

**From:** Michael Dwan  
**Sent:** Thursday, February 04, 1999 8:10 PM  
**To:** Chris Kos (LCA); Tim McGrath (OEM); Ralph Huskey (LCA)  
**Cc:** Steven Roseta  
**Subject:** FW: IMG PGL: August 98

Find the attached PGLs .xls at the end of this mail ... the additional string is background data for Tim.

Since the attached PGL we have also deleted additional items in line with the termination of third party licenses. These are:

- Nickelodeon 3D Movie Maker; termination of third party license.
- Rabbit Ears: PJ's Reading Adventures; termination of third party license.
- Rabbit Ears: Leopard v1.x; termination of third party license.
- OutWars; only one OEM deal to date w/w which is set to end January. SKU has java issue but will not be re-released.
- Oceans and Dangerous Creatures were also removed due to termination of third party license.

On all of the above ... we will allow existing licenses to ship through to expiration but no new licenses should be created.

Additionally we have agreed a new PGL pre publication review process.

RE: PGL Process

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

**From:** Michael Dwan  
**Sent:** Thursday, September 03, 1998 9:41 PM  
**To:** Pete Peter  
**Cc:** Steven Roseta; Kurt Kolb  
**Subject:** RE: IMG PGL: August 98

Thanks Pete. I have answered you questions below. I'm available to discuss in person if you require additional info or clarification..

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

**From:** Pete Peter  
**Sent:** Wednesday, August 26, 1998 3:41 PM  
**To:** Michael Dwan; Kurt Kolb  
**Cc:** Steven Roseta  
**Subject:** RE: IMG PGL: August 98

My comments:

1) Fighter Ace & Zone internet property with playtime you state [below] requires 200K and up to license but the PGL has entries in the 100K and up columns. We still need to review and approve the licensing exhibit for this when it's ready. During review let's think now about what other items are going to get dragged down into the space that subsidizes low margin PCs and whether it makes sense to do it.

**[Michael Dwan]** Yes you are correct pls delete the 100k entry and we will restrict this to over 200k volumes. I had worked with SallyN on the exhibit before my vacation so let me know if more work needed to finalize. The other online property is Encarta online but I did not add this to the PGL at this time as I don't want to popularize it beyond PB/NEC until we learn from our experience there.

2) Money 99 reduced footprint I don't see a footnote requirement for recovery CD option. Since the CD is absent there should be a requirement for this to be present on the recovery CD.

**[Michael Dwan]** Good point we should add this requirement do you want me to cover with SallyN in the APs and a foot note in the PGL also ?

3) All items with DVD media should require a backup media be shipped. I don't think we have resolved completely the issue of DVD as a recovery media type and the implications of having titles live on a DVD recovery media when they are [possibly] engineered to be present in the drive in order to execute.

**[Michael Dwan]** For the DVDs offered by IMG on the PGL these will only be available to OEM with the DVD ... so recovery media is present.

4) The issue you state below of equating Works royalty with the Encarta royalty seems to suggest we need to raise the Works royalty. Kurt needs to comment on the history you mention.

**[Michael Dwan]** We can approach this is two ways either increase the price of Encarta or decrease Works either way we believe they should align at higher volumes and this is what we discussed with Kurt previously.

5) Will you write a summary of the changes that merit highlighting so they can accompany the announcement of the latest PGL.

**[Michael Dwan]** Here is the mail I sent earlier for the announcement ... is this OK ?

OEM Communications  
Button: J...

—Original Message—

From: Michael Dwan  
Sent: Wednesday, August 19, 1998 7:46 PM  
To: Kurt Kolb  
Cc: Steven Rosetz; Michael Dwan; Pete Peter  
Subject: IMG PGL: August 98  
Importance: High

Kurt, here is a copy a new revised IMG PGL for your approval. Hopefully we can get this published by September 1st.  
Thanks, M.

Notes:

As an audit trail (we learned from your advice last year!) PGL entries are color coded as follows:

**Red = Revised**  
**Blue = New**  
**Black = Unchanged**  
**Strikethrough = Deleted**

We also left a codes in the left column to assist your sort of the color codes (Unchanged, Revised, Deleted, New).

Formatting: we have inserted an additional column for OEM release date and we have added additional information on NT compatibility to the platform column as we were receiving many queries from SEs and AMs. We also request that our new easy to read header formats are retained for publication.

Notable changes:

- Additions of Graphics category to IMG (previously DAD owned): Picture It!, Greetings
- Encarta Encyclopedia: substantially reduced royalties at 25k and 10k volumes, this is good for international in particular.
- Greetings & Picture It!: substantial royalty reductions and added UK English edition. Picture It! Express is also now available.
- Games: Price reductions on Age of Empires, CART, Monster Truck 1.
- New Products:
  - Games: Combat Flight Sim, MotoCross Madness 3D, Urban Assault, OutWars, Close Combat 3, Pinball Arcade, Revenge of Arcade
  - Mapping: MapPoint,
  - Personal Finance: TaxSaver
  - Reference: Encarta Africana
  - DreamWorks: Small Soldiers: Squad Commander (an OEM exclusive!)
  - Kids: My Personal Tutor 1st & 2nd grade
  - Graphics: Home Publishing.
- New Versions: Auto Route Express, Money, Encarta Virtual Globe/World Atlas, Bookshelf, Golf, Monster Truck Madness, Greetings, Picture It, Expedia Streets and Trips 2000.
- Internet Properties: Fighter Ace and Zone clients with Free time (only offered at 200k units and up).
- DVD skus for OEM: Graphics Studio Home Publishing, Kids super combo, Close Combat 1-3 Series, Encarta.
- International: reduced pricing of Japanese language titles, they are now in line with other international versions.
- Deletions: Flight Sim v6.0, Golf 2.0 and 3.0, Kids Plus Pack, My Personal Tutor Pre School to First Grade, AutoMap Streets & Trip Planner v5.0, AutoRoute Express Europe & GB v5.0, Encarta World Atlas v3.0.

Issues for discussion:

- Encarta: in preparing this PGL we reviewed the DAD PGL and found that Works is priced above Encarta at the 50k -500k volumes. As you recall we previously agreed to align Encarta and Works pricing at these volumes. However we heard from Edmcc that you'd approved his new increased price PGL for Works. We suggest aligning the Works pricing with our Encarta price at these levels.

Attached Current and New IMG PGLs.  
OLD NEW

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**From:** Michael Dwan  
**Sent:** Wednesday, January 13, 1999 8:56 PM  
**To:** Tim McGrath (OEM)  
**Cc:** Pete Peter; Sally Nguyen; Amy Acher (LCA)  
**Subject:** RE: PGL Process

Totally agree with your points below Tim. I will need your assistance though to cover the legs  
When implemented this process will be better for everyone.

-----Original Message-----  
**From:** Tim McGrath (OEM)  
**Sent:** Wednesday, January 13, 1999 11:02 AM  
**To:** Michael Dwan  
**Cc:** Pete Peter; Sally Nguyen; Amy Acher (LCA); Tim McGrath (OEM)  
**Subject:** PGL Process

Hi Michael,

We have come up with a small process that we hope will lead to aligning the PGLs data to the license Exhibit C's. The result should be that many of the issues we currently find after, or during an attempt to publish your PGL will be caught proactively and prevent delays, or intervention after they blow up.

Why? - Sync PGL with Exhibits - constant data scrub  
Ensure names/versions/languages align  
Ensure ongoing focus on new/changing products that are getting added/need removal  
Ensure legal exposure minimized/recognized  
Ensure we don't set incorrect product availability expectations  
Ensure universal awareness of potential issues within impacted groups

Process:

1. Remove product availability columns from PGL and instead add pointer/link to OEM Product Ops product release site.  
We are maintaining two sets of what should be identical data, but the PGL is often less accurate due to infrequent updates.  
Product Ops updates their schedules on a weekly basis, by language, by print & software components.
2. Product name field should be populated using the legal item name cut and pasted from the exhibits.  
This would prevent much of current confusion. Future products can be notated with a 'pending', or 'proposed'.
3. PGL should be sent to Amy (or legal designee) and myself for comment/recommendations/sense check for review before it's sent to Pete.  
As much lead time as possible would be appreciated. 2-3 days before you would normally present to Pete should be minimum.
4. Amy and I should be .cc'd on the PGLs presentation to Pete.  
Last chance for us to pass along our comments and summaries of outstanding issues to him before publishing.

I recognize this is going to take some effort for the 1st or 2nd pass, but it should make things progress much smoother.

Please let me know if you have any questions/comments or tweaks you want to make to the process.

Thanks,  
Tim

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**From:** Michael Dwan  
**Sent:** Thursday, August 20, 1998 10:18 PM  
**To:** Pete Peter  
**Cc:** Steven Roseta; Michael Dwan  
**Subject:** OEM Communications Bulletin: IMG PGL Updated  
**Importance:** High

A new Interactive Media Group PGL has been published with significant revisions:

- Encarta Encyclopedia: has substantially reduced royalties at 25k and 10k volumes.
- Graphics category has been added. Previously DAD owned: Picture It!, Greetings.
- Greetings & Picture It!: substantial royalty reductions and added UK English edition. Picture It! Express is also now available.
- Games: Price reductions on Age of Empires, CART, Monster Truck 1.
- New Products Added:
  - Games: Combat Flight Sim, MotoCross Madness 3D, Urban Assault, OutWars, Close Combat 3, Pinball Arcade, Revenge of Arcade.
  - Mapping: MapPoint.
  - Personal Finance: TaxSaver
  - Reference: Encarta Africana
  - DreamWorks: Small Soldiers: Squad Commander (an OEM exclusive!)
  - Kids: My Personal Tutor 1st & 2nd grade
  - Graphics: Home Publishing.
- New Versions: Auto Route Express, Money, Encarta Virtual Globe/World Atlas, Bookshelf, Golf, Monster Truck Madness, Greetings, Picture It, Expedia Streets and Trips 2000.
- Internet Properties: Fighter Ace and Zone clients with online time (only offered in NA at 200k units and up).
- DVD skus added: Graphics Studio Home Publishing, Kids super combo, Close Combat 1-3 Series, Encarta.
- International: reduced pricing of Japanese language titles, they are now in line with other international versions.
- Deletions: Flight Sim v6.0, Golf 2.0 and 3.0, Kids Plus Pack, My Personal Tutor Pre School to First Grade, AutoMap Streets & Trip Planner v5.0, AutoRoute Express Europe & GB v5.0, Encarta World Atlas v3.0.

Account Managers should cease using previous versions of the IMG PGL at this time.

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**General OEM Pricing and Licensing Notes for all Applications**

- Cells with a red triangle in the upper right corner have a comment attached to that cell. To view the comment, hold the mouse cursor over that cell and the comment appears. mix
- Cells with the word "mix" in them have multiple pieces of data within the cell. "Mix" is used when multiple languages are represented in the same row, but have different information for this specific cell. It could be for different "Estimated Street Prices", different "Media" types, etc.
- Royalty amounts are expressed in US \$ Dollars
- Pricing is based on a one year volume agreement
- Pricing is "per-system" only. Prices herein are for Microsoft application products shipped in combination with an OEM's defined PC systems on a per-system basis. A Per-system agreement is a license in which all units of a particular OEM model name and/or number are licensed and a royalty is due for the MS product whenever that particular model is shipped. If your OEM would like to license MS applications on a per-copy basis, then the price, terms and conditions are the same as those offered to software distributors.
- Distribution rights are licensed on a regional basis. Other than Works for Windows, applications licenses are restricted to LOCAL distribution only. Licenses requiring international distribution require OEM Director approval from each of the affected regions.
- Applications products are licensed separately from Systems products. Application products and systems products *cannot* be "linked" to one another in any way (e.g., requiring an OEM to license one type of product in order to get a different product; offering discounts on one type of product if a customer licenses another type of product).
- Applications may not be licensed to OEMs that are known to be unbundlers. Applications licenses may not be offered to OEMs with a history of unbundling for a minimum of twelve months and require OEM director approval. Licenses may not be offered to OEMs that are under investigation for unbundling until the investigation is complete.
- VP OEM approval is required before quoting prices below this guideline or on unit commitments over 100K/yr.
- Royalties shown require that Applications distributed by OEM customers are pre-installed on the "Customer System" hard drive. Multimedia Titles include a small program which should be pre-installed on the Customer System hard disk permitting immediate use by the end user without setup.
- Royalties shown require the OEM to provide end user product support.
- Applications not listed on this price guideline are not currently available for licensing through the OEM channel.

**Additional Notes for Consumer Applications**

- Many consumer applications carry 3rd party royalties. Do not quote below PGL levels without approval from Consumer Division Marketing.
- Royalties shown for Consumer Applications require the OEM to pre-install the products as well as to ship media for the products, which must be shipped in the same box as the end user PC system.
- Pricing for Consumer Applications assumes the OEM will: (i) place MS product box shots and/or screen shots in point of purchase materials, print advertising, packaging, and marketing collateral.

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IMPORTANT NOTE:**

As of the date this PGL was revised, Encarta and Bookshelf cannot be imported, distributed or sold in the People's Republic of China. In addition, your customers should be advised that certain software products may be subject to PRC regulations governing "electronic publications." For further information, including a current list of Microsoft software products that cannot be distributed to the PRC, or which may be subject to additional regulations, contact Curtis Hom (LCA).

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Interactive Media Division Applications

Product Name	Platform	Language	Category	Price	Units	Revenue	Cost	Profit	Margin
DreamWorks Interactive™ - The Neighborhood	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Reference	\$35	120	\$4,200	\$1,200	\$3,000	71%
Encarta® 98 Encyclopedia Deluxe (Macintosh only)	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Reference	\$60	100	\$6,000	\$1,800	\$4,200	70%
Encarta World Atlas v 3.0 (International)	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Reference	\$55	100	\$5,500	\$1,650	\$3,850	70%
Encarta World Atlas 1997	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Reference	\$55	100	\$5,500	\$1,650	\$3,850	70%
Encarta® 98 Encyclopedia Concise Edition (Spanish)	DVD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Reference	\$58	100	\$5,800	\$1,740	\$4,060	69%
Encarta® 98 Encyclopedia DVD	DVD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Reference	\$58	100	\$5,800	\$1,740	\$4,060	69%
Encarta® 98 Visual Guide (Mac version of World Atlas)	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Reference	\$58	100	\$5,800	\$1,740	\$4,060	69%
Entertainment Pack for Windows 1	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$35	100	\$3,500	\$1,050	\$2,450	70%
Entertainment Pack for Windows 2	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$35	100	\$3,500	\$1,050	\$2,450	70%
Entertainment Pack for Windows 3	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$35	100	\$3,500	\$1,050	\$2,450	70%
Entertainment Pack for Windows 4	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$35	100	\$3,500	\$1,050	\$2,450	70%
Entertainment Pack for Windows® 95 - Puzzle Collection	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$35	100	\$3,500	\$1,050	\$2,450	70%
Entertainment Pack for Windows® 95 - Puzzle Collection	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$35	100	\$3,500	\$1,050	\$2,450	70%
Entertainment Pack for Windows® 95 - Puzzle Collection	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$35	100	\$3,500	\$1,050	\$2,450	70%
Episodes™ - Streets 98	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Mapping	\$45	100	\$4,500	\$1,350	\$3,150	70%
Episodes™ - Top Planner 98	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Mapping	\$45	100	\$4,500	\$1,350	\$3,150	70%
Encyclopedia: World of Nature 1 2	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Encyclopedia: World of Nature 1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Encyclopedia: World of Preppis	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
First Area v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
First Area v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Flight Simulator 98	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$60	100	\$6,000	\$1,800	\$4,200	70%
Flight Simulator 98	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$60	100	\$6,000	\$1,800	\$4,200	70%
Flight Simulator 98	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$60	100	\$6,000	\$1,800	\$4,200	70%
Flight Simulator 4-s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$60	100	\$6,000	\$1,800	\$4,200	70%
Flurry v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Flurry v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Flurry v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Gas v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Golf 4.0	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Golf 4.0	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Golf 4.0	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Golf v2 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Golf v3 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
HalfBander v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
HalfBander v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Games	\$45	100	\$4,500	\$1,350	\$3,150	70%
Interactive CD Sampler (1998 Products)	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Promotion	\$45	100	\$4,500	\$1,350	\$3,150	70%
Kids Child Counting v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Per Internet	\$45	100	\$4,500	\$1,350	\$3,150	70%
Kids Plus Pack v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Kids Plus Pack v1 s	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Magic School Bus Age of Dinosaurs	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Magic School Bus Earth	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Magic School Bus Human Body	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Magic School Bus Human Body	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Magic School Bus Outer Space	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Magic School Bus Outer Space	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%
Magic School Bus Rain Forest	CD	JA, EN, XZ, FR, DE, IT, ES, XC, RU	Kids	\$45	100	\$4,500	\$1,350	\$3,150	70%

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Product Name	Language	Platform	Category	SKU	Unit Price	Quantity	Total Price	Availability
Algebra 101	EN	CD	CD-ROM	101	1.75	1	1.75	Available
Algebra 102	EN	CD	CD-ROM	102	1.75	1	1.75	Available
Algebra 103	EN	CD	CD-ROM	103	1.75	1	1.75	Available
Algebra 104	EN	CD	CD-ROM	104	1.75	1	1.75	Available
Algebra 105	EN	CD	CD-ROM	105	1.75	1	1.75	Available
Algebra 106	EN	CD	CD-ROM	106	1.75	1	1.75	Available
Algebra 107	EN	CD	CD-ROM	107	1.75	1	1.75	Available
Algebra 108	EN	CD	CD-ROM	108	1.75	1	1.75	Available
Algebra 109	EN	CD	CD-ROM	109	1.75	1	1.75	Available
Algebra 110	EN	CD	CD-ROM	110	1.75	1	1.75	Available
Algebra 111	EN	CD	CD-ROM	111	1.75	1	1.75	Available
Algebra 112	EN	CD	CD-ROM	112	1.75	1	1.75	Available
Algebra 113	EN	CD	CD-ROM	113	1.75	1	1.75	Available
Algebra 114	EN	CD	CD-ROM	114	1.75	1	1.75	Available
Algebra 115	EN	CD	CD-ROM	115	1.75	1	1.75	Available
Algebra 116	EN	CD	CD-ROM	116	1.75	1	1.75	Available
Algebra 117	EN	CD	CD-ROM	117	1.75	1	1.75	Available
Algebra 118	EN	CD	CD-ROM	118	1.75	1	1.75	Available
Algebra 119	EN	CD	CD-ROM	119	1.75	1	1.75	Available
Algebra 120	EN	CD	CD-ROM	120	1.75	1	1.75	Available
Algebra 121	EN	CD	CD-ROM	121	1.75	1	1.75	Available
Algebra 122	EN	CD	CD-ROM	122	1.75	1	1.75	Available
Algebra 123	EN	CD	CD-ROM	123	1.75	1	1.75	Available
Algebra 124	EN	CD	CD-ROM	124	1.75	1	1.75	Available
Algebra 125	EN	CD	CD-ROM	125	1.75	1	1.75	Available
Algebra 126	EN	CD	CD-ROM	126	1.75	1	1.75	Available
Algebra 127	EN	CD	CD-ROM	127	1.75	1	1.75	Available
Algebra 128	EN	CD	CD-ROM	128	1.75	1	1.75	Available
Algebra 129	EN	CD	CD-ROM	129	1.75	1	1.75	Available
Algebra 130	EN	CD	CD-ROM	130	1.75	1	1.75	Available
Algebra 131	EN	CD	CD-ROM	131	1.75	1	1.75	Available
Algebra 132	EN	CD	CD-ROM	132	1.75	1	1.75	Available
Algebra 133	EN	CD	CD-ROM	133	1.75	1	1.75	Available
Algebra 134	EN	CD	CD-ROM	134	1.75	1	1.75	Available
Algebra 135	EN	CD	CD-ROM	135	1.75	1	1.75	Available
Algebra 136	EN	CD	CD-ROM	136	1.75	1	1.75	Available
Algebra 137	EN	CD	CD-ROM	137	1.75	1	1.75	Available
Algebra 138	EN	CD	CD-ROM	138	1.75	1	1.75	Available
Algebra 139	EN	CD	CD-ROM	139	1.75	1	1.75	Available
Algebra 140	EN	CD	CD-ROM	140	1.75	1	1.75	Available
Algebra 141	EN	CD	CD-ROM	141	1.75	1	1.75	Available
Algebra 142	EN	CD	CD-ROM	142	1.75	1	1.75	Available
Algebra 143	EN	CD	CD-ROM	143	1.75	1	1.75	Available
Algebra 144	EN	CD	CD-ROM	144	1.75	1	1.75	Available
Algebra 145	EN	CD	CD-ROM	145	1.75	1	1.75	Available
Algebra 146	EN	CD	CD-ROM	146	1.75	1	1.75	Available
Algebra 147	EN	CD	CD-ROM	147	1.75	1	1.75	Available
Algebra 148	EN	CD	CD-ROM	148	1.75	1	1.75	Available
Algebra 149	EN	CD	CD-ROM	149	1.75	1	1.75	Available
Algebra 150	EN	CD	CD-ROM	150	1.75	1	1.75	Available

Language Key:

- EN - English
- ES - Spanish
- FR - French
- IT - Italian
- JA - Japanese
- KA - Korean
- ML - Malay
- PT - Portuguese
- RU - Russian
- TR - Turkish
- VI - Vietnamese
- ZH - Chinese

Additional Pricing Notes:

1. PVP licenses must be priced with MSN (MSN Product Managers). Also MSN responsibilities for 3rd party royalties need to be defined.
2. Memory kit version can only be distributed in North America (NA) and Canada due to copyright issues. Must provide Copyright Notice prior to shipping.
3. Some language versions may be Parallel/Localizable/Phone refer to MSN (MSN Product Managers).
4. Not available for PC (PVP) due to restrictive agreement. It is available for non-PC (MSN) such as, peripheral, BRAILLE, etc.
5. Minimum Price Floor applies for CART 13.5%, Standard 20.0%, 75% of PVP. Section 11.001 under license terms with Spring Franchise owners (Refer to MSN (MSN Product Managers)).
6. Invention CD Sample includes some old versions of product.
7. Not PVP indicates that localized retail release date can be based on the MSN Sales forecast with 60% "Conversion" - 60% / month for OEM version availability.

\*\*\*Product Grouping Definition

Improper distribution of these Guidelines constitutes grounds for termination of employment.

[REDACTED]	Core	Midstream	OEM Only	Premium	[REDACTED]
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Core: Titles that are of major strategic importance to Microsoft i.e. Money and Encarta. These are products that are prerequisites for OEM to participate in Marketing programs such as MS Cash and which have significant retail and OEM channel competitors from which MS needs to aggressively defend or grow share.

Midstream: Majority of IMG products across all categories currently available in retail.

OEM Only: Best issue IMG titles retired from retail but retaining appeal and opportunistic bundling potential.

Premium: e.g. Flight Sim 99 High retail market share no major OEM competitor in this category. Also in this category are DreamWorks Interactive and new release Game Wars.

**Image Sensitivity Requirements for IMI Titles**

- (i) OEM may not use the word "free" in association with the promoting the IMI IMG title.
- (ii) MS Premium titles shall be as prominently displayed as non-MS titles bundled with the system.

\*\*IMI ERM Product Managers  
Steven Rosado (stevenr) Tel: 425-638-8387  
Michael Owan (mowan) Tel: 425-703-0686

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Office 97 Small Business Edition	US (EM)	Priority 1	Priority 2	Priority 3	Priority 4	OSP Price - Max This Column	\$499.00	CD	32	A, B	\$165.00	\$160.00	\$155.00	\$110.00
Office 97 Small Business Edition	Singapore (SG), Philippines (PH), Malaysia (MY), Hong Kong (KS)													
Office 97 Small Business Edition	Netherlands (NL), UK (Z), Australia (AU)					\$175.00								
Office 97 Small Business Edition	Eastern Europe (CS, HU, PL, RU, SL), New Zealand (NZ), Mexico (ES)					\$180.00								
Office 97 Small Business Edition	Europe (IT), Colombia (ES)					\$210.00								
Office 97 Small Business Edition	Europe (NO, FR, DE, DA, FI, ES, SV)					\$230.00								

\* ICOMPE will follow US pricing for English, contact Intel for other language versions  
 \* Please check with your director for MS Office 97 Small Business Edition availability outside regions listed above.

**Language Key:**

XA=Australia; English; XC=Brazilian; XT=Chinese-Simplified; XH=Chinese-Traditional; CB=Czech; DA=Danish; NL=Dutch; EN=English; FI= Finnish; FR=French; XP=French Canadian; DE=German; EL=Greek; HU=Hungarian; JA=Japanese; KO=Korean; NO=Norwegian; PL= Polish; PT=Portuguese; RU= Russian; SL= Slovenian; ES= Spanish; SV= Swedish; TH= Thai; TR= Turkish; XZ= UK English; XE= International English.

**Media Key:**

CD = CD-ROM only; Disk = floppy only; Dual = Available on floppy and CD-ROM

**Notes:**

A = FAX MODEM REQUIRED. No OEM upsell opportunity to MS Office Professional. Pre-install required.  
 B = English Releases of Office Small Business Edition

1. English-US: Market Place North America, Sell to Constraint: Non-specific

CD # 1: Word 97, Excel 97, Outlook 97, Small Business Financial Manager (NA), Publisher Deluxe, Office Value Pack  
 CD # 2: Automap Sheets Plus (was just replaced with new version of Streets called Espedie)

2. British English: Market Place UK, Sell to Constraint: Non-specific

CD # 1: Word 97, Excel 97, Outlook 97, Small Business Financial Manager (UK), Publisher Deluxe, Office Value Pack  
 CD # 2: Autopilot (UK)

3. International English: Market Place International, Sell to Constraint: Non-specific

CD # 1: Word 97, Excel 97, Outlook 97, Publisher Deluxe

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Productivity Applications			PRIORITY 1	PRIORITY 2	PRIORITY 3	RESTRICTED																	
Works 95 v4.x	EN		X																				
	CS, DA, DE, ES, FI, FR, HU, IT, JA, KO, NL, NO, PL, RU, SV, TR, XA, XD, XZ, ZH, XC																						
Greetings Workshop v1.x Publisher 97 v4.x Publisher 97 v4.x	EN				X																		
	EN				X																		
	XZ				X																		
Publisher 97 v4.x	DA, DE, ES, FR, IT, NL, NO, SV, XC, XD				X																		
Picture 111 Picture 111 Picture 111	EN		X																				
	DE, FR, XZ, EN (Intl Eng.)		X																				
	JA				X																		
Outlook 97 Outlook 97	EN		X																				
	DE, ES, FR, IT, KO, NL, SV, XC				X																		
					X																		
	Small Business Financial mgr				X																		
Word 97	XZ				X																		
	EN				X																		
Word 97	CS, DA, DE, EL, ES, FI, FR, HU, IT, KO, NL, NO, PL, PT, RU, SV, TR, XC				X																		
Home Essentials Home Essentials Home Essentials	EN				X																		
	ES				X																		
	XZ				X																		
Excel 97 Excel 97 (Indic-English)	EN																						
	EN																						

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Excel 97	CS, DA, DE, EL, ES, FI, FR, HU, IT, KO, NL, NO, PL, PT, RU, SV, TR, XC	X	\$	109	CD	32	A	\$	74.00	\$	72.50	\$	71.00	\$	60.00	\$	53.00	\$	49.00
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Language Key:

XA - Australian English; XC - Brazilian; XI - Chinese-Simplified; ZH - Chinese-Traditional; CS - Czech; DA - Danish; NL - Dutch; EM - English; FI - Finnish; FR - French; HU - French Canadian; DE - German; EL - Greek; HW - Hungarian; JA - Japanese; KO - Korean; NO - Norwegian; PL - Polish; PT - Portuguese; RU - Russian; SL - Slovenian; ES - Spanish; SV - Swedish; TR - Turkish; XL - UK English

Media Key:

CD - CD-ROM only; Disk - floppy only; Dual - Available on floppy and CD-ROM

Notes:

- A - Available only to full system and laptop vendors. Total retail value of SW cannot exceed HW value
- B - Available to all OEMs, including peripheral manufacturers, multimedia kit vendors, etc. Total retail value of SW cannot exceed HW value
- C - Can only be distributed in North America (US and Canada) due to encryption issues
- D - Preferred OEM Scenes for US is Personal Scenes. Other options include Sports Extremes, Undersea, Brain Twister, Flight or Stereogram. Japanese versions include Railroad and Marine.
- E - No product or language version substitution permitted
- F - A multimedia kit is defined as a cd-rom drive upgrade kit or a cd-rom drive + sound card kit. CD-ROM is a required component.
- G - Contains trial versions of: Helibender, Deadly Tide, Close Combat, 3D Movie Maker, Magic School Bus (Oceans, Solar, Human Body, Earth), and Return of Arcade
- H - partial localization (the software stays in English)
- I - Any Home essentials deals above 500K units PGL pricing require VP approval.

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For release under E.O. 13526

OEM PRICE GUIDELINES

Microsoft Restricted Data

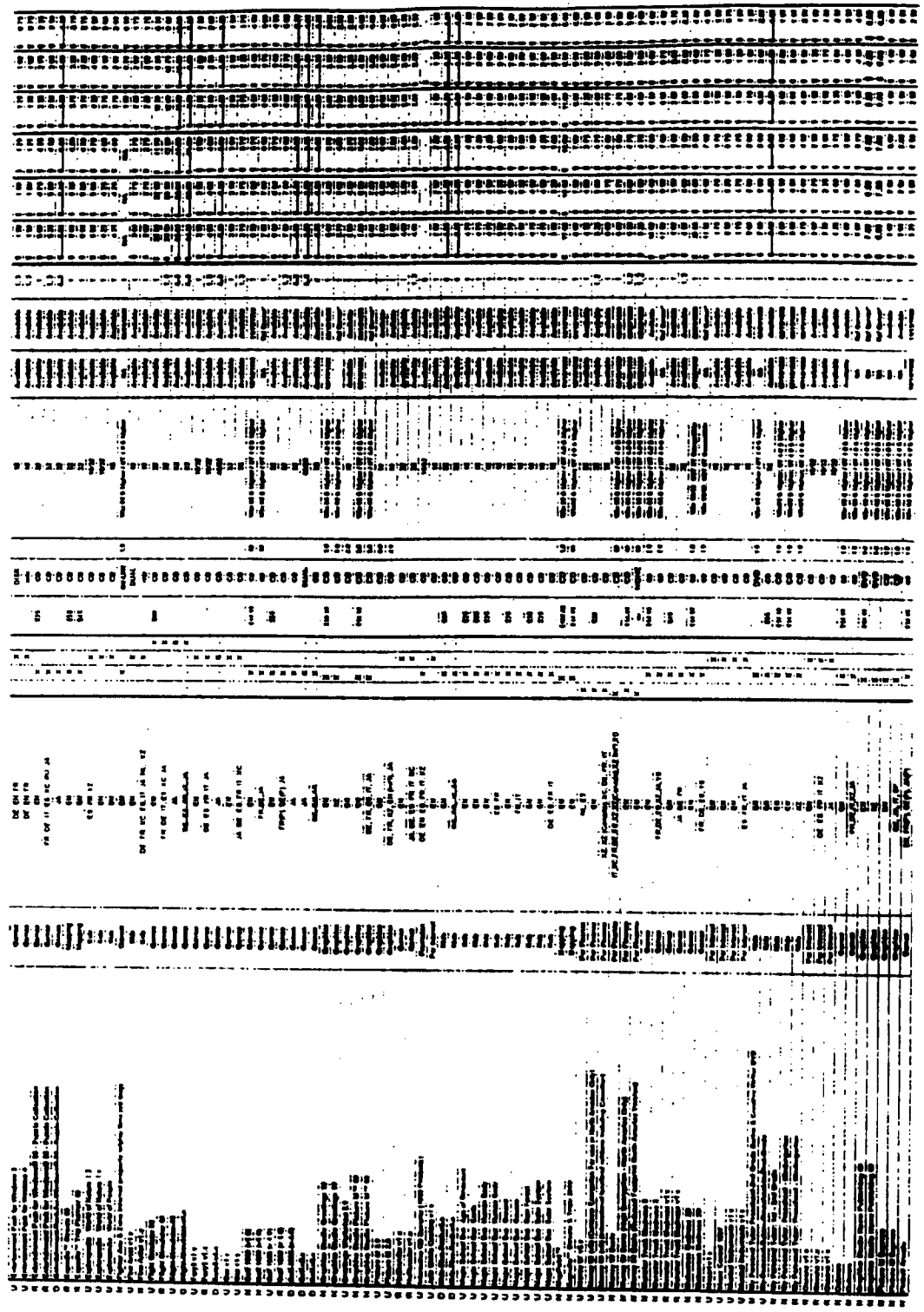
Code	Description	Price	Notes
1000	...	...	...
2000	...	...	...
3000	...	...	...
4000	...	...	...
5000	...	...	...
6000	...	...	...
7000	...	...	...
8000	...	...	...
9000	...	...	...
10000	...	...	...

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Instruction Manual Chapter 10

DEB Price Guidelines

Microsoft Reserved Data



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OEM Price Guidelines

Revised: Receipted Data

Item	SKU	Description	Unit	Price
1	MS-PCA 2597541	MS-PCA 2597541	Unit	
2				
3				
4				
5				
6				
7				
8				
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10				
11				
12				
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17				
18				
19				
20				

OPTIONAL INTERNAL RELEASE/SALES SUMO - Any internal release/sumo should be MICROSOFT CONFIDENTIAL. Updated Weekly

Company:  
 MS-PCA 2597541  
 MS-PCA 2597542  
 MS-PCA 2597543  
 MS-PCA 2597544  
 MS-PCA 2597545  
 MS-PCA 2597546  
 MS-PCA 2597547  
 MS-PCA 2597548  
 MS-PCA 2597549  
 MS-PCA 2597550

Additional notes:  
 1. MS-PCA 2597541 is a new product and is not available for sale.  
 2. MS-PCA 2597542 is a new product and is not available for sale.  
 3. MS-PCA 2597543 is a new product and is not available for sale.  
 4. MS-PCA 2597544 is a new product and is not available for sale.  
 5. MS-PCA 2597545 is a new product and is not available for sale.  
 6. MS-PCA 2597546 is a new product and is not available for sale.  
 7. MS-PCA 2597547 is a new product and is not available for sale.  
 8. MS-PCA 2597548 is a new product and is not available for sale.  
 9. MS-PCA 2597549 is a new product and is not available for sale.  
 10. MS-PCA 2597550 is a new product and is not available for sale.

MS-PCA 2597541  
 MS-PCA 2597542  
 MS-PCA 2597543

MS-PCA 2597541  
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