$489
Induced from MSUS	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Market from FFP to MS	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
% Above/Below Latin FFP Street Price	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%
Current FFP Street Price Latin	\$445	\$474	\$445	\$429	\$344	\$328	\$326	\$321	\$321	\$340	\$313	\$313	\$313	\$313	\$313	\$313	\$313	\$313	\$313	\$313	\$313	\$313	\$313	\$313
Induced from Latin US	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Revenue Mkt:	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%
Full Package Product	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%
Competitive Upgrade	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
ODN Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License Mkt:	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%	34%
Full Package Product	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%
Competitive Upgrade	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%	12%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
ODN Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue per License:	\$196	\$197	\$196	\$413	\$413	\$413	\$413	\$413	\$413	\$377	\$401	\$375	\$375	\$375	\$375	\$375	\$375	\$413	\$413	\$391	\$440	\$425	\$4	\$348
Full Package Product	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Competitive Upgrade	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
ODN Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% of FFP Revenue/License:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full Package Product	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%	69%
Competitive Upgrade	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%
Special Agreements	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Other Licenses	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Academic	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
ODN Packaged Product	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Localized License Mkt %	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total Revenue (in thousands)	\$174,145	\$18,311	\$188,456	\$50,411	\$342	\$316	\$3,193	\$244	\$43,566	\$3,016	\$78	\$1,161	\$5,247	\$0	\$117	\$1,493	\$209	\$4,623	\$2,600	\$10,042	\$18,846	\$17,442	\$0	\$3,011
Total License	610,245	55,498	666,243	270,200	1,145	946	10,609	1,125	203,150	8,488	1,574	3,315	14,793	0	423	5,035	684	16,636	12,063	35,331	60,296	62,493	0	3,139

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Business Information Overlay



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MICROSOFT CORPORATION
Pricing Comparison (New Users)
English Language Revenues
Prepared by: Michael Lucarelli

Table with columns for Region (North America, Northern Europe, Central Europe, Southern Europe, APAC, Japan) and various sub-regions (Canada, North Am, England, Sweden, Denmark, Norway, Finland, North Euro, Germany, Austria, Switzerland, France, Spain, Portugal, Italy, Belgium, Netherlands, Australia, APAC, Japan).

Main data table with columns for various metrics: Revenue Mkt, Full Package Product, Competitive Upgrade, Special Agreement, Other License, OEM Packaged Product, License Mkt, Full Package Product, Competitive Upgrade, Special Agreement, Other License, OEM Packaged Product, Revenue per License, Full Package Product, Competitive Upgrade, Special Agreement, Other License, OEM Packaged Product, % of FPP Revenue/License, Full Package Product, Competitive Upgrade, Special Agreement, Other License, OEM Packaged Product, Location License Mkt %, Total Revenue (6 months), Total License.

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**MICROSOFT CORPORATION**  
 Pricing Comparison (Existing Query)  
 Local Language Revenues  
 Prepared by: Michael Lucarelli

Word	NORTH AMERICA			NORTHERN EUROPE			CENTRAL EUROPE			SOUTHERN EUROPE			APAC		Region		F.Y.E.	Region	
	US	Canada	North Am.	Spain	France	Germany	Italy	Spain	France	Germany	Italy	Spain	France	Germany	Italy	Spain			France
<b>WORD</b>	377	376	377	377	377	377	377	377	377	377	377	377	377	377	377	377	377	377	
Average Revenue per License	1.96	0.99	1.00	0.83	1.00	0.77	1.28	1.58	1.28	1.58	1.28	1.58	1.28	1.58	1.28	1.58	1.28	1.58	
Revenues from MS/CS	87%	0%	87%	82%	72%	79%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	
Revenue MS:																			
Full Packaged Product (VUP)	0%	0%	0%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	
Software (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	2%	2%	2%	11%	20%	14%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Software Maintenance	15%	1%	10%	6%	3%	4%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	
Hardware																			
License MS:																			
Full Packaged Product (VUP)	87%	0%	87%	77%	57%	77%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	
Software (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Software Maintenance	13%	7%	13%	39%	17%	37%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	
Hardware																			
Revenue per License:																			
Full Packaged Product (VUP)	379	382	379	371	379	382	382	382	382	382	382	382	382	382	382	382	382	382	
Software (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Software Maintenance	343	343	343	313	313	313	313	313	313	313	313	313	313	313	313	313	313	313	
Hardware																			
% of 1979 Revenue/License:																			
Full Packaged Product (VUP)	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Software (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Software Maintenance	87%	0%	87%	10%	10%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	
Hardware																			
Total Revenue (in thousands)	138,774	11,519	132,293	32,309	11,220	113	8414	11,732	11,732	11,732	11,732	11,732	11,732	11,732	11,732	11,732	11,732	11,732	
Total License	397,331	19,048	412,280	11,134	1,778	914	3,778	1,469	1,469	1,469	1,469	1,469	1,469	1,469	1,469	1,469	1,469	1,469	1,469

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Business Information Query

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MICROSOFT CORPORATION  
Pricing Comparison (Existing Users)  
Local Language Revenue  
Prepared by: Michael Lucarelli

Region	NORTH AMERICA		NORTHERN EUROPE				CENTRAL EUROPE				SOUTHERN EUROPE				APAC		Region											
	US	Canada	North Am.	England	Sweden	Denmark	Norway	Finland	Holland	Germany	Austria	Switz	Central Euro.	France	Spain	Portugal	Italy	Belgium	Nether.	Scot. Euro.	Australia	APAC	Region	F.E.	Region	F.E.		
Revenue Mkt:	129	62	191	140	141	147	180	143	143	115	123	140	171	122	115	119	149	147	140	115	143	143	143	143	143	143	143	143
Average Revenue per License Indexed from MS09	1.06	1.25	1.61	0.76	1.55	1.87	2.00	1.56	1.56	1.77	0.82	1.12	1.26	2.24	2.08	3.08	1.59	2.30	1.40	2.23	1.37	1.58	1.58	1.58	1.58	1.58	1.58	1.58
Revenue Mkt:	87%	84%	84%	52%	30%	11%	29%	71%	30%	29%	30%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%
Full Packaged Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subject (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	2%	0%	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Subject Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Maintenance	10%	2%	1%	0%	2%	11%	1%	11%	2%	3%	0%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
License Mkt:	91%	90%	91%	26%	7%	3%	13%	37%	42%	27%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%	29%
Full Packaged Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subject (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	1%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	1%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subject Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue per License:	138	156	139	139	139	143	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113	113
Full Packaged Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subject (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subject Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% of PPP Revenue/License:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full Packaged Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subject (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Subject Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Revenue (in thousands)	\$33,615	\$1,200	\$34,815	\$1,943	\$1,373	\$1,786	\$406	\$284	\$4,174	\$7,115	\$1,603	\$1,631	\$11,070	\$6,008	\$143	\$1	\$293	\$172	\$316	\$633	\$1,245	\$1,392	\$47	\$47	\$47	\$47	\$47	\$47
Total Licenses	383,350	24,437	407,787	62,822	61,553	22,402	1,319	3,947	4,817	98,740	64,330	61,331	19,485	64,946	983	9	4,995	1,980	5,733	78,886	22,066	22,339	201	201	201	201	201	201

YTD March, 1994

MS 0170882  
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**MICROSOFT CORPORATION**  
 Pricing Comparison (Existing Users)  
 Local Language Revenues  
 Prepared by: Michael Lusvardi

Region	NORTH AMERICA										CENTRAL EUROPE										SOUTHERN EUROPE										APAC		Region		Region				
	Canada		North Am.		England		Sweden		Denmark		Norway		Finland		Netherlands		Germany		Austria		Switz.		Spain		France		Italy		Belgium		Nether.		Switzerland			Australia		Japan	
	US	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue		Revenue	Revenue	Revenue	
Average Revenue per License	\$176	\$131	\$165	\$129	\$149	\$184	\$0	\$115	\$109	\$108	\$0	\$115	\$109	\$108	\$0	\$115	\$109	\$108	\$0	\$115	\$109	\$108	\$0	\$115	\$109	\$108	\$0	\$115	\$109	\$108	\$0	\$115	\$109	\$108	\$0	\$115	\$109	\$108	\$0
Induced from MSUS	1.00	0.75	0.34	1.09	0.56	1.06	0.00	0.88	1.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Revenue Mkt:	60%	56%	62%	100%	70%	70%	0%	64%	99%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Full Package Product (VUP)	10%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Software (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Licenses (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Subject Maintenance	30%	40%	41%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Licenses & Lic:	27%	34%	30%	100%	70%	6%	0%	60%	77%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Full Package Product (VUP)	14%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Software (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Licenses (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Subject Maintenance	37%	60%	50%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Revenue per License:	\$243	\$209	\$324	\$192	\$182	\$202	\$0	\$143	\$191	\$191	\$0	\$170	\$335	\$349	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	\$310	
Full Package Product (VUP)	\$180	\$0	\$180	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Software (VUP)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Special Agreements (VUP)	\$139	\$0	\$139	\$0	\$136	\$156	\$0	\$140	\$140	\$140	\$0	\$111	\$300	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Licenses (VUP)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subject Maintenance	\$131	\$0	\$131	\$0	\$144	\$141	\$0	\$141	\$141	\$141	\$0	\$0	\$0	\$110	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
% of FPP Revenue/License:	100%	100%	100%	100%	100%	100%	0%	100%	100%	100%	0%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Full Package Product (VUP)	77%	0%	77%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Software (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Licenses (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Subject Maintenance	34%	44%	37%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Total Revenues (in thousands)	\$21,204	\$1,704	\$20,990	\$14,997	\$1,605	\$132	\$0	\$261	\$27,115	\$0	\$0	\$1,944	\$2,231	\$6,410	\$0	\$118	\$509	\$392	\$1,000	\$4,922	\$7,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287	\$1,287		
Total Licenses	137,993	43,451	181,444	130,000	9,499	1,893	0	1,443	143,076	0	0	2,349	6,383	20,000	0	369	1,441	1,200	13,000	30,000	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	51,133	

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Business Information Group

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**MICROSOFT CORPORATION**  
 Pricing Comparison (Building Users)  
 Local Language Revenues  
 Prepared by: Michael Lovatelli

WIR WORD	FY94 Budget																							
	NORTH AMERICA		NORTHERN EUROPE			CENTRAL EUROPE			SOUTHERN EUROPE			APAC		F.E.										
	Canada	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Swiss	Cent. Euro.	France	Spain	Portugal	Italy	Belgium	Nether.	Sou. Euro.	Australia	Japan	Fa East		
Average Revenue per License	\$81	\$83	\$89	\$114	\$125	\$109	\$107	\$102	\$123	\$118	\$112	\$123	\$102	\$122	\$124	\$130	\$140	\$143	\$106	\$77	\$77	\$109	\$109	
Included from MSIS	1.00	1.02	1.00	1.19	1.41	1.54	1.31	1.36	1.51	1.45	1.43	1.33	1.26	2.12	1.23	1.60	1.73	0.91	0.94	0.94	0.94	0.94	1.35	
Revenue Mix:																								
Full Packaged Product (VUP)	84%	82%	78%	70%	70%	71%	67%	73%	79%	64%	81%	79%	78%	90%	91%	100%	74%	87%	81%	77%	77%	100%	100%	
Select (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	1%	0%	0%	23%	20%	20%	20%	20%	20%	20%	20%	21%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Select Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Maintenance	11%	7%	11%	6%	4%	4%	5%	2%	0%	0%	0%	0%	2%	2%	0%	0%	0%	13%	0%	0%	0%	0%	0%	
License Mix:																								
Full Packaged Product (VUP)	82%	80%	76%	70%	70%	68%	66%	69%	70%	55%	89%	73%	73%	82%	90%	100%	62%	69%	77%	67%	67%	100%	100%	
Select (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	3%	0%	0%	22%	20%	20%	20%	20%	20%	20%	21%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Select Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Maintenance	14%	19%	14%	6%	5%	5%	7%	2%	0%	0%	0%	2%	2%	0%	0%	0%	14%	31%	4%	0%	0%	0%	0%	
Revenue per License:																								
Full Packaged Product (VUP)	\$84	\$87	\$93	\$122	\$135	\$119	\$119	\$109	\$135	\$136	\$135	\$134	\$104	\$182	\$125	\$120	\$159	\$94	\$113	\$80	\$80	\$110	\$109	
Select (VUP)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Special Agreements (VUP)	\$1	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
License (VUP)	\$1	\$0	\$0	\$27	\$37	\$39	\$39	\$36	\$34	\$34	\$34	\$34	\$30	\$153	\$109	\$88	\$125	\$86	\$92	\$54	\$54	\$88	\$88	
Select Maintenance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Maintenance	\$61	\$44	\$43	\$37	\$37	\$35	\$30	\$29	\$28	\$28	\$28	\$28	\$26	\$64	\$48	\$48	\$40	\$40	\$36	\$36	\$36	\$48	\$48	
% of FPP Revenue/License	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Full Packaged Product (VUP)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Select (VUP)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Special Agreements (VUP)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
License (VUP)	\$1	\$0	\$0	\$27	\$37	\$39	\$39	\$36	\$34	\$34	\$34	\$34	\$30	\$153	\$109	\$88	\$125	\$86	\$92	\$54	\$54	\$88	\$88	
Select Maintenance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Maintenance	\$79	\$50	\$43	\$37	\$37	\$35	\$30	\$29	\$28	\$28	\$28	\$28	\$26	\$64	\$48	\$48	\$40	\$40	\$36	\$36	\$36	\$48	\$48	
Total Revenue (in thousands)	\$35,604	\$2,061	\$37,667	\$4,287	\$3,311	\$3,830	\$3,123	\$3,117	\$10,071	\$14,724	\$11,038	\$13,269	\$19,213	\$11,711	\$742	\$38	\$1,747	\$560	\$663	\$13,508	\$4,566	\$4,566	\$2,264	\$2,413
Total License	\$39,038	\$1,897	\$43,935	\$4,000	\$2,971	\$3,123	\$3,179	\$3,179	\$9,636	\$12,000	\$9,004	\$16,084	\$19,001	\$4,464	\$70	\$13,437	\$3,989	\$3,989	\$4,971	\$16,334	\$5,799	\$5,799	\$2,819	\$2,819

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**MICROSOFT CORPORATION**

Pricing Comparison (Existing Users)  
English Language Revenues  
Prepared by: Michael Lucarelli

	NORTH AMERICA		NORTH EUROPE		CENTRAL EUROPE		SOUTHERN EUROPE		AFAC		Region		Region													
	Canada	US	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Switz	Italy	Portugal	Spain	France	Belgium	Nether.	Scot. Euro.	Australia	APAC	Region	F.E.	Japan	Far East	
<b>WIN OFFICE LICENSE ORDER PTD</b>																										
Average Revenue per License	\$109	\$118	\$114	\$125	\$146	\$215	\$215	\$233	\$45	\$124	\$23	\$6	\$29	\$118	\$118	\$106	\$29	\$108	\$300	\$116	\$104	\$104	\$44	\$44	\$44	\$44
Increased From MSMS	1.00	0.79	0.78	0.84	1.00	1.44	0.83	0.83	0.30	0.84	0.18	0.04	0.61	0.79	0.71	0.79	0.19	0.73	0.78	0.78	0.70	0.70	0.70	0.70	0.70	0.70
Revenue Mix:																										
Full Packaged Product (VUP)	83%	61%	43%	8%	6%	6%	3%	0%	0%	7%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%																								



**HIGHLY CONFIDENTIAL**

**MICROSOFT CORPORATION**  
 Pricing Comparison (Existing Users)  
 English Language Revenues  
 Prepared by: Michael Lucarelli

YTD March, 1994	CENTRAL EUROPE										SOUTHERN EUROPE										AFAC		F.E.						
	Region					Region					Region					Region					Region		Region						
	US	Canada	North Am.	England	Sweden	Denmark	Norway	Finland	North Euro.	Germany	Austria	Spain	Cost Euro.	France	Spain	Portugal	Italy	Belgium	Netherl.	Sou. Euro.	Australia	APAC	Region	Japan	Region	F.E.	Region	Far East	
Average Revenue per License	1.29	1.83	1.30	1.81	1.40	1.43	1.48	1.29	1.41	1.28	1.45	1.49	1.42	1.48	1.20	1.26	1.28	1.28	1.25	1.25	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	
Inland from MSUS	1.00	1.30	1.00	1.30	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Revenue Mbr:	87%	84%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	87%	
Full Package Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Select (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Select Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License Mbr:	91%	90%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	
Full Package Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Select (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Select Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue per License:	1.18	1.56	1.18	1.56	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	1.18	
Full Package Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Select (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Select Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% of FPE Revenue/License:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full Package Product (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Select (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Select Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Revenue (in thousands)	\$22,615	\$1,200	\$22,615	\$1,200	\$22,615	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Total Licenses	598,330	24,152	598,330	24,152	598,330	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152	24,152

**MS 0170888**  
**CONFIDENTIAL**

**FL AG 0019561**  
**CONFIDENTIAL**

HIGHLY CONFIDENTIAL

MICROSOFT CORPORATION  
Pricing Comparison (Existing Users)  
English Language Revenues  
Prepared by: Michael Lucarelli

WIR OFFICE USE ONLY (FOI)	NORTH AMERICA										NORTHERN EUROPE										CENTRAL EUROPE										SOUTHERN EUROPE										APAC		Region																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
	Canada					North Am.					England					Sweden					Denmark					Norway					Finland					North Euro.					Germany					Austria					Italy					France					Spain					Portugal					Belgium					Netherl.					Switz.					Region																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
	US	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397	2398	2399	2400	2401	2402	2403	2404	2405	2406	2407	2408	2409	2410	2411	2412	2413	2414	2415	2416	2417	2418	2419	2420	2421	2422	2423	2424	2425	2426	2427	2428	2429	2430	2431	2432	2433	2434	2435	2436	2437	2438	2439	2440	2441	2442	2443	2444	2445	2446	2447	2448	2449	2450	2451	2452	2453	2454	2455	2456	2457	2458	2459	2460	2461	2462	2463	2464	2465	2466	2467	2468	2469	2470	2471	2472	2473	2474	2475	2476	2477	2478	2479	2480	2481	2482	2483	2484	2485	2486	2487	2488	2489	2490	2491	2492	2493	2494	2495	2496	2497	2498	2499	2500	2501	2502	2503	2504	2505	2506	2507	2508	2509	2510	2511	2512	2513	2514	2515	2516	2517	2518	2519	2520	2521	2522	2523	2524	2525	2526	2527	2528	2529	2530	2531	2532	2533	2534	2535	2536	2537	2538	2539	2540	2541	2542	2543	2544	2545	2546	2547	2548	2549	2550	2551	2552	2553	2554	2555	2556	2557	2558	2559	2560	2561	2562	2563	2564	2565	2566	2567	2568	2569	2570	2571	2572	2573	2574	2575	2576	2577	2578	2579	2580	2581	2582	2583	2584	2585	2586	2587	2588	2589	2590	2591	2592	2593	2594	2595	2596	2597	2598	2599	2600	2601	2602	2603	2604	2605	2606	2607	2608	2609	2610	2611	2612	2613	2614	2615	2616	2617	2618	2619	2620	2621	2622	2623	2624	2625	2626	2627	2628	2629	2630	2631	2632	2633	2634	2635	2636	2637	2638	2639	2640	2641	2642	2643	2644	2645	2646	2647	2648	2649	2650	2651	2652	2653	2654	2655	2656	2657	2658	2659	2660	2661	2662	2663	2664	2665	2666	2667	2668	2669	2670	2671	2672	2673	2674	2675	2676	2677	2678	2679	2680	2681	2682	2683	2684	2685	2686	2687	2688	2689	2690	2691	2692	2693	2694	2695	2696	2697	2698	2699	2700	2701	2702	2703	2704	2705	2706	2707	2708	2709	2710	2711	2712	2713	2714	2715	2716	2717	2718	2719	2720	2721	2722	2723	2724	2725	2726	2727	2728	2729	2730	2731	2732	2733	2734	2735	2736	2737	2738	2739	2740	2741	2742	2743	2744	2745	2746	2747	2748	2749	2750	2751	2752	2753	2754	2755	2756	2757	2758	2759	2760	2761	2762	2763	2764	2765	2766	2767	2768	2769	2770	2771	2772	2773	2774	2775	2776	2777	2778	2779	2780	2781	2782	2783	2784	2785	2786	2787	2788	2789	2790	2791	2792	2793	2794	2795	2796	2797	2798	2799	2800	2801	2802	2803	2804	2805	2806	2807	2808	2809	2810	2811	2812	2813	2814	2815	2816	2817	2818	2819	2820	2821	2822	2823	2824	2825	2826	2827	2828	2829	2830	2831	2832	2833	2834	2835	2836	2837	2838	2839	2840	2841	2842	2843	2844	2845	2846	2847	2848	2849	2850	2851	2852	2853	2854	2855	2856	2857	2858	2859	2860	2861	2862	2863	2864	2865	2866	2867	2868	2869	2870	2871	2872	2873	2874	2875	2876	2877	2878	2879	2880	2881	2882	2883	2884	2885	2886	2887	2888	2889	2890	2891	2892	2893	2894	2895	2896	2897	2898	2899	2900	2901	2902	2903	2904	2905	2906	2907	2908	2909	2910	2911	2912	2913	2914	2915	2916	2917	2918	2919	2920	2921	2922	2923	2924	2925	2926	2927	2928	2929	2930	2931	2932	2933	2934	2935	2936	2937	2938	2939	2940	2941	2942	2943	2944	2945	2946	2947	2948	2949	2950	2951	2952	2953	2954	2955	2956	2957	2958	2959	2960	2961	2962	2963	2964	2965	2966	2967	2968	2969	2970	2971	2972	2973	2974	2975	2976	2977	2978	2979	2980	2981	2982	2983	2984	2985	2986	2987	2988	2989	2990	2991	2992	2993	2994	2995	2996	2997	2998	2999	3000	3001	3002	3003	3004	3005	3006	3007	3008	3009	3010	3011	3012	3013	3014	3015	3016	3017	3018	3019	3020	3021	3022	3023	3024	3025	3026	3027	3028	3029	3030	3031	3032	3033	3034	3035	3036	3037	3038	3039	3040	3041	3042	3043	3044	3045	3046	3047	3048	3049	3050	3051	3052	3053	3054	3055	3056	3057	3058	3059	3060	3061	3062	3063	3064	3065	3066	3067	3068	3069	3070	3071	3072	3073	3074	3075	3076	3077	3078	3079	3080	3081	3082	3083	3084	3085	3086	3087	3088	3089	3090	3091	3092	3093	3094	3095	3096	3097	3098	3099	3100	3101	3102	3103	3104	3105	3106	3107	3108	3109	3110	3111	3112	3113	3114	3115	3116	3117	3118	3119	3120	3121	3122	3123	3124	3125	3126	3127	3128	3129	3130	3131	3132	3133	3134	3135	3136	3137	3138	3139	3140	3141	3142	3143	3144	3145	3146	3147	3148	3149	3150	3151	3152	3153	3154	3155	3156	3157	3158	3159	3160	3161	3162	3163	3164	3165	3166	3167	3168	3169	3170	3171	3172	3173

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**MICROSOFT CORPORATION**  
Pricing Comparison (Editing Users)  
English Language Revenues  
Prepared by: Michael Lucarelli

	FY98 Budget										Region		Region		Region		Region		Region							
	NORTH AMERICA		NORTHERN EUROPE		CENTRAL EUROPE		SOUTHERN EUROPE		AFAPAC		F.E.		APAC		APAC		APAC		APAC							
	US	Canada	North Am.	England	Sweden	Denmark	Norway	Finland	North Den.	Germany	Austria	Switz.	Cost. Euro.	France	Spain	Portugal	Iuly	Belgium	Nether.	Ser. Euro.	APAC	Region	F.E.	Region	Japan	Pr. Euro.
<b>TOTAL</b>	341	383	381	349	314	325	309	308	391	323	30	113	50	313	139	106	107	274	393	377	378	378	378	378	378	378
Average Revenue per License	1.00	1.02	1.00	1.10	1.41	1.54	1.34	1.33	1.13	1.31	0.00	1.83	0.00	1.37	1.39	1.31	1.32	0.91	1.17	0.84	0.84	0.84	0.84	0.84	0.84	0.84
Induced from MSUS																										
<b>Revenue Mix:</b>																										
Full Package Product (VUP)	50%	55%	57%	70%	70%	70%	70%	67%	70%	70%	0%	93%	0%	0%	0%	100%	74%	87%	87%	77%	77%	77%	77%	77%	77%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	
Support Maintenance	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	
<b>License Mix:</b>																										
Full Package Product (VUP)	83%	90%	83%	70%	70%	63%	63%	63%	70%	70%	0%	89%	0%	0%	0%	100%	63%	60%	60%	67%	67%	67%	67%	67%	67%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	7%	0%	7%	7%	7%	30%	30%	30%	30%	30%	0%	11%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Support Maintenance	11%	10%	10%	10%	10%	7%	7%	7%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
<b>Revenue per License:</b>																										
Full Package Product (VUP)	34	37	35	35	122	114	119	111	37	135	0	135	0	110	143	108	121	34	107	107	107	107	107	107	107	
Special Agreements (VUP)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
License (VUP)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Support Maintenance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>% of FY98 Revenue/License:</b>																										
Full Package Product (VUP)	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	0%	100%	0%	0%	0%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Special Agreements (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
License (VUP)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
Support Maintenance	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
<b>Total Revenue (in thousands)</b>	33,606	37,667	37,667	34,387	31,74	33,03	31,36	33,6	34,737	34,13	0	33,3	0	31,082	30	33	34,3	32,99	31,050	34,566	34,703	30	31,88	30	31,88	
<b>Total Licensee</b>	439,078	34,897	443,973	48,800	1,533	825	1,334	320	32,134	3,804	0	2,441	0	9,390	0	40	880	4,079	11,023	85,799	86,399	0	2,307	0	2,307	

Because Information Changes

**MS 0170890  
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