

**COMPAQ**  
**COMPUTER CORPORATION**

May 14, 1993

Mr. Bill Gates  
Chairman  
Microsoft Corporation  
One Microsoft Way  
Redmond, Washington 98052-6399

Dear Bill,

Thank you for your letter dated April 21st. I, too, am excited about our increasing opportunities to work together, in particular, our latest agreement to jointly attack the hand-held market.

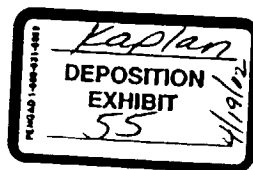
We look forward to a development and marketing relationship that establishes our implementation as the industry standard and drives ISHV support towards our platform. Your personal commitment to support Compaq's effort to establish sustainable differentiation is very much appreciated.

As you probably know, Lorie Strong is committed to supporting your Digital Office Systems Announcement on June 9th and will help make this successful in any way she can.

I am looking forward to our discussions planned for the end of June in Redmond on what other directions we can set for the industry.

Sincerely,

  
Eckhard Pfeiffer  
President & CEO



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Microsoft I-V Cases, J.C.P. No. 4106 (S.F. Super. Ct.)  
and In re Microsoft Corp. Antitrust Litigation

cc: Lorie Strong  
Steve Malisewski

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Microsoft

April 21, 1993

Mr. Eckhard Pfeiffer  
Compaq Computer Corporation  
20555 State Highway 249  
Houston, Texas 77070

Dear Eckhard,

We are very pleased that Compaq has selected Microsoft as the exclusive supplier of operating system software for your hand-held computer products. This new relationship extends the ties between Compaq and Microsoft in very significant ways that give us a great opportunity to work together to develop this emerging market.

I want to give you my personal assurance that Microsoft is committed to making this relationship successful during the development phase, product launch and into the future. In particular, I want to reiterate our intent to support Compaq's efforts to establish sustainable differentiation in your product. Our development team will work closely with yours to identify areas where we can support your plans wherever possible. This includes making sure that we try to incorporate Compaq's feedback on our APIs and make any necessary changes which would better support your development efforts.

I appreciate the time you have personally invested in establishing this relationship. I'm sure it will prove rewarding for both companies.

Best regards,

*Bill Gates*

Bill Gates  
Chairman

cc: Paul Maritz  
Karen Hargrove  
Bruce Baker

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