

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

Quotation prepared by: _____

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

Microsoft

Internal OEM Price Guideline

Effective Monday, July 2, 1990

Index

	Price Table		Page No.
Operating Systems	A1-A5	8086 System Products	2
	B1-B6	286 System Products	3
	C1-C6	386 System Products	4
	D1-D3	Packaged MS-DOS	5
Networking	N1-N3	Net Radr, LAN Manager, SQL Server	7
	N4-N6	Comm Server, Comm Workstation, LAN Manager/X	7
Printer Software	P1-P4	Printer Description Languages	7
		TruImage Source Code	8
		Emulation Language Source Code	8
		SoftPrint Subscription Service	8
Hardware	H1	OEM Bulk Mice	9
	H2	OEM Packaged Mice	9
	H3	OEM Mouse 50 Pack	10
Apps	W-1	General Guidelines	10
		PC Works	10
Quotation Worksheet		Royalty Commitment Worksheet	11

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

Effective Monday, July 2, 1990

page 1

X 198991
CONFIDENTIAL

MS-PCA 1108389
CONFIDENTIAL

DEFENDANT'S
EXHIBIT
4217

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						
	1K	6K	25K	50K	100K	250K	500K
A-1 MS-DOS 5.0 per system^{2,3,4}	\$35	\$30	\$25	\$20	\$15	\$11	\$8
MS-DOS 5.0 Shell & Utilities	\$8	\$8	\$5	\$4	\$3	\$2.50	\$2
<i>Additional per-system products</i>							
MS-Windows 3.0 ⁵	\$23	\$20	\$16.50	\$13	\$10	\$7.50	\$5.50
Windows Productivity 3.0	\$4	\$3.50	\$3	\$2.50	\$2	\$1.50	\$1
<i>Additional per-copy products</i>							
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A-2 MS-DOS 5.0 per copy	\$70	\$60	\$50	\$40	\$30	\$30	\$30
A-3 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
A-4 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A-5 Source Code Fees							
MS-DOS Kernel	\$25,000						
MS-DOS Display & Keyboard	\$5,000						
MS-DOS Extended Memory	\$8,000						
MS-DOS Shell	\$50,000						

Note 1: 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 2: Per_System royalty above refers to "Per_Processor/per_system" type licenses. There is a 15% uplift in this price for "per_machine/per_system" licenses for MS-DOS 5.0

Note 3: 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 4: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBASIC interpreter is available. Once local language QBASIC is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBASIC. If the OEM wishes to ship both QBASIC and GWBasic then the per-copy pricing for GWBasic above is applicable.

Note 5: The OAK for Windows 3.0 contains version 7.0 of the Microsoft mouse driver. In the case where an OEM ships a non-Microsoft mouse and ships the Microsoft mouse driver v7.0 with Windows there is an additional \$3.00 royalty/copy.

X 198992
CONFIDENTIAL

MS-PCA 1108390
CONFIDENTIAL

286 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						
	1K	6K	25K	50K	100K	250K	500K
B-1 MS-DOS 5.0 per system^{1,3,4}	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS-DOS Shell & Utilities	\$9	\$7	\$8	\$5	\$4	\$3.50	\$3
<i>Additional per-system products</i>							
MS-Windows 3.0 ⁵	\$30	\$26.50	\$18	\$15	\$13	\$10	\$9
MS Multimedia Windows 1.0	\$45	\$40	\$27	\$22.50	\$19.50	\$15	\$13.50
MS Multimedia Windows 1.0 Upgrade Kit	\$35	\$30	\$25	\$20	\$18	\$12	\$10
Windows Productivity 3.0	\$4	\$3.50	\$3	\$2.50	\$2	\$1.50	\$1
<i>Additional per-copy products</i>							
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
OS/2 CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 1.21 per copy	\$135	\$115	\$100	\$85	NA	NA	NA

B-2 MS-DOS 5.0 per copy	\$70	\$60	\$50	\$40	\$30	\$30	\$30
--------------------------------	------	------	------	------	------	------	------

B-3 MS OS/2 1.21 per copy	\$180	\$155	\$130	\$110	NA	NA	NA
----------------------------------	-------	-------	-------	-------	----	----	----

B-4 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$6	\$3
--	------	------	------	------	-----	-----	-----

B-5 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
------------------------------------	----	--------	--------	--------	----	----	----

B-6 Source Code Fees							
MS-DOS Kernel	\$25,000						
MS-DOS Display & Keyboard	\$5,000						
MS-DOS Extended Memory	\$8,000						
MS-DOS Shell	\$50,000						
OS/2 1.21 BIOS Source	\$25,000						
Update BIOS Source 1.21 to 2.0	\$5,000						

- Note 1: 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 2: Per_System royalty above refers to "Per_Processor/per_system" type licenses. There is a 15% uplift in this price for "per_machine/per_system" licenses for MS-DOS 5.0
- Note 3: 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 4: MS-DOS 5 includes the QBasic interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBasic interpreter is available. Once local language QBasic is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBasic. If the OEM wishes to ship both QBasic and GWBasic then the per-copy pricing for GWBasic above is applicable.
- Note 5: The OAK for Windows 3.0 contains version 7.0 of the Microsoft mouse driver. In the case where an OEM ships a non-Microsoft mouse and ships the Microsoft mouse driver v7.0 with Windows there is an additional \$5.00 royalty/copy.
- Note 6: Prices for OS/2 User's Guide \$8, part number 13238. This is a 6 in by 8 in 3 hole punch document inserts (binders not included).

X 198993
CONFIDENTIAL

MS-PCA 1108391
CONFIDENTIAL

386/486 Systems Products

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

Product Offering (US versions)	Annual commission level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
C-1 MS-DOS 5.0 per system^{1,3,4}	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS-DOS Shell & Utilities	\$9	\$7	\$6	\$5	\$4	\$3.50	\$3
<i>Additional per-system products</i>							
MS-Windows 3.0 ⁵	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS Multimedia Windows 1.0	\$65	\$60	\$40	\$35	\$29	\$22	\$20
MS Multimedia Windows 1.0 Upgrade Kit	\$50	\$40	\$30	\$25	\$20	\$16	\$12
Windows Productivity 3.0	\$5	\$4.50	\$4	\$3.50	\$3	\$2.50	\$2
<i>Additional per-copy products</i>							
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 1.21 per copy	\$135	\$115	\$100	\$85	NA	NA	NA
C-2 MS-DOS 5.0 per copy	\$70	\$60	\$50	\$40	\$30	\$30	\$30
C-3 MS OS/2 1.21 per copy	\$180	\$155	\$130	\$110	NA	NA	NA
C-4 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
C-5 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
C-6 Source Code Fees							
MS-DOS Kernel	\$25,000						
MS-DOS Display & Keyboard	\$5,000						
MS-DOS Extended Memory	\$8,000						
MS-DOS Shell	\$50,000						
OS/2 1.21 BIOS Source	\$25,000						
Update BIOS Source 1.21 to 2.0	\$5,000						

- Note 1: 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 2: Per_System royalty above refers to "Per_Processor/per_system" type licenses. There is a 15% uplift in this price for "per_machine/per_system" licenses for MS-DOS 5.0
- Note 3: 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 4: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBASIC interpreter is available. Once local language QBASIC is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBASIC. If the OEM wishes to ship both QBASIC and GWBasic then the per-copy pricing for GWBasic above is applicable.
- Note 5: The OAK for Windows 3.0 contains version 7.0 of the Microsoft mouse driver. In the case where an OEM ships a non-Microsoft mouse and ships the Microsoft mouse driver v7.0 with Windows there is an additional \$5.00 royalty/copy.
- Note 6: Prices for OS/2 User's Guide \$8, part number 13238. This is a 6 in by 8 in 3 hole punch document insert (binders not included).

Per-Copy Packaged MS-DOS 4.0 or 5.0

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

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

Product Offering	FOB MS US Warehouse	Minimum shipment quantity			
		25-499	500-999	1,000-1,999	2,000+
D-2 Int'l English version (Europe)	\$77	\$74	\$71	\$67	\$67
Int'l English version (non-Europe)	\$59	\$59	\$59	\$54	\$54
French version	\$89	\$86	\$82	\$78	\$78
German version	\$89	\$86	\$82	\$78	\$78
Spanish version	\$89	\$86	\$82	\$78	\$78
Russian version	\$89	\$86	\$82	\$78	\$78
Italian version	\$89	\$86	\$82	\$78	\$78

Per-Copy Packaged MS-DOS 3.3

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

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

Note 1: Pricing is based on shipment quantity. Noncancelable orders for future delivery (not to exceed nine months) may entitle 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 discount in those countries only, as a pricing 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 SARL. Arabic and Hebrew MS-DOS are shipped only from Corporate. Russian MS-DOS is primarily shipped out of GmbH but stock is kept at Canyon Park for large "hard bundle" deals.

Note 5: MS-DOS 5 includes the QBASIC interpreter. Versions prior to MS-DOS 5 include the GWBasic interpreter.

MS-DOS 4.x or 5.x Redir (Net 1)

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.
Annual unit commitment levels for two-year license

(US versions)	1K	3K	6K	25K	50K
N-1 MS-DOS 4.x or 5.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 allows 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 33% 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 OEM's royalty fee for selling an update from Version 1.0 to Version 2.0 is 50% of the 2.0 royalty 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 at 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 Jecklink to develop pricing if necessary.

Note 7: For queries on terms/conditions of multiprocessor LAN Manager, ask Jecklink.

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 10 Pak	\$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 requires the OEM to pay 110% of the difference in royalty prices.

Comm Server & Comm Workstation

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

(US versions)	Annual \$\$ commitment level for two-year license			
	\$250K	\$500K	\$1M	\$2M
N-4 Comm Server: (2-10 users)	\$340	\$290	\$250	\$220
Comm Server: (2-32 users)	\$1100	\$950	\$800	\$700
Comm Server (unlimited)	\$1600	\$1350	\$1100	\$900
	\$250K	\$500K	\$1M	\$2M
N-5 Comm Workstation	\$100	\$90	\$80	\$70

- Note 1:** Royalties for all localized products are 15% higher than US version counterpart shown here.
- Note 2:** Upgrading between network capacity 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.

(US versions)	Annual \$\$ commitment for two-year license			
	\$250K	\$500K	\$1M	\$2M
N-6 LAN Manager/X (unlimited)	\$600	\$550	\$500	\$400
(1-10 users)	\$350	\$300	\$250	\$150

- Note 1:** Source code fee: \$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.
- Note 3:** Please see Joachink to formulate pricing for non-Intel microprocessors.

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	\$12.50	\$5	\$2.50	\$1.50	\$1	\$.75
MS GL	\$12.50	\$5	\$2.50	\$1.50	\$1	\$.75
MS FX90	\$5	\$3	\$2	\$1.50	\$1	\$.75
MS D630	\$5	\$3	\$2	\$1.50	\$1	\$.75
MS PRO	\$5	\$3	\$2	\$1.50	\$1	\$.75
<i>Emulations bundled with PDL</i>						
1 emulation	\$5	\$4	\$3	\$2	\$1.50	\$.75
2 emulations	\$7	\$6	\$4	\$3	\$2	\$1
3+ emulations	\$10	\$8	\$6	\$4	\$3	\$1.50

- Note 1:** License includes access to 35 Roman outline fonts.
- Note 2:** For printers capable of resolution in excess of 600DPI, contact Joachink 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 Fees	
TrueImage Roman Version	\$250,000
Add'l Sources for different CPUs	\$75,000
TrueImage Kanji Version	\$325,000
Add'l Sources for different CPUs	\$90,000

Note 1: Source code purchase includes 35 Roman outline fonts, 2 days training at Microsoft location, design documentation, pseudo code, source code media.

Note 2: Purchase enables customer to existing MS PDL source (previously known as Bezier 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 Proprietary (IBM Proprietary emulation)	\$50,000

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

Soft/Print: Subscription Services for Printer Compatibility Testing

Soft/Print is a collection of annual subscription services. These subscription services assist the printer manufacturer in achieving and maintaining application software compatibility with the leading PC based software packages in the market. Soft/Print subscriptions provide test suites and information to the subscriber on the top 80-90% of the PC application software packages. Test files and reports are generated from packages which come from the following areas: Business Graphics, CAD-CAM, Desktop Publishing, and Word Processing. Ten separate subscriptions are available: (1)Diablo 630, (2)Epson FX series, (3)Epson LQ series, (4)HP DeskJet, (5)HP LaserJet series, (6)HP Laser Fonts, (7)IBM Plotter, (8)IBM Matrix, (9)IBM Matrix 24 and (10)PostScript. Each individual subscription includes Compatibility Test Files, Driver Reports, Escape Code Reports (except for PostScript), and Inquiry Service for 12 months.

P-4	Number of Subscriptions	1st Year Subscription	1st Year Additional Copies	Renewal Subscription	Additional Renewal Copies
	1	\$8,000	\$4,000ea	\$6,500	\$2,500ea
	2-4	\$7,500ea	\$3,750ea	\$6,000ea	\$2,250ea
	5-7	\$7,000ea	\$3,500ea	\$6,000ea	\$2,000ea
	8+	\$6,500ea	\$3,250ea	\$5,000ea	\$1,750ea

X 198998
CONFIDENTIAL

MS-PCA 1108396
CONFIDENTIAL

OEM Bulk Mice

Software and manual duplication licensed for OEM production.

Introduction

We sell bulk quantities of the following 200 d.p.i. 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 beige 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 Int'l 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 signing 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	\$39.85	\$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/mch.

Note 2: OEM Mouse Evaluation Kit: \$100. Part number 134-499V100 through Canyon Part. Includes PS/2 mouse, 9-pin serial mouse, 9-25 pin adapter, hardware specification, 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 PamelaF before upgrading to version 7.0.

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

OEM Packaged Mice

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

Product Offering FOB subsidiary warehouses	Part Number	Minimum order size in units		
		100-499	500-999	1000+
H-2 Int'l English (replaces 056-098zv100)	134-399zv100	\$68	\$63	\$58
French	134-399fv100	\$68	\$63	\$58
Multilingual (replaces 056-395bbv100) <i>Manual includes Dutch, Swedish, Finnish, Spanish, Italian, French, German</i>	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 d.p.i.)
- Dual disk media (driver but no Cpanel and no Msetup)
- Plain low-and standard white box with new, clear clam 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 (5.25 and/or 3.5 inch disks), and an optional 9-pin to 25-pin adapter. See notes.

Product Offering		Part No.	
H-3	50 pak PS/2 mice	134-295-003	\$2,250.00
	50 pak 9-Pin mice	134-199-006	\$2,250.00
	25 pak 5.25" software	134-499-704	\$112.50
	25 pak 3.5" software	134-495-704	\$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 packets, both 3.5 or 5.25, include Mouse driver software, legal disk envelope, registration card and user guide.

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 licenses			
	<25K	25K	50K	100K+
W-1 PC-Works	See above	\$20	\$15	\$10

Note 1: Negotiate vigorously for guaranteed advertising featuring Works.

Note 2: Royalties for localized versions additional 15%.

Note 3: These prices are for Works without Checkwrite.

Note 4: Upgrades from Works 1.x are at 30%.