

*License Status*  
*Printers*

<u>Account</u>	<u>Min Commit</u>	<u>Royalty Rate</u>	<u>Status</u>	<u>Expected Close</u>	<u>Device Ship</u>
HP	\$21M	none	Signed	-	9/95
Lexmark	\$2.5M	2.6% of SRP	Signed	-	1/94
Texas Inst.	\$4.5M	3% of SRP	Signed	-	6/94
Epson	\$3.6M	3% of SRP	Signed	-	6/94
NEC	\$4.5M	\$25	LOI	4/94	8/94
Canon	\$13M	2.2% of SRP	Negotiation	3/94	TBD
Okidata	\$4M	3.5% of SRP	Negotiation	5/94	TBD
Olivetti	\$5M	\$16-36	Negotiation	5/94	TBD
Sharp	\$6M	2.5% of SRP	Negotiation	5/94	TBD

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*License Status*  
*Fax*

<u>Account</u>	<u>Min Commit</u>	<u>Royalty Rate</u>	<u>Status</u>	<u>Expected Close</u>	<u>Device Ship</u>
Ricoh	\$1M	\$12-18	Signed	-	3/94
Murata	\$1M	\$25	Signed	-	1/95
Mita	\$1M	\$25-50	Signed	-	1/95
TEC	\$1M	1% of SRP	Signed	-	12/94
Oki	\$1.5M	\$70	Signed	-	4/95
Minolta	\$2M *	\$50	Signed	-	11/94
Xerox	\$2.5M	\$15	LOI	-	8/94
Castelle	\$500K	\$20 per port	Signed	-	6/94
Optus	\$100K	\$100 per server	Signed	-	TBD
Konica	\$2.2M *	\$112	Negotiation	2/94	TBD
Samsung	\$2M	TBD	LOI	4/94	TBD
Sagem	TBD	TBD	Negotiation	6/94	TBD

\* combined fax/copier min commit

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<i>License Status</i>					
<i>Copier</i>					
<u>Account</u>	<u>Min Commit</u>	<u>Royalty Rate</u>	<u>Status</u>	<u>Expected Close</u>	<u>Device Ship</u>
Minolta	\$2M *	\$90-250	Signed	3/94	7/95
Ricoh	\$1M	\$75-115	Negotiation	2/94	TBD
Toshiba	\$1.6M	\$122-142	Negotiation	3/94	TBD
Konica	\$2.2M *	\$560	Negotiation	3/94	TBD
Xerox	TBD	TBD	LOI	3/94	TBD

\* combined fax/copier min commit

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<i>License Status</i>					
<i>Phones</i>					
<u>Account</u>	<u>Min Commit</u>	<u>Royalty Rate</u>	<u>Status</u>	<u>Expected Close</u>	<u>Device Ship</u>
Nat'l Semi *	\$2.5M	\$15-30	Signed	-	11/94
NEC	TBD	TBD	Negotiation	3/94	8/94
Northern Tel	TBD	TBD	Negotiation	6/94	TBD
Alcatel	TBD	TBD	Negotiation	TBD	TBD
Siemens/Rolm	TBD	TBD	Negotiation	TBD	TBD

\* agreement to be transferred to Telechips

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