

From Jeremybu Tue Sep 19 10:14:49 1989  
To: jeffl murkobe  
Subject: Stan Shih (acer dr dos)  
Date: Tue Sep 19 10:12:03 1989

>From billg Tue Sep 19 07:59:51 1989  
To: chrismm jeremybu  
Subject: Stan Shih (acer dr dos)  
Cc: jonhink jons roth russw  
Date: Tue Sep 19 07:55:58 1989

Stan called me at 7:15 this morning to discuss the fax.  
He said that a subsidiary called 3rd wave had decided to use  
DR DOS because:

- 1) We said RCM DOS wouldnt be available until october and they  
needed it right away
- 2) Price
- 3) Turbo basic included

I said #1 was wrong and #3 was wrong. We offer G2-basic - the basic  
that people want and anyway basic is not something people will buy  
a machine for. I said we would consider a special quote for a very  
low priced machine with DOS in RCM. Stan said if we did a special  
price for this it would not affect the diskette price so please do  
our best. I said all we are asking for is a chance to quote to these  
people and avoid acer becoming the first real company to license DRDOS.  
He said fine he would make sure that happened.

We need to move super fast on this. We need to find out who the key people  
are. We need to stay in touch with stan. We need to make sure we explain  
we can fly someone down if that is what it takes (to help with rom).  
We need to explain the basic question very well. If we have to go  
super low on price we have to know all the facts to make the decision.  
No one should walk away from this without letting me know the tradeoff.

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