

From jeffl Thu Oct 26 16:52:37 1989
To: jeremybu
Subject: Leonard Liu
Cc: chrissm mahwa jeffl richardn ronh
Date: Thu Oct 26 16:52:35 1989

Jeremy, you can cut and paste the following, as you please, into your response to Leonard Liu regarding ROMDOS. I assumed you would write the opening and closing paragraphs, but let me know if you want me to write the entire letter.

1. Price

As a valued customer of Microsoft, you can be assured that we will grant you a fair and reasonable price. A US\$200 machine is very aggressive which should encourage a large volume of sales. We will be happy to reevaluate our pricing based upon your unit minimum commitment to the product. We feel that for the functionality we offer, and the ability to meet your needs as outlined in your letter, we can be competitive.

2. Chinese Solution

As you know, Microsoft, through the help of Acer, has already completed a Chinese version of MS-DOS 3.21. Since Microsoft DOS ROM Version is based on the disk based version of MS-DOS 3.21, we have the means to easily translate our ROM product. This was one of the key reasons for using our 3.21 product as the development platform for our ROM product. Our development group estimates that it would take about 2 months of work to complete the translation of messages in the ROM product that are in addition to the disk based product.

3. Consistency To Disk Based MS-DOS

Based on our discussions with OEMs like Psion and Poquet, companies that have recently released machines with Microsoft's ROM product, we designed the product for minimal RAM and ROM requirements. These OEMs told us that this was more important today than being consistent with our disk based product. We agree with you that it will be important for us to have synchronized releases of our ROM product and disk based product in the future. Thus, our plan of record is to release compatible ROM and RAM based products for the next major MS-DOS release in about one year.

4. Technical Support

Although our ROM product is nearly identical to our disk based 3.21 product, there are some differences in the implementation that may require support from Microsoft. We are fully prepared to support you in a reasonable and timely manner.

5. KEYBXX.EXE

We will provide the source to this file to Acer.

6. CONFPROC.SYS

We took the input from your engineering people regarding this issue and the development group has nearly completed the addition of this functionality. We estimate that CONFPROC.SYS will be integrated into IO.SYS within 2 weeks.

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MS 5003346
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Plaintiff's Exhibit

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Comes V. Microsoft