

Microsoft/Acer America Meeting, 5/18/94

Agenda

- 10:00 - 10:15* *Introductions* *Mary Chin*
- 10:15 - 11:00* *Microsoft Update & Directions* *Pekka Niikkonen*
- DOS6.22, Win3.11, Chicago, Daytona, Cairo, At Work
- 11:00 - 12:00* *Acer PC Product Line* *Mary Tai*
- Hardware/Software Overview
- Open Issues:
(1) Encarta contract amendmeat - status
(2) Dates of new revs of currently bundled s/w
(3) Cinemania, Golf, MM Works, Entertainment Pack, Soundbits, Arcade, Dinosaurs, new titles in next 6 months
(4) Bootable DOS contract
(5) Joint marketing: rebate/discount coupon for Acer/MS customers (e.g. P.B. hw/sw deal), tradeshow, seminars
(6) 'Backup' diskettes
(7) Old Excel manuals
(8) DOS 6.2 in the channel
(9) French DOS
- 12:00 - 1:00* *Lunch*
- June meeting in Seattle
- 1:00 - 2:00* *AcerAltos Server Product Line* *Fred Oh*
- Overview
- Open Issues:
(1) NT ODK
(2) Prepaid Royalties Roll-over (MS/Altos contract)
(3) Joint marketing opportunities: industry shows, MS shows, seminars

Microsoft:

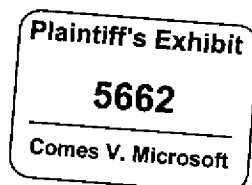
Ted Hannum, Western Region Sales Manager
Pekka Niikkonen, OEM Account Manager

Acer America:

John Chang, Director Product Marketing
Mary Chin, Group Product Manager
Mary Tai, Product Manager PC Software
Fred Oh, Product Manager Advanced OS
Dean DeWhitt, Director Software Engineering

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