

From: Flannigan, Steve [SteveFI@Exchou.COMPAQ.com]
Sent: Wednesday, September 11, 1996 9:41 AM
To: Joachim Kempin
Cc: Don Hardwick
Subject: RE: Office 95

If that's the "same OEM deal as Gateway, Dell, SNI, etc." Ballmer was referring to", then the answer would be YES. However, I don't believe that Dell bundles on all Dell PCs. You tell me.

Steve

From: Joachim Kempin[SMTP:joachimk@MICROSOFT.com]
Sent: Wednesday, September 11, 1996 10:14 AM
To: Flannigan, Steve
Cc: Bengt Akerlind; Don Hardwick; Steve Ballmer
Subject: RE: Office 95

I will check with Steve and get back to you. But before I quote anything answer just one question with Y or N: would you be willing to bundle on all Compaq PCs, I exclude servers and the few barebones?

>From: Flannigan, Steve[SMTP:SteveFI@Exchou.COMPAQ.com]
>Sent: Wednesday, September 11, 1996 7:54 AM
>To: Joachim Kempin
>Cc: Bengt Akerlind; Don Hardwick; Steve Ballmer
>Subject: Office 95
>
>Joachim,
>
>As you know, I have been looking closely at the Anheuser-Busch deal to
>understand the impact to Compaq of the OEM deals at Dell, Gateway, SNI,
>etc. As part of the sequence of events at Anheuser-Busch, Steve
>Ballmer called Bob Mason. I got the following from the field as
>feedback on that call.
>
>"The final conversation Ballmer had with Anheuser-Busch was that he
>told them they needed to upgrade their select agreement and that he
>would not work any special deal for them. Ballmer told
>Anheuser-Busch(Bob Mason CIO) that Compaq could have the same deal as
>Gateway if they would do an OEM deal with Microsoft."
>
>As a follow up, I would like to evaluate doing this OEM deal with
>Microsoft. Would you please forward me the term sheet for the "same OEM
>deal as Gateway Dell, SNI, etc." Ballmer was referring to. I have not
>be able to locate one that Microsoft might have sent to Compaq in the
>past. I understand that Office 97 is a different set of terms or a
>modification of the Office 95 terms, so if you would also include an
>additional term sheet for Office 97 I would appreciate it.
>
>Thanks
>
>Steve
>
>
>

EXHIBIT
8/28/01
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Hardwick

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