

Tom Gammell

OS-SUM.XLS

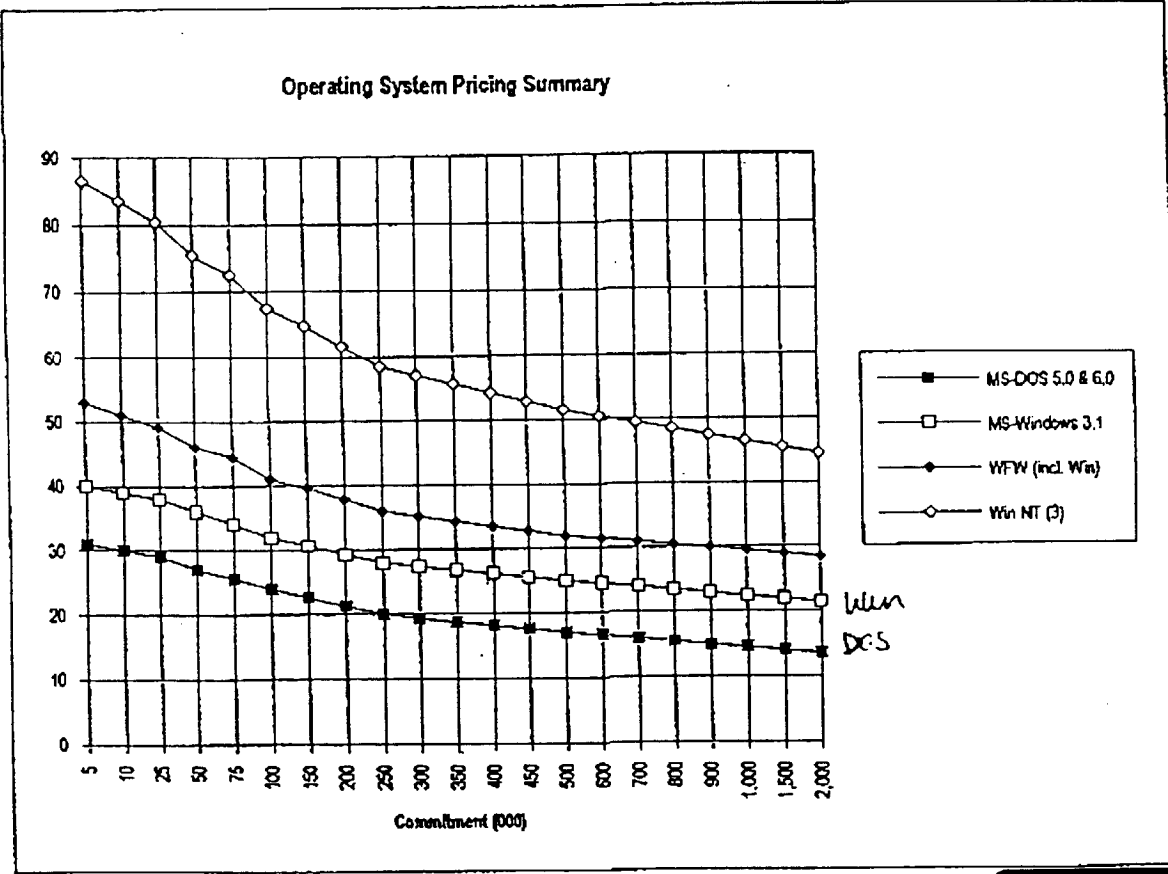
9/10/92 9:25 AM

PROPOSED NEW DESKTOP PRICING

	Commitment in \$00 (thousands)																					
	5	10	25	50	75	100	150	200	250	300	350	400	450	500	600	700	800	900	1,000	1,500	2,000	
80286, 80486- High-Range CPUs	5	10	25	50	75	100	150	200	250	300	350	400	450	500	600	700	800	900	1,000	1,500	2,000	
MS-DOS 5.0 & 6.0	31	30	29	27	26	24	23	21	20	19	18	18	18	17	17	16	16	15	15	14	14	
MS-DOS 6.0 Utilities	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
MS-Windows 3.1	40	39	38	36	34	32	31	29	28	27	27	26	26	25	25	24	24	23	23	22	22	
WFW (incl. Win)	57	61	40	46	45	41	40	38	36	35	34	34	33	32	32	31	31	30	30	29	29	
Desktop Total (4)	86.5	83.5	80.5	78.5	72.5	67.5	64.8	61.7	58.5	57.1	55.7	54.3	52.9	51.5	50.5	48.5	48.5	47.5	46.5	45.5	44.6	
PROPOSED WINNT PRICING																						
Win NT (3)	17	14	11	10	10	9	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	

- 1) All royalties are per-system and high-end processors (if applicable)
- 2) Per-copy is a 25% uplift from per-system royalty
- 3) Win NT per-copy royalty is equal to sum of 'desktop' royalty for MS-DOS utilities, Win & WFW
- 4) Desktop total is sum of MS-DOS, Win, WFW premium and MS-DOS utilities.

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EXHIBIT
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 Gammell
 10.2.01

CONFIDENTIAL

Tom Gemmell

WINNT-A.XLS

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PROPOSED NEW DESKTOP PRICING

	Commitment in \$K (Demand)																				
	5	10	25	50	75	100	150	200	250	300	350	400	450	500	600	700	800	900	1,000	1,500	2,000
MS-DOS 5.0 & 6.0	31	30	29	27	26	24	23	21	20	19	18	18	18	17	17	16	16	15	16	14	14
MS-DOS 8.0 Utilities	2.6	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
MS Windows 3.1	40	39	38	36	34	32	31	29	28	27	27	26	26	25	25	24	24	23	23	22	22
WFW Premium	13	12	11	10	10.5	9	9	8.5	8	7.8	7.6	7.4	7.2	7	7.0	7.0	7.0	7.0	7.0	7.0	7.0
Desktop Total	86.5	83.5	80.5	75.6	72.5	67.5	64.8	61.7	58.5	57.1	56.7	54.3	52.1	51.5	50.5	49.5	48.5	47.5	46.5	45.5	44.5

CURRENT WINNT PRICING

Old NT P/S (2)	96	86	81	74	68	63	62	60	58	58	58	58	58	58	57	57	57	57	57	57	57
Old NT P/S	82	75	69	63	58	54	53	52	50	51	50	50	49	48	48	48	48	48	48	48	48

PROPOSED WINNT PRICING

New NT P/S (2)	108	104	101	94	88	84	81	77	73	71	70	68	66	64	63	62	61	60	59	58	57
New P/S (3)	87	84	81	78	74	71	68	65	62	60	57	56	54	53	52	51	50	49	48	47	46

MULTI-PROCESSOR WINNT PER-SYSTEM ROYALTIES (1)

CPU: 1	87	84	81	78	73	68	65	62	59	57	56	54	53	52	51	50	49	48	47	46	45
CPU: 2	130	125	121	113	108	101	97	93	88	86	84	81	79	77	76	74	73	71	70	68	67
CPU: 4	184	180	181	170	163	152	146	138	131	126	125	122	119	116	113	111	109	107	104	102	100
CPU: 8	201	200	200	202	202	205	205	204	203	208	208	194	191	184	179	175	172	169	163	162	158
CPU: 16	411	387	362	358	344	321	308	293	278	271	285	258	251	245	240	235	230	226	221	216	211
CPU: 32	565	541	522	490	478	437	420	400	379	370	361	351	343	334	327	321	314	308	301	296	288
CPU: 64+	768	741	714	670	643	589	575	547	510	502	494	482	469	457	448	439	430	422	413	404	395

Average \$ Per MS-Proc. CPU

CPU: 1	43	42	40	38	36	34	32	31	29	29	28	27	26	26	25	25	24	24	23	23	22
CPU: 4	32	31	30	28	27	25	24	23	22	21	21	20	20	19	18	18	18	18	17	17	17
CPU: 8	24	23	23	21	20	19	18	17	16	16	16	16	16	16	14	14	14	14	13	13	13
CPU: 16	13	13	12	12	11	11	11	11	11	11	11	11	11	11	11	11	11	11	10	10	10
CPU: 32	13	12	12	11	11	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
CPU: 64+	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9

- 1) These are "royalty per-system" that would be charged with N processors
- 2) Per-copy is a 25% uplift from per-system royalty.
- 3) Win NT per-copy royalty is equal to sum of "desktop" royalties for MS-DOS, WFW, Win & WFW

