

Dean DeWhitt

From: Arthur Pai
Sent: Sunday, February 22, 1998 3:52 PM
To: Estelle Gorby; Joyce Chou; Ricardo Correa; Walter Ong; Scott Chien; Vincent Cho; S.C. Lin; Morris Chen
Cc: Dean DeWhitt
Subject: Re[4]: MS Works for ACI

Morris,

We do have concern about price. Some times AAC can get better deal for US market.

Arthur 2/22

Reply Separator

Subject: Re[3]: MS Works for ACI
Author: Morris Chen at AI
Date: 1998/2/20 06:28 PM

Arthur,

Thank you for help. I have talk to S.C. Lin about this issue. S.C. would like help me to get connection with MS.

Wlater,

Please contact with Estelle to get contract. We need negotiate a global Works contract with MS.

Morris 2/20/'98

Reply Separator

Subject: Re[2]: MS Works for ACI
Author: Arthur Pai at NEPTUNE
Date: 1998/2/18 03:08 PM

Morris,

It seems Estelle is the person you should talk to.

Arthur

Reply Separator

Subject: Re: MS Works for ACI
Author: Ricardo Correa at NEPTUNE
Date: 2/18/98 10:00 AM

Estelle,

It is my understanding that you would like to negotiate a global Works contract. I will have a copy of our US contract sent to your attention.

This contract will serve as a guideline but it is not one that we can use or renegotiate at a global level. A new contract for works will have to be negotiated with your MS reps.

Plaintiff's Exhibit

6325

Comes V. Microsoft

AAC 002676
Confidential

ACER 001240

We may want to coordinate negotiations so that the new and better global contract will supersede all others.

Thanks,

Ricardo