

CONFIDENTIAL

From tedha Fri Apr 26 15:50:52 1991
To: joachimk richardf
Subject: ROM DOS 5.0/cbm palmtop opportunity
Date: Fri Apr 26 15:45:28 PDT 1991

Debbiefl has been asking questions of our DOS team to see how we compare vs DRI. In CBM's case, we do not look good.

>CBM needs to begin manufacture (burn ROMs) at least by Sept for Christmas sales. MS expects to ship ROM DOS 5 in September. Considering how far they've slipped, I have zero confidence in their making Sept delivery to CBM.

>CBM sells 85% to Europe. MS doesn't even have a SCHEDULE for localization yet. DRI is shipping localized Product today AND (comparitive nit) we think it has some sort of s/w translator capability which allows one ROM code to be translated into several languages, greatly simplifying manufacturing. We only have a PROTOTYPE of this capability.

>Debbie's information indicates that DRI is asking less than \$2.

Lack of Languages and meeting required delivery date raise a red flag on possible design loss. CBM still values MS name. I am thinking creative here: assuming I don't go against FTC, charge \$0 royalty for first 6 months in exchange for CBM advertising our new ROM DOS 5.0 with their palmtop. Or if we're late and if Palmtop's ROM can be swapped, CBM ship 3.22 initially and MS pay for 5.0 ROMs replacement when available.

OK, I'm crazy...what do you suggest?

>From debbiefl Fri Apr 26 13:16:18 1991
To: tedha
Cc: debbiefl
Subject: cbm palmtop opportunity

Date: Fri Apr 26 13:18:26 PDT 1991

ted,
cbm has requested a price and availability quote on rom dos 5.0 for delivery in time for a christmas release this year. there are several issues that could cause us a design loss:

- a) MS rom dos 5 will not be released until sept.
- b) we do not have any language availability as yet(4-6wks from rtm min)
- c) we do not have the ability to burn one dos into rom and make any language changes via software. (tomle thinks DRI does-important cost consideration for cbm manufacturing)
- d) our original price quote was \$2.75 for 100,000 units
- e) DRI has rom dos 5 available today, as well as several languages.
- f) DRI has quoted "sub 2.00"

as you can see our delivery schedule and lack of languages in comparison to the competition is going severely hurt us. we do have rom 3.22 available, but only in german, french, spanish and italian.

HELP!

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