

From joachink Thu Mar 14 18.03.59 1991  
To jeffr mikemsp  
Cc billg jeremybu mi'chal richardf  
Subject: FW: DAK - Winword Opportunity  
Date: Thu Mar 14 18 44 09 1991

I cannot believe we are letting this opportunity slip. I would go for \$50-\$50/system and laugh all the way to the bank, what are we doing here not being interested in penetration? In particular these guys sell through catalogues, no reseller conflict. Any outside opinion? I am leaving for Europe, I would appreciate if we agree that this is a great deal and go for it. Richard pls follow up.

From Kathyg Thu Mar 14 15 40 42 1991  
To richardf  
Cc davidben joachink melviah  
Subject: DAK - Winword Opportunity

Date: Thu Mar 14 15:39 08 1991

I wanted to let you know that DAK is about to license Legacy (Wordstar) on all of their 386sx systems (50,000 units per year). We have been working

with DAK and the apps group for some time now but we have been unable to reach agreement on price.

DAK is EXTREMELY interested in winword over legacy but our pricing is simply too high (\$99 per processor). Richard and I did talk to Mikeasp about this a

couple of weeks ago and he was willing to go to \$90 - his main concern is retaining the intellectual value of winword (DAK prices their systems super cheap bundled with a variety of software).

I understand Mike's concerns, however, this is a good windows customer and if we get winword on their systems then Excel and a mouse will likely be next (this is being qualified now). We need to decide if we are in the OEM apps business or not. If we are, then we should let DAK license this product for \$50 if they support and bundle with every 386sx system (\$5 million over 2 years - 50K units per year).

Kathleen

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EXH- 50 DATE 1/24/02  
WITNESS Kempin  
MARY W MILLER

Plaintiff's Exhibit

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Comes V. Microsoft