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From: Bob O'Rear

Date: May 12, 1989

Subject: OEM Price List, June 1989

Attached is the latest version of the OEM price list. This list is for both international and domestic OEM pricing and replaces all previous price lists and revision memos.

Changes in this price list include:

- ROM-DOS pricing
- Combined 386 and 486 pricing
- Windows 286 and 386 pricing
- Communications Server pricing
- Limited LAN Manager support for up to 8 users
- Limited LAN Manager/X support for up to 8 users
- Multiple-user, 386 LAN Manager pricing
- Discontinued Per-System Packaged DOS pricing
- Lower prices for Packaged DOS (US version)
- Packaged DOS/Mouse bundle introduced (US only)
- Packaged OEM Mouse 50-Pack introduced (US only)

Send any errors or omissions to me (bobo). This version takes effect upon receipt.

Remember: the Microsoft price list is confidential.

Maples
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10/10/89

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Price List: June 1989 Transmittal

5/30/89, 4:57 PM

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OEM Price Guideline

Effective June 1, 1989

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Per-copy pricing for all products is available on request.

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Tuesday, May 30, 1989

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Microsoft OEM Price Guideline
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8086 Systems Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US versions)	Annual unit commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
A-1 MS-DOS 4.x per system	\$35	\$30	\$25	\$20	\$15	\$11	\$8
<i>Add'l Per System Products</i>							
MS-WIN/286 per system	\$15	\$10	\$8	\$7	\$5	\$5	\$4
MS-DOS Shell per system	\$8	\$6	\$5	\$4	\$3	\$2.50	\$2
Learning DOS per system	\$15	\$10	\$6	\$5	\$4	\$3	\$2
<i>Add'l Per Copy Products</i>							
DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA

A-2 ROMDOS 3.21 Per System (for embedded control systems)	NA	\$8	\$7	\$6	\$4.50	\$3	NA
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Note 1: Windows products include Paint & Write.

Note 2: Royalties for all localized DOS, OS/2 & Windows products are 15% higher than US versions shown above. For each additional BAK there is a \$1,000 fee.

Note 3: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.

Note 4: MS-DOS Display and Keyboard source for special adaptations: \$5,000. P.O. required; no contractual requirements.

Note 5: MS-DOS Extended Memory source (Smart Drive, Ram Drive, or Liminator) for special adaptations: \$8,000.

Note 6: Shell source and adaptation guide: \$50,000.

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Microsoft OEM Price Guidelines
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286 Systems Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US versions)	Annual commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
B-1 MS-DOS 4.x per system	\$45	\$40	\$27	\$23	\$20	\$15	\$14
<i>Add'l Per System Products</i>							
MS-WIN/286 per system	\$30	\$20	\$18	\$16	\$14	\$12	\$10
MS-DOS Shell per system	\$9	\$7	\$6	\$5	\$4	\$3.50	\$3
<i>Add'l Per Copy Products</i>							
DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 per copy	\$135	\$115	\$100	\$85	NA	NA	NA
100 units/year							
B-2 MS-OS/2 per copy	\$210	\$180	\$155	\$130	\$110	NA	NA
100 units/year							
B-3 ROMDOS 3.21 Per System (for embedded control systems)	NA	\$8	\$7	\$6	\$4.50	\$3	NA

Note 1: Windows products include Paint & Write.

Note 2: Royalties for all localized DOS, OS/2 & Windows products are 15% higher than US versions shown above. For each additional BAK there is a \$1,000 fee.

Note 3: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.

Note 4: MS-DOS Display and Keyboard source for special adaptations: \$3,000.

Note 5: MS-DOS Extended Memory source (Smart Drive, Ram Drive, or Limulator) for special adaptations: \$8,000.

Note 6: Shell source and adaptation guide: \$50,000.

Note 7: OS/2 L1 PS/2 BAK (ABIOS) driver source: \$25,000. Standard BAK is AT class and goes to H/W directly. PS/2 has ABIOS that runs in protected mode.

Note 8: Prices for OS/2 Manuals: \$15 for English version; \$18 for localized versions. English version part numbers: 06142 & 06143.

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386/486 Systems Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US Versions)	Annual unit commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
C-1 MS-DOS 4.x per system	\$45	\$40	\$27	\$23	\$20	\$15	\$14
<i>Add'l Per System Products</i>							
MS-WIN/286 per system	\$30	\$20	\$18	\$16	\$14	\$12	\$10
MS-Windows 386 per system	\$40	\$30	\$25	\$23	\$21	\$18	\$15
MS-DOS Shell per system	\$9	\$7	\$6	\$5	\$4	\$3.50	\$3
<i>Add'l Per Copy Products</i>							
DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 per copy	\$135	\$115	\$100	\$85	NA	NA	NA

	100 units						
C-2 MS-OS/2 per copy	\$210	\$180	\$155	\$130	\$110	NA	NA

C-3 ROMDOS 3.21 Per System (for embedded control systems)	NA	\$8	\$7	\$6	\$4.50	\$3	NA
--	----	-----	-----	-----	--------	-----	----

- Note 1: Windows products include Paint & Write.
- Note 2: Royalties for all localized DOS, OS/2 & Win products are 15% higher than US versions shown above. For each additional BAK there is a \$1,000 fee.
- Note 3: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.
- Note 4: MS-DOS Display and Keyboard source for special adaptations: \$5,000.
- Note 5: MS-DOS Extended Memory source (Smart Drive, Ram Drive, or Limulator) for special adaptations: \$4,000.
- Note 6: Shell source and adaptation guide: \$50,000.
- Note 7: OS/2 1.1 PS/2 BAK (BIOS) driver source: \$25,000. Standard BAK is AT class and goes to H/W directly. PS/2 has BIOS that runs in protected mode.
- Note 8: Prices for OS/2 Manuals: \$15 for English version; \$18 for localized versions. English version part numbers: 06142 & 06143.

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8086 Network Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US versions)	100	Annual unit commitment level for two-year licenses					
		250	1K	3K	6K	25K	50K
N-1 DOS 4.x redef (Net 1)	NA	NA	\$18	\$18	\$15	\$12	\$10

286 Network Products

Each product added to a license requires a commitment. See worksheet. Read notes (next page) before using price list.

Product Offering (US versions)	100	Annual unit commitment level for two-year licenses					
		250	1K	3K	6K	25K	50K
N-2 DOS 4.x redef (Net 1)	NA	NA	\$18	\$18	\$15	\$12	\$10
LAN Manager 286 Unlimited Server	\$750	\$625	\$525	\$450	\$400	NA	NA
LAN Mgr 286, Limited Server (1-8)	\$400	\$340	\$290	\$255	\$220	NA	NA
SOL Unlimited Server	\$650	\$550	\$475	\$400	\$350	NA	NA

Annual US dollar commitment level for two-year licenses
\$100K \$200K \$400K \$1.4M \$2.9M

N-3 Comms Server							
2-8 Users	\$400	\$340	\$290	\$250	\$220	NA	NA
2-32 Users	\$1300	\$1100	\$950	\$800	\$700	NA	NA
Unlimited	\$1900	\$1600	\$1350	\$1100	\$900	NA	NA

Annual US dollar commitment level for two-year licenses
\$67.5K \$110K \$300K \$510K \$1.35M NA NA

N-4 Standalone communications	\$135	\$110	\$100	\$85	\$75	NA	NA
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386/486 Network Products

Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering (US versions)	100	Annual unit commitment level for two-year licenses					
		250	1K	3K	6K	25K	50K
N-5 DOS 4.x redef (Net 1)	NA	NA	\$18	\$18	\$15	\$12	\$10
LAN Manager 386 Unlimited Server	\$1,125	\$940	\$790	\$675	\$600	NA	NA
LAN Mgr 386, Limited Server (1-8)	\$600	\$510	\$435	\$380	\$330	NA	NA
Multiprocessor 386 Lan Mgr	\$1,500	\$1,250	\$1,050	\$900	\$800	NA	NA
SOL Unlimited Server	\$650	\$550	\$475	\$400	\$350	NA	NA

Annual US dollar commitment level for two-year licenses
\$100K \$200K \$400K \$1.4M \$2.9M

N-6 Comms Server							
2-8 Users	\$400	\$340	\$290	\$250	\$220	NA	NA
2-32 Users	\$1300	\$1100	\$950	\$800	\$700	NA	NA
Unlimited	\$1900	\$1600	\$1350	\$1100	\$900	NA	NA

Annual US dollar commitment level for two-year licenses
\$67.5K \$110K \$300K \$510K \$1.35M NA NA

N-7 Standalone communications	\$135	\$110	\$100	\$85	\$75	NA	NA
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**Microsoft OEM Price Guideline
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- Note 1:** Royalties for all localized products are 15% higher than US version counterpart shown here.
- Note 2:** When an OEM licenses LAN Manager, the license allows the OEM to distribute both the Unlimited and the Limited LAN Manager products. The price commitment is made at the Unlimited LAN Manager level.
- Note 3:** LAN Manager 386 Commitment = Units x Unlimited Price.
Annual dollar commitment necessary for the different pricing columns:

Level	A	B	C	D	E
Units	100	250	1,000	3,000	6,000
Unlimited LM Server	\$750	\$625	\$525	\$450	\$400
Limited LM Server	\$400	\$340	\$290	\$255	\$220
Annual Commitment	\$75,000	\$156,250	\$525,000	\$1,350,000	\$2,400,000

- Note 4:** LAN Manager 386 Commitment = Units x Unlimited Price.
Annual dollar commitment necessary for the different pricing columns:

Level	A	B	C	D	E
Units	100	250	1,000	3,000	6,000
Unlimited LM 386 Server	\$1125	\$940	\$790	\$675	\$600
Limited LM 386 Server	\$600	\$510	\$435	\$380	\$330
Annual Commitment	\$112,500	\$235,000	\$790,000	\$2,025,000	\$3,600,000

- Note 5:** Upgrading of network products requires payment of the difference in price plus 10%.
- Note 6:** The Limited LM Server can service 8 workstations. This can take the form of 1 Server and 8 workstations if the Server is not used as a workstation or 1 Server and 7 workstations in the case where the Server is also used as a workstation.
- Note 7:** Commitment to Cosmos Server = Standalone Commitment + Server Version Commitment
Example: \$300K standalone level commitment and \$200K server level commitment
Min Commitment = \$300K + \$200K = \$500K
This example OEM can buy the Standalone at \$100, 2-8 User at \$340, 2-32 User at \$1,100, and Unlimited User at \$1,600.

LAN Manager/X Server

Standard platform for allowing DOS and OS/2 workstations to communicate with non-OS/2 servers.

Product Offering	Annual unit commitment level for two year licenses			
	250	1K	3K	6K
N-8 LAN Manager/X on Single Intel 386 CPU unlimited	\$900	\$750	\$600	\$450
1-8	\$600	\$500	\$425	\$350
LAN Manager/X on Multiple Main Intel 386 CPU (limited or unlimited)	\$1200	\$1000	\$850	\$700

- Note 1:** Pricing is based on the number of main CPUs of the computer.
- Note 2:** Exclude all intelligent peripheral & controller cards to determine if multiple Main CPUs.
- Note 3:** Fee for hosting source on initial computer: \$75,000. Fee for subsequent hosts: \$45,000.
- Note 4:** License does not include support. Negotiate support separately.
- Note 5:** Guidelines for quotes on other microprocessors: SPARC, MIPS = 2X above; 88000, 486 = 3X above; 860 = 4X above.

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Microsoft OEM Price Guidelines
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Per-Copy Packaged DOS 4.0

Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	Minimum shipment quantity			
	25-499	500-999	1,000-1,999	2,000+
P-1 FOB MS US Warehouse				
US version	\$55	\$55	\$55	\$50
Spanish version	\$84	\$81	\$78	\$71
Portuguese version	\$84	\$81	\$78	\$71
Arabic version	\$84	\$81	\$72	\$55

FOB Subsidiary warehouse

P-2 Int'l English version	\$59	\$58	\$58	\$54
French version	\$89	\$86	\$82	\$78
German version	\$89	\$86	\$82	\$78
Spanish version	\$89	\$86	\$82	\$78
Italian version	\$89	\$86	\$82	\$78

Per-Copy Packaged DOS 3.3

Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	Minimum shipment quantity			
	25-499	500-999	1,000-1,999	2,000+
P-3 FOB MS US Warehouse				
US version	\$60	\$60	\$60	\$55

Note 1: Pricing is based on shipment quantity. Unacceptable orders for future delivery (not to exceed nine months) may entitle the customer to move to a lower price level, at the discretion of the general manager.

Note 2: MS-DOS 4.0 includes Shell.

Note 3: Spanish and Italian MS-DOS are currently available at discount in those countries only, as a piracy reduction measure.

Note 4: German and Italian Packaged DOS shipped only out of GmbH & SpA warehouses, respectively. Spanish DOS is shipped out of the US and SARL. Arabic DOS is shipped only from Corporate.

Per-Copy Packaged 8088/86 DOS

Outside US only. Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	Annual unit commitment level		
	100-1,000	1,001-5,000	>5001
P-3 FOB Microsoft US warehouse			
US version	\$42	\$37	\$33
Spanish version	\$48	\$43	\$38
Portuguese version	\$48	\$43	\$38

FOB Subsidiary warehouse

P-4 Int'l English version	\$44	\$39	\$35
French version	\$50	\$45	\$40
German version	\$50	\$45	\$40
Spanish version	\$50	\$45	\$40
Italian version	\$50	\$45	\$40

Note 1: This product works only on the 8088/86 processors.

Note 2: Even though the BASIC code is on the disk, the BASIC manual is omitted.

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Microsoft OEM Price Guideline
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OEM Bulk Mice

Software and manual duplication licensed for OEM production.

Introduction

We sell 5 distinct OEM Mice: (1) Serial with 9 pin connector, (2) Serial with 25 pin connector, (3) InPort Mouse (including the connector and InPort Chip), (4) InPort Mouse with connector only, and (5) PS/2 Mouse. The mice come standard in white with or without the beige Microsoft Logo, and include mouse driver software (MOUSE.COM & MOUSE.SYS), the Mouse Installation Guide (ASCII file format) and a 2.5-meter cable. At additional cost, but not stocked, the OEM can customize his mouse by changing the mouse & cable color, cable length, and having his own logo on the mouse. Custom orders require additional lead time.

Special to Microsoft Int'l Subsidiaries: To get an OEM started, the account manager must have the OEM sign the mouse license that covers two distinct activities: (1) the mouse hardware distribution agreement and (2) a mouse software duplication license. The mouse license is between the OEM and the local subsidiary; it is signed by the subsidiary general manager or regional director for areas without subsidiaries. It gives the OEM a US\$ purchase price based on a volume purchase obligation and restricts his sale of the mice (including the driver software) to purchasers of his hardware. This license grants the OEM rights to duplicate our mouse driver software so long as (a) it is only distributed on the OEM's hardware with the Microsoft Mouse that is purchased from the local warehouse and (b) the OEM acknowledges and protects our rights to the software. The standard license can be signed by the local subsidiary general manager or regional director. *Jon Shirley must approve signing of this license if there are any modifications.*

Product Offering	Part No. MS Logo	Part No. w/o MS Logo	Annual unit commitment level				
			5K	10K	20K	50K	100K
H-1 Serial Mouse: 25-pin	2800	3892	\$39.75	\$28.25	\$25.25	\$22.25	\$20.25
Serial Mouse: 9-pin	2807	3701	\$39.85	\$28.15	\$25.15	\$22.15	\$20.15
PS/2 Mouse	2801	3702	\$39.75	\$28.25	\$25.25	\$22.25	\$20.25
InPort Mouse, Connector, InPort Chip	2789 900-206-000 900-110-003	3700 900-206-000 900-110-003	\$42.80	\$29.30	\$26.30	\$23.30	\$21.30
InPort Mouse, Connector	2799 900-206-000	3700 900-206-000	\$31.80	\$23.30	\$20.80	\$18.30	\$16.80

Standards

Prices above are for FOB Microsoft US, Canadian or European Subsidiary.

FOB Australia add \$1/each.

White with or without beige MS logo

2.5 meter cable

If the InPort Mouse Connector (900-206-000) is not desired, deduct \$.50/unit.

Options (applies only to 10K unit min orders)	One-time Fee	Per-unit Charge	First Order Lead Time
Custom Mouse & Cable Color (from Pantone or equiv. color guide)	NC	NC	ask panelist
3 meter cable	NC	\$0.50	120 days
1.5 meter cable	NC	-\$0.50	120 days
Custom logo	\$24,000	NC	ask panelist
Mouse Setup Program (MSETUP) & Control Panel (CPANEL)	NC	\$0.50	
Control Panel (CPANEL)	NC	\$0.25	

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Microsoft OEM Price Guidelines
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OEM Packaged Mice

Outside US only. Packaged ready-to-sell with OEM hardware, sold to manufacturers and machine importers.

Product Offering FOB subsidiary warehouses		Part Number	Minimum order size in units		
			100-499	500-999	1000+
H-2	Int'l English (replaces 056-099zv100)	134-399zv100	\$68	\$63	\$58
	French	134-399fv100	\$68	\$63	\$58
	Multilingual (replaces 056-395bbv100) <i>Manual includes Dutch, Swedish, Finnish, Spanish, Italian, French, German</i>	134-389mzv100	\$68	\$63	\$58

Note 1: Sold in the same way as Packaged DOS up to 1,000 units.

Note 2: Each SKU includes:

- Microsoft mouse with Microsoft Logo 9-pin
- Dual disk media (driver but no Cpanel and no Msetup)
- Plain low-end standard white box with new, clear clam shell
- OEM Mouse Installation Guide (English, French or multilingual)
- 9- to 25-pin adapter
- Standard 2.5 meter cables

OEM Packaged Mouse/DOS Bundle

US Only. Bundles DOS 4.01 and OEM Mouse. Order part number 024-014V100.

Product Offering FOB US warehouse		
H-3	OEM packaged mouse/DOS bundle	\$110

OEM Packaged Mice 50-Pack

US Only.

The OEM Mouse 50 pack provides an easy way for US OEMs to include a mouse with their machines. The 50 pack is structured to include mouse, documentation, software, and/or a 9-25 pin adapter. The OEM can buy his preference of mouse (PS/2 or 9-pin), software media type (5.25 and/or 3.5 inch disks), and an adapter, if he needs one. See notes.

Product Offering		
H-4	PS/2 Mouse: 50 PS/2 mice, 50 installation guides	\$2,350.00
	9-Pin Mouse: 50 9-Pin mice, 50 installation guides	\$2,350.00
	5.25" Disks: 25 per package in legal envelope with registration card	\$62.50
	3.5" Disks: 25 per package in legal envelope with registration card	\$62.50
	9-25 Pin Adapter: 25 per package	\$118.75

Note 1: The OEM must buy software and hardware in a 1:1 mouse/disk ratio. The disks may be any combination of 5.25" and 3.5" disks.

Note 2: The legal envelope includes a registration card; Microsoft will support these mice.

Mach 20 Enhancement Board

Product Offering (US version) FOB Microsoft US Warehouse		Annual unit commitment level for one-year licenses			
		500	1,000	2,000	5,000
H-5	Mach 20				
	Performance Enhancement Board	\$248	\$223	\$198	\$173
	Memory Plus	\$197	\$178	\$158	\$138
	Disk Plus	\$50	\$45	\$40	\$35

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Applications & Languages: General Guidelines

Royalty Licenses for Applications & Languages

Any potential royalty deals for applications or languages should be discussed with the VP of OEM.

Please note: Microsoft no longer provides OEM kits for languages or applications.

PC Works

PC Works sales should be pursued as packaged product directly from the local warehouse for commitments less than 25,000 units.

Royalty Product Offering (US version)	Annual unit commitment level for two-year licenses			
	<25K	25K	50K	100K+
W-1 PC-Works	See above	\$20	\$15	\$10

Note 1: Negotiate vigorously for guaranteed advertising featuring Works.

Note 2: Royalties for localized versions additional 15%.

Note 3: These prices are for Works WITHOUT Checkwin.

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Royalty Commitment Worksheet: Microsoft Internal

Customer: _____	Quotation expiry date: _____
Processors covered: _____	Pricing Table: _____

Per System Products

	Product	Units Per Year	Per System Unit Royalty	ANNUAL COMMITMENT
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____
5.	_____	_____	_____	_____
6.	_____	_____	_____	_____
7.	_____	_____	_____	_____

Per Copy Products

	Product	Units Per Year	Per Copy Royalty	ANNUAL COMMITMENT
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____
5.	_____	_____	_____	_____
6.	_____	_____	_____	_____
7.	_____	_____	_____	_____

Final Contract Commitment

\$ _____

Notes

Quotation prepared by: _____

Date: _____

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