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Comes v. Microsoft

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An: Bill Gates

Fax Nr.: 206-881-3953

CC:

Von: Stefanie Reichel

Datum: August 17, 1992

Gesamte Seitenzahl: 14

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Reichel
8/26/92 e.e.c.

Pre-meeting briefing notes + UOBIS Account Profile

Bill -

Please find attached the requested information for the meeting with Uobis in London this week. I will be briefing you in more detail on Tuesday at the Hyatt Carlton Towers.

Regards,
Stefanie Reichel

MS-PCA 1164660
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Microsoft - Vobis Pre-Meeting Briefing Paper

DATE: August 17th, 1992

TO: Bill Gates

CC: Bengt Akerlind Jochen Haink
Jürgen Hüls Joachim Kempin
Jeff Lum Christian Wedell

FROM: Stefanie Reichel

Re: MICROSOFT - VOBIS Executive Meeting in London
August 19th, 1992

Attached are pre-meeting briefing notes and the Vobis Account Profile for your reference in preparation for the meeting with Vobis's Founder and President, Theo Lieven. The meeting will take place on the day before the Annual Board of Directors Meeting being held in London, England.

The meeting will be a lunch meeting where current and future strategic issues related to our two companies working together will be discussed and an opportunity for you and the President and Founder of Vobis to be able to meet. I intentionally did not include a formal agenda because I would like to have the meeting be more informal. The pre-meeting briefing has been scheduled for Tuesday, August 18th at the Hyatt Carlton Towers hotel in London at 2PM where I will review the issues and agenda with you in more detail.

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Microsoft - Vobis Pre-Meeting Briefing Paper

Meeting Date: August 19th, 1992
Time: 1 PM
Location: Restaurant "Chez Nico"
90 Parklane (by Hyde Park)
London, England

Tel.#: 44-71-409-1290

Vobis Attendees:

Theo Lieven Founder and President

Microsoft Attendees:

Bill Gates CEO and Chairman
Jürgen Hüls OEM Sales Manager - MS GmbH
Stefanie Reichel OEM Account Manager-Vobis

Purpose of Meeting/Overall Meeting Objectives:

- 1) To demonstrate to Lieven/Vobis that Microsoft is committed to them as a partner and that we want to build a successful and mutually profitable business relationship with them.
- 2) Discuss Microsoft's future product and systems strategy. (MS-DOS 6.0, Windows NT and Workgroups for Windows.)
- 3) Discuss Vobis's plans for the future and how they plan on responding to the quickly changing market.
- 4) Get commitment for a "Strategic Alliance" between Microsoft and Vobis to work together closely in the market.
- 5) Get a commitment to get DRI/Novell out of the Account.
- 6) Get a commitment for Windows for Workgroups.

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Microsoft - Vobis Pre-Meeting Briefing Paper

Key Issues to Address:

- Windows for Workgroups
- Windows NT
- MS-DOS 6.0
- New Contract and Marketing Actions

Hot Issues:

- Late Delivery of Documentation and Products
- Problems of Past
- Pricing

NOTE:

Please review the attached Vobis Account Profile which contains up-to-date information on the status of the account and an Executive Summary and personal profile on Theo Lieven.

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