

**From:** Brendan O'Connor  
**Sent:** Tuesday, February 16, 1999 9 24 AM  
**To:** John Vail (Exchange)  
**Subject:** FW: Corel Licenses ... How they work .....



RE competitive contacts

John - this is some info regarding Corel's new channel program. Are you the contact for competitive issues in DAD? Thanks,  
Brendan.

-----Original Message-----

**From:** Meghan Raftery  
**Sent:** Thursday, February 11, 1999 10:46 PM  
**To:** 'Peter.Schavone@merisel.com'  
**Cc:** Brendan O'Connor; Jackie Carriker; Brent Johnson (Exchange)  
**Subject:** RE: Corel Licenses.....How they work.....

thank you peter, this is very helpful in understanding what various programs resellers are requested to understand & sell. Thank you again for forwarding this.  
Brendan, Jackie, Brent - this is great information, fyi.  
Thanks!

-----Original Message-----

**From:** Peter.Schavone@merisel.com [mailto:Peter.Schavone@merisel.com]  
**Sent:** Wednesday, February 10, 1999 9:43 AM  
**To:** Meghan Raftery  
**Subject:** Corel Licenses.....How they work.....

Hi Meghan

Good, basic, easy-to-follow info on Corel's various license programs.

Pete

Forward Header

Subject: Corel Licenses.....How they work.....  
Author: Richard Holloway at CARYTM  
Date: 2/10/99 8:05 AM

There are different levels of licenses depending on what fits the customers needs.....

CLP CHOICE.. To qualify for CHOICE, your customer needs to purchase only three licenses, to meet the minimum, and one shrink-wrap product so that they can have something to load Pretty Easy!

CLP FREEDOM...To qualify for FREEDOM, your organization must license all workstations and employees within your entire workstation or a defined portion of your organization. department, division, business unit, etc.  
The minimum commitment is 100 employees or workstations. They also break down in price, depending on quantity:

Category	Number of licenses
A	100-999

Plaintiff's Exhibit  
**8160**  
Comes V. Microsoft

**MS/CR 0041951  
CONFIDENTIAL**

B 1000-2999  
C 3000+

CLP UNIVERSAL ..To qualify, your reseller must meet a minimum purchase requirement of 500 Points. For Example: a new license, an upgrade license and maintenance for Corel Word Perfect Suite each have a point value of two. They also break down in price, depending on quantity:

Category	Number of licenses
A	500-1999
B	2000-7499
C	7500-19,999
D	20,000+

Any ?'s please give me a call or John Comins at the SWL Desk  
Ritchie  
Corel Product Specialist  
Cary, X3676  
John  
SWL Specialist  
El Segundo, 3221