

From: Kristy Burney (Microsoft Licensing, Inc.)
Sent: Thursday, August 10, 2000 4:35 PM
To: Dawn Darby (LCA)
Subject: FW: sep cpl.xls

Hi Dawn

The changes that you highlight in purple are the upgrade advantage changes that you wanted made....I am attaching the mail from last month where you indicate which UpgAdv skus to adjust...



CanadaGvtUpAdv.xls

The skus in yellow...not sure how the \$1 diff was generated. I'll research more.

Yes. I have net meeting installed. How about give me a call tomorrow at 8:30am my time. I will make sure I'm at my desk.

If that time does not work for you, you just let me know another time. I'm pretty free all day.

Thanks,
Kristy

—Original Message—

From: Dawn Darby (LCA)
Sent: Thursday, August 10, 2000 1:01 PM
To: Kristy Burney (Microsoft Licensing, Inc.)
Subject: sep cpl.xls

Kristy, Do you have net meeting installed on your machine, and if so - do you have any time for me tomorrow?

I need to send my ammendments off to the customer for their approval, and am confused as to why we are not in sync.

yellow - why?
purple - why?

Thanks,



sep cpl.xls

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From: Dawn Darby
Sent: Monday, June 26, 2000 1:04 PM
To: Kristy Burney (Microsoft Licensing, Inc.)
Cc: Scott Meddaugh (Microsoft Licensing, Inc.); Brandon Jo (Microsoft Licensing, Inc.)
Subject: CanadaGvtUppAdv.xls



CanadaGvtUppAdv.xls

As per my voicemail. I think from now on the U/A rule should be 73% of the 2 year and when it is outrageous. we can use the VUP price to override.

I don't have a problem with most of these. I have highlighted problems in green, and asked you to set them with comments.

I believe we don't have a problem with most of these cause Bella used the 73% of the 2 year rule when corp set the price.

Are you okay with this???

Thanks,

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Part Number	Product Name	US Base Price	Reseller Net Price	73% of US Base	NEW ERP	Current App B-ERP VUP	DELTA	Changes
077-00562	Access Win32 English UpgAdv MVL	117.71	92.64	85.93	97.00	104	102	
377-00316	BackOffice CAL English UpgAdv MVL	103.00	63.84	75.19	.05 00	72	88	
321-00228	BackOffice Svr English UpgAdv MVL	1128.06	535.16	823.40	923.00	589	821	
065-00646	Excel Mac English UpgAdv MVL	132.66	110.40	96.84	109.00	124	121	
065-00843	Excel Win32 English UpgAdv MVL	117.71	92.64	85.93	97.00	104	102	
381-00235	Exchange CAL English UpgAdv MVL	51.73	17.72	37.78	.03 00	20	33	pls use VUP \$
D97-00083	Exchange Conferencing Svr English UpgAdv MVL	3073.88	2842.46	2243.94	2514.00	0		use 73% of 2 year
312-00195	Exchange Svr English UpgAdv MVL	537.29	170.26	382.22	440.00	191		pls use VUP \$
395-00372	Exchange Svr Ent English UpgAdv MVL	3073.88	682.72	2243.94	2514.00	785	1867	pls use VUP \$
392-00247	FrontPage Mac English UpgAdv MVL	76.72	51.76	56.01	63.00	58		
392-00159	FrontPage Win32 English UpgAdv MVL	76.72	51.76	56.01	63.00	58	49	
549-00158	Office Dev Win32 English UpgAdv MVL	759.16	456.08	354.19	621.00	511	585	
021-00984	Office Mac English UpgAdv MVL	355.00	221.40	259.15	291.00	248	274	
A96-00282	Office Prem Win32 English UpgAdv MVL	543.01	392.08	388.40	444.00	439	380	
268-00752	Office Pro Win32 English UpgAdv MVL	321.95	195.52	235.02	264.00	219		
021-00996	Office Win32 English UpgAdv MVL	269.05	164.28	196.41	220.00	184	0	
543-00120	Outlook Win32 English UpgAdv MVL	37.13	25.06	27.11	31.00	29		
A31-00575	PhotoDraw Win32 English UpgAdv MVL	58.15	53.78	42.45	48.00	61	42	
079-00401	PowerPoint Mac English UpgAdv MVL	132.66	110.40	96.84	109.00	124	121	
079-00393	PowerPoint Win32 English UpgAdv MVL	117.71	79.44	85.93	97.00	89	86	
076-00308	Project Win32 English UpgAdv MVL	243.13	178.48	177.48	189.00	0	174	pls use 73% of 2 year
621-00102	Proxy Server English UpgAdv MVL	634.79	428.48	463.40	520.00	480	0	
164-00244	Publisher Win32 English UpgAdv MVL	65.51	46.76	47.82	54.00	52	52	
519-00086	Services for NetWare English UpgAdv MVL	56.40	38.06	41.17	47.00	43	0	
A18-00078	Site Svr CAL English UpgAdv MVL	28.03	19.76	20.46	23.00	22	0	
770-00037	Site Svr Commerce English UpgAdv MVL	2224.82	1501.82	1624.12	1820.00	1662	1509	
771-00028	Site Svr English UpgAdv MVL	633.83	101.38	462.70	519.00	114	430	
356-00037	SNA CAL English UpgAdv MVL	34.66	23.40	25.32	29.00	26	0	
211-00072	SNA Svr English UpgAdv MVL	588.55	397.28	429.64	482.00	445	340	
357-00042	SNA Win32 English UpgAdv MVL	148.89	100.48	108.69	122.00	113	0	
359-00133	SQL CAL English UpgAdv MVL	53.95	36.40	39.38	45.00	41	0	
610-00048	SQL Svr Enterprise Edin English UpgAdv MVL	4285.36	2147.04	3113.71	3408.00	2405	1671	
228-00215	SQL Svr Standard Edin English UpgAdv MVL	357.68	241.44	201.11	293.00	270	0	
651-00023	Svcs for Unix English UpgAdv MVL	90.97	61.38	66.41	75.00	69	42	
355-00168	Sys Mgmt CAL English UpgAdv MVL	32.00	21.58	23.36	27.00	24		
271-00260	Sys Mgmt Svr English UpgAdv MVL	379.64	256.28	277.14	311.00	287		
361-00161	VB Ent Win32 English UpgAdv MVL	959.90	683.76	700.73	765.00	766	752	
203-00195	VB Pro Win32 English UpgAdv MVL	263.68	187.36	192.49	216.00	210	207	
046-00260	VB Std Win32 English UpgAdv MVL Lrng	55.63	46.76	47.91	54.00	52	52	

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562-00085	VC++ Entl Win32 English UpgAdv MVL	959.90	683.76	700.73	785.00	766	752		
048-0005u	VC++ Pro Win32 English UpgAdv MVL	263.68	107.36	192.49	216.00	210	207		
340-00394	VforPro Pro Win32 English UpgAdv MVL	263.68	187.36	192.49	216.00	210	207		
547-00089	VlnerDev Win32 English UpgAdv MVL	263.68	187.36	192.49	216.00	210	207		
D89-00094	Visio Entl Win32 English UpgAdv MVL	615.18	415.26	449.00	503.00	466	438		
D87-00115	Visio Pro Win32 English UpgAdv MVL	217.90	141.06	159.07	179.00	158	156		
D86-00184	Visio Std Win32 English UpgAdv MVL	105.10	68.74	76.72	86.00	77	75		
561-00049	Visio Tech Win32 English UpgAdv MVL	217.90	147.10	159.07	179.00	165	156		
580-00144	VJ++ Pro Win32 English UpgAdv MVL	116.78	84.36	85.25	96.00	94	92		
324-00176	VJ++ Std Win32 English UpgAdv MVL	65.63	40.76	47.91	54.00	52	52		
626-00048	VSourceSafe Win32 English UpgAdv MVL	263.68	187.36	192.49	216.00	210	207		
659-00050	VStudio Entl Edin Win32 English UpgAdv MVL	1371.88	976.80	1001.46	1122.00	1094	1074		
207-00280	VStudio Pro Win32 English UpgAdv MVL	528.76	376.80	386.00	433.00	422	414		
C10-00351	Win for Win32s English UpgAdv MVL	155.90	105.22	113.80	128.00	118	32		
C78-00116	Windows Advanced Svr EnglishMultiLang UpgAdv MVL	2176.24	1020.90	1588.05	1780.00	1144	1120		
362-00367	Windows CAL English UpgAdv MVL	23.12	10.78	16.88	19.00	13			pls use 73% of 2 yr
C80-00003	Windows English UpgAdv MVL	155.90	105.22	113.80	128.00	118			
823-00448	Windows Internet Conn English UpgAdv MVL	2848.17	1026.82	2078.16	2328.00	1151	0		pls use 73% of 2 yr
C11-00609	Windows Pro EnglishMultiLang UpgAdv MVL	222.11	130.08	162.14	182.00	146	143		
C79-00122	Windows Svr EnglishMultiLang UpgAdv MVL	669.83	314.14	488.97	548.00	352	345		
C81-00002	Windows Trmnl Svcs CAL English UpgAdv MVL	62.36	42.10	45.52	51.00	48	0		pls use 73% of 2 yr
A02-00040	WinNT Svr Trmnl CAL English UpgAdv MVL	7807.41	5270.28	5698.41	6384.00	5903	0		pls use 73% of 2 yr
059-00742	Word Mac English UpgAdv MVL	64.81	43.74	47.31	53.00	49	0		pls use 73% of 2 yr
058-00740	Word Mac English UpgAdv MVL	132.66	110.40	96.04	109.00	124	121		
	Word Win32 English UpgAdv MVL	117.71	73.40	85.93	97.00	82	81		

SEPTEMBER Add, Changes, Deletes

Add	C10-00695	Windows Advanced Svr 2000 English/MultiLang LUP MVL	Windows 2000 Advanced Server	2000	Language Upgrade	English/MultiLang	Win NT	09/01/2000	411
Add	C11-01209	Windows Svr 2000 English/MultiLang LUP MVL	Windows 2000 Server	2000	Language Upgrade	English/MultiLang	Win NT	09/01/2000	126
Add	B23-01628	Windows Pro 2000 English/MultiLang LUP MVL	Windows 2000 Professional	2000	Language Upgrade	English/MultiLang	Win NT	09/01/2000	44

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321-08729	BookOffice Sur 4.3 English PUP MVA	08/01/2000	1200.75		1377
321-08729	BookOffice Sur English Uppah MVA	08/01/2000	135.10		588
301-01445	Exchange CAL 2000 English MVA	08/01/2000	57.62		84
301-00933	Exchange CAL 2000 English CLP MVA	08/01/2000	45.87		32
301-00933	Exchange CAL 5.5 English CLP MVA, Add/Compu Prod	08/01/2000	38		34
301-00933	Exchange CAL 5.5 English MVA	08/01/2000	44.43		36
301-00933	Exchange CAL English Uppah MVA	08/01/2000	17.72	11.72	33
087-00093	Exchange Conferencing Sur 2000 English MVA	08/01/2000	3383.1		3801
087-00093	Exchange Conferencing Sur English Uppah MVA	08/01/2000	2243.86	348.52	2514
308-01743	Exchange Sur Est 2000 English MVA	08/01/2000	3283.1		3801
308-01743	Exchange Sur Est 2000 English CLP MVA	08/01/2000	2714.47		3801
308-01743	Exchange Sur Est 2000 English PUP MVA, Add/Compu Prod	08/01/2000	2714.47		3801
308-01743	Exchange Sur Est 5.5 English MVA	08/01/2000	758.84		1801
308-01743	Exchange Sur Est 5.5 English PUP MVA, Add/Compu Prod	08/01/2000	1250.00		1601
308-01743	Exchange Sur Est English Uppah MVA	08/01/2000	702.00		1801
312-01801	Exchange Sur 2000 English Uppah MVA	08/01/2000	842.72	1000.00	804.24
312-01801	Exchange Sur 2000 English CLP MVA	08/01/2000	343.87		1867
312-01801	Exchange Sur 5.5 English CLP MVA, Add/Compu Prod	08/01/2000	474.28		885
312-01801	Exchange Sur 5.5 English MVA	11/01/2000	310.8		332
312-01801	Exchange Sur English Uppah MVA	11/01/2000	388.81		355
312-01801	Exchange Sur English Uppah MVA	08/01/2000	301.00	121.7	427
021-00181	Proxy Server 2.0 English MVA	08/01/2000	88.13		75
021-00181	Proxy Server English Uppah MVA	11/01/2000	680.74		650
021-00181	Proxy Server English Uppah MVA	08/01/2000	420.48		440
021-00181	Proxy Server English Uppah MVA	08/01/2000	80.25		100
021-00181	Proxy Server English Uppah MVA	08/01/2000	30.88		43
021-00181	Proxy Server English Uppah MVA	08/01/2000	30.82		43
021-00181	Proxy Server English Uppah MVA	08/01/2000	84.36		100
021-00181	Proxy Server English Uppah MVA	08/01/2000	81.38		90
021-00181	Proxy Server English Uppah MVA	08/01/2000	136.82		125
021-00181	Proxy Server English Uppah MVA	08/01/2000	462.7	301.32	570
021-00181	Proxy Server English Uppah MVA	08/01/2000	1800.20		2200
021-00181	Proxy Server English Uppah MVA	08/01/2000	2120.83		2500
021-00181	Proxy Server English Uppah MVA	08/01/2000	1801.82		1800
021-00181	Proxy Server English Uppah MVA	11/01/2000	23.77		27
021-00181	Proxy Server English Uppah MVA	08/01/2000	18.76		22
021-00181	Proxy Server English Uppah MVA	11/01/2000	2125.12		2300
021-00181	Proxy Server English Uppah MVA	08/01/2000	37.77		42
021-00181	Proxy Server English Uppah MVA	11/01/2000	23.4		27
021-00181	Proxy Server English Uppah MVA	11/01/2000	207.83		400
021-00181	Proxy Server English Uppah MVA	08/01/2000	817.85		852
021-00181	Proxy Server English Uppah MVA	08/01/2000	307.25		445
021-00181	Proxy Server English Uppah MVA	08/01/2000	138.52		174
021-00181	Proxy Server English Uppah MVA	08/01/2000	100.48		113
021-00181	Proxy Server English Uppah MVA	11/01/2000	101.50		113
021-00181	Proxy Server English Uppah MVA	08/01/2000	35.4		41
021-00181	Proxy Server English Uppah MVA	11/01/2000	3430.60		3400
021-00181	Proxy Server English Uppah MVA	08/01/2000	2480.18		2751
021-00181	Proxy Server English Uppah MVA	08/01/2000	2147.84		2406
021-00181	Proxy Server English Uppah MVA	08/01/2000	2128.12		2300
021-00181	Proxy Server English Uppah MVA	08/01/2000	1002.37		1100
021-00181	Proxy Server English Uppah MVA	11/01/2000	307.85		360
021-00181	Proxy Server English Uppah MVA	08/01/2000	261.48		270
021-00181	Proxy Server English Uppah MVA	11/01/2000	34.00		39
021-00181	Proxy Server English Uppah MVA	08/01/2000	21.38		24
021-00181	Proxy Server English Uppah MVA	11/01/2000	300.14		330
021-00181	Proxy Server English Uppah MVA	08/01/2000	236.20		267
021-00181	Proxy Server English Uppah MVA	08/01/2000	2001.8		2007
021-00181	Proxy Server English Uppah MVA	08/01/2000	1700.00		2013
021-00181	Proxy Server English Uppah MVA	08/01/2000	308.57		411
021-00181	Proxy Server English Uppah MVA	08/01/2000	1820.0		1744
021-00181	Proxy Server English Uppah MVA	08/01/2000	10.70		13
021-00181	Proxy Server English Uppah MVA	08/01/2000	16.88	0.1	19
021-00181	Proxy Server English Uppah MVA	08/01/2000	1570.23		1538
021-00181	Proxy Server English Uppah MVA	08/01/2000	1420.82	2079.16	1052.34
021-00181	Proxy Server English Uppah MVA	08/01/2000	820.31		764
021-00181	Proxy Server English Uppah MVA	08/01/2000	314.15		352
021-00181	Proxy Server English Uppah MVA	08/01/2000	112.4		120
021-00181	Proxy Server English Uppah MVA	08/01/2000	314.14		342
021-00181	Proxy Server English Uppah MVA	08/01/2000	20.32		23
021-00181	Proxy Server English Uppah MVA	08/01/2000	25.48		28
021-00181	Proxy Server English Uppah MVA	08/01/2000	48.52		51
021-00181	Proxy Server English Uppah MVA	08/01/2000	728.74	3.42	820
021-00181	Proxy Server English Uppah MVA	08/01/2000	1809.4	420.12	2000
021-00181	Proxy Server English Uppah MVA	08/01/2000	3270.20		3300
021-00181	Proxy Server English Uppah MVA	08/01/2000	1840.65		1842
021-00181	Proxy Server English Uppah MVA	11/01/2000	13.87		15
021-00181	Proxy Server English Uppah MVA	08/01/2000	80.70		80
021-00181	Proxy Server English Uppah MVA	11/01/2000	201.00		201
021-00181	Proxy Server English Uppah MVA	08/01/2000	2010.50		2000
021-00181	Proxy Server English Uppah MVA	08/01/2000	1533.13		1577
021-00181	Proxy Server English Uppah MVA	11/01/2000	510.80		570
021-00181	Proxy Server English Uppah MVA	11/01/2000	250.84		290
021-00181	Proxy Server English Uppah MVA	11/01/2000	80.81		90
021-00181	Proxy Server English Uppah MVA	11/01/2000	30.32		30
021-00181	Proxy Server English Uppah MVA	08/01/2000	43.74		48
021-00181	Proxy Server English Uppah MVA	11/01/2000	13.72		15
021-00181	Proxy Server English Uppah MVA	11/01/2000	22.22		24
021-00181	Proxy Server English Uppah MVA	08/01/2000	7.76		8
021-00181	Proxy Server English Uppah MVA	08/01/2000	30.20		30
021-00181	Proxy Server English Uppah MVA	08/01/2000	103.10		110
021-00181	Proxy Server English Uppah MVA	08/01/2000	25.22		28
021-00181	Proxy Server English Uppah MVA	08/01/2000	80.88		85
021-00181	Proxy Server English Uppah MVA	08/01/2000	14.20	5.00	16
021-00181	Proxy Server English Uppah MVA	08/01/2000	11.82		13

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D51-0904	Press Windows Pro 2000 Win32 English MVL, Stop the Running	03/01/2000	8.38	10
D51-0902	Press Windows Pro 2000 Win32 English MVL, Stop by Stop Master	06/01/2000	79.23	13
D51-0911	Press Windows Pro 2000 Win32 English MVL, Osh Training Kit	06/01/2000	59.88	58
D51-0904	Press Windows Pro 2000 Win32 English MVL, Stop by Stop Courseware	06/01/2000	7.76	9
3E2-00367	Windows English Upgrade MVL	03/01/2000	185.22	118
023-08801	Windows Pro 2000 English MultiLang CLP MVL	03/01/2000	201.65	226
023-01626	Windows Pro 2000 English MultiLang LLP MVL	06/01/2000	151.81	179
023-08846	Windows Pro English MultiLang Upgrade MVL	03/01/2000	38.88	44
207-00290	Win for Win95/98 English Upgrade MVL	02/01/2000	130.08	146
236-07421400A	WinNT Version 4.0 English PLP MVL Windows	11/01/1999	185.22	118
			179.86	208

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PartNumber	ItemName	ERPPrice	aug \$file	delta	?
D97-00093	Exchange Conferencing Svr English UpgAdv MVL	2514.00	1592.00	922.00	?
395-00372	Exchange Svr Enl English UpgAdv MVL	1867.00	765.00	1102.00	?
312-00195	Exchange Svr English UpgAdv MVL	327.00	191.00	136.00	?
771-00026	Site Svr English UpgAdv MVL	519.00	114.00	405.00	?
C78-00116	Windows CAL English UpgAdv MVL	19.00	13.00	6.00	?
C60-00003	Windows Internet Conn English UpgAdv MVL	2329.00	1151.00	1178.00	?
C79-00122	Windows Trmnl Svcs CAL English UpgAdv MVL	51.00	48.00	3.00	?
C81-00002	Windows Trmnl Svcs IntConn English UpgAdv MVL	6364.00	5903.00	481.00	?

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PartNumber	ItemName	ERPPrice
021-03386	Office 2000 Win32 English/MultLang CUP MVL	225.00
549-00437	Office Dev 2000 Win32 English/MultLang MVL	918.00
A96-00806	Office Prem 2000 Win32 English/MultLang MVL	542.00
390-00546	Office Pro/For Pro Win32 English NA UpgAdv/Pls MVL	435.00
076-00306	Project Win32 English UpgAdv MVL	199.00
531-00029	Team Mgr 97 Win32 English MVL	70.00
D87-00093	Exchange 2000 Conferencing Svr English UpgAdv MVL	2514.00
395-00372	Exchange 2000 Svr Ent English UpgAdv MVL	1667.00
312-00185	Exchange 2000 Svr English UpgAdv MVL	327.00
771-00028	Site Svr English UpgAdv MVL	519.00
770-00037	Site Svr Commerce English UpgAdv MVL	1682.00
C10-00685	Windows Advanced Svr 2000 English/MultLang LUP MVL	411.00
C78-00116	Windows 2000 CAL English UpgAdv MVL	19.00
C80-00003	Windows 2000 Internet Conn English UpgAdv MVL	2329.00
C11-01209	Windows Svr 2000 English/MultLang LUP MVL	126.00
C79-00122	Windows 2000 Trnmt Svcs CAL English UpgAdv MVL	51.00
C81-00002	Windows 2000 Trnmt Svcs IntCon English UpgAdv MVL	6384.00
B23-01628	Windows Pro 2000 English/MultLang LUP MVL	44.00

aug \$/file	delta	
224.00	1.00	fix
917.00	1.00	fix
	542.00	add
	435.00	add
200.00	-1.00	DOWN
	70.00	add
1592.00	922.00	?
785.00	1102.00	?
191.00	136.00	?
114.00	405.00	?
1685.00	-3.00	DOWN
	411.00	OK NEW
13.00	6.00	?
1151.00	1178.00	?
48.00	126.00	OK NEW
5903.00	3.00	?
	481.00	?
	44.00	OK NEW

Kristly
 Kristly
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 adjust w cust
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not new version why?
 adjust w cust

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