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From richardf Mon Mar 18 09:22:09 1991
To: billy joachink
Subject: DRI and ALR
Cc: richardf
Date: Mon Mar 18 09:22:08 1991

Joachink is at hanover so I will repond to this.
ALR's parent (Wearnes) was negotiating this business with Pauler out of Singapore. Wearnes wanted essentially what amounted to a "per copy" deal at "per system" pricing. MS held fast to our pricing model. DRI pitched and agressive price, and got the business.
Since then I have met here in the US with Gene Lui ALR's chairman, and established a conversation which I believe will get us a MS-DOS and Window licenses within the next 60 days. We will not be able to sign ALR per system at this point, they will have to let the DRI agreement they have play out. Good news on the laptop is that they do not put DOS in Rom on the product and i believe at the right price we even have a shot at getting this back for systems shipped here in the US.
This is high on my list of things to get done this quarter.

richardf
From billy Sat Mar 16 14:56:26 1991
To: joachink richardf
Subject: DRI and ALR
Date: Sat Mar 16 14:54:12 1991

What can you tell me about DRI's latest customer:
ALR for their Venture 16 386 sx notebook computer?

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