



From rond Wed May 1 10:53:01 1991
To: billg billn jeremybu mikehal mikemap
Cc: charlotg garygi richmac russw scotto
Subject: Licensing Modification - Concurrent use
Date: Wed May 01 10:49:21 1991
Status: 0

We are moving ahead on the license modification for concurrent

11:52A Privilege Material Redacted Field
Sales training on the modification is planned for the Channel
Breakout sessions the week of May 20th. I am starting a dialogue
with manufacturing & corpcomm to get the new license produced.
Also, we will be working with MartyTa to develop a consistent
response to inquiries on why the policy changed. Due to the
speculation in the field after last week's survey on the effect
of changing our licensing policy, RichMac and ScottO felt it was
necessary to get some immediate information out to the field
managers. The following email was reviewed yesterday with legal,
CharlotG (for international) and MikeNe (for the Retail channel)
and sent out.

>From rond Tue Apr 30 15:44:36 1991
To: cams dns rgms
Cc: camktg charlotg mikene richmac russw scotto
Subject: Licensing Modification - Concurrent use
Date: Tue Apr 30 15:44:06 1991

We have recently re-evaluated our policy on concurrent usage
and are now in the process of modifying our software license.
A taskforce has just been formed with members from our Sales,
Marketing, PR, Legal, and International groups to develop a
implementation plan, however, we felt it was necessary for you
to have the following PRELIMINARY information ASAP.

Please limit your customer discussions on this topic to a need to
know basis. Also, any comments, concerns, or issues should be fed
back via your Gms to RichMac and to Rond if U.S. and to CharlotG if
International. There will be complete training on this topic for
U.S. Sales at the Atlanta Channel Breakouts and for International
via Email and memo by the end of June. The reseller sales reps
will be trained in the summer either by memo/presentation materials
or at the NSM.

TENTATIVELY (subject to final approval) our license will be modified
as follows:

- 1) Concurrent usage will be allowed as long as the Microsoft product
is ONLY installed on the hard drive of the SERVER machine. In other
words, we will allow concurrent usage as long as the product is
resident ON and launched OFF of the server. If a user wants to
improve performance or availability by installing a product on their
LOCAL hard drive, then they must purchase an additional license for
their local workstation.
2) Our concurrent use licensing will NOT allow multiple copies of
our products to be stored on local workstations and managed via an
electronic token or other counting mechanism. Concurrent usage
products are licensed to run VIA A SERVER ONLY.
3) The Concurrent usage provision will be present in our STANDARD
products. There is currently no discussion of creating server
versions of our applications products & Windows.
4) We will develop some simple mechanism to provide REGISTRATION
of all customers that deploy our products in a concurrent use
environment. This will allow us to monitor the use of this type
of licensing.
5) The HOME & LAPTOP provision will be retained for users having
dedicated use of the Microsoft product. However, this clause
WILL NOT allow home or laptop usage to concurrent users.

As a followup to the recent field survey on the impact of concurrent
use, we will conduct another survey in October to determine the effect

of this policy change.

Thanks

MS-PCA 2608592

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