

From: Sent:

Tim McGrath (OEM)

Ta:

Friday, February 12, 1999 8:49 AM Ralph Huskey (LCA); Michael Dwan

Cc:

Steven Roseta; Pete Peter; Chris Koa (LCA); Tim McGrath (OEM)

Subject: RE: IMG PGL: August 98

Updated Fine Artist name on PGL. Removed all the duplicates Raiph listed from C6 and kept them on C1. Combined our remaining lists of discrepancies.



So between Ralph's scrub and mine we have the 2 lists. We need the product groups help on how to proceed. I'll put possible actions at titles.

Titles on Exhibit but not on PGL: (Leave on C1, Move to C6, Remove altogether)???

Microsoft AutoRoute Express Europe 2000

Microsoft AutoRoute Express Great Britain 2000

Microsoft Encarta 98 Encyclopedia (International version)
Microsoft Encarta 98 Encyclopedia (Single-Disc Edition - No. America version) - (which is on C6 so may not matter)
Microsoft The Puzzle Collection Version 1.0 (but Microsoft Entertainment Pack The Puzzle Collection V1.0 is listed on

PGL), so maybe this Product #11989 should be dropped??

Microsoft® Encarta® 99 Deluxe (DVD Edition)

Microsoft® Home Essentials® 98 (NORTH AMERICA ONLY VERSION) ( FOR CANADA) Note: Special export provisions apply. See Additional Provisions.

Microsoft® Home Essentials® 98 (NORTH AMERICA ONLY VERSION) Note: Special export provisions apply. See Additional Provisions.

Microsoft® Money 99 Basic (FOR CANADA)

Microsoft® Money 99 Basic (International English Version)
Microsoft® Works Suite 99 (FOR CANADA)
Microsoft® Works Suite 99 (FOR CANADA)
Microsoft® Works Suite 99 (NORTH AMERICA ONLY VERSION) Note: Special export provisions apply. See Additional

**Provisions** 

Microsoft® Works Suite 99 (International English Version)

Titles not on exhibit: (Add to C1, No activity)???
Baseball 3D (Avail. for PC Peripheral Bundles Only!)
Bookshelf® 98 for the Macintosh®

Close Combat (v2.0) - A Bridge Too Far (MAC)

Encarta 98 Encyclopedia Deluxe (Macintosh only)

Encarta World Atlas 1998

Er.carta® 98 Encyclopedia Concise Edition (Spanish)

Explorapedia: World of Nature 1.2 - I believe this one should be 1.0 and a note could be added to say 'Product is now version 1.2',

Fighter Ace & Zone internet property w/play time (US Only)
My Personal Tutor Preschool-2nd Grade Series & Creative Writer DVD

Works 95 v4.5 - I believe this one should be 4.0 and a note could be added to say 'Product is now a version 4.5'

From

Sent: To:

Subject:

Steven Roseta: Pete Peter; Chris Koa (LCA) RE: IMG PGL: August 98

Tim, my list doesn't totally compare with yours. Please see my comments below re Fine Artist 1.0, and additionally:

Titles on Exhibit but not on PGL:

Microsoft AutoRoute Express Europe 2000

Microsoft AutoRoute Express Great Britain 2000

Microsoft Encarta 98 Encyclopedia (International version)

Microsoft Encarta 98 Encyclopedia (Single-Disc Edition - No. America version)

Microsoft The Puzzle Collection Version 1.0 (but Microsoft Entertainment Pack The Puzzle Collection V1.0 is listed on

PGL), so maybe this Product #11989 should be dropped??

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# There are several products listed on both Exhibit C1 & C6:

Microsoft Return of Arcade V1.0 [Tim McGrath (OEM)] removed from C6 Microsoft Revenge of Arcade V1.0 [Tim McGrath (OEM)] removed from C6 Microsoft Soccer V1.0 [Tim McGrath (OEM)] removed from C6 Microsoft Space Simulator V1.0 [Tim McGrath (OEM)] removed from C6 Reader's Digest: Home Repair V1.0 [Tim McGrath (OEM)] removed from C6

From: Sent:

To:

Subject: RE: IMG PGL: August 98

Did you get a chance to review my PGL changes? If they look good, we can begin working on fixing the titles not on exhibit and titles not on pgl issues detailed below.

<< File: IMG to change.xls >>

-Original Messag

From: Tim McGrath (OEM)

Tuesday, February 09, 1999 8:16 AM
To: Michael Dwan; Chris Koa (LCA); Ralph Huskey (LCA)
Cc: Steven Roseta; Tim McGrath (OEM); Pele Peler
Subject: RE: IMG PGL: August 98

I copied the current IMG PGL data into another workbook instead of waiting any longer for a clean PGL. Still some titles either I, or you don't have, their rows are highlighted in yellow. The ones missing from the PGL primarily are the high encryption. Loose like you've got them all generically listed under EN. They should prob. be added so the PGL and License are applies comparisons. I removed the 'availability' columns and added a line in the release notes at the bottom. << File: IMG to change.xls >>

Summary of differences as follows:

Titles not on exhibit:

Baseball 3D (Avail. for PC Peripheral Bundles Only!)
Bookshelf® 98 for the Macintosh®

Close Combat (v2.0) - A Bridge Too Far (MAC)

Encarta 98 Encyclopedia Deluxe (Macintosh only)

Encarta World Átlas 1998

Encarta® 98 Encyclopedia Concise Edition (Spanish)

Explorapedia: World of Nature 1.2 - I believe this one should be 1.0 and a note could be added to say

Product is now version 1.2'.

Fighter Ace & Zone internet property w/play time (US Only)

My Personal Tutor Preschool-2nd Grade Series & Creative Writer DVD

Works 95 v4.5 - I believe this one should be 4.0 and a note could be added to say 'Product is now a version 4.5'

Titles not on PGL:

Microsoft® Encarta® 99 Deluxe (DVD Edition)
Microsoft® Home Essentials® 98 (NORTH AMERICA ONLY VERSION) (FOR CANADA) Note: Special export provisions apply. See Additional Provisions.
Microsoft® Home Essentials® 98 (NORTH AMERICA ONLY VERSION) Note: Special export provisions

apply. See Additional Provisions

apply. See Additional Provisions.

Microsoft® Money 99 Basic (FOR CANADA)

Microsoft® Money 99 Basic (International English Version)

Microsoft® Works Suite 99 (FOR CANADA)

Microsoft® Works Suite 99 (NORTH AMERICA ONLY VERSION) Note: Special export provisions apply. See

Microsoft® Works Suite 99 (International English Version)

Titles I didn't update because they are moving off PGL per Michael: Money 98 (v6) (Contains Encryption For use in North America Only)

Money 98 (v6) (International localized editions including Canadian)

-Original M

From: Sent:

To:

age——
Tim McGrath (OEM)
Monday, February 08, 1999 9:19 AM
Michael Dwarr, Chris Koa (LCA); Raiph Huskey (LCA)
Steven Rosets: Tim McGrath (OEM)
FW: IMG PGL: August 98

OK, I've cut and pasted names onto the xis until my cut & paster is sore. I've removed the 2 availability columns, and added a text line at the bottom with the http site where the OEM Product Ops group maintains their release schedules.

As this one is a little old I've struck through what I think are the products that are no longer available. These rows should be deleted.

The highlighted rows mean I can't find them on the current license exhibits, or I found them on the exhibits, but the names don't match, or I have something on the exhibit that wasn't on the PGL (these I added the names, but no other data in the row).

I think we're 85% good. I'd like to publish the apps license now and then fix the remainder the next round.

Thoughts?

<< File: 7-98 IMG OEM PGL1.xls >>

-Original Me

From: Michael Dwan

Sent: To: Cc:

Thursday, February 04, 1999 8:10 PM Chris Koe (LCA); Tim McGrath (DEM); Raigh Huskey (LCA)

Subject: FW: IMG PGL: August 96

Find the attached PGLs .xls at the end of this mail ... the additional string is background data for Tim.

Since the attached PGL we have also deleted additional items in line with the termination of third party licenses. These are:

- Nickelodeon 3D Movie Maker, termination of third party license.
- Rabbit Ears: PJ's Reading Adventures; termination of third party license.
- Rabbit Ears: Leopard v1.x; termination of third party license.
- OutWars; only one OEM deal to date w/w which is set to end January. SKU has java issue but will not be re-released.
- Oceans and Dangerous Creatures were also removed due to termination of third party license.

On all of the above ... we will allow existing licenses to ship through to expiration but no new licenses should be created.

Additionally we have agreed a new PGL pre publication review process.

-Original Message

From Michael Dwan

Micrael Lwan Thursday, September 03, 1998 9:41 PM Pete Peter Steven Roseta: Kuri Kolb RE: IMG PGL: August 98 Sent:

To:

Subject:

Thanks Pete. I have answered you questions below. I'm available to discuss in person if you require additional info or clarification..

-Original Message

From: Pete Peter

Sent:

Pete Peter Wednesday, August 26, 1998 3:41 PM Michael Dwan; Kurt Kotb Staven Roseta RE: IMG PGL: August 98 To:

Subject:

## My comments:

1) Fighter Ace & Zone internet property with playtime you state [below] requires 200K and up to license but the PGL has entries in the 100K and up columns. We still need to review and approve the licensing exhibit for this when it's ready. During review let's think now about what other items are going to get dragged down into the space that subsidizes low margin PCs and whether it makes sense to do it. [Michael Dwan] Yes you are correct pls delete the 100k entry and we will restrict this to over 200k volumes. I had worked with SallyN on the exhibit before my vacation so let me know if more work needed to finalize. The other online property is Encarta online but I did not add this to the PGL at this time as I don't want to popularize it beyond PB/NEC until we learn from our experience there.

2) Money 99 reduced footprint I don't see a footnote requirement for recovery CD option. Since the CD is absent there should be a requirement for this to be present on the recovery CD. [Michael Dwan] Good point we should add this requirement do you want me to cover with SallyN in the APs and a foot note in the PGL also?

3) All items with DVD media should require a backup media be shipped. I don't think we have resolved completely the issue of DVD as a recovery media type and the implications of having titles live on a DVD recovery media when they are [possibly] engineered to be present in the drive in order to execute.

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[Michael Dwan] For the DVDs offered by IMG on the PGL these will only be available to OEM with the DVD ... so recovery media is present.

4) The issue you state below of equating Works royalty with the Encarta royalty seems to suggest we need to raise the Works royalty. Kurt needs to comment on the history you mention.

[Michael Dwan] We can approach this is two ways either increase the price of Encarta or decrease Works either way we believe they should align at higher volumes and this is what we discussed with Kurt previously.

5) Will you write a summary of the changes that merit highlighting so they can accompany the announcement of the latest PGL

[Michael Dwan] Here is the mail I sent earlier for the announcement ... is this OK?

From: Sent: To:

Steven Rosets; Michael Dwan; Pete Peter IMG PGL: August 98

Cc: Subject: Importance:

Kurt, here is a copy a new revised IMG PGL for your approval. Hopefully we can get this published by September 1st. Thanks, M.

As an audit trail (we learned from your advice last year!) PGL entries are color coded as follows: Red = Revised Blue = New Black = Unchanged Strikethrough = Deleted

We also left a codes in the left column to assist your sort of the color codes (Unchanged, Revised, Deleted, New).

Formatting: we have inserted an additional column for OEM release date and we have added additional information on NT compatibility to the platform column as we were receiving many queries from SEs and AMs. We also request that our new easy to read header formats are retained for publication.

### Notable changes:

- Additions of Graphics category to IMG (previously DAD owned): Picture It!, Greetings
- Encarta Encyclopedia: substantially reduced royalties at 25k and 10k volumes, this is good for international in particular.
- Greetings & Picture It!: substantial royalty reductions and added UK English edition. Picture It! Express is also now available.
- Games: Price reductions on Age of Empires, CART, Monster Truck 1.
- **New Products:** 
  - Games: Combat Flight Sim, MotoCross Madness 3D, Urban Assault, OutWars, Close Combat 3, Pinball Arcade, Revenge of Arcade
  - Mapping: MapPoint.
  - Personal Finance: TaxSaver
  - Reference: Encarta Africanna
  - DreamWorks: Small Soldiers: Squad Commander (an OEM exclusive!)
  - Kids: My Personal Tutor 1st & 2nd grade
  - Graphics: Home Publishing.
- New Versions: Auto Route Express, Money, Encarta Virtual Globe/World Atlas, Bookshelf, Golf, Monster Truck Madness, Greetings, Picture It, Expedia Streets and Trips 2000.
- Internet Properties: Fighter Ace and Zone clients with Free time (only offered at 200k units and up).
- DVD skus for OEM: Graphics Studio Home Publishing, Kids super combo, Close Combat 1-3 Series,
- International: reduced pricing of Japanese language tiles, they are now in line with other international
- Deletions: Flight Sim v6.0, Golf 2.0 and 3.0, Kids Plus Pack, My Personal Tutor Pre School to First Grade, AutoMap Streets & Trip Planner v5.0, AutoRoute Express Europe & GB v5.0, Encarte World Atlas v3.0.

## issues for discussion:

Encarta: in preparing this PGL we reviewed the DAD PGL and found that Works is priced

MS-PCA 2597504 HIGHLY CONFIDENTIAL above Encarts at the 50k -500k volumes. As you recall we previously agreed to align Encarts and Works pricing at these volumes. However we heard from Edmoc that you'd approved his new increased price PGL for Works. We suggest aligning the Works pricing with our Encarts price at these levels.

Attached Current and New IMG PGLs. OLD NEW

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