

**January Status Report**  
**Darcy Hollie**  
February 6, 1992

**< Summary >**

**HP Executive Review**

This was a positive meeting highlighted by substantial results from current efforts. On the PC side, Lion will soon ship, and opportunities for Winpad and Palantir exist with a PDA class machine from Corvallis, and a deskplate machine from Grenoble. HP's PA group participated for the first time to propose broad joint efforts for NT on PA-RISC, and the Intel server division has streamlined efforts to also take advantage of NT. Both companies took the opportunity to make a joint sales presentation to the management of Albertsons.

**Corvallis**

Lion will announce in June. Key current issues are licensing Doublespace technology to HP in light of the lawsuit. Waiting on legal counsel to proceed. HP wants to move forward on defining Pealizard relative to Winpad. Issues are attempting to do this in light of Compaq. Darcy and the CIA group will be meeting with Corvallis in mid-February.

**Sunnyvale**

Jimko is scheduling meetings with the SMP group at Sunnyvale to discuss optimization for NT.

**Personal Systems Division (Former New Wave division, also in Sunnyvale under Webb Mckinney)**

The Mod-Win product group will be scheduling meetings with TVA to assess if there is still an opportunity with the HP project.

**Openview for Windows Group**

Daveber is working with this group to define what makes sense for a joint product effort.

**Grenoble**

We have gained verbal agreement on the key business terms for Pike. HP has agreed to \$1M in pre-paid royalties, and 1.3% of costs (US dealer net cost) for the first year, 1.4% for second half of second year, and 1.5% for the latter half of second year. Next step is to hold additional technical sessions to clarify exact software requirements, and to deliver draft of Palantir agreement.

**Entry Systems Division**

HP proposed their proposal for working together on an agreement for NT-PA. Paulma agreed to talk with Davec to assess resource viability to work with HP so close to NT's release. Additionally, we agreed to hold a "business" meeting with HP Group Manger Gary Eichhorn and Paulma to determine structure of such an agreement. HP has also proposed joint work on marrying MS front-end to HP's back-end code for a PA compiler.

**Information Networks Division**

Dwightk, Dougde, and Darcy met with the marketing and technical team to review LMX 2.2 issues and to discuss implications of NT Advanced Server. We also discussed process to negotiate license terms for contract when current license expires in August '93. Currently HP does not pay royalties to MS. We are starting discussions on new terms in February.

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**Roseville Networks Division (owns netcards for pc group)**

This group is still pursuing MS involvement to endorse their 100mbit VG product Robg agreed to participate in a press release supporting this as a standard for MultiMedia applications.

**< Revenue >**

HP is forecasting shipments off minimum 125K this quarter. 99% of these should be shipped with Windows. I have adjusted my forecast for this quarter to \$3.5M (125K X \$28 for MS-DOS and Windows).

**< New Business Signed >**

<u>Account</u>	<u>Product</u>	<u>Comments</u>
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**< New Business Pending >**

<u>Account</u>	<u>Product</u>	<u>Royalty</u>	<u>Commit</u>	<u>Close</u>	<u>Chance</u>	<u>Train (Y/N)</u>
HP	Mouse Chipset	\$3.50	300K	2/93	99%	N
HP	MS-DOS 6	\$14		2/93	99%	
HP	Windows	\$18	200k/yr	2/93	99%	

**< News >**

**< Significant Customer Announcements >**

**< Issues Requiring Management Escalation >**

None at this time

**< Competition >**

<u>Competitor</u>	<u>Account</u>	<u>Product</u>	<u>Comments</u>
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**< Accomplishments >**

- Completed successful Executive Review
- Gained verbal agreement on terms for Pike contract
- Increased Windows commitment to 200K/yr
- Agreed on MS-DOS 6/Tools for royalty of \$14
- Completed meeting on Penizard, agreed to do MOU
- Completed meeting (even in the windstorm!) with IND regarding LMX

**< Windows Watch >**

<u>Account</u>	<u>% Penetration</u>	<u>% Pre-Installed</u>	<u>% MPC's</u>
HP	50%	76%	00

As of Jan '93, HP will be pre-installing Windows on 99% of all systems shipped.

**< MS-DOS Watch >**

<u>Account</u>	<u>Qtr Run Rate</u>	<u>Version</u>	<u>%</u>
HP	121713	5.0	100

**< Product Marketing Feedback >**

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Product                      Comments

**< Marketing Programs >**

<u>Account</u>	<u>Program</u>	<u>Participating (Y/N)</u>
HP	WFW launch	Y
HP	RTR	Y
HP	Reg card	Y

**< Account Activities >**

See summary above

**< Quarter Goals >**

- Sign MS-DOS 6.0 Amendment by 2/15
- Agree on business terms for Pike by 2/28
- Gain design win and agree on business terms for Penlizard by 2/28
- Sign NT-PA agreement by 3/31
- Qualify Works opportunity by 2/28
- Demonstrate HP using RTR logo by 3/31
- Signed commit for 200K/yr Windows systems by 2/28

**< Monthly Goals >**

**< Month Just passed >**

<u>Goal</u>	<u>Target Date</u>	<u>Actual/Comments</u>
Agree on terms for MS-DOS 6.0	1/30	Complete
Agree on business terms for Pike	1/30	Complete
Gain design win for Penlizard	1/30	In progress
Complete Amendment 17	1/30	In progress
Complete Outline for NT SOW	1/30	In progress
Complete successful Exec Review	1/30	Complete

**< Next Month >**

<u>Goal</u>	<u>Target Date</u>	<u>Actual/Comments</u>
Sign MS-DOS 6 license	2/15	
Sign Amendment 17	2/15	
Agree on terms for Penlizard MOU	2/28	
Resolve Doublespace issue for Lion	2/28	
Agree on business terms for NT-PA	2/28	
Deliver first draft of Pike agreement	2/28	

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