

PLAINTIFF'S  
EXHIBIT  
tabbler  
**4473**  
Comes v. Microsoft



530 5TH AVENUE NW VOICE: (612) 633-5677  
ST. PAUL, MN 55112 USA FAX: (612) 633-6296

Sheri Vail  
Microsoft Corporation  
One Microsoft Way  
Redmond, WA 98052-6399  
Faxed August 27, 1992

Dear Sheri:

Thank you for the letter to Greg and me this morning.

Since the last time that we talked, I have not received any messages from you, and did not realize that you were trying to get in touch with me. While I cannot speak to messages that you may have left for Greg, I assure you that I am the dedicated decision maker that you seek.

? { On to the applications software bundling proposal. As we discussed, your initial pricing proposal is higher than we can pay. I believe you were going to work on a new proposal, and I suggest that for the time being you keep it simple and just give us various prices for various quantities. We would like to offer a choice of applications to our customers, so the easiest way to judge the proposal would be with quantities based on total software purchased by ZEOS rather than software by title - we simply have no idea of what the title mix would be.

*Who else is in Sam's? What do they offer.*

! { Finally, as we have said, the research proposal certainly sounds interesting. Before we go forward on applications bundling research with Microsoft, however, we would like to establish the fact that we will be bundling Microsoft applications software. We believe that to do otherwise would simply be putting the cart before the horse.

*IT helps him understand how his WTV's deal is done, and why they buy today. we can do again later to determine ms impact.*

I look forward to seeing your proposal.

Sincerely,

Rick Apple  
Vice President, Marketing

cc: Greg Herrick

MS 0040110  
CONFIDENTIAL

10:53 AM  
From: 813  
To: MSJ  
Date: 27-Aug-92 16:33  
Subject: ZEOS INTERNATIONAL, LTD.