

From juergen Mon Feb 3 12:54:19 1992
To: jeffl
Cc: stefanir
Subject: ipc, actebis, vobis
Date: Mon Feb 03 13:55:20 PDT 1992

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hi jeff,

i would like to give you a short update on these accounts:

ipc- the new contract is written and also is the letter of termination for the old one. i still regards it as the best for us to terminate the old agreement. stefanie will present both papers to the customer this week. i want to be that signed till the end of feb.

actebis- the new contract is written and all the t&c"s are agreed on. the contract will be at the customer within this week. this will be signed until end of feb. see old email from manfreds about the terms and conditions.

vobis- we had a meeting at vobis last week. dahmen presented real good stuff to us: 103k units 68k MS-DOS, more than 70k windows. strategy is to support this customer extensively. this includes at least one customer call a week. stefanie has the goal to get contact to several people within vobis. that includes: lieven, frailling, dahmen, a new assigned mgr for stores in foreign countries. lieven should not have to argue about support by MS in the next meetings. stefanie will write down a complete plan how to handle this account in the future. a MS system strategy presentation has to be done shortly. jochen or christian will be present at this presentation and it would be great if we could convince bill to talk to these people. next step includes that stefanie will go together with ricarda, to support dahmen extensively to create the royalty report. stefanie will take the opportunity to have lunch with lieven. i will be with steffi on this meeting.

thats all for these accounts. i'll keep you posted.

regards

juergen



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Plaintiff's Exhibit

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