

From stefanir Mon Aug 24 11:31:06 1992
To: bengta cwedell jeffl joachimk jochenh juergenh
Cc: stefanir
Subject: Meeting Report for Billg and Lieven/Vobis Exec mtg of Aug.
19th
Date: Tue Aug 25 09:57:03 PDT 1992
Date: Mon Aug 24 11:28:01 PDT 1992

The following email is a summary of the Executive Meeting that took place this week in London between Billg and Theo Lieven of Vobis.

I will also be mailing each of you soon with details of proposals for the coming months on how we can work together with Vobis on a joint Christmas promotion and with a potential White-box and Finished goods deal in order for us to increase business for both our companies and more importantly to counter the aggressive attempts by Lotus in the market. I also will have by this week a draft for a press release that Vobis and MS will jointly release to the media announcing the new "Strategic Alliance". (Personal copies to be sent to Novell/DRI with our compliments).

OEM Customer: Vobis Microcomputer AG
Date: August 19th, 1992

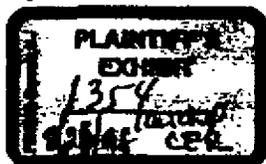
Location: Restaurant "Chez Nico"
London, England

OEM
Participants: Theo Lieven

MS
Participants: Bill Gates
Stefanie Reichel
Juergen Huels

Meeting Objectives/Topics:

- 1) A chance for Billg and Lieven to finally meet and as follow-up to the recently signed commitment by Vobis for \$11,880,000.00 annually in royalties.
- 2) To demonstrate to Lieven/Vobis that MS is committed to them as a partner and that we want to build a successful and mutually profitable business relationship.
- 3) To discuss MS's future product and systems strategy. (With emphasis on MS-DOS 6.0, Windows NT and WFW).
- 4) To discuss Vobis's plans for the future and how they plan on responding to the quickly changing PC market.
- 5) To get a commitment for a "Strategic Alliance" between MS and Vobis to work together closely in the market.
- 6) To get a commitment to get DRI/Novell out of Vobis.
- 7) To get them to commit to Windows for Workgroups.



Summary of Meeting:

Overall the meeting went very well and lasted almost 4 hours. Lieven and Billg got along very well and feedback from Lieven since then has been extremely positive and he enjoyed the meeting and found it quite

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productive and looks forward for the continuing growth in a strong relationship between Vobis and MS.

Each of the topics above were addressed with the following results:

Billg and Lieven exchanged their information on each others strategies and Billg was able to talk about all of the directions we are going in with MS-DOS 6.0 and Windows. Lieven talked about his new interest in teaming together with MS in the market and was excited about the new features that will be in MS-DOS 6 and also WFW. Net result: Lieven finally gave the word to Billg that he wants to be in a Strategic Alliance with us and that he is willing to commit entirely to us, no more DR-DOS and no Novell Netware Lite and a contract for 25K Windows for Workgroups!

Negative Issues brought up:

Overall, there was nothing negative brought up other than the problems of the past in not being attended to enough by MS, but that that had been corrected over the last 10 months. The only hot issue that remains to be a thorn is in our not being able to deliver in a timely manner OAK/ODKs

and documentation. There have been way to many problems in this area and Lieven is not happy and wants it to stop because it holds him up in getting to release product to market.

Follow up actions:

- Finish and get approval from both MS and Vobis for a joint press release announcing the "Strategic Alliance".

Get the Windows For Workgroups at a 25K commitment level put together and signed by Lieven. Arrange for Vobis/Lieven to be able to be in the press release announcement of the WFW product in October.

- Get approval for a contract to propose to Lieven for a White-box bundle and a Finished Goods contract.
- Make sure Lieven or his new member of the Board Pastuere attend the OEM Briefing in Redmond in September.
- Get approval on the joint Marketing proposal for Vobis and work together with Vobis in planning for the promotions and joint activities.
- Begin planning for a training for their store managers and sales people at their annual meeting in October.

Stefanie Reichel
Vobis Account Manager - Germany