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303
Comes v. Microsoft

Microsoft
*Internal OEM
Price Guideline*

Effective Tuesday, June 12, 1990

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Per-copy pricing for all products is available on request.

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8086 Systems Products

Each product added to a license requires a commitment. See worksheet, Read notes before using price list.

Product Offering (US versions)	Annual commitment level for two-year contracts						
	LK	5K	25K	50K	100K	250K	500K
A-1 MS-DOS 5.0 per system ¹	\$3.5	\$3.0	\$2.5	\$2.0	\$1.5	\$1.1	\$8
MS-DOS 5.0 Shell & Utilities	\$8	\$6	\$5	\$4	\$3	\$2.50	\$2
<u>Additional per-system products</u>							
MS-Windows 3.0 ¹²	\$23	\$20	\$16.50	\$13	\$10	\$7.50	\$5.50
Learning Windows 3.0	\$4	\$3.50	\$3	\$2.50	\$2	\$1.50	\$1
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
<u>Additional per-copy products</u>							
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A-2 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
A-3 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA

- Note 1: Windows product includes Print & Write.
- Note 2: Royalties for all localized MS-DOS, OS/2 & Win products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.
- Note 3: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.
- Note 4: MS-DOS Display and Keyboard sources for special adaptations: \$5,000, P.O. required; no contractual requirements.
- Note 5: MS-DOS Extended Memory source (Smart Drive, Ram Drive, or Limulizer) for special adaptations: \$8,000.
- Note 6: Shell source and adaptation guide: \$50,000.
- Note 7: MS-DOS source fee: \$25,000.
- Note 8: OEMs who license MS-DOS ROM v2.0 may also distribute the standard GWBasic software.
- Note 9: Per-system licenses for MS-DOS 5 will be "per processor" licenses only and not by machine serial.
- Note 10: The removable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-executable or RAM-executable version.
- Note 11: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic this is an additional per-system charge.
- Note 12: OEMs may sell Windows 3.0 into large accounts for PCs that they do not manufacture at \$45 royalty/copy. Account must obtain approval from product for each of these deals.

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286 Systems Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US version)	Annual commitment level for two-year contracts						
	1K	5K	25K	50K	100K	250K	500K
B-1 MS-DOS 5.0 per system ¹¹	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS-DOS Shell & Utilities	\$9	\$7	\$6	\$5	\$4	\$3.50	\$3
<u>Additional per-system products</u>							
MS-Windows 3.0 ¹⁴	\$30	\$26.50	\$18	\$15	\$13	\$10	\$9
Multi-Media Windows 3.0	\$35	\$30	\$25	\$20	\$15	\$13	\$11
Learning Windows 3.0	\$4	\$3.50	\$3	\$2.50	\$2	\$1.50	\$1
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
<u>Additional per-copy products</u>							
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 per copy	\$135	\$115	\$100	\$85	NA	NA	NA

B-2 MS OS/2 per copy	\$180	\$155	\$130	\$110	NA	NA	NA
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B-3 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)	\$22	\$18	\$12	\$10	\$7	\$5	\$3
B-4 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA

- Note 1: Windows product includes Print & Write.
- Note 2: Royalties for all localized MS-DOS, OS/2 & Win products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.
- Note 3: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the price for the higher-powered processor must be used for all machines.
- Note 4: MS-DOS Display and Keyboard sources for special adaptations: \$5,000.
- Note 5: MS-DOS Extended Memory sources (Smart Drive, Ram Drive, or Limulizer) for special adaptations: \$8,000.
- Note 6: Shell source and adaptation guide: \$50,000.
- Note 7: OS/2 1.21 PS/2 OAK (ABIOS/MCA) driver source: \$25,000. Standard OAK includes binary versions that work with the AT, EISA or MCA bus and OEMs pay no extra for this capability. Updates of this source to version 2.0 will be \$3,000.
- Note 8: Prices for OS/2 User's Guide II, part number 13238. This is a 6 in by 8 in 3 hole punch document inserts (binders not included).
- Note 9: MS-DOS source fee: \$25,000.
- Note 10: OEMs who license MS-DOS ROM v2.0 may also distribute the standard GWBasic software.
- Note 11: Per-System license for MS-DOS 5 will be "per processor" licenses only and not by machine name.
- Note 12: The removable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-accessible or RAM-accessible version.
- Note 13: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic this is an additional per-system charge.
- Note 14: OEMs may sell Windows 3.0 into large accounts for PCs that they do not manufacture at \$45 royalty/copy. Account mgt must obtain approval from purchaser for each of these deals.

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386/486 Systems Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US version)	Annual commitment level for two-year contract						
	1K	6K	25K	50K	100K	250K	500K
C-1 MS-DOS 5.0 per system ^{1,2}	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS-DOS Shell & Utilities	\$9	\$7	\$6	\$5	\$4	\$3.50	\$3
<u>Additional per-system products</u>							
MS-Windows 3.0 IS	\$45	\$40	\$27	\$23	\$20	\$15	\$14
Multi-Media Windows 3.0	\$50	\$45	\$35	\$28	\$24	\$20	\$16
Learning Windows 3.0	\$5	\$4.50	\$4	\$3.50	\$3	\$2.50	\$2
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
<u>Additional per-copy products</u>							
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 per copy	\$135	\$115	\$100	\$85	NA	NA	NA

C-2 MS OS/2 per copy	\$180	\$155	\$130	\$110	NA	NA	NA
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C-3 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
C-4 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA

Note 1: Windows includes Print & Write.

Note 2: Windows 3.0 works on 286 and 386 systems.

Note 3: Royalties for all localized MS-DOS, OS/2 & Win products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.

Note 4: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.

Note 5: MS-DOS Display and Keyboard sources for special adaptations: \$3,000.

Note 6: MS-DOS Extended Memory sources (Smart Drive, Ram Drive, or Limulizer) for special adaptations: \$4,000.

Note 7: Shell source and adaptation guide: \$50,000.

Note 8: OS/2 1.21 PS/2 OAK (ABIOS/MCA) driver source: \$25,000. Standard OAK includes binary versions that work with the AT, EISA or MCA bus and OEMs pay no extra for this capability. Updates of this source to version 2.0 will be \$3,000.

Note 9: Prices for OS/2 User's Guide insert: 24, part number 13238. These are 6 in by 8 in 3 hole punch document inserts (brochures not included).

Note 10: MS-DOS source fee: \$25,000.

Note 11: OEMs who license MS-DOS ROM v2.0 may also distribute the standard GWBasic software.

Note 12: Per-System licenses for MS-DOS 5 will be "per processor" licenses only and not by machine name.

Note 13: The removable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-attachable or RAM-attachable version.

Note 14: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic this is an additional per-system charge.

Note 15: OEMs may sell Windows 3.0 into large accounts for PCs that they do not manufacture at \$45 royalty/copy. Acct mgmt must obtain approval from pmcrmtk for each of these deals.

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Per-Copy Packaged MS-DOS 5.0

Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	POB MS US Warehouse	Minimum shipment quantity			
		25-499	500-999	1,000-1,999	2,000+
D-1 US version		\$55	\$55	\$55	\$50
Spanish version		\$84	\$81	\$76	\$71
Portuguese version		\$84	\$81	\$76	\$71
Arabic version		\$84	\$81	\$72	\$55
Hebrew version		\$84	\$81	\$72	\$55

POB Subsidiary warehouse

D-2 Int'l English version (Europe)	\$77	\$74	\$71	\$67
Int'l English version (non-Europe)	\$59	\$59	\$59	\$54
French version	\$89	\$86	\$82	\$78
German version	\$89	\$86	\$82	\$78
Spanish version	\$89	\$86	\$82	\$78
Russian version	\$89	\$86	\$82	\$78
Italian version	\$89	\$86	\$82	\$78

Per-Copy Packaged MS-DOS 3.3 or 4.0

Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	POB MS US Warehouse	Minimum shipment quantity			
		25-499	500-999	1,000-1,999	2,000+
D-3 US version		\$60	\$60	\$60	\$55

Note 1: Pricing is based on shipment quantity. Unavailable orders for future delivery (not to exceed nine months) may enable the customer to move to a lower price level, at the discretion of the general manager.

Note 2: MS-DOS 4.0 & 5.0 include the Shell.

Note 3: Spanish, Portuguese and Italian MS-DOS are currently available at discounts in those countries only, as a piracy reduction measure.

Note 4: German and Italian Packaged MS-DOS shipped only out of GmbH & SpA warehouses, respectively. Spanish MS-DOS is shipped out of the US and S.A.R.L. Arabic and Hebrew MS-DOS are shipped only from Corporate. Russian MS-DOS is only shipped out of GmbH.

Note 5: MS-DOS 3 includes the QBasic interpreter. Versions prior to MS-DOS 3 include the QWBasic interpreter.

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MS-DOS 4.x Redir (Net 1)

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US versions)		Annual unit commitment level for two-year license				
		1K	3K	6K	25K	50K
N-1	MS-DOS 4.x redir (Net 1)	\$18	\$18	\$15	\$12	\$10

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

LAN Manager 2.0

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US versions)		Annual Unit Commitment			
		\$250K	\$500K	\$1M	\$2M
N-2	Base LAN Manager 2.0 Server with 5 users	\$225	\$175	\$150	\$135
	10 User Pak (increments max concurrent users by 10)	\$225	\$175	\$150	\$135
	Unlimited User Pak (removes limitation on concurrent users)	\$895	\$775	\$725	\$675

Note 1: When an OEM licenses LAN Manager, the license covers the OEM to distribute the three LAN Manager products: (1) Base Server with 5 users, (2) 10 User Pak and (3) Unlimited User Pak.

Note 2: LAN Manager 2.0 Commitment is a 25% commitment to the product. The actual units shipped will vary according to the OEM's mix between the three LAN Mgr products.

Note 3: The Base LM Server can concurrently service 5 clients. There is no limit to the number of clients that can be connected on the network; the number of concurrent users is the limitation.

Note 4: The fee for upgrading from Version 1.0 to Version 2.0 is 50% of the 2.0 price for an equal or greater capacity network.

Note 5: OS/2 is not included with LAN Manager 2.0. The OEM must specifically license OS/2. LM 2.0 requires OS/2 1.21 or the server and supports client workstations running OS/2 1.1 or 1.2, and MS-DOS 3.3 or later versions.

Note 6: Source licensing is discouraged. Work with JoachimK to develop pricing if necessary.

Note 7: For quotes on terms/conditions of multiprocessor LAN Manager, ask JoachimK.

SQL Server

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US versions)		Annual \$5 commitment for two-year license			
		\$250K	\$500K	\$1M	\$2M
N-3	SQL Entry (limited to 5 users)	\$250	\$200	\$175	\$150
	SQL Unlimited Server	\$550	\$475	\$400	\$350

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

Note 2: Upgrade royalties from the 5 User to Unlimited versions of SQL Server require 110% of the difference in royalty price.

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Comm Server & Comm Workstation

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US versions)	Annual \$5 commitment level for two-year license			
	\$250K	\$500K	\$1M	\$2M
N-4 Comm Server: (2-10 users)	\$340	\$290	\$250	\$220
	\$1100	\$950	\$800	\$700
	\$1600	\$1350	\$1100	\$900
N-5 Comm Workstation	\$250K	\$500K	\$1M	\$2M
	\$100	\$80	\$80	\$70

- Note 1: Royalties for all localized products are 15% higher than US version counterparts shown here.
- Note 2: Upgrading of network products requires payment of 110% of the difference in price.
- Note 3: Commitment to Comm Server = Workstation commitment + Server Version commitment
 Example: \$250K Workstation level commitment and \$500K server level commitment
 Min Commitment = \$250K + \$500K = \$750K
 This example OEM pays Comm Workstation royalties at \$100, 2-10 User at \$290, 2-32 User at \$950, and Unlimited User at \$1,350.
- Note 4: There is a separate Exhibit C for the Comm Server and the Comm Workstation product.

LAN Manager/X Server

Standard platform for allowing MS-DOS and OS/2 workstations to communicate with non-OS/2 servers.
 Intel 286/386/486 Pricing Annual \$5 commitment for two-year license

(US versions)	\$250K	\$500K	\$1M	\$2M
N-6 LAN ManagerX (unlimited)	\$800	\$550	\$500	\$400
	\$350	\$300	\$250	\$150

- Note 1: Servers made from \$75K for the first copy, \$45K for the second and subsequent copies.
- Note 2: Upgrade royalties from 1-10 User to Unlimited is 110% of the difference in price.

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MS Printer Description Languages (PDLs)

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering	Annual commitment level for two-year contracts					
	1.5K	5K	10K	25K	50K	100K
P-1 TrueImage PDL (for printers up to 600 DPI) <i>Emulations not bundled with PDL</i>	\$150	\$75	\$70	\$65	\$60	\$55
MS PCL	\$25	\$10	\$5	\$3	\$2	\$1.50
MS GL	\$25	\$10	\$5	\$3	\$2	\$1.50
MS FX80	\$10	\$5	\$3	\$2	\$1.50	\$1
MS D630	\$10	\$5	\$3	\$2	\$1.50	\$1
MS PRO	\$10	\$5	\$3	\$2	\$1.50	\$1
<i>Emulations bundled with PDL</i>						
1 emulation	\$10	\$5	\$4	\$3	\$2	\$1.50
2 emulations	\$15	\$7	\$6	\$4	\$3	\$2
3+ emulations	\$20	\$10	\$8	\$6	\$4	\$3

Note 1: License includes access to 3.5 Roman outline font.

Note 2: For printers capable of resolution in excess of 600DPI contact Joachim K for quotes.

TrueImage Source Code Access Fees

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering	
P-2 TrueImage PDL Source Code Access Fees	
TrueImage Roman Version	\$250,000
Add'l Sources for different CPUs	\$75,000
TrueImage Kernl Version	\$325,000
Add'l Sources for different CPUs	\$90,000

Note 1: Source code purchase includes 3.5 Roman outline font, 2 days training at Microsoft location, design documentation, pseudo code, source code media.

Note 2: Purchase entitles customer to existing MS PDL source (previously known as Base PDL) and access to the source for version 1.0 of TrueImage PDL.

Emulation Language Source Code Access Fees

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering	
P-3 Emulation Language Source Code Access Fees	
MS Printer Control Language (PCL) (HP LaserJet Series II emulation)	\$95,000
MS Graphics Language (GL) (HP 7475A emulations)	\$95,000
MS FX80 (Epson FX-80 emulation)	\$50,000
MS D630 (Diablo 630 API emulation)	\$50,000
MS Proprieter (IBM Proprieter emulation)	\$50,000

Note 1: Emulation language source includes training at Microsoft location, source code media.

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OEM Bulk Mice

Software and manual duplication licensed for OEM production.

Introduction

We sell bulk quantities of the following 200 d.p.u. OEM Mice with a 2.5 meter cable: 1) 9-pin serial mice, 2) PS/2 mice, and 3) InPort mice. A 9-pin to 25-pin serial adapter cable is available. "Standard" Microsoft Mice are Microsoft White, with a large Microsoft logo in the 9-pin serial, PS/2 and InPort mice. Microsoft usually has a buffer stock of "standard" products. Mice are also available without a Microsoft logo in the Microsoft White color. These are ordered as needed. The following is included with the price of the Mouse: a) industry standard Microsoft Mouse software driver and b) Mouse installation guide (ASCII file format). The OEM can order camera-ready documentation for an additional fee. Customized mice are available for an additional charge, but are not encouraged.

Special to Microsoft In-IT Subsidiaries: To get an OEM started, the account manager must have the OEM sign the mouse license that covers two distinct activities: 1) the mouse hardware distribution agreement, & 2) a mouse software duplication license. The mouse license is between the OEM and the local subsidiary; it is signed by the subsidiary general manager or regional director for areas without subsidiaries. It gives the OEM a US\$ purchase price based on a volume purchase obligation and restricts his sale of the mice (including the driver software) to purchasers of his hardware. This license grants the OEM rights to duplicate our mouse driver software so long as a) it is only distributed on the OEM's hardware with the Microsoft Mouse that is purchased from the local warehouse and b) the OEM acknowledges and protects our rights to the software. The standard license can be signed by the local subsidiary general manager or regional director. *Jeremy Butler must approve a print of this license if there are any modifications.*

Product Offering	Standard Part No. MS Logo	Part No. w/o MS Logo	Annual unit commitment level					
			5K	10K	20K	50K	100K	
H-1								
Serial Mouse: 9-pin	2807	3701	\$39.65	\$28.15	\$25.15	\$22.15	\$20.15	
PS/2 Mouse	2801	3702	\$39.75	\$28.25	\$25.25	\$22.25	\$20.25	
9-pin to 25-pin adapter	05685		\$4.75	\$4.25	\$3.75	\$3.25	\$3.00	

Note 1: Prices above are FOB Microsoft, Australia add \$1/each.

Note 2: OEM Mouse Evaluation Kit: \$100. Part number 134-499V100 through Canyon Park. Includes PS/2 mouse, 9-pin serial mouse, 9-25 pin adapter, hardware specifications, marketing material.

Note 3: The new Mouse software driver version 7.0 is available to OEM's for \$10K. If a customer has a "driver-only" license, contact Pamela before upgrading to version 7.0.

Note 4: Please contact Pamela for any new BUS Mouse or InPort chip negotiations

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OEM Packaged Mice

Outside US only. Packaged ready-to-ship with OEM hardware sold to manufacturers and machine importers.

Product Offering FOB subsidiary warehouses	Part Number	Microsoft order rate in units		
		100-499	500-999	1000+
H-2 Int'l English (replaces 056-099zv100)	134-399zv100	\$68	\$63	\$58
French	134-399fv100	\$68	\$63	\$58
Multilingual (replaces 056-395bv100) Manual includes Dutch, Swedish, Finnish, Spanish, Italian, French, German	134-399mzv100	\$68	\$63	\$58

Note 1: Sold in the same way as Packaged MS-DOS up to 1,000 units.

Note 2: Each SKU includes:

- Minimal mouse with Microsoft Logo 9-pin (200 dpi)
- Dual disk media (driver has no Copal and no Mouse)
- Plain low-and standard chain box with new, clear chain shell
- OEM Mouse Installation Guide (English, French or multilingual)
- 9-pin to 25-pin adapter
- Standard 2.5 meter cable

OEM Packaged Mice 50-Pack

US Only.

The OEM Mouse 50 pack provides an easy way for US OEMs to include a mouse with their machines. The 50 pack is structured to include mice, documentation & software. The OEM can choose the type of mouse (PS/2 or 9-pin), software media type (3.5 and/or 5.25 inch disks), and an optional 9-pin to 25-pin adapter. See notes.

Product Offering	Part No.	
H-3 50 pak PS/2 mice	parmetal	\$2,250.00
50 pak 9-Pin mice	134-199-008	\$2,250.00
25 pak 5.25" software	134-199-V704	\$112.50
25 pak 3.5" software	134-195-V704	\$162.50
9-25 Pin Adapter, each	05685	\$4.75

Note 1: The OEM must buy software and hardware in a 1:1 mouse/disk ratio. The disks may be any combination of 5.25" and 3.5" disks.

Note 2: The software packages, both 3.5 or 5.25, include Mouse driver software, legal disk envelope, registration card and user guide.

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Applications & Languages: General Guidelines**Royalty Licenses for Applications & Languages**

Any potential royalty deals for applications or languages should be discussed with the VP of OEM.

Please note: Microsoft no longer provides OEM kits for languages or applications.

PC Works

PC Works sales should be pursued as packaged product directly from the local warehouse for commitments less than 25,000 units.

Royalty Product Offering (US version)	Annual unit commitment level for two-year license			
	<25K	25K	50K	100K+
W-1 PC-Works	See above	\$20	\$15	\$10

Note 1: Negotiate vigorously for guaranteed advertising (covering Works).

Note 2: Royalties for localized versions additional 15%.

Note 3: These prices are for Works without Checkvita.

Note 4: Upgrades from Works 1.x are at 50%.

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Royalty Commitment Worksheet: Microsoft Internal

Customer _____ Quotation Date* _____

Processors Covered _____ Pricing Table _____

Per System Products

	Product	Units per Year	Per System Unit Royalty	Annual Commitment
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____
5.	_____	_____	_____	_____
6.	_____	_____	_____	_____
7.	_____	_____	_____	_____

Per Copy Products

	Product	Units per Year	Per System Unit Royalty	Annual Commitment
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____
5.	_____	_____	_____	_____
6.	_____	_____	_____	_____
7.	_____	_____	_____	_____

Final Contract Commitment \$ _____

Notes

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Quotation prepared by: _____

* Note: this quotation is valid for 30 days from this quotation date.

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