

- 1. I want there to be at least 3 efforts to build graphics accelerator chips that will make our font rasterization as fast as the ATM chip while also doing great graphics stuff. Is it clear who will figure out how the chip can be fast for these things?
 - 2. Postscript drivers. I want to get mail explaining where we stand on this. Are we doing level 2? Have we evaluated the ADOBE stuff? Do we use .ppd [bradsi - please make sure I get mail on this].
- I may go visit them in the future.

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114
 From bradsi Thu Aug 22 12:55:48 1991
 To: billg joachimk
 Cc: bradc steveb
 Subject: Re: ARL
 Date: Thu, 22 Aug 91 12:55:45 PDT

great. If you want me to follow up with a visit by my team, say the word.

> From joachimk Thu Aug 22 12:48:41 1991
 To: billg
 Cc: bradsi steveb
 Subject: ARL
 Date: Thu Aug 22 12:28:01 PDT 1991

Melvin alerted me last night that DRI was in the account and that their VP of mktg was ready to sign a deal. Offer was \$15 per copy no commit. The VP R&D and their SW mktg mgr called us because they thought this was a mistake for them but did not have the guts to tell their president. I send RONH down there today with Melvin. We were able to turn this around :
 ARL will sign per system-no min. commit at \$15 with us. It could still give them a chance to wheasel out on some systems, but I think we can avoid this in working with them and watching them. This is a good step forward, while not a complete victory. I am sure we will over time step them up to p/proc. and add WIN to the list.

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115
 From bradsi Thu Aug 22 14:35:41 1991
 To: davidcol
 Subject: Re: this is messed up
 Date: Thu, 22 Aug 91 14:35:39 PDT

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Plaintiff's Exhibit
 5351
 Comes V. Microsoft

DEFENDANT'S
 EXHIBIT
 7296