

DIETERLE @ RALVMS
04/04/96 08 45 AM

To: Bob Dieterle @ RTPNOTES
CC
Subject: Status on MDA Milestone questions

To: DIETERLE--RTPNOTES

From: Robert F. Dieterle DIETERLE RALVMS
IBM PC Company, Mobile Computing Software Planning
7/2/441/919-543-6234 Fax: 7/2/441/543-7811
Subject: Status on MDA Milestone questions

Address: 3039 Cornwallis Rd
RTP, NC 27709
Internal: D4C4 / 8205 Internet: dieterle@vnet.ibm.com
*** Forwarding note from STICKELL--RALVMS 03/28/96 16:08 ***
To: DIETERLE--RALVMS Bob Dieterle

From: Phyllis Stickell
Commercial Desktop Systems Readiness
STICKELL@RALVMS
Subject: Status on MDA Milestone questions

Phyllis Stickell TEL (919) 543-7731
IBM Corporation FAX (919) 543-8221
3039 Cornwallis Road (2CUA/201/D103G) pstickell@vnet.ibm.com
Research Triangle Park, NC 27709 IBMMAIL(US)B62TEI
*** Forwarding note from STICKELL--RALVMS 03/27/96 11:02 ***
To: DESAI --RTPNOTES Dhruv Desai NEUSTACE--RALVMS Natalie Eustace
ARNIE --RALVM29 Arnie Moxler KI4HN --BCRVNFCZ Jim Stevens

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Research Triangle Park, NC 27709 IBMMAIL(US)B62TEI
*** Forwarding note from ROMERO --RALVM29 03/27/96 10:58 ***
To: STICKELL--RALVMS Phyllis Stickell

Diana D. Romero
Manager, Development & Licensing Contracts
IBM PC Company
Subject: Status on MDA Milestone questions

Phyllis, we can pay royalties on a Per System or Per Copy basis for the Win 3.11 and Win 95 contracts. To get the lower, Per System rate, we must "Designate" models, and pay the royalty on all of those models that ship...whether they have the product on them or not. Because of the difference in the royalty rates, all of our Win 95 and Win 3.11 machines are Designated Systems and we pay Per System on them. (The only time we pay Per Copy should be when we mess up and don't get models designated in time.)

If the MDA Milestones are limited to Designated Systems, it won't include RTC or OS/2 machines. That helps on most of the milestones.

Let me know if you have any questions.

Diana

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