

From richab Fri Mar 9 19:54:10 1990  
To: joachink  
Subject: Win 3 shipments  
Cc: bobo markche richardf russw  
Date: Fri Mar 9 19:54:09 1990

One bit of data I have always wished I'd had is accurate data of the actual shipments that our per system licensees of windows make into the markets. As you know we have had many per system shippers who ship much less than they pay for. Another factor that complicates having an accurate understanding of the actual win shipments into a particular geographic market is the cross market shipments that are made (ie: compaq machines sold into europe, nec machines sold into the us, etc.)

I'd like to start win 3 with much better data.

Is it possible to build in a discipline of reporting by our oem customers that enables us to track actual shipments of oem systems with windows 3.0 into the various major markets? What I am asking for is both accurate reporting of actual software shipments, but also where those machines actually go.

This data would give us a much clearer picture of the windows situation... something I think we all are going to want in the next few years.

Rich

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CONFIDENTIAL

Plaintiff's Exhibit

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Comes V. Microsoft

EXH. 14 DATE 11/01/01  
WITNESS [Signature]  
SUSAN ZIELIE