



HIGHLY CONFIDENTIAL

From joachink Fri Jul 13 10:02:22 1990
To: teresach
Cc: jeffl richardf
Subject: RE: APPS sales to OEMs
Date: Fri Jul 13 09:48:16 1990

OK
>From teresach Tue Jul 10 17:12:50 1990
To: joachink
Cc: jeffl richardf
Subject: RE: APPS sales to OEMs
Date: Tue Jul 10 17:12:44 1990

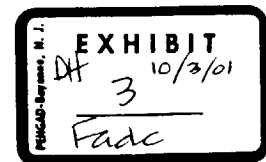
I have a deal on the table with NCR for finished good/per copy Win 3.0. The price is \$75.00. \$30 is designated as "fully-loaded cost of goods" and is invoiced net 30 at shipment to NCR. \$45 is designated as the per unit royalty and is recoupable against OS/2 prepaids. The royalty portion is due upon NCR's shipment of the package with their customer system and reported on quarterly royalty reports (this setup is per Nellm's instructions). If/when NCR's prepaid is zero, total price is \$75 and is invoiced net 30.

A three-month forecast is required and orders must be in minimum quantities of 100.

Can I continue negotiating this deal?

>From joachink Thu Jul 5 10:30:18 1990
To: doem
Cc: jeremybu mikemap
Subject: APPS sales to OEMs
Date: Thu Jul 05 10:16:26 1990

Any sales of APPS royalty or FG -regardless will need my personal approval BEFORE any quote is made to a customer. This will hold true untill Mikemap has a greed to a p-giudfeline and a policy. In order to obtain my approval pls send me details of any upcoming deal via e-mail. The info should include ALL T&Cs and pricing.



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