

From georged Thu Feb 28 07:56:59 1991
To: bradc
Cc: sergiop
Subject: forefront--FYI
Date: Sat Jun 27 12:25:10 PDT 1992

Date: Thu Feb 28 07:53:55 PDT 1991

>From richardf Tue Feb 26 16:20:35 1991
To: georged
Subject: Please get this business

Date: Tue Feb 26 16:20:34 1991

for MS-DOS, do not "tie" windows or let don do anything which might be considered even remotely a tie. (ie tell them you would like to work their DOS business seperately (because of the anti trust issue) and then be very happy to discuss Windows afterward
thanks
richardf

>From georged Tue Feb 26 10:11:09 1991
To: richardf
Subject: FW: Forefront Technology Corp.
Date: Tue Feb 26 10:11:11 PDT 1991

>From donhar Tue Feb 26 09:53:06 1991
To: georged
Cc: donhar
Subject: Forefront Technology Corp.

Date: Mon Feb 25 09:51:19 PDT 1991

I spoke with Howard Yang, VP of Marketing. Forefront is not shipping their notebooks yet. Howard thinks the decision to buy DR DOS (he would not mention it by name) has NOT been finalized, and is being decided by Forefront's overseas subsidiary (he declined to name them).

I will be sending a proposal to Forefront for MS-DOS and Windows. Forefront seemed to be quite interested.

Background: Forefront has been in business 2 years, based in Massachusetts. Most of that time they have been a systems distrutor. They sell both direct and through OEMs, and distribute in North America.

Products: 286 desktop (estimated 5K systems/yr)
386SX notebook (estimated 5K-45K systems/yr).

Target market: Small business

Issues: -Need to know who makes the decision and how. Howard feels he has 70% of the say.
-Forefront requests flexible pricing (i.e. "pay as you go").
-We do not know DRI's price quote



I would suggest we start with fairly normal pricing, then get them to tell us what it will take to be competitive. I'll keep you informed.

-Don

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