

From lynnej Sun Jan 5 13:01:42 1992
To: comptalk
Subject: DOS 5 Upgrade
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Status: RO

Hi Folks -

Here's a midsize deal we are working on in upstate NY. The end user has 2500 pcs, but is only upgrading 1000 because he is upgrading hardware concurrently and will add later as he needs additional copies. I am in the reseller channel in beautiful downtown Albany.

I got a call from a reseller who has serviced a large NY State Agency for years - they are faithful customers of his (Logical Micros). He is a small indirect, about \$5,000 annual MS. This State Agency was going to upgrade 1,000 pcs to DR DOS because they got a great quote (DR DOS is pushing hard for a big install in State Govt. here in NY). My reseller blanched and told the customer to wait til he heard from MS because Logical Micros does not want to support another DOS.

The corp rep (Connie Dean) and I are trying to get a quick PO on this sale, but the strategies for allowing a small reseller to sell to an account this size are not there from MS. I was told that volume purchases from MS were set up to help "the larger or direct reseller who are the only ones who will be selling to these accounts". MS cannot sell direct to the end user for this deal either.

Question - shouldn't we be making it easy for ANYONE to sell our products anywhere at any time?

We will let you know when this closes. Please advise whomever put together the two documents about DR DOS, the press blurb list and the multipage tech expose, that THEY saved this deal (so far) for Microsoft. I gave it to the reseller and he gave it to the client.

We will also let you know about any other deals DR is trying to get here in this area. I had heard a rumor that they were offering to "seed" certain state agencies at no cost.

As FUD is our witness, we will never go hungry again.

Lynne Johnson, NY

MS 5029278
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Plaintiff's Exhibit

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Comes V. Microsoft

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