

# Microsoft

## Internal OEM Price Guideline

Effective Wednesday, November 7, 1990

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Plaintiff's Exhibit

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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 commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
A1 MS-DOS 5.0 per system <sup>1,2,3,4</sup>	\$35	\$30	\$25	\$20	\$15	\$11	\$8
MS-DOS 5.0 Shell & Utilities	\$8	\$6	\$5	\$4	\$3	\$2.50	\$2
<i>Additional per-copy products</i>							
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A2 MS-DOS 5.0 per copy	\$70	\$60	\$50	\$40	\$30	\$30	\$30
A3 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
A4 Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A5 Source Code Fees							
MS-DOS Kernel		\$25K					
MS-DOS Display & Keyboard		\$5K					
MS-DOS Extended Memory		\$8K					
MS-DOS Shell		\$50K					

Note 1: Royalties for all localized MS-DOS products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.

Note 2: Per System royalty above refers to "Per Processor/per\_system" type licenses. Please quote and charge a 15% uplift above this price for "per\_machine/per\_system" licenses for MS-DOS 5.0.

Note 3: The romable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-executable or RAM-executable version.

Note 4: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBASIC interpreter is available. Once local language QBASIC is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBASIC. If the OEM wishes to ship both QBASIC and GWBasic then the per-copy pricing for GWBasic above is applicable.

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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>B1 MS-DOS 5.0 per system<sup>1,3,4</sup></b>	\$45	\$40	\$27	\$23	\$20	\$15	\$14
<b>MS-DOS Shell &amp; Utilities</b>	\$8	\$7	\$6	\$5	\$4	\$3.50	\$3
<b>Additional per-system contracts</b>							
<b>MS-Windows 3.0<sup>5</sup></b>	\$30	\$26.50	\$18	\$15	\$13	\$10	\$9
<b>MS Multimedia Windows 3.0</b>	\$45	\$40	\$27	\$22.50	\$19.50	\$15	\$13.50
<b>Windows Productivity 3.0</b>	\$3	\$3	\$3	\$2.50	\$2	\$1.50	\$1
<b>Pen Windows (with handwriting rec)</b>	\$45	\$40	\$27	\$22.50	\$19.50	\$15	\$13.50
<b>Pen Windows (w/o handwriting rec)</b>	\$37.50	\$33.50	\$22.50	\$19	\$16.50	\$12.50	\$11.50
<b>Windows Entertainment Pak</b>	\$2.50	2.50	\$2.50	\$2.25	\$2	\$1.75	\$1.50
<b>Additional per-copy products</b>							
<b>GWBasic</b>	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50
<b>MS-DOS CD-ROM Extensions</b>	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
<b>MS-OS/2 1.21 or 1.3 per copy</b>	\$135	\$115	\$100	\$85	NA	NA	NA
<b>B2 MS-DOS 5.0 per copy</b>	\$70	\$60	\$50	\$40	\$30	\$30	\$30
<b>B3 MS OS/2 1.21 or 1.3 per copy</b>	\$180	\$155	\$130	\$110	NA	NA	NA
<b>B4 MS-DOS ROM v 3.22 Per System (for embedded &amp; dedicated systems)</b>	\$22	\$16	\$12	\$10	\$7	\$5	\$3
<b>B5 Flash EPROM File System</b>	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
<b>B6 Source Code Fees</b>							
<b>MS-DOS Kernel</b>	\$25K						
<b>MS-DOS Display &amp; Keyboard</b>	\$5K						
<b>MS-DOS Extended Memory</b>	\$8K						
<b>MS-DOS Shell</b>	\$50K						
<b>OS/2 1.21 or 1.3 BIOS Source</b>	\$25K						
<b>Update of BIOS Source 1.21 or 1.3</b>	\$5K						

Note 1: Royalties for all localized MS-DOS, OS/2 & Win products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.

Note 2: Per\_System royalty shown refers to "Per\_Processor/per\_system" type licenses. Please quote and charge a 15% uplift above this price for "per\_machine/per\_system" licenses for MS-DOS 5.0.

Note 3: The reasonable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-executable or RAM-executable version.

Note 4: MS-DOS 5 includes the QBasic interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBasic interpreter is available. Once local language QBasic is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBasic. If the OEM wishes to ship both QBasic and GWBasic then the per-copy pricing for GWBasic shown is applicable.

Note 5: The OAK for Windows 3.0 contains version 7.04 of the Microsoft mouse driver. In the case where an OEM ships a non-Microsoft mouse and ships the Microsoft mouse driver v7.04 with Windows there is an additional \$3.00 royalty/copy.

Note 6: Prices for OS/2 User's Guide 58, part number 13298. This is a 6 in by 8 in 3 hole punch document insert (binders not included).

## 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 commitment level for two-year contracts							
		1K	6K	25K	50K	100K	250K	500K	
C1	MS-DOS 5.0 per system <sup>1,3,4</sup>	\$45	\$40	\$27	\$23	\$20	\$15	\$14	
	MS-DOS Shell & Utilities	\$8	\$7	\$8	\$5	\$4	\$3.50	\$3	
	<i>Additional per-system products</i>								
	MS-Windows 3.0 <sup>5</sup>	\$45	\$40	\$27	\$23	\$20	\$15	\$14	
	MS Multimedia Windows 3.0	\$85	\$60	\$40	\$35	\$29	\$22	\$20	
	Windows Productivity 3.0	\$4	\$4	\$4	\$3.50	\$3	\$2.50	\$2	
	Pen Windows (with handwriting rec)	\$85	\$60	\$40	\$35	\$29	\$22	\$20	
	Pen Windows (w/o handwriting rec)	\$55	\$50	\$33.50	\$29	\$24.50	\$18.50	\$17	
	Windows Entertainment Pak	\$3	\$3	\$3	\$2.75	\$2.50	\$2.25	\$2	
	<i>Additional per-copy products</i>								
GWBasic	\$3	\$2	\$1.75	\$1.50	\$1	\$0.75	\$0.50		
MS-DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA		
MS-OS/2 1.21 or 1.3 per copy	\$135	\$115	\$100	\$85	NA	NA	NA		
C2 MS-DOS 5.0 per copy		\$70	\$60	\$50	\$40	\$30	\$30	\$30	
C3 MS OS/2 1.21 or 1.3 per copy		\$150	\$155	\$130	\$110	NA	NA	NA	
C4 MS-DOS ROM v 3.22 Per System (for embedded & dedicated systems)		\$22	\$16	\$12	\$10	\$7	\$5	\$3	
C5 Flash EPROM File System		NA	\$2.50	\$1.75	\$1.50	NA	NA	NA	
C6 Source Code Fees									
MS-DOS Kernel		\$25K							
MS-DOS Display & Keyboard		\$5K							
MS-DOS Extended Memory		\$8K							
MS-DOS Shell		\$50K							
OS/2 1.21 or 1.3 BIOS Source		\$25K							
Update of BIOS Source 1.21 or 1.3		\$5K							

Note 1: Royalties for all localized MS-DOS, OS/2 & Win products are 15% higher than US versions shown above. For the second and subsequent OAKs there is a \$1,000 fee each.

Note 2: Per\_System royalty above refers to "Per\_Processor/per\_system" type licenses. Please quote and charge a 15% split above this price for "per\_machine/per\_system" licenses for MS-DOS 5.0.

Note 3: The removable version of MS-DOS 5 is included with the standard MS-DOS 5 license. It is the OEM's choice whether to ship a ROM-executable or RAM-executable version.

Note 4: MS-DOS 5 includes the QBASIC interpreter. If the OEM desires to ship GWBasic he can do so at no additional charge until the local language version of QBASIC interpreter is available. Once local language QBASIC is available, there is an additional \$1 per-copy charge to ship GWBasic instead of QBASIC. If the OEM wishes to ship both QBASIC and GWBasic then the per-copy pricing for GWBasic above is applicable.

Note 5: The OAK for Windows 3.0 contains version 7.04 of the Microsoft mouse driver. In the case where an OEM ships a non-Microsoft mouse and ships the Microsoft mouse driver v 7.04 with Windows there is an additional \$5.00 royalty/copy.

Note 6: Prices for OS/2 User's Guide SR, part number 12218. This is a 6 in by 8 in 3 hole punch document inserts (binders not included).

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**Packaged MS-DOS 5.0 [Prices effective when DOS 5.0 ships]**  
 Distribution-type contract required. These can be signed by subsidiary GM, regional director or VP of OEM.

Product Offering	FOB MS US Warehouse	Minimum shipment quantity			
		25-499	500-999	1,000-1,999	2,000+
D 1 US version	\$80	\$80	\$80	\$55	
Spanish version	\$84	\$91	\$86	\$81	
Portuguese version	\$84	\$91	\$86	\$81	
Arabic version	\$84	\$91	\$82	\$65	
Hebrew version	\$84	\$91	\$82	\$65	

FOB Subsidiary warehouse				
D 2 Int'l English version (Europe)	\$87	\$84	\$81	\$77
Int'l English version (non-Europe)	\$89	\$89	\$89	\$64
French version	\$99	\$98	\$92	\$88
German version	\$99	\$98	\$92	\$88
Spanish version	\$99	\$98	\$92	\$88
Russian version	\$99	\$96	\$92	\$88
Italian version	\$99	\$98	\$92	\$88

**Packaged MS-DOS 3.3 or 4.01 [Prices effective when DOS 5.0 ships]**  
 Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	FOB MS US Warehouse	Per-Order Pricing	
		\$0-2000	Over 2000
D 3 US version		\$55	\$60

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

Note 2: MS-DOS 4.0 & 5.0 include the Shell.

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

Note 4: German and Italian Packaged MS-DOS shipped only out of GmbH & SpA warehouse, respectively. Spanish MS-DOS is shipped out of the US and EARL. Arabic and Hebrew MS-DOS are shipped only from Corporate. Russian MS-DOS is primarily shipped out of GmbH but stock is kept at Canyon Park for large "hard bundle" deals.

Note 5: MS-DOS 5 includes the QBASIC interpreter. Versions prior to MS-DOS 5 include the GWBasic interpreter.

**Per-Copy Packaged Windows**

Product Offering	FOB MS US Warehouse	Per-Order Pricing	
		\$0-2000	Over 2000
D 4 Windows 3.0, US version		\$85	\$80

**Combo Pkg: MS-DOS & Windows [Prices effective when DOS 5.0 ships]**  
 US Only.

Product Offering	FOB MS US Warehouse	Per-Order Pricing	
		\$0-2000	Over 2000 & Pre-Paid
D 5 MS-DOS 5.0 & Windows 3.0		\$120	\$105

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**MS-DOS 4.x or 5.x Redir (Net 1)**

(US version)	Annual unit commitment level for two-year license				
	1K	3K	6K	25K	50K
N1 MS-DOS 4.x or 5.x redir (Net 1)	\$18	\$18	\$18	\$12	\$10

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

**LAN Manager 2.0**

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

(US version)	Annual \$ Commitment			
	\$250K	\$500K	\$1M	\$2M
N2 LAN Manager 2.0 Server (includes 5 free users)	\$225	\$175	\$150	\$135
10 User Pak (increments max concurrent users by 10)	\$225	\$175	\$150	\$135
Unlimited User Pak (concurrent user limit removed)	\$895	\$775	\$725	\$675
Multiprocessor LAN Manager Drivers	\$450	\$390	\$365	\$340

Note 1: A standard OEM license for LAN Manager allows the OEM to distribute three LAN Manager products: (1) Base Server with 5 users, (2) 10 User Pak and (3) Unlimited User Pak. The OEM can optionally add an exhibit to include Multiprocessor driver distribution, but this also requires additional fees and conditions as described below.

Note 2: LAN Manager 2.0 Commitment is a \$ commitment to the product. The actual units shipped will vary according to the OEM's mix between the three LAN Mgr products.

Note 3: The Base LM Server can concurrently service 5 clients. There is no limit to the number of clients that can be connected on the network; the number of concurrent users is the limitation.

Note 4: The OEM's royalty fee for selling an update from Version 1.0 to Version 2.0 is 50% of the 2.0 royalty for an equal or greater capacity network.

Note 5: OS/2 license included with LAN Manager 2.0. The user must license OS/2 separately. LM 2.0 requires OS/2 1.21 or 1.3 at the server, and supports client workstations running OS/2 1.1 or 1.2, and MS-DOS 3.3 or later versions.

Note 6: Royalties for all localized products are 15% higher than US version counterpart shown here.

Note 7: Source licensing is discouraged. Work with VP OEM to develop pricing if necessary.

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Olivetti*

**Additional Multiprocessor Charges**

There are two methods for an OEM to provide Multiprocessor drivers for Lan Manager: (1) Distribution of the Multiprocessor driver software by the OEM and (2) inclusion of the OEM's Multiprocessor driver software in Microsoft's packaged Multiprocessor SKU. In the table above are the royalty charges for OEM distribution of the Multiprocessor drivers for Lan Manager. The table below has additional charges associated with the license for this product. Only OEMs that license LAN Manager will be licensed to distribute the Multiprocessor drivers. OEMs that choose to have Microsoft include their Multiprocessor driver in the Microsoft box will neither pay royalties to Microsoft nor collect royalties from Microsoft. They will, however, be responsible for the fees below.

	Initial Fee	Annual Fee
N3 Multiprocessor Lan Mgr Driver OAK Certification	\$50,000 Flat Fee Included with OAK; \$8,000 for additional passes	N.A. N.A.
Support Requirement: OEM distributes (Not in MS Box)		\$25,000
Support Requirement: MS Distributes (In - MS Box)		\$200,000

Note 1: The OAK will include source code for the reference implementation, functionality and performance tests

Note 2: Annual support fees include ongoing release support for adaptation but don't include certification fees

Note 3: If the OEM distributes the product, Microsoft supports only the OEM and not the OEM's customers.

Note 4: If Microsoft includes the driver in the MS box, the support obligation includes responding to inquiries and escalation as necessary. It does not include installation or on-site assistance.

Note 5: OEMs must loan two fully configured Multiprocessor machines to Microsoft PSS and designate a support contact for R/W issues.

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**SQL Server**

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

(US versions)	Annual \$\$ commitment for two-year license			
	\$250K	\$300K	\$1M	\$2M
N 4 SQL Entry (limited to 5 users)	\$260	\$200	\$175	\$150
SQL 10 Pak	\$250	\$200	\$175	\$150
SQL Unlimited Server	\$550	\$475	\$400	\$350
Upgrade to Unlimited	\$450	\$380	\$320	\$280

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

Note 2: Upgrade royalties from the 5 User to Unlimited versions of SQL Server require the OEM to pay 110% of the difference in royalty price.

**Comm Server & Comm Workstation**

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

(US versions)	Annual \$\$ commitment level for two-year license			
	\$250K	\$300K	\$1M	\$2M
N 5 Comm Server: (2-10 users)	\$340	\$290	\$250	\$220
Comm Server: (2-32 users)	\$1100	\$960	\$800	\$700
Comm Server (unlimited)	\$1600	\$1350	\$1100	\$900
	\$250K	\$300K	\$1M	\$2M
N 6 Comm Workstation	\$100	\$90	\$80	\$70

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

Note 2: Upgrading between network capacity products requires payment of 110% of the difference in price.

Note 3: Commitment to Comm Server = Workstation commitment + Server Version commitment  
 Example: \$250K Workstation level commitment and \$300K server level commitment  
 Min Commitment = \$250K + \$300K = \$750K  
 This example OEM pays Comm Workstation royalties at \$100, 2-10 User at \$290, 2-32 User at \$960, and Unlimited User at \$1,350.

Note 4: Comm Server and the Comm Workstation product require separate Exhibit Cs.

**LAN Manager/X Server**

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

(US versions)	Annual \$\$ commitment for two-year license			
	\$250K	\$300K	\$1M	\$2M
N 7 LAN Manager/X (unlimited)	\$600	\$550	\$500	\$400
(1-10 users)	\$350	\$300	\$250	\$150

Note 1: Source code fee: \$75K for the first copy, \$45K for the second and subsequent copies.

Note 2: Upgrade royalties from 1-10 User to Unlimited is 110% of the difference in price.

Note 3: Please see VP OEM to formulate pricing for non-listed microprocessors

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### Expanded Marketing Rights for Network Products

For a royalty premium, OEMs may be authorized to distribute the licensed network products below in conjunction with their proprietary value-add software onto hardware their customer may have purchased from another vendor. The idea is to provide a method for OEMs with full-service sales and support organizations to be able to service large corporate customers with Microsoft network products. The value-add software must be of greater value than the bundled Microsoft software. Again, this is only available to the OEM's direct sales forces and not to down-stream distribution such as VARs and Distributors. Any such deal needs to be discussed with VP OEM prior to the offering.

Product Offering	Royalty Premium
N8 OS/2	20%
Lan Manager	50%
Compaq Server	50%
SQL Server	50%

### MS Printer Description Languages (PDLs)

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

Product Offering	Annual commitment level for two-year contracts					
	1.5K	5K	10K	25K	50K	100K
P1 TrueImage PDL (for printers up to 600 DPI) <i>Emulations not bundled with PDL</i>	\$150	\$75	\$70	\$65	\$60	\$55
MS PCL	\$12.50	\$5	\$2.50	\$1.50	\$1	\$0.75
MS GL	\$12.50	\$5	\$2.50	\$1.50	\$1	\$0.75
MS FX90	\$5	\$3	\$2	\$1.50	\$1	\$0.75
MS De30	\$5	\$3	\$2	\$1.50	\$1	\$0.75
MS PRO	\$5	\$3	\$2	\$1.50	\$1	\$0.75
<i>Emulations bundled with PDL</i>						
1 emulation	\$5	\$4	\$3	\$2	\$1.50	.75
2 emulations	\$7	\$6	\$4	\$3	\$2	\$1
3+ emulations	\$10	\$8	\$6	\$4	\$3	\$1.50

Note 1: License includes access to 35 Roman outline fonts.

Note 2: For printers capable of resolution in excess of 600DPI, contact VP OEM for quotes.

### TrueImage Source Code Access Fees

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

Product Offering	
P2 TrueImage PDL Source Code Fees	
TrueImage Roman Version	\$250,000
Add'l Sources for different CPUs	\$75,000
TrueImage Kanji Version	\$325,000
Add'l Sources for different CPUs	\$80,000

Note 1: Source code purchase includes 35 Roman outline fonts, 2 days training at Microsoft location, design documentation, pseudo code, source code media.

Note 2: Purchase entitles customer to existing MS PDL source (previously known as Basist PDL) and access to the source for version 1.0 of TrueImage PDL.

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**Emulation Language Source Code Access Fees**

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

**Product Offering**

P 3	Emulation Language Source Code Access Fees	
	MS Printer Control Language (PCL) (HP LaserJet Series II emulation)	\$95,000
	MS Graphics Language (GL) (HP 7475A emulations)	\$95,000
	MS FX80 (Epson FX-80 emulation)	\$50,000
	MS D830 (Diablo 830 API emulation)	\$50,000
	MS Proprinter (IBM Proprinter emulation)	\$50,000

Note 1: Emulation language source includes training at Microsoft location, source code media.

**SoftPrint: Subscription Services for Printer Compatibility Testing**

*SoftPrint* is a collection of annual subscription services. These subscription services assist the printer manufacturer in achieving and maintaining application software compatibility with the leading PC based software packages in the market. *SoftPrint* subscriptions provide test suites and information to the subscriber on the top 80-90% of the PC application software packages. Test files and reports are generated from packages which come from the following areas: Business Graphics, CAD-CAM, Desktop Publishing, and Word Processing. Ten separate subscriptions are available: (1)Diablo Daisy, (2)Epson FX series, (3)Epson LQ series, (4)HP DeskJet, (5)HP LaserJet series, (6)HP Laser Fonts, (7)HP Plotter, (8)Matrix, (9)Matrix 24, (10)PostScript and (11)PCL 5. Each individual subscription includes Compatibility Test Files, Driver Reports, Escape Code Reports (except for PostScript), and Inquiry Service for 12 months.

P 4	Service	1st Year Purchase	1st Year 2nd Copy	Renewal Purchase	Renewal 2nd Copy
	PCL 5	\$15,000	\$10,000	\$6,000	\$4,000
	HP Laser	\$15,000	\$10,000	\$6,000	\$4,000
	Postscript	\$15,000	\$10,000	\$6,000	\$4,000
	Epson FX	\$10,000	\$5,000	\$5,000	\$2,500
	Epson LQ	\$10,000	\$5,000	\$5,000	\$2,500
	Matrix	\$10,000	\$5,000	\$5,000	\$2,500
	Matrix 24	\$10,000	\$5,000	\$5,000	\$2,500
	HP Plotter	\$10,000	\$5,000	\$5,000	\$2,500
	HP Fonts	\$10,000	\$5,000	\$5,000	\$2,500
	HP DeskJet	\$6,000	\$3,000	\$5,000	\$2,500
	Diablo Daisy	\$6,000	\$3,000	\$5,000	\$2,500

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**Bulk Mice**

Software and manual duplication licensed for OEM production.

**Introduction**

We sell bulk quantities of the following 100 d.p.i. OEM Mice with a 2.5 meter cable: 1) 9-pin serial mice, 2) PS/2 mice, and 3) InPort mice. A 9-pin to 25-pin serial adapter cable is available. "Standard" Microsoft Mice are Microsoft White, with a beige Microsoft logo in the 9-pin serial, PS/2 and InPort mice. Microsoft usually has a buffer stock of "standard" products. Mice are also available without a Microsoft logo in the Microsoft White color. These are ordered as needed. The following is included with the price of the Mouse: a) industry standard Microsoft Mouse software driver and b) Mouse installation guide (ASCII file format). The OEM can order camera-ready documentation for an additional fee. Customized mice are available for an additional charge, but are not encouraged.

**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, & 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. *Jeremy Butler must approve signing of this license if there are any modifications.*

Product Offering	MS Logo Part	Annual Unit Commitment level				
		5K	10K	20K	50K	100K
Serial Mouse: 9-pin	02807	\$39.85	\$28.15	\$25.15	\$22.15	\$20.15
PS/2 Mouse	02801	\$39.75	\$28.25	\$25.25	\$22.25	\$20.25
9-pin to 25-pin adapter	05685	\$4.75	\$4.25	\$3.75	\$3.25	\$3.00

Note 1: Prices above are FOB Microsoft, Australia add \$1/each.

Note 2: The new Mouse software driver version 7.x is available to OEM's for \$10K. If a customer has a "driver-only" license, contact PamelaP before upgrading to version 7.x.

Note 3: Please contact PamelaP for any BUS Mouse or InPort chip negotiations

**Packaged Mouse**

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

Product Offering	Part Number	Minimum order size in units			
		100-499	500-999	1000-2499	2500+
Int'l English, Italian & Spanish	134-798bcv100	\$68	\$60.50	\$54.50	\$49.50
Int'l English, French, German & Dutch	134-798bbv100	\$68	\$60.50	\$54.50	\$49.50

Note 1: Sold in the same way as Packaged MS-DOS 3.1, requires distribution-type contract, signed by GM or area director. OEM must bundle the mouse with hardware.

Note 2: Each SKU includes:

- Alps mouse with Microsoft Logo 9-pin (100 d.p.i.)
- Dual disk media (7.x software which includes setup, control panel etc)
- Plain low-end standard white box
- 9-pin to 25-pin adapter
- 9 pin to PS/2 connector
- Standard 2.5 meter cable

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**Mice 50-Pack**

US Only.

The OEM Mice 50 pack provides an easy way for US OEMs to include a mouse with their machines. The 50 pack is structured to include mice, documentation & software. The OEM can choose the type of mouse (PS/2 or 9-pin), software media type (5.25 and/or 3.5 inch disks), and an optional 9-pin to 25-pin adapter. See notes.

Product Offering	Part Number	
H3 50 pak PS/2 mice	02801	\$2,250.00
50 pak 9-Pin mice	02807	\$2,250.00
25 pak 5.25" software	134-499-704	\$82.50
25 pak 3.5" software	134-495-704	\$112.50
OEM Mouse User's Guide, each	12678	\$2.00
9-25 Pin Adapter, each	05085	\$4.75

Note 1: The OEM must buy software and hardware in a 1:1 mouse/disk ratio. The disks may be any combination of 3.25" and 3.5" disks. In addition, the OEM must ship the Microsoft Mouse User's guide with each mouse.

Note 2: The software packets, both 3.5 or 5.25, include Mouse driver software, legal disk envelope, registration card and user guide.

**Bulk Ballpoint Mice**

US Only

Product Offering (See configuration notes below)	Annual unit commitment for two-year license			
	\$-10K	10-20K	20-50K	50-100K
H4 Configuration 1	\$80.31	\$70.45	\$82.75	\$57.37
Configuration 2	\$70.23	\$81.81	\$54.87	\$50.17
Configuration 3	\$55.05	\$48.32	\$43.03	\$39.34
Configuration 4	\$65.16	\$57.16	\$50.91	\$46.54

**Packaged Ballpoint Mouse**

International Only

Product Offering (See configuration notes below)	Per-order purchase			
	<100	500-999	1000-2499	2500+
H6 Configuration 1	\$100	\$90	\$79	\$72
Configuration 3	\$78	\$70	\$82	\$56

Note 1: Configuration 1 is the same as the retail package except there is only one set of clamp arms and no serial-PS/2 adapter.

Note 2: Configuration 2 is the same as the retail package except there are no clamps or clamp arms nor serial-PS/2 adapter.

Note 3: Configuration 3 includes a master disk and machine-readable documentation; there is a dedicated interface with no clamps or clamp arms but a positioner only.

Note 4: Configuration 4 includes a master disk and machine-readable documentation, there is a dedicated interface, a clamp and 1 pair of clamp arms.

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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 purchased 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+
W1	PC-Works	See above	\$20	\$15	\$10

Note 1: Negotiate vigorously for guaranteed advertising (earning Works).

Note 2: Royalties for localized versions additional 15%.

Note 3: These prices are for Works without Checkwrite.

Note 4: Upgrades from Works 1.x are 50% of licensed royalty.

Note 5: "Growing Your Business" self-study course available for \$10/ea, part 070-099-240. Includes booklet and dual media subsets of sample files.

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### Royalty Commitment Worksheet: Microsoft Internal

Customer \_\_\_\_\_ Quotation 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 Unit Royalty	=	Annual Commitment
1.	_____	_____	_____	=	_____
2.	_____	_____	_____	=	_____
3.	_____	_____	_____	=	_____
4.	_____	_____	_____	=	_____
5.	_____	_____	_____	=	_____
6.	_____	_____	_____	=	_____
7.	_____	_____	_____	=	_____

Final Contract Commitment \$ \_\_\_\_\_

#### Notes

Quotation prepared by: \_\_\_\_\_

\* Note: this quotation is valid for 30 days from this quotation date.

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## OEM Price Guideline Distribution List

### Redmond Distribution

Joachim Kempin	Bob O'Fear
	Rob Horwitz
Richard Fede	Ron Hosogi
Jeff Lum	Gary Perez
Peter Braman	Steve McLeod
Teresa Chapman	
Jeff Daniels	John Jenkins
Larry Edrahn	Ray DiCesario
Tom Henningsgard	Patty Eastern
Karen Hurlbitt	Kathleen Graves
	John McLaughlin
Melvin Henderson-Rubio	Jeff Morris
Tom Brubaker	Kelly Wood
Rick Chouinard	
Trish Hunt	Ted Hannum
Doris Medlock	Mark Buick
Dave Wright	Debbie Flynn
	Pascal Martin
George Downing	Pete Peters
Brad Dubba	Nancy Fitzenthaler
Wolf Sussa	Barry Spector
Bob Kruger 2/2	Tim Podkoczwajd 9N/2

Jeremy Butler 9N/2  
 Chris Smith 9N/2  
 Dave Neir 9N/2  
 Rick Tsang 9N/2  
 Paul Sribhach 9N/2  
 Peter Naupert 9N/2  
 Greg Anderson 9N/2  
 Peary Huang 9N/2  
 Dale Christensen 10N/1  
 Gerald Baz 9N/2  
 Michel Perrin 9N/2

### Subsidiary Distribution

Europe					
LTD	Bernard Vergnes David Svendsen	Hans Apel Bill Inglis	Sandy Duncan Dave Bradley Richard Wilderspin	Dave Smith Jack Fogg	
AB GmbH	Rolf Skoglund Christian Wedell	Bengt Akarind Manfred Schindler Jochen Haink	Lars Ahlgren Jurgen Widenhausen Roland Rock	Peter Prikryl Oliver Seitz	
Switz SARL SRL BV SpA	Michel Lacombe Carlos Brazzo Patrick deSmedt Umberto Paolucci	Roger Abchassera Ignacio Feu Rene Osterling Maurizio Badina	Christophe Aulnette Jaap Van Asteel Giuseppe Landolfi	Andrea Belfa	
ICON					
INC PTY Max Brazil AIME	Patty Stonessler Daniel Petre Juan Jose Furukawa Gregorio Diaz Richard Hewon	Bert Labelle Peter Davine Felipe Sanchez Romero Oswaldo Barbosa Tom Gregerson	Dave Carter Clen McMurray Muro Muratorio-Not Rajiv Nair: INDIA	Neil Buckley Arle Scope: ISRAEL	
FAR EAST					
KK	San Furukawa	Toohiro Mochizuki	Ichiro Futeuchi Akihiro Yoshida Osamu Iwata	Mitsuhiko Koda Kyokazu Ohmi	
CH TC	BC Lee Hon-Ming Hua	YH Jeon CS Kuo	Joon Park Steven Yang Philip Wong	CH Cho Russ Lee	

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