

Erik Stevenson

From: Susan Boeschen
To: Betsy Davis; Bruce Jacobsen; Tom Reeve
Subject: FW: RE: PB
Date: Tuesday, September 01, 1992 1:57PM

Great news for Works and Money.!

From: Joachim Kempin
To: Mike Maples; Susan Boeschen
Subject: FW: RE: PB
Date: Tue, Aug 25, 1992 12:56PM

big thanks to Kelleem, great help to close this deal
>From steveb Sat Aug 15 11:10:08 1992
To: billg joachimk mikemap
Subject: RE: PB

X-MSMail-Message-ID: 5D7E0592
X-MSMail-Conversation-ID: 5D7E0592
X-MSMail-WiseRemark: Microsoft Mail - 3.0.729
From: Steve Ballmer <steveb@microsoft.com>
Date: Fri, 26 Jun 92 10:02:16 PDT

kick ass!!!!

From: Joachim Kempin
To: Bill Gates; Mike Maples; Steve Ballmer
Subject: PB
Date: Fri, Aug 14, 1992 4:07PM

We agreed to phase out LOTUS WORKS starting NOV 1st. 1-2-3 W as well as AMIPRO will be phased out when they introduce new models in Q1. Their commit is 400k units of WORKS and MONEY for 12 month. In addition we closed a WfW deal with at least 50k for the first year. Only concession to upgrade some LOTUS WORKS users for free if they demand it. Royalty for works at \$9, and money at \$1. LOI signed, contract to be worked on.

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