

From richardn Mon Nov 20 09:09:21 1989
To: jeremybu
Subject: Acer Rom Dos
Cc: hmkwa jeffl markohe
Date: Mon Nov 20 09:06:58 1989

I spoke to Jessie Li 2 times this weekend. He wants to finalize the ROM DOS issue during this visit. I have not been involved in this, so I could only ask questions. It appears Acer has strong feelings on dealing through Jessie and they want one channel into MS. They place a great deal on special "relationships", "special deals for Acer" and being part of the MS "inner group of customers". The key points Jessie wants to discuss are:

1. Pricing.

I don't know what has been proposed, but if the issue is low cost then we may want to propose a two higher price for ALL others. If we do this we must tell Jessie it is a special deal because MS wants Acer to succeed in the Taiwan market and we are very interested in getting into this market.

2. Schedule

Acer needs the product in December so they can ship the machine by late December / early January. Jessie needs assurances MS can meet the schedule.

3. Support

Acer wants support on this product. We should be able to tell him how MS will support Acer. I feel we can use the MS Taiwan technical support on this. We should point out it is there anytime support is needed.

We will meet with you at 9 on Tue. Jessie and Herbert will represent Acer, \ however, Jessie is the spokesman.
We should try to close the deal and I can assure Jessie I will do the required follow up to get them the product when needed.
Thanks for the help.

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Plaintiff's Exhibit

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Comes V. Microsoft