

## Key Objectives for FY'92

**\* Successful Product Design Win**

- MS-DOS ROM Version
- Windows 3.1 & Extensions
- Windows NT

**\* More Windows Shipping Ratio**

**\* More Apps Commitment**

**\* Stretch Coverage to Smaller OEMs**

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## FY'92 Revenue Projection

	FY92Q1		FY92Q2		FY92Q3		FY92Q4	
	Budget	Actual	Budget	Forecast	Budget	Forecast	Budget	Forecast
Acct	1,046,393	1,196,394	1,275,000	3,882,500	1,275,000	1,587,500	2,545,950	1,582,500
Twinshead	537,000	537,000	613,250	632,250	671,250	632,250	671,250	632,250
Autocomputer	270,000	270,000	317,500	337,500	337,500	337,500	337,500	337,500
Talent	325,000	368,750	325,000	368,750	325,000	368,750	375,000	256,250
Quanta	28,125	28,125	56,250	56,250	56,250	56,250	56,250	56,250
Datatech	583,418	640,000	734,875	1,001,625	734,875	1,001,625	1,313,000	1,556,000
Copam	381,375	661,575	381,375	661,575	2,089,000	1,738,000	418,000	732,200
Misc	562,500	562,500	640,000	962,000	320,000	481,000	320,000	431,000
Lyl-Cheng	276,250	276,250	662,500	312,600	293,000	180,000	293,000	180,000
Bampo	100,000	100,000	100,000	100,000	200,000	200,000	200,000	200,000
Musitek	56,000	56,000	56,000	56,000	56,000	56,000	59,400	112,000
Mordou	365,000	365,000	365,000	193,750	365,000	193,750	456,250	193,750
Arche	0	912,500	0	462,500	0	331,250	0	331,250
Chicoy	0	199,000	0	199,000	0	199,000	0	199,000
PCU	0	200,000	0	50,000	0	50,000	0	50,000
CAF	140,000	233,542	140,000	192,000	140,000	192,000	175,000	240,000
Chaplet	0	68,750	0	185,440	0	92,720	0	92,720
Plus & Plus	44,400	150,000	44,400	100,000	55,500	100,000	55,500	100,000
FIC	0	0	0	334,400	0	167,200	0	167,200
Spring	0	0	0	178,800	0	89,400	0	89,400
Synstat	0	22,000	0	55,000	0	55,000	0	55,000
<b>Total</b>	<b>4,715,481</b>	<b>6,849,386</b>	<b>5,789,150</b>	<b>10,321,940</b>	<b>6,918,315</b>	<b>8,304,195</b>	<b>7,276,100</b>	<b>7,844,270</b>

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## Major Accounts

	FY92Q1		FY92Q2		FY92Q3		FY92Q4	
	Budget	Actual	Budget	Forecast	Budget	Forecast	Budget	Forecast
Acer	1,046,393	1,196,394	1,275,000	3,882,500	1,275,000	1,582,500	2,545,950	1,582,500
Datatech	583,438	640,000	734,875	1,001,625	734,875	1,001,625	1,313,000	1,556,000
Copam	381,375	661,575	381,375	661,575	2,089,000	1,738,000	418,000	732,200
Mitac	562,500	562,500	640,000	962,000	320,000	481,000	320,000	481,000
Twinhead	537,000	537,000	671,250	632,250	671,250	632,250	671,250	632,250
Arche	0	912,500	0	462,500	0	531,250	0	531,250
Tatung	325,000	368,750	325,000	368,750	325,000	368,750	375,000	256,250
Autocomputer	270,000	270,000	337,500	337,500	337,500	337,500	337,500	337,500

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## Major Q1 Events

- \* Demo/Present to OEMs of Pen Computing
- \* Participate MCT Activities for Members
- \* Participate ACE Initiative Promotion Activities

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## Major Q2 Events

\* MS-DOS 5.0 ROM Version Seminar

\* Windows NT Design Workshop

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# DRI Account

Class A  
Asure, Arima, Flytech, Unitron,  
Veridata, Paoku.

Class B  
AGC, Kingtel, Long Hwa, Teco,  
Logitech, Vexcel, Dyna Mesh, Dual,  
Mandax.

Class C  
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## Strategy Against DRI

- \* Lobby Consortium Activities

- MCT
- Palmtop-hand hold

- \* Sell for Majority Volume Shipper

- Notebook
- Palmtop

- \* Push Longer Term Per Processor Contract

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