This would mean that we should have a single version upgrade SKU, potentially at $249 to $329 SRP (Access folks are proposing $329, Robbie mentioned $249 in the meeting with Steveb). The timing/existence of a competitive upgrade SKU is not yet resolved. However, if we have the version upgrade qualification at one product, a user could simply buy one competitive upgrade SKU then purchase the Office. Total for the "competitive upgrade" would be $149 plus the price of the Office Version Upgrade. This was a suggestion submitted by Dawn and Mary that I think we should pursue, but has some drawbacks (such as the owner then having two licensed copies of one of the products and the issue of how it could fit within SELECT).

Since we are now slipping the release of the new SKU linearly with each day and also holding up FY94 forcasting, can we make a decision on 1 SKU/2 SKUs and get Steve/Mike/Pete approval asap? Please let me know you opinion today.

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