

02-12-98 10:35 2 000 2 716292 DIGITAL RESEARCH 01

LINDA CLARK PLEASE DELIVER TO Dick Williams.

DIGITAL RESEARCH
 1000 W. PINE STREET, SUITE 100
 SAN JOSE, CA 95128
 FAX 408-2-731-8282
 TECHNICAL SUPPORT: 408-2-731-2344
 TEL 408-2-778-3883

INFORMATION TO BE USED IMMEDIATE REPLY-HAND DELIVER PLEASE
 INFORMATION-TREAT AS DAILY MAIL

TO Dick Williams COMPANY DR1-UK FAX # 44-635-35837
 FROM R.D. Dixon DATE 2/12 TIME 4:30 AM

Subject/Reference FEB STAFFS
 Number of pages (including this one) 1

MESSAGE:

Dick, ARRIVED SAFELY AFTER DELAY. WORKING ON PROJECTS AS WE OBTAINED. BUSINESS IS VERY DIFFICULT HERE. MICROSOFT JUST PUTS PRICE OF MS008 Y01 TO \$9/COPY TO LINDA AND, DUNCAN LYR.(MIRAC)... WE WERE TRYING TO WORK WITH THEM ON A COMMON MS/ROSC STRATEGY.

I HAVE TAKEN CONTROL DOWN FROM KEVIN TO WALTER & HENRY ON SCOPE FOR GUN PROJECT ON PRIORITY. SO HAVE STOPPED THE GUN REVIEW ON THAT ONE.

PROSPECTS IN TAIWAN ARE ALL LOW STAFFS:

Company	REV	Comments
ARMC	?	Partner Analysis
SMT	500.0	Can discuss Partner
VENDATA	UPGRADE ?	Details and price
ALINA	170.0	Details on M&A.
Flyport	170.0	Basic Summary
DRK	1700	ONE TIME DEAL FOR B10 WORKING ON LHO
PC SYSTEM	20.0	Rolling Partner Details

Humbleton
 ABC 29,000

00604773

TAIWAN TO FIRM UP CURRENT DATA CHECKED NOW. PARTNER DOWNSIDE BUSINESS S&B. DOESN'T LOOK GOOD AT THIS POINT, BUT WILL MAKE ON KEY OPERATIONALS. GIVE TO DR. FOR COPY AS SHE'S ARE PLEASED CALL ME LATER IF QUANTIFIED.... Dick

EXHIBIT
461

001387

EXHIBIT
462

THE
SEMINAR
MICROSOFT
DOES NOT WANT
YOU TO ATTEND!

DR DOS 5.0
June 14, 1990
Grand Hyatt Hotel
Taipei, Taiwan

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JUNE 14, 1990

Grand Hyatt Hotel, Taipei

BALLROOM 2

10:00 AM--4:00 PM

EVALUATION PRODUCTS PROVIDED TO

ALL ATTENDEES.

LUNCH INCLUDED

FOR RESERVATIONS CALL:

Irrana Huang, Digital Research, Taiwan

731-2284



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DR DOS 5.0 Design-In Seminar

Objectives

- ✓ Spend a day with Digital Research Technology
- ✓ See how we are setting the pace and how far we are advancing the DOS standard
- ✓ Learn specifically how to "Design-In" our technology to give you added-value in world markets
- ✓ See that we have solid and a shipping product now with features the market is demanding
- ✓ Demonstrate our local support and sincere interest to partner with you with fair business policies and fair pricing value



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DR DOS 5.0 - Design-In Seminar
June 14, 1990
Grand Hyatt Hotel - Taipei, Taiwan
AGENDA

- | | |
|--------------------------------------------------------|------------------------------------------------------------|
| 1. Introduction | Irrana Huang,
Office Manager |
| 2. Welcome & Objectives | Richard D. Dixon,
Director, Asian Operations |
| 3. DOS Market Evolution & Requirements | Greg Ewald,
Director of Marketing,
Americas and Asia |
| 4. Introducing DR DOS 5.0 | Greg Ewald |
| 5. DR DOS 5.0 Technical Review | Henry Huang
Technical Consultant |
| <input checked="" type="checkbox"/> MemoryMAX™ | |
| 6. LUNCH | DRI Host |
| 7. DRDOS 5.0 Technical Review (Continued) | Henry Huang |
| Enhancements | |
| <input checked="" type="checkbox"/> Disk Cache | |
| <input checked="" type="checkbox"/> ViewMAX™ | |
| <input checked="" type="checkbox"/> FileLINK™ | |
| ROMming DR DOS | |
| Embedded Systems | |
| <input checked="" type="checkbox"/> BatteryMAX™ | |
| 8. Questions & Answers | Staff |
| 9. Summary | Richard D. Dixon |
| 10. Evaluation Units | Staff |




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