

since '89 August

First 5.0 licensee;
Dolphin Technologies (a portable PC manufacturer)

* MEI has not been mentioned.

>From makon Thu Nov 8 15:46:31 1990
To: akibiy akitok hirot kojik mikif pato ryojiw samf shina tetse tomos
toshim yoshia
Subject: DR-DOS War
Cc: bobo chrissm roah
Date: Thu Nov 8 15:44:23 1990

According to our friendly press, we found followings as for DR-DOS
announcement made today.

Speakers are DRJ-president, DRI VP, DRU-president, DRU VP and Mr.Nishi.
Press material contains comparison among DR-DOS and DOS3.X/DOS4.0.
They repositioned the OS as PC OS not like industry use OS as it was.

Sam and myself talked and concluded that we will deliver our
own comparison chart today to press to ask their fair comparison
and make them confuse. Since we have good relation with press,
we can get nicer article during the confusion period through
individual interview.

Hide, prepare comparison chart with Akitok
?

Shin, fax it to major press
Toshi/Ryoji, please be prepared to have press interview next week,
since Sam and myself will be in Condex

Thanks. Mike.

733
From bobo Thu Nov 8 09:03:02 1990
To: sergiop
Cc: bradsi markche
Subject: FYI: DR-DOS War
Date: Thu Nov 08 08:56:06 1990

>From tetse Thu Nov 8 03:27:51 1990
To: akibiy akitok hirot kojik makon mikif pato ryojiw samf shina tomos toshim yoshia
Cc: bobo chrissm hidek roah
Subject: DR-DOS War

Date: Thu Nov 8 20:20:23 1990

X 570190
CONFIDENTIAL

E x 351

MS-PCA 1162555
CONFIDENTIAL

According to external resources, DRJ mentioned DR DOS sales status at today's conference as below:

Customers licensed DR DOS already:

Microsystems
Brother (for export laptop)
Hitachi Electronics
Japan Business Computer
Komatsu
Amada Metrix (largest FA manufacturer)
Yamashita Systems
Interface
a leading clock maker (no specific name mentioned)
a leading JWP maker (no specific name mentioned)

Accumulated DR DOS sales; (excluding 5.0)

Forty-several (embedded 30 companies and PC related several)
2,x00,000 copies (embedded x00,000 copies and PC related 2M copies)
since '89 August

First 5.0 licensee;
Dolphin Technologies (a portable PC manufacturer)

• MEI has not been mentioned.

—
>From makon Thu Nov 8 15:46:31 1990
To: akihiy akitok hirot kojik mikif pato ryojiw samf shina tetse tomos
toshim yoshia
Subject: DR-DOS War →
Cc: bobo chrissm ronh
Date: Thu Nov 8 15:44:23 1990

According to our friendly press, we found followings as for DR-DOS announcement made today.

Speakers are DRI-president, DRJ VP, DRJ-president, DRJ VP and Mr.Nishi.
Press material contains comparison among DR-DOS and DOS3.X/DOS4.0.
They repositioned the OS as PC OS not like industry use OS as it was.

Sam and myself talked and concluded that we will deliver our own comparison chart today to press to ask their fair comparison and make them confuse. Since we have good relation with press, we can get nicer article during the confusion period through individual interview.

Hide, prepare comparison chart with Akitok
?
Shin, fax it to major press

X 570191
CONFIDENTIAL

MS-PCA 1162556
CONFIDENTIAL

MS-PCA1162556

Toshi/Ryoji, please be prepared to have press interview next week,
since Sam and myself will be in Condex

Thanks. Mike.

734
From richab Thu Nov 8 09:03:03 1990
To: bradsi johncon
Subject: Re: data
Date: Thu Nov 8 09:00:01 1990

2847 units of retail sdk, \$694K
999 sdk updates, \$137K

these numbers were included in the aggregate numbers I sent to you earlier.

rich
..

>From bradsi Thu Nov 8 08:28:42 1990
To: johncon richab
Subject: Re: data
Date: Thu Nov 08 08:27:32 1990

thanks. do you also have sdk data?

735
From o-anton Thu Nov 8 09:05:03 1990
To: bradsi
Subject: pb's
Date: Thu Nov 8 09:01:33 1990

Yo, glad somebody likes those dried dog turds.

Take care of the invoice or Guido will be visiting you.

Did you see the Thursday Wall Street Journal, dealing
with California real estate? On page B1.

Later...

736
From bobo Thu Nov 8 09:05:04 1990
To: sergiop
Cc: bradsi markche
Subject: FYI: DR-DOS War
Date: Thu Nov 08 08:56:38 1990

>From makon Wed Nov 7 22:52:52 1990

X 570192
CONFIDENTIAL

MS-PCA 1162557
CONFIDENTIAL