

TESTING	0	0	1	0	1
THC	0	0	2	0	2
TI	3	0	3	0	6
TIMBR	0	1	3	1	5
TIMG	0	0	1	0	1
TIMMCC	0	1	1	0	2
TRANSFER	4	9	18	1	32
V-DOUGK	0	5	2	0	7
VATSANP	0	0	1	0	1
VIDEO7	6	4	4	0	14
VLADS	0	2	2	0	4
WDL	0	1	0	0	1
WINBETA	2	5	6	0	13
ZHANW	1	1	0	0	2
Total	80	200	225	15	520

**HIGHLY
CONFIDENTIAL**

472
 From johnen Tue Dec 17 10:43:23 1991
 To: bradsi
 Cc: davidcol
 Subject: quark
 Date: Tue Dec 17 10:32:17 PDT 1991

According to kalak - the database shows the following two people at Quark getting the beta:

#01830 Anthony Anderson
 #03028 Chris Roueche

473
 From sergiop Tue Dec 17 10:52:07 1991
 To: dwgroup
 Cc: garype kathyg richardf sergiop
 Subject: a major design win for ms-dos and windows
 Date: Tue Dec 17 10:49:41 PDT 1991

One of our oem account managers, Gary Perez, closed a deal yesterday with EMI, a customer that DRI has been touting aggressively in the press as a key strategic partner, for \$19.3M over three years!!

The terms:
 250K units per year
 MS-DOS and Windows
 MS applications

This deal is a major victory for us. EMI is aggressive in the mass merchant channel and with the shift in distribution channels toward the mass merchant we are coming closer every day to having Windows on every PC with deals like those we sign with EMI!!!

Great job Gary!!

474
 From alexn Tue Dec 17 10:52:08 1991
 To: bradsi
 Cc: philba
 Subject: RE: Weekly - December 9, 1991
 Date: Tue Dec 17 10:50:03 PDT 1991

Phil and I have discussed and we think we have a workable method that will keep us out of the middle. We'll keep you informed as we make progress.

>From bradsi Sun Dec 15 18:39:08 1991
 To: alexn
 Cc: philba
 Subject: Weekly - December 9, 1991

Date: Sun Dec 15 18:38:53 1991

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Plaintiff's Exhibit

5423

Comes V. Microsoft