

From richardn Mon Nov 27 10:01:57 1989
To: hnhwa jeffl jeremybu markche ronh
Subject: Acer - ROMDOS
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Jessie Li wanted to discuss this during his visit. Acer feels they were left with no response on some technical questions, schedules and pricing.

Technical questions:

I worked these with Markche. It appears the problem may be one of correlation rather than a problem. I will continue to work this, but it appears to be resolved.

Schedules

Acer needs the BAK by 12/20/89 if they are to ship their machines by 1Q90. By the time an amendment is signed, ect the 12/20 date could be tight. Is there any way we can get them the material prior to signing the agreement? This will allow them to start work in time to meet their ship schedule.

Pricing:

Acer wanted a \$3-4 price. Ronh and I discussed this with Jessie and gave him guidelines for a \$5 price(machine SRP less than \$500, 150k/yr for 2 years, etc). Jessie will discuss this with Acer and let us know.

Jessie is concerned about the quantities as the XT may have have a disk designed into it. I told him a long time.

Acer has committed to MA ROMDOS for strategic reasons and DRI is out. We must resolve the pricing and Jeffl was covering this and I just started to get involved last week.
Thanks.

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