

Thx. Jeff

From billg Thu Mar 14 19:25:14 1991  
To: jeffr joachim mikemap  
Subject: FW: DAK - Winword Opportunity  
Cc: jeremybu mikehal richardf  
Date: Thu Mar 14 19:25:12 1991  
Mail-Flags: 0000

With a hard bundle and this type of bundle commitment and a market where we are a distant number 2 it is a mistake not to do the deal -- even at \$50. DAK sells in a special way which includes lots of visibility in their catalogs that get mail to everyone - I am sure you could get them to include a lot about what a great product win word is that would be seen by lots of people who get the catalog who dont buy machines.

If we were number one in this market I would agree that anything less than \$90 is too low but we are not.

From joachim Fri Mar 15 06:24:03 1991  
To: billg jeffr mikemap  
Cc: jeremybu mikehal richardf  
Subject: RE: FW: DAK - Winword Opportunity  
Date: Fri Mar 15 07:05:47 1991  
Mail-Flags: 0000

Thanks Bill. We will try hard to get it Hope Legacy has not won!  
>From billg Thu Mar 14 19:27:54 1991  
To: jeffr joachim mikemap  
Cc: jeremybu mikehal richardf  
Subject: FW: DAK - Winword Opportunity

HIGHLY  
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Date: Thu Mar 14 19:25:12 1991

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From richardf Fri Mar 15 11:06:43 1991  
To: mikemap  
Subject: This mail  
Date: Fri Mar 15 11:03:24 1991  
Mail-Flags: 0000

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came as the result of kachleen sending mail to Joachim explaining that we were unable to sell at \$99, and that we were in effect leaving this business to go to Wordstar, that she wanted everyone to know this was what was going to happen. We are now back on the phone with the customer today to try to win the business.  
richardf

EXH 51 DATE 1/24/02  
WITNESS Kempin

MARY W. MILLER

Plaintiff's Exhibit

5249

Comes V. Microsoft