

Plaintiff's Exhibit
5279
Comes V. Microsoft

HIGHLY
CONFIDENTIAL

MSC 00824749

**MICROSOFT CORPORATION
DOMESTIC OEM REVENUE BY SALES TEAM, BY BUSINESS UNIT
FOR THE MONTH OF APRIL 1991
(in thousands)**

	DOWNING			PRINTING			HARDWARE			GRAVES			CHRISTINI			OTHER			TOTALS					
	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%			
ROYALTY																								
MANUARE	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
LANGUAGES	1	34	3X	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
NETWORKS	0	25	0X	14	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
MULTIMEDIA	326	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
DOCS	107	1,269	0X	624	1,639	38X	0	0	M/A	133	2,001	7X	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
OS/2	6	0	M/A	31	0	M/A	12	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
PRINTER ST	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
WIN	1	422	0X	483	317	152X	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
ANALYSIS	0	0	M/A	181	248	73X	0	0	M/A	44	214	21X	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
DATA ACCE	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
ENTRY	12	11	111X	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
GRAPHICS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
OFFICE	0	0	M/A	180	190	95X	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
RENTK	1	0	M/A	24	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
	454	1,781	26X	1,552	2,872	54X	108	1,796	6X	186	4,639	4X	1,285	4,419	29X	0	2,216	0X	3,546	17,522	20X			
OTHER																								
UPR & MISC	2,280	-9	M/A	-158	-648	M/A	2,049	2,801	105X	743	13	5,887X	2,622	839	313X	3,750	-902	M/A	12,186	1,894	643X			
TOTAL	2,735	1,752	158X	1,394	2,024	69X	3,107	4,597	64X	929	4,472	21X	3,907	5,238	74X	3,750	1,314	285X	15,772	19,416	81X			
PACKAGED PRODUCTS																								
BOOKS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
MANUARE	476	0	M/A	77	0	M/A	1,209	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
LANGUAGES	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
NETWORKS	0	0	M/A	19	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
MULTIMEDIA	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
DOCS *	441	1,441	27X	0	28	0X	21	0	M/A	331	1,611	33X	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
OS/2	1	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
WIN	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
ANALYSIS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
DATA ACCE	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
ENTRY	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
GRAPHICS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
OFFICE	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
RENTK	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
APPS & OTH	0	0	M/A	0	0	M/A	22	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
	918	1,441	54X	96	28	341X	1,351	39	3,463X	585	1,795	33X	549	25	2,197X	1	164	0X	3,500	3,692	95X			
GROSS REVENU	3,653	3,292	108X	1,491	2,052	73X	4,407	4,636	95X	1,514	6,267	24X	4,454	5,283	84X	3,751	1,478	254X	19,272	23,108	83X			
GAAP ADJ.	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
OTHER ADJ.	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
NET REVENUE	3,653	3,292	108X	1,491	2,052	73X	4,407	4,636	95X	1,514	6,267	24X	4,454	5,283	84X	3,751	1,478	254X	19,272	23,108	83X			
GROSS VARIANCE	260	0	-7X	-561	0	-7X	-229	0	-7X	-4,753	0	-16X	-826	0	-22X	2,273	0	-59X	-3,056	0	-100X			
NET VARIANCE	260	0	-7X	-561	0	-7X	-229	0	-7X	-4,753	0	-16X	-826	0	-22X	2,273	0	-59X	-3,056	0	-100X			

* INCLUDES NUMBERS PACKAGED PRODUCT MS-106/MINIDISK OF \$239,495.00.
** INCLUDES IM AND MISC.

**MICROSOFT CORPORATION
DOMESTIC OEN REVENUE BY SALES TEAM, BY BUSINESS UNIT
YEAR-TO-DATE AS OF APRIL 30, 1991**
(in thousands)

	DOMESTIC			CENTRAL			HAWAII			GRAVES			CHRISTMAS			OTHER			TOTAL								
	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%	ACTUAL	PLAN	%						
ROYALTY																											
HARDWARE	0	0	N/A	640	251	263%	74	0	M/A	26	0	M/A	254	19	1,365%	0	0	M/A	0	0	M/A	1,835	341	534%			
LANGUAGES	153	135	113%	13	0	M/A	74	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	91	130	61%	1,332	285	194%			
NETWORKS	546	279	195%	1,273	220	579%	0	0	M/A	261	175	149%	472	697	68%	2,093	1,500	140%	0	0	M/A	11,480	8,689	134%			
MULTIMEDIA	623	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	1,048	0	M/A			
DOS	7,133	6,793	105%	17,083	17,871	114%	18,843	17,280	109%	2,851	8,183	28%	16,465	16,002	103%	2,703	3,050	89%	6,152	6,113	101%						
OS/2	250	158	158%	604	403	149%	1,199	1,262	95%	1	0	M/A	851	1,326	57%	2,703	3,050	89%	5,719	6,999	82%						
PRINTER SW.	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A
VIN	3,033	3,934	77%	5,064	4,226	120%	1,165	351	332%	1,525	858	178%	3,081	1,908	162%	0	0	M/A	13,497	11,268	120%						
ANALYSIS	620	642	97%	871	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	1,181	1,492	78%						
DATA ACCESS	350	533	65%	30	0	M/A	727	710	102%	21	0	M/A	0	0	M/A	0	0	M/A	1,199	1,243	97%						
ENTRY	50	56	89%	470	1,733	27%	233	268	87%	7	0	M/A	0	0	M/A	0	0	M/A	2,357	4,990	47%						
GRAPHICS	261	379	69%	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	2,357	4,990	47%			
OFFICE	293	462	63%	318	705	45%	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	1,335	1,321	101%			
XENIX	2	0	M/A	317	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	440	444	99%						
	<u>13,123</u>	<u>11,491</u>	<u>99%</u>	<u>27,243</u>	<u>26,400</u>	<u>103%</u>	<u>943</u>	<u>8,015</u>	<u>70%</u>	<u>11,790</u>	<u>16,031</u>	<u>43%</u>	<u>20,056</u>	<u>20,700</u>	<u>97%</u>	<u>7,753</u>	<u>8,157</u>	<u>95%</u>	<u>109,443</u>	<u>113,343</u>	<u>97%</u>						
OTHER																											
UPS & MISC	4,729	166	3,249%	-322	-1,238	N/A	-929	5,319	-18%	2,026	-5	M/A	5,063	2,349	216%	5,256	-3,075	N/A	15,803	3,555	444%	125,265	116,795	107%			
TOTAL	10,022	15,436	132%	26,941	25,243	107%	28,341	31,691	89%	13,823	16,026	86%	25,119	23,057	109%	12,069	5,142	233%	159,956	136,917	117%						
PACKAGED PRODUCTS																											
BOOKS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
HARDWARE	4,829	710	681%	2,268	0	M/A	2,268	0	M/A	1,162	300	387%	3,164	0	M/A	0	0	M/A	13	0	M/A	14,031	1,500	935%			
LANGUAGES	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
NETWORKS	4	0	M/A	7	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
MULTIMEDIA	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
DOS	6,188	6,700	92%	95	50	190%	76	50	152%	4,183	10,072	41%	35	0	M/A	355	0	M/A	700	650	108%	12,328	17,088	72%			
OS/2	85	0	M/A	184	23	800%	124	23	544%	43	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	834	23	3,660%			
VIN	120	0	M/A	10	233	43%	10	233	43%	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	91	483	19%			
ANALYSIS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
DATA ACCESS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
ENTRY	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
GRAPHICS	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
OFFICE	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
XENIX	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
APP & OTHER	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A			
	<u>11,228</u>	<u>7,430</u>	<u>151%</u>	<u>3,011</u>	<u>708</u>	<u>425%</u>	<u>2,632</u>	<u>314</u>	<u>838%</u>	<u>7,401</u>	<u>10,750</u>	<u>69%</u>	<u>3,553</u>	<u>250</u>	<u>1,421%</u>	<u>866</u>	<u>650</u>	<u>133%</u>	<u>28,690</u>	<u>20,152</u>	<u>143%</u>						
GROSS REVENUE	29,260	21,066	139%	29,952	25,951	115%	30,974	32,005	97%	21,224	28,776	74%	28,672	23,307	123%	13,854	5,792	239%	153,956	136,917	112%						
GLIMP ADJ.	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	-3,500	0	M/A	-3,500	0	M/A			
OTHER ADJ.	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	0	0	M/A	-10,002	0	M/A	-10,002	0	M/A			
	<u>29,260</u>	<u>21,066</u>	<u>139%</u>	<u>29,952</u>	<u>25,951</u>	<u>115%</u>	<u>30,974</u>	<u>32,005</u>	<u>97%</u>	<u>21,224</u>	<u>28,776</u>	<u>74%</u>	<u>28,672</u>	<u>23,307</u>	<u>123%</u>	<u>13,854</u>	<u>5,792</u>	<u>239%</u>	<u>140,454</u>	<u>136,917</u>	<u>103%</u>						
GROSS VARIANCE	8,194	485	168%	4,001	1,032	387%	1,000	1,032	97%	-7,552	-7,552	-6%	5,365	5,365	31%	0,062	0,062	47%	17,039	17,039	100%						
NET VARIANCE	8,194	485	168%	4,001	1,032	387%	1,000	1,032	97%	-7,552	-7,552	-6%	5,365	5,365	31%	0,062	0,062	47%	17,039	17,039	100%						
	<u>8,194</u>	<u>485</u>	<u>168%</u>	<u>4,001</u>	<u>1,032</u>	<u>387%</u>	<u>1,000</u>	<u>1,032</u>	<u>97%</u>	<u>-7,552</u>	<u>-7,552</u>	<u>-6%</u>	<u>5,365</u>	<u>5,365</u>	<u>31%</u>	<u>0,062</u>	<u>0,062</u>	<u>47%</u>	<u>17,039</u>	<u>17,039</u>	<u>100%</u>						

* INCLUDES UNBILLED PACKAGED PRODUCT MS-DOS/WINDOWS OF \$1,697,090.00.
** INCLUDES ILM AND MISC.

MSC 00824751

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**April Status Report
European OEM Division
Jeff Lum**

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**** MICROSOFT SECRET ****

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**April Status Report
European OEM Division
Jeff Lum**

Revenue (see attachment A for details)

We had the usual first month deficit in April - \$1M vs. a budget of \$4.3M. This quarter will be strong like FYQ3 - I expect to finish FYQ4 with \$16M against a budget of \$15.2M. This will give us a yearly total of \$62M vs. budget of \$57.2M.

New Business Signed

Account	Product	Comments
Amstrad	DOS 5.0	Amendment
Amstrad	Works 2.0	German bundle
Audio Development	OS/2 1.3	Amends Version 1.3 of OS/2
Banzai	OS/2 1.3	Amends Version 1.3 of OS/2
Jet Data	OS/2 1.3	Amends Version 1.3 of OS/2
Tiki Data	DOS 5.0	Amendment
Philips Electronics Ltd.	Windows 3.0/DOS 5.0	Amendment
Nokia Data	DOS 5.0	Amendment
Schmitt Computer	DOS 5.0; Shell; Win; Works	Convert from FGDOS; \$2M/yr
BEC Computer	DOS 5.0; Shell	
Sender Computer	DOS 5.0; Shell; Windows	
Vobis Data	DOS 5.0/Win 3/Works	Biggest DFI conversion this decade!
Olivetti Office	TrueImage	LOI signed
Unidata	DOS 5.0	License amendment signed

New Business Pending

Account	Product	Royalty	Commit	Close	Chance
Philips	MM Windows	\$37.00	50,000	5/20	90%
Olivetti - U.S.	Arabic DOS	\$55.00	5,000	6/1	30%
ICL	Windows 3.0	Guideline	50,000	6/31	80%
Amstrad	Windows 3.0	\$7.50	\$400K/Annum	6/31	90%
Apricot	New Contract	Various	\$1.5M/Annum	5/31	100%
Viglen	Shell/Prod. Pack	Various	\$105K/ps	6/1	90%
Data Pool	DOS 5; Win 3;	Guideline	6K per year	5/31	60%
Digiteconica	DOS 5; Win 3;	Guideline	2K per year	5/31	60%
Softcom	DOS 5 Royalty	Guideline	10K units/yr	5/31	60%
Executive	DOS 5; Win 3	Guideline	20K units/yr	5/31	60%
Tulip	LANMAN/COM	Guideline	\$250K/yr	6/31	75%

News

Amstrad fired 37 managers in keeping with their "Sugarlump" lean and mean strategy. Unfortunately, they fired Peter Roback, one of our few allies in the account.

ICL awarded The Queen's Industry Award for Export.

EC President Jaques Delors chaired a meeting with 5 heads of EC companies - Philips, SNI, Bull, Olivetti, and SGS Thompson. Basic purpose was to investigate ways to prevent the Japanese from taking over Europe.

Siemens to invest in 20% of Goupil in an "Industrial agreement".

MSC 00524753

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People

Ellen Taylor joined LTD as OEM Sales Associate responsible for FG DOS sales. Maurizio making good progress on hiring an Olivetti account manager. Has narrowed decision down to 2 candidates.

Issues

We need to develop an OEM policy on distribution of multiple language versions of Windows (or other products for that matter) on CDROM. I am seeing more and more interest by OEMs in this. We need legal as well as a clear OEM pricing policy in order to handle this.

I am seeing more and more pressure by OEMs with low end 286 platforms to reduce DOS royalties in order to compete with DRI. DRI has demonstrated that they are an acceptable choice for machines below the SX, and are slowly convincing OEMs that they are paying MS too much money for 8088 and 286 machines where DOS 5.0 has no real compelling features over DR DOS for the first time user.

Dr. Bodo, VP of Product Planning - SNI, visited JK in April. He confirmed IBM's hostility against anything other than OS/2 on the desktop. Says IBM using the usual FUD keep their customers on their platforms. Unfortunately, IBM's German customers are listening to this. He sees them building great PC to mainframe features into OS/2 over time to keep it in the corporate environment. Bodo's response is to go along with it on a demand basis, but is very defensive about it. He even sees UNIX disappearing. YES, this man was "the" MR. UNIX guy for years. He will put his money for future development into WIN, a "winning segment" as he calls it. They can't make money on UNIX or OS/2 developments. Last, but not least, IBM has not only offered to license OS/2, but a R6000 license as well to produce the chip and systems. Looks like they are trying desperately to torpedo ACE.

DOS 5.0 Watch

Great progress in the last month for DOS 5.0 licenses - see attached list.

Packaged DOS

Subsidiary	April Actual	April Budget	FYQ4 Forecast	FYQ4 Budget
MSAB	2,895	2,900		
MSBV	4,405	1,821	4,405	2,283
MSGMBH	25,459	15,559	79,949	46,651
MSLTD	5,279	2,500	10,900	6,800
MSSARL	5,819	3,297	14,642	9,895
MSSPA	2,182	1,607	5,382	4,651
MSSRL	3,284	1,800	8,500	6,800
TOTAL	49,323	28,884		

Strong month all the way around for Europe - 171% of budget. Only GmbH disappointed with results as they expected 30K units for the month. Can probably attribute some of the slowdown to inventory reductions of 4.01 as well as good conversions to royalty business (Schmitt a good example). AB says customers are buying FG Windows with their FG DOS 50% of the time; LTD reports 27% penetration of FG Windows (down from 32% last month). Strong sales volume in LTD attributed to new price structure which is incenting some OEMs to include DOS for free with their systems as well

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as reaching a broader base of smaller OEMs who previously could not afford to buy DOS for their systems.

Piracy and grey market continue to be greatest competitor - especially from the far east.

SARL putting on a big push to increase awareness of FG market in France. They have talked to close to 80% of the companies that advertise in the computer magazines.

SPA says they need radical price decreases at entry level volumes to win business of price conscious OEMs in his area. Maybe a stripped version of DOS at lower prices? This has come up before.

SRL reported record month in new orders for April. 19 new contracts. Great job by Beatriz.

RISC Watch

OEM reaction to ACE announcement ranged from nothing to an Apricot press release after the ACE announcement supporting Intel. ICL also showing interest in ACE group, but their role with MIPS is still unclear.

Product Marketing Feedback

DOS 5.0

OAK documentation for English came in US Ventura; could not be read by NL Ventura. Seems like a good time to switch to Winword!

Davebr has an interesting conversation with a DRI employee at a recent computer show. DRI said they felt they had a 20% market share of a 275K unit packaged DOS market in the UK. DRI also expects to ship 150K units throughout Europe with most of the volume in Germany (Vobis?). The Vobis numbers sound reasonable without knowing about the MSDOS license, but the UK numbers are much too high. Davebr estimates UK market size to be closer to 125K units/yr. Also, DR DOS 6.0 scheduled to ship 'late' this year, but no one has seen the beta yet.

Windows

Victor Switzerland is bundling Windows, and all four working models on all 386 hard disk machines. They will aggressively advertise and educate resellers. Contact magnusi for more details.

Multimedia Windows

ICL, Research Machines and Apricot have expressed interest in joining the council as a European affiliate. With English titles not being much of an issue here, we should focus on these customers up front, and worry about getting the right hardware design in other countries right now. Robg met with Olivetti. Maurb said everything came together on the strategy and technical side. Good foundation to start the contract negotiations for licensing.

Pen Windows

Lloydfr's demo of Penwin was so good at Amstrad that Alan Sugar asked to see it. Apparently he liked it. Question is: Will he pay us anything for it??

Husky Computers in the UK attended Windows Developer's Conference in the UK and are interested in this product. Contact Davebr for more details.

Olivetti still waiting for SDKs - long overdue and holding up progress of papyrus consortium.

OS/2

Manfreds was involved in a press round table at IBM Germany. They stated that they are approaching the top-ten OEMs with OS/2 SE. However this is not an OAK but just the binary. OEMs

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will have to go through pain in order to adapt it, but may still be attracted to it via a low price. We will keep our ears to the ground.

Why are we having such a hard time getting LADDR kits delivered overseas? LTD reports they have been waiting for weeks for their copies.

LANMAN

Nokia shipped 1,100 units of LANMAN (50% version 1.0) in FYQ3.

LANMAN Council participation was high and the feedback I have received was positive. OEMs felt they learned a lot, presentations were interactive, speakers open minded, and open and honest about the product. Many looking forward to next meeting. Participants from Europe: Nokia, Bull, Tulip, Philips, ICL, and SNI.

COM Server

Atlantis shipped COM Workstation in FYQ3. In addition, they are working on a bid jointly with DEC for a French bank for 1,500 COM Servers. Contact Chrisa for more details.

Works

Maurb reports Olivetti looking to put GeoWorks on a future palmtop machine. We need to stop this effort now. Donna, can you email maurb and get a dialog going about this.

Product Support Services

Nokia feeling better about the \$150K annual support fee they are paying for their SE. A presentation made by Andersk to Nokia addressed their concerns to their satisfaction, and they feel they know what they are going to get for their money. Bengta reports that Andersk feels more management and direction needed in this group; tensions are high. Arnej has been alerted by Bengta about this. Olivetti SE agreement not resolved yet, but Maurb and Lorim made good progress with the new management in place to decide this.

Olivetti certification program progressing slower than necessary - lack of coordination within seems to be the factor. We need to focus Lorim on this when she gets back from vacation.

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ICL

Dalebor fears ICL's interest in New Wave for their UNIX based departmental systems may interfere with his Windows GUI efforts. Nevertheless, Dale is doing a good job of keeping Windows in ICL's face by arranging conferences for their developers, and sales and marketing groups.

Nokia

In spite of the economic slump in the nordic area, they reported record sales for FYQ3 shipments. FYQ4 is looking strong, too. LANMAN shipments reached 1,100 units for the quarter indicating their ongoing commitment to the product. They must be one of our biggest OEMs if not the biggest. Some MMW activity with Glaser's visit last month, but Nokia likely to move slow in this area. Hildreth and Maritz visited them last month and discussed our Tiger plans. This program has their interest if they can reduce resources while distributing a "standard" OS/2. The pan-European FG Apps agreement bogged down in EHQ. Larsahl working the issue.

Olivetti USA

Markba and Donnag pursuing an opportunity here on notebook PCs distributed through Warehouse Stores and NOMDA dealers. More talks scheduled for Spring COMDEX.

Olivetti - SPA

Signed an LOI for Truelmage (what timing). I am skeptical that we will be able to support them responsibly given the state of PBU. We will have to pay particular attention to this if we want it to succeed.

They are evaluating a Winword bundle on their specialized ETV machine (document processor). We are fighting against Lotus Ami. This will be a 100% hard core bundle and price will be a major factor. Lotus is being super aggressive.

Olivetti S&N confirmed their intention to bundle FG version of either WinWord, Excel or Powerpoint on their M380-40 (386-33mhz) machine from June to December. This will be a pan-European bundle and estimates are in the range of 10K units.

Philips

Mark and Hansra working together well on more account penetration by visiting some very high level players in Eindhoven. Glaser joined them to present a proposal on merging DV-I and CD-I technologies into a single standard ala MM PC II. Philips is considering the implications of Rob's offer to convert from 68000 to Intel while standardizing on CDROM XA.. Uncovered a design win opportunity at Philips with Pen Windows. More discussions planned at the EOEM Briefing 5/31 in Cannes.

Schmitt Computers

Great job by GmbH in converting a large FG DOS customer to royalty DOS as well as Windows and Works. These guys go head to head with the likes of Schneider and Vobis, and expect to ship over 70K units over the next year.

Schneider Rundfunkwerke

They want to be able to ship DOS 5.0 German version on 6/11. We are doing everything we can to make this happen, e.g. putting the ODK files on the network for GmbH to unload onto tape and deliver to them nearly a day or two after release - this will save them 2-3 weeks in time to market. We expect these guys to announce new line of low priced pcs along with DOS 5.0 to try to win back lost market share over the last year.

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Siemens-Nixdorf Information Systems AG (SNI)

Still struggling with the merger. PC sales have not recovered from huge dip in FYQ2. IBM has approached them to license OS/2. SNI so far is refusing due to the need for adaptation materials and support they get from MS. There should be lots more account management activity in this account. I'll have to talk to Manfreds about this.

SMT-Goupil

Rumors still strong that either Siemens or a Japanese OEM will buy them. Everything with them has come to a halt until they know where they are going, and with whom. Minimum commitments are at risk for FY92. They are already behind in payments this year.

Tulip

Further discussions on LANMAN with reduced minimum commitment requirements has induced them to license LANMAN and COM. Hansra is working this.

Victor

The license agreement ownership issue seems to bounce back and forth between Victor and Tandy. Victor says they will keep the license; Tandy says they will own all operating system licensing including Victor. Time will put pressure on this decision as Victor's license agreement expires June 30. Magnus working hard on the renewal license. We will incorporate as much of Tandy's license into Victor's license that makes sense, and we will also maintain consistent pricing with Tandy's agreement and Victor's existing license agreement. The Windows license presents an opportunity to obtain minimum commitments and a separate license for Victor as Tandy is not likely to reach agreement with MS prior to 6/30. Victor wants to continue shipping Windows on 7/1. Victor has won a piece of the Swedish government's business over the next three years. This will force Victor to license LANMAN on a royalty basis from us.

Vobis

We are focusing on getting these guys to ship DOS 5.0 ASAP. If we can do this quickly, this will have a huge influence on other DRI OEMS that look to Vobis and think it is okay and competitive to ship DR DOS. Lieven was invited to attend Gemme's market/channel review in Munich. It would be interesting to hear his feedback.

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REVENUE PERFORMANCE SUMMARY: Month-to-date: Quarter-to-date: Year-to-date **Quarter: 4 FY91**

Account	April Budget	April Actual	May Budget	May Forecast	June Budget	June Forecast	FYQ4 Forecast	FYQ4 Budget	FYQ4 Diff.		
MSAB	0	31,532	0	0	0	18,488	50,000	0	50,000		
Detronic	0	0	0	0	550,000	2,200,000	2,200,000	550,000	1,650,000		
Nokia	1,125,250	0	0	0	0	1,731,425	1,731,425	1,125,250	605,185		
Norsk	40,650	0	0	0	0	0	0	40,650	-40,650		
PCQT	0	0	0	0	0	13,500	13,500	0	13,500		
MSBV	0	0	0	0	0	2,625	2,625	0	2,625		
G2	0	0	0	0	0	64,000	64,000	0	64,000		
Tulip	0	0	815,881	0	0	750,000	750,000	815,881	-65,881		
MS GMBH	1,192,500	968,680	114,750	0	0	1,131,320	2,000,000	1,307,250	692,750		
Nixdorf	0	0	425,154	0	23,435	0	0	449,590	-449,590		
Peacock	1,240,000	94,088	0	0	310,000	148,434	242,500	1,550,000	-1,307,500		
Schneider	0	0	0	0	1,000,000	625,000	625,000	1,000,000	-375,000		
Siemens	0	0	878,225	0	17,500	1,376,375	1,376,375	863,725	482,650		
MSLTD	105,000	0	4,500	0	0	500,000	500,000	109,500	390,500		
Amstrad	0	0	409,542	0	31,758	200,000	200,000	441,300	-341,300		
Apricot	0	0	0	0	390,000	0	0	360,000	-360,000		
ICL	0	0	0	0	536,250	536,250	536,250	536,250	0		
Opus	0	0	162,500	0	0	100,000	100,000	162,500	-62,500		
RML	0	0	53,320	0	346,680	375,500	375,500	400,000	-24,500		
MSSARL	35,995	1,050	0	0	0	49,700	50,750	35,995	14,755		
Amstrad	0	2,565	0	0	0	0	2,565	0	2,565		
Bull	536,405	0	0	0	0	0	0	536,405	-536,405		
RCE	0	21,495	0	0	0	28,505	50,000	0	50,000		
SMT Goupil	37,988	0	0	0	352,314	400,000	400,000	400,000	0		
Telemecanique	0	0	0	0	47,250	47,250	47,250	47,250	0		
MSSPA	0	0	0	0	0	25,000	25,000	0	25,000		
Asem	0	0	0	0	0	128,875	128,875	0	128,875		
Burford	0	0	30,000	0	0	0	0	30,000	-30,000		
Fineur	0	0	0	0	0	0	0	0	0		
Intercomp	0	0	5,200	0	0	25,000	25,000	5,200	19,800		
Cilvetti	0	396	0	0	2,875,000	3,124,904	3,125,000	2,875,000	250,000		
Unibit	0	0	0	0	133,375	133,375	133,375	133,375	0		
Hantarex	0	0	0	0	250,000	200,000	200,000	250,000	-50,000		
MSSRL	7,038	27,175	0	0	131,000	12,825	40,000	138,038	-98,038		
MSHQ-Phillip	0	0	669,535	0	352,485	1,022,000	1,022,000	1,022,000	0		
Totals	4,321,534	1,046,969	3,567,807	0	7,327,028	14,970,031	16,016,990	15,216,169	800,821		
		24%		0%		204%		105%			

SUBSIDIARY SUMMARY: Month-to-date: Quarter-to-date: Year-to-date **Quarter: 4 FY91**

Account	April Budget	April Actual	May Budget	May Actual	June Budget	June Actual	FYQ4 Actual	FYQ4 Budget	FYQ4 Diff.	YTD-Mar. Actual	YTD-Mar. Budget
MSAB	1,166,910	31,532	0	0	550,000	3,963,393	3,994,925	1,716,910	2,278,015	8,127,440	5,144,217
MSBV	0	0	815,881	0	0	816,625	816,625	815,881	744	3,969,740	2,197,757
MSGMBH	2,432,500	962,748	1,417,129	0	1,350,936	3,281,129	4,243,575	5,200,565	-956,690	10,183,436	13,346,904
MSLTD	105,000	0	629,862	0	1,274,688	1,711,750	1,711,750	2,009,550	-297,800	7,514,782	5,377,895
MSSARL	610,666	28,110	0	0	406,584	825,455	650,565	1,019,650	-459,085	3,368,800	2,968,679
MSSPA	0	396	35,200	0	3,256,375	3,636,854	3,637,250	3,293,575	343,675	9,996,648	10,222,161
MSSRL	7,038	27,175	0	0	131,000	12,825	40,000	138,038	-98,038	60,828	407,812
MSHQ	0	0	669,535	0	352,485	1,022,000	1,022,000	1,022,000	0	2,437,680	2,145,125
Totals	4,321,534	1,046,969	3,567,807	0	7,327,028	14,970,031	16,016,990	15,216,169	800,821	45,679,452	41,809,550
										YTD-Mar. %	109%

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FISCAL YEAR 1991 (Actual through March) and FISCAL 1992 FORECAST

Account	Q1FY91	Q2FY91	Q3FY91	Q4FY91	Total FY '91	Q1FY92	Q2FY92	Q3FY92	Q4FY92	Total FY '92	Growth
MEAB	81,828	91,400	80,721	60,000	233,949	0	0	0	0	0	0
Budget	38,000	0	0	0	38,000	0	0	0	0	0	0
Determinis	5,871	0	0	2,200,000	2,206,871	0	0	0	0	0	0
Budget	880,000	880,000	880,000	880,000	3,520,000	0	0	0	0	0	0
Holds	3,013,210	1,884,070	1,004,070	1,731,428	6,781,778	0	0	0	0	0	0
Budget	1,173,880	883,900	1,278,320	1,128,280	4,464,380	0	0	0	0	0	0
FOOT	8,780	18,600	13,600	18,800	47,880	0	0	0	0	0	0
Budget	0	0	0	0	0	0	0	0	0	0	0
IRMSV	3,828	2,828	2,828	2,828	16,000	4,888,884	0	0	0	0	0
Budget	88,808	44,313	483,838	84,000	648,887	5,087,882	0	0	0	0	0
ISJ	44,312	44,312	44,312	0	132,838	0	0	0	0	0	0
Budget	1,880,000	880,000	880,107	780,000	4,320,107	0	0	0	0	0	0
Yulp	834,828	788,848	788,888	818,881	3,230,618	0	0	0	0	0	0
Budget	111,887	1,847,888	2,471,777	3,000,000	7,431,648	18,428,800	0	0	0	0	0
MSQMSH	817,880	2,080,880	1,442,780	1,307,280	6,328,820	18,087,110	0	0	0	0	0
Budget	480,344	888,878	488,878	0	1,858,100	0	0	0	0	0	0
Minist	484,313	887,823	1,388,284	448,880	3,211,118	0	0	0	0	0	0
Budget	342,800	342,800	342,800	342,800	1,370,400	0	0	0	0	0	0
Passent	342,800	342,800	342,800	1,380,000	2,370,000	0	0	0	0	0	0
Budget	0	0	1,280,000	88,000	1,370,000	0	0	0	0	0	0
Schneider	2,000,000	1,000,000	1,000,000	1,000,000	6,000,000	0	0	0	0	0	0
Budget	828,000	1,324,844	2,878,188	1,378,378	6,109,410	0	0	0	0	0	0
Warms	882,047	748,813	884,882	882,728	3,298,470	0	0	0	0	0	0
Budget	828,783	880,882	881,882	800,000	3,272,887	10,443,078	0	0	0	0	0
MSLTD	77,800	112,800	112,800	108,800	411,200	7,481,078	0	0	0	0	0
Budget	388,800	280,800	218,212	200,000	1,187,812	0	0	0	0	0	0
Armed	310,280	338,180	373,478	441,300	1,463,138	0	0	0	0	0	0
Budget	1,011,828	808,818	808,818	0	2,629,464	0	0	0	0	0	0
Agicut	380,000	380,000	380,000	380,000	1,440,000	0	0	0	0	0	0
Budget	431,828	431,828	538,280	538,280	1,940,216	0	0	0	0	0	0
NCL	431,828	431,828	538,280	538,280	1,940,216	0	0	0	0	0	0
Budget	0	100,000	383,888	100,000	683,888	0	0	0	0	0	0
Opus	193,800	188,800	177,300	182,800	642,700	0	0	0	0	0	0
Budget	881,200	878,800	378,800	378,800	2,027,700	0	0	0	0	0	0
RAE	380,000	488,800	400,000	400,000	1,668,800	0	0	0	0	0	0
Budget	22,170	108,230	128,883	80,780	380,063	4,484,838	0	0	0	0	0
MSBAPL	28,820	38,788	38,888	38,888	180,286	4,123,488	0	0	0	0	0
Budget	87,421	382,883	317,828	2,488	780,887	0	0	0	0	0	0
Armed	7,888	700,000	0	0	707,888	0	0	0	0	0	0
Budget	480,000	480,000	480,848	838,408	1,879,056	0	0	0	0	0	0
RCE	0	0	83,183	80,500	163,683	0	0	0	0	0	0
Budget	0	43,882	43,882	0	87,764	0	0	0	0	0	0
SMY Genal	478,887	800,000	800,000	400,000	2,378,887	0	0	0	0	0	0
Budget	380,000	380,000	700,000	400,000	1,860,000	0	0	0	0	0	0
Talmonous	47,280	47,280	47,280	47,280	188,000	0	0	0	0	0	0
Budget	208,000	26,878	1,188	28,000	264,066	13,288,732	0	0	0	0	0
MSBPA	128,878	128,878	0	128,878	386,828	12,808,480	0	0	0	0	0
Budget	28,000	28,000	28,000	28,000	112,000	0	0	0	0	0	0
Improving	27,800	27,800	30,200	8,200	80,600	0	0	0	0	0	0
Budget	2,881,224	2,804,818	2,873,288	3,128,000	11,687,330	0	0	0	0	0	0
Obvial	2,800,000	2,800,000	2,878,000	2,878,000	10,956,000	0	0	0	0	0	0
Budget	133,378	141,828	137,800	133,378	546,384	0	0	0	0	0	0
Under	133,378	133,378	133,378	133,378	533,800	0	0	0	0	0	0
Budget	0	200,000	200,000	200,000	800,000	0	0	0	0	0	0
Hantent	280,000	200,000	280,000	280,000	840,000	0	0	0	0	0	0
Budget	40,880	28,123	24,083	40,800	130,876	130,878	0	0	0	0	0
MSBPL	131,242	138,038	137,838	138,038	545,156	848,861	0	0	0	0	0
Budget	707,840	707,840	707,840	1,022,000	3,144,520	0	0	0	0	0	0
Prdige	700,000	700,000	700,000	1,022,000	3,122,000	0	0	0	0	0	0
Budget	18,488,334	13,883,274	18,848,288	18,018,880	82,027,887	0	0	0	0	0	0
YTD Act/Feat	12,738,814	14,082,283	18,132,483	18,232,888	87,184,838						
Budget	121%	87%	112%	108%	103%						
Difference	2,723,420	488,888	1,814,788	784,021	4,883,218						
YTD Dev	2,723,420	2,284,431	4,078,187	4,883,218							
YTD % Budget	27%	81%	80%	103%							

Summary Summary

MEAB	8,088,884	1,088,870	1,088,281	3,884,228	8,228,843
Budget	1,788,880	1,818,887	1,888,870	1,713,810	8,287,727
MSBV	2,038,430	888,838	1,338,871	818,828	4,888,864
Budget	888,837	828,883	843,277	818,881	3,087,882
MSQMSH	2,227,240	3,888,104	8,873,880	4,343,878	18,428,808
Budget	3,838,380	4,880,884	4,880,108	8,200,888	18,087,118
MSLTD	3,880,707	2,233,882	2,884,838	1,711,780	10,483,078
Budget	1,832,878	1,878,878	1,888,778	2,008,880	7,481,878
MSBAPL	843,887	1,308,383	1,484,223	880,888	4,484,838
Budget	878,770	820,887	1,307,483	1,018,880	4,123,488
MSBPA	2,183,874	3,187,884	3,288,884	3,837,280	13,288,732
Budget	3,122,060	3,128,880	3,338,778	3,313,778	12,808,480
MSBPL	40,880	28,123	24,083	40,800	130,878
Budget	131,242	138,038	137,838	138,038	548,861
MSBIO	707,840	707,840	707,840	1,022,000	3,148,820
Budget	780,000	780,000	780,000	1,022,000	3,122,000
Total Forecast	18,488,334	13,883,274	18,848,288	18,018,880	82,027,887
Total Budget	12,738,814	14,082,283	18,132,483	18,232,888	87,184,838

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DOS 5.0 Watch (April 1991)

Account Name	Account Mgr	Status*	Expected Close Date	Expected Ship Date**	DRI Threat?***
Actibus Computer	olivers	S		OAK + 60	N
AEG Olympia	michro	S		OAK + 60	N
Aldier	davebr	S		OAK + 60	N
Amstrad	sandyd	S		OAK + 60	Y
Apricot Computers	sandyd	P	May-91	OAK + 30	N
Aquarius	olivers	N	May-91	11-Jun	E
Ascom	andreas	S		OAK + 60	N
Atate	ignaciof	V	Aug-91	Sep-91 (f)	N
BEC Computers GmbH	michjo	S			
Brother Int'l - Europe	davebr	S		OAK + 30	N
CMTE-FAST	michro	P	May-91	OAK + 60	N
Comcon Technology	davebr	P			
Comtec	olivers	N	May-91	OAK + 30	N
Digitale Microsysteme	olivers	S			
FMC-Electronic	jeapv	P	May-91	OAK + 60	N
G2	hanera	S		OAK + 30	N
Geosoft Brender	michro	P	May-91	OAK + 60	N
Hantarex	andreas	N	May-91	OAK + 60	N
Husky Computers	davebr	P			
ICL	dalebor	P	Jun-91	OAK + 90	N
IGS mbH & Co.KG	jeapv	P	May-91	OAK + 30	N
Imacon		S			
Intarcomp	andreas	S		OAK + 60	N
IPC Deutschland	olivers	S		30-Jun	N
ITOS (CTM)	michro	P	May-91	OAK + 30	N
Kontron Elektronik	jeapv	P	May-91	OAK + 60	N
Mobotron	olivers	S			
Nokia	lensehl	S		OAK + 60	N
Olivetti	maurb	S		OAK + 60	N
Opus Supplies	sandyd	V	Jun-91	OAK + 60	N
PCQT	magnusl	S			
Peacock	olivers	S		OAK + 60	N
Philips	markba	S		OAK + 60	Low-end Retail PCs
Profex Electronic	olivers	N	May-91	OAK + 60	N
Pyramid Computer	michro	P	May-91	OAK + 30	N
Quattro Computers	davebr	V		OAK + 30	
Real Time Control	davebr	P			
REIN Elektronik	michro	P	May-91	OAK + 30	N
Research Machines	sandyd	P	May-91	OAK + 90	N
Robotron Ascota	jeapv	S			
Robotron Buron.	jeapv	S			
Rohde & Schwarz	jeapv	P	May-91	OAK + 60	N
Sander Computersysteme	michjo	S			
Schneider Hund.	michro	S		11-Jun	N
Schwera	olivers	P	May-91	OAK + 60	N
Siemens Nixdorf	michro	S		OAK + 60	N
SMT-Goupil	chisea	P		French OAK + 60	N
Theuretzbecher & Co	michro	P	May-91	OAK + 60	E
Tild Data A/S	magnusl	P	May-91	OAK + 30	N
Tulip	hanera	Y		OAK + 30	N
Unibat	andreas	P	May-91	OAK + 60	N
Unidata	andreas	S			
Type Industry Prod.	davebr	P			
Victor	magnusl	S			
Viglen Ltd	davebr	P	May-91	OAK + 30	N
Vobis	marifreda	S		OAK + 30	C
Weico	jeapv	P	May-91	OAK + 60	N

*Status: P=Proposal N=Negotiating S=Signed LOI=Letter of Intent V=Verbal OK N/A=Not Applicable

**Expected Ship Date = OAK + number of days (e.g. OAK + 30, 60, or 90)

***DRI Threat: C=DRI customer N=No threat E=Evaluating DRI DOS

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Attachment

Current or Pending Windows 3.0 Licensees as of..... 15-May-91

Company	Account Manager	Pre Installed?	Signed (S) or Pending (P)
Actabis	olivers		
AEG Olympia	manfreds		
Akhter Group PLC	davebr		
Amstrad	sandyd	Y	P
Apricot Computers	sandyd		
Aquarius Systems International	olivers		
Asem SPA	andreab		
Brother Int'l	davebr		
Digitale Microsysteme GmbH	olivers		
G2 Computers	hansra		
IPC Deutschland	olivers		
Intercomp APA	andreab		
Nokia Data Systems	larsahl	Y	
Olivetti SPA	maurb		
Optisys AB	magnusi	Y	
Peacock	manfred		
Philips	markba		P
Profex Electronic	olivers		
Quattro	davebr		
Research Machines Ltd.	sandyd	Y	
Schneider	michro		
Siemens-Nixdorf	jaapv		
SMT-Goupil	chrisa		
Tiki Data	magnusi		
Tulp Computer BV	hansra		
Unibit	andreab	Y	
Unidata	andreab		
Victor	magnusi	Y	
Viglen	davebr	Y	

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5/14/91 (WINOEMS.XLS)

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OS/2 1.21

OS/2 1.3

Account Name	Account Mfr	Shipping (Version?/N)	Expected SHIP Date	Required Localized Version?*	WMI ship? (Y/N)	Required Localized Version?*
AEG Olympia	micro	N	Jun-91	Q	N	
Amsted	sanhyd	US			N	
Apobex Computers	sanhyd	US			N	
Aquarius	olyvia	Y	Mar-91		N	
Asem	artrahab	US			Y	
Benzul	magnul					
Borus	micro	N	Q1 92	Q	Maybe	
Bull	driva	N	Jan-91		Maybe	
CB Computerbau	olyvia	N	Q1 92	Q	N	
Datsun (Nitel)	magnul	US			Maybe	
GE	hanna	N	Mar-91		Maybe	
GEFA Prozesstechnik	nichro	N	Indefinite	Q	Y	
ICI	delabor	US			N	
Informatic Forum	lajev	N	Q1 92	Q		
ITOS	nichro	N	May-91	Q		
Jet Computer	magnul	US				
Kartron	lajev					
Mauzschelinka	EAST	N	Apr-91	Q	Maybe	
Nobla	lennel	US			Y	
Orwell	smarb	US		Undecided: F/Y/G? D/W/D/F/G/M/K/P/R/S	Y	Undecided: F/Y/G? D/W/D/F/G/M/K/P/R/S
Passcock	lajev	US		Q	N	
Philips	martha	US			Y	
Pyramid	nichro	Y		Q		
REN Elektronik	nichro	N	Q1 92	Q	Maybe	
Research Machines	sanhyd	N	Q3 FY91	Q	N	
Schnaider Purul	nichro	N	Q1 92	Q	Maybe	
Siemens Nibdorf	lajev	US		Q	N	
SAIT-Gould	chrisa	N	Feb-91		N	
Telemeccanique	chrisa	N	Jan-91		N	
Tulp	hanna					
Unibla	andhab	US			Shipping	N/A
Unibla	andhab	US			Y	
Vobla	merfada	N		Indefinite	N	

* Da = Danish, Du = Dutch, F = French, G = German, I = Italian, K = Korq, P = Portuguese, R = Russian, S = Spanish

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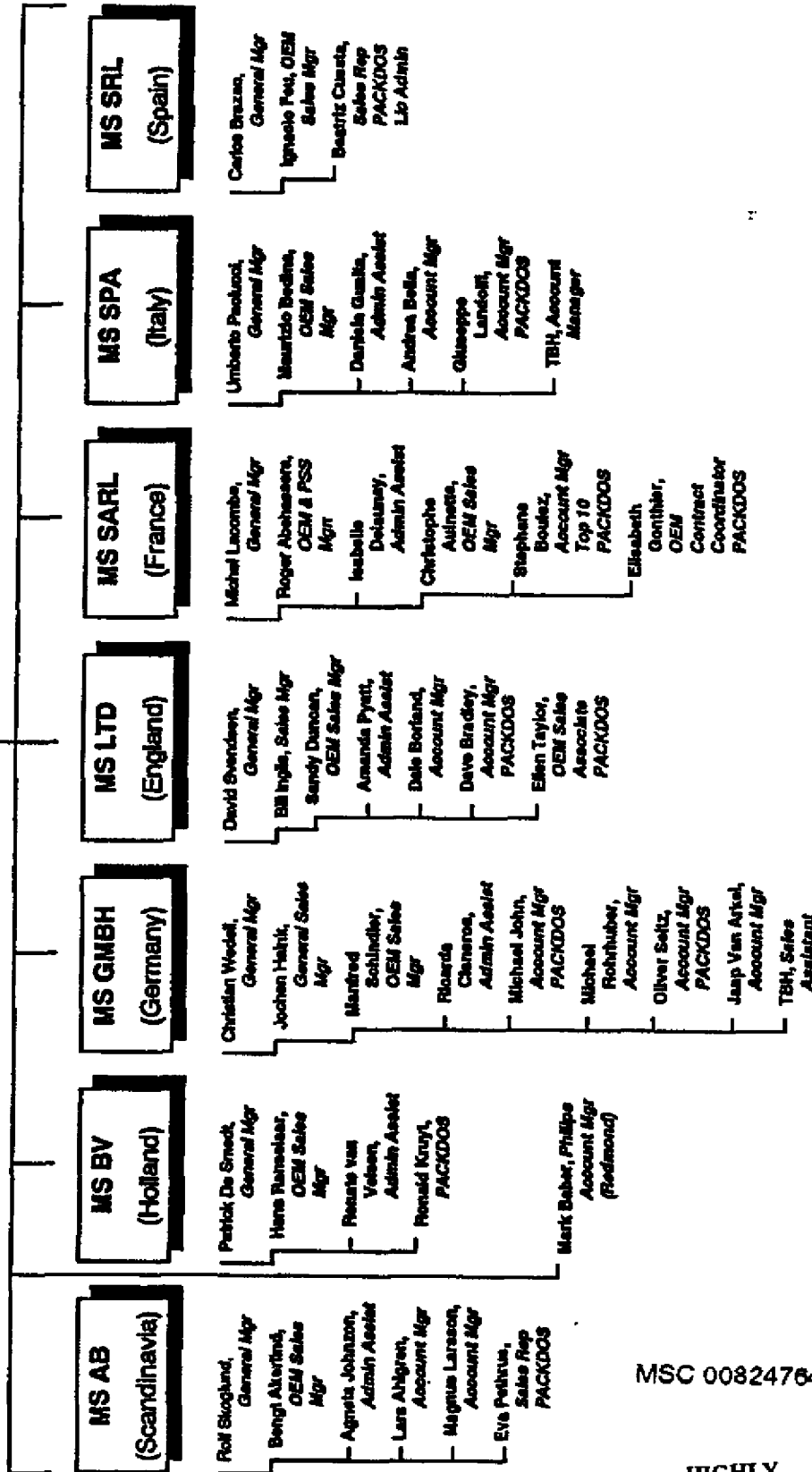
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European OEM Sales
Jeff Lum, Director

Debby Johnson, Administrative Assistant



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