

**ZEOS International**  
Applications bundle pricing proposal, July 17, 1992

Prices stated in this document are for Microsoft application products shipped in combination with ZEOS' defined PC systems on a "per-system" basis under a royalty license. The prices below reflect both U.S. and international versions of products, by volume commitment rate.

**High-End Windows Applications**

Product	Version	Volume	Royalty	Retail SRP
MS Excel for Windows	4.0	50K/yr	\$ 79.00	\$495.00
Foreign Language Version		25 = 996	\$131.00	
Foreign Language Version		5K/yr	\$116.00	
Foreign Language Version			\$191.00	
MS Word for Windows	2.0	50K/yr	\$ 79.00	\$495.00
Foreign Language Version		25 = 996	\$131.00	
Foreign Language Version		5K/yr	\$116.00	
Foreign Language Version			\$191.00	
MS Project for Windows	4.0	25K/yr	\$134.00	\$695.00
Foreign Language Version		50 = 911	\$222.00	
Foreign Language Version		5K/yr	\$162.00	
Foreign Language Version			\$288.00	
MS PowerPoint for Windows	3.0	25K/yr	\$ 96.00	\$495.00
Foreign Language Version		50 = 979	\$158.00	
Foreign Language Version		5K/yr	\$116.00	
Foreign Language Version			\$191.00	
MS Office for Windows	2.0	50K/yr	\$119.00	\$750.00
(foreign language versions N/A)		5K/yr	\$173.00	

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43  
53  

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79  
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36

**Entry Applications**

Product	Version	Volume	Royalty	Retail SRP
MS-DOS Works	2.0	25K/yr	\$10.00	\$149.00
Foreign Language Version		50K = 97	\$17.00	
Foreign Language Version		5K/yr	\$15.00	
Foreign Language Version			\$25.00	
MS Works for Windows	2.0	50K/yr	\$16.00	\$199.00
Foreign Language Version		25K = 918	\$28.00	
Foreign Language Version		5K/yr	\$20.00	
Foreign Language Version			\$33.00	
MS Money for Windows	1.0	25K/yr	\$ 9.00	\$ 69.95
Foreign Language Version		50K = 98	N/A	
Foreign Language Version		5K/yr	\$10.00	
MS Publisher for Windows	1.0	25K/yr	\$26.00	\$199.00
Foreign Language Version		50K = 924	\$43.00	
Foreign Language Version		5K/yr	\$28.00	
Foreign Language Version			\$46.00	

173  
43  
130  

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111  
43  
68

ERU FIN Bundle  
50K 25 5K

216 218 20  
24 26 28  
8 9 10  
3 3.5 4  

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51 56.5 62

SMBIZ UNILE  
20  
13  
10  
45

72 017 x 100K = 7,200,000  
\$120 million x 100K = 12M  
would equal 12M  
\$96 million

(-continued-)

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43.

Windows Entertainment Pak	1.0	25K/yr	\$ 3.50	\$ 39.95
Foreign Language Version		50K/yr = 3	\$ 6.00	
		5K/yr	\$ 4.00	
<u>Foreign Language Version</u>			<u>\$7.00</u>	
MS Visual Basic	1.0	25K/yr	\$26.00	\$199.00
Foreign Language Version		50K = 125	\$43.00	
		5K/yr	\$28.00	
<u>Foreign Language Version</u>			<u>\$46.00</u>	

*This proposal is valid until 8/31/92. The prices quoted are valid only as outlined above. Subsequent pricing discussions between Zeos and Microsoft shall require a new price quote. The above proposal does not constitute an offer by Microsoft, and does not constitute a license agreement between Zeos and MS. Microsoft shall have no legal obligations to Zeos with respect to the above products unless and until such time that license agreement #4934-0130 is amended by Zeos and MS.*

**Notes:**

1. ZEOS provides end-user support for all licensed application products. If Zeos wishes to have MS support the applications, there is a \$20.00 royalty uplift per unit for high-end apps, and a \$5.00 uplift for entry applications.
2. If ZEOS pre-installs any high-end Windows application product, deduct -\$5.00 from royalty per unit for each high-end application pre-installed (deduct -\$0.50 for entry applications).
3. One MS registration card shall be included with the software documentation.

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