

**From:** Bill Henningsgaard  
**Sent:** Friday, July 25, 1997 11:42 AM  
**To:** John Deegan  
**Cc:** Kristin Weeber  
**Subject:** RE: SBE in Federal

thanks

-----Original Message-----

**From:** John Deegan  
**Sent:** Friday, July 25, 1997 11:42 AM  
**To:** Bill Henningsgaard  
**Cc:** Kristin Weeber  
**Subject:** RE: SBE in Federal

Here's current situation:

Dell is currently being told two things by Microsoft. 1) Richard Barrie is attempting to get them to sign the new wording to the contract which prohibits the sale of SBE into Federal. Dell is reluctant to do this, however I am confident they will agree to the terms. 2) Pete Hayes has told Dell he will give them a 3 month grace period from implementing the new terms, as we are currently in the heaviest purchasing season for Federal which extends through September. This is a reasonable compromise due to the timing of the changes. However, Richard Barrie is not supporting Pete's position.

Kristin is working with Pete and Richard to come to agreement. My assessment is that this policy will go into effect Oct 1 across all OEMs selling into Federal.

John.

-----Original Message-----

**From:** Bill Henningsgaard  
**Sent:** Thursday, July 24, 1997 5:06 PM  
**To:** John Deegan  
**Subject:** RE: SBE in Federal

did you learn anything here?

-----Original Message-----

**From:** John Deegan  
**Sent:** Wednesday, July 09, 1997 2:55 PM  
**To:** Kristin Weeber, Richard Barrie  
**Cc:** Bill Henningsgaard  
**Subject:** RE: SBE in Federal

Have we made any further progress with this? I understood that this was not just a contractual change for Dell, but stopped all OEM SBE into Federal. However the language below seems to only apply to Dell. We need this to be a level playing field, or I do not see what gain we accomplish. I just got off the phone with Pete Hayes and he says we are losing major revenue in Federal because of OEM SBE. He fully supports not allowing any OEM to sell it into Federal. Look forward to coming to resolution on this.

John.

-----Original Message-----

**From:** Kristin Weeber  
**Sent:** Friday, June 13, 1997 6:57 AM  
**To:** John Deegan  
**Subject:** FW: SBE in Federal

FYI - good news.

-----Original Message-----

**From:** Richard Barrie  
**Sent:** Thursday, June 12, 1997 9:12 PM  
**To:** Brian Fujiwara; Tom Henningsgard; Heidi Sherman; Ben Hsu  
**Cc:** Pascal Martin; Bengt Akerlind; Kristin Weeber; Kathleen Graves; Peter Miller (LCA)

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**Subject:** SBE in Federal

My fellow SBE licensees,

I have added the following additional provision to Dell's SBE agreement to stop OEM SBE getting into the federal space. As you can see, I need your assistance because of the "unless other OEMs..." language. (The LAR sentence may not apply to you) Can you add this to your agreements at the earliest possible moment to stop pollution of the Federal market and stop our Federal folks from complaining about this

(l) Notwithstanding anything to the contrary in this Agreement, DELL is not licensed to distribute Office 97 SBE (and no royalties shall be due) to the federal government under this Agreement unless MS licenses other OEMs to do so. DELL may continue to distribute Office Professional to the federal government under Dell's current LAR Agreement.

Thx

**Richard Barrie**

OEM Account Manager

Email: richbar@microsoft.com

Tel: 206 936 9435

Visit the utterly cool Microsoft website at <http://www.microsoft.com>

**MS-PCA 2605422**

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