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**From:** Vidur Luthra  
**Sent:** Wednesday, September 11, 2002 2:59 PM  
**To:** Vinay Kumar  
**Subject:** FW: Meeting to discuss India Education plan  
**Importance:** Low

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

**From:** Sherri Bealkowski  
**Sent:** Wednesday, September 11, 2002 1:17 PM  
**To:** Rajiv Kaul; David Driftmier  
**Cc:** Karishma Kiri; Vidur Luthra; Anne Pression; Mallica Sarkar  
**Subject:** RE: Meeting to discuss India Education plan  
**Importance:** Low

Hi, Rajiv. Actually we are proceeding on another path for developing countries called a Country License, which is a concept that has been approved by Allchin, the board, the BLT etc, for more thinking and development with India as the first potential test case. Unfortunately the BRIC Windows team was in India while we were working this as part of a greater Linux project and we just were able to fill in Vidur this week. Our concept is broader than Windows as well. I don't want to do something cool for Windows and create a bunch of sockets for Staroffice! The work that Vidur and team did with you in India however is extremely valuable as foundation for the country license concept.

We are aware of Bill's plan to visit India and want to give him something smart and innovative to announce as part of a larger global education initiative. (Bill likes the free idea but he's the only one I know of who does! ☺)

Let's catch up, and I will include David Driftmier, who owns the project on my team. David, can you get this scheduled please?

*Sherri*

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

**From:** Rajiv Kaul  
**Sent:** Wednesday, September 11, 2002 12:15 PM  
**To:** Sherri Bealkowski  
**Cc:** Karishma Kiri; Vidur Luthra; Anne Pression; Mallica Sarkar  
**Subject:** Meeting to discuss India Education plan

Hi Sherri,  
Am in Redmond this week. Wanted to catch up with you. You might be aware of the work Bric team is doing on the proactive EDGI like proposal. Given the impact of Education market in India globally for us and the threats from Linux and piracy, I want to make this a big bet plan in India (post Novell - Sco and Trishul). Have discussed with MichaelR too on this. You must also be aware of Bill's views on what we should do from a market perspective in this space in India. I feel we need a different strategy and plan, where we dont give s/w away free but build a end to end program which offers value to the segment.  
Wanted to sync up on our thinking and get your inputs. We are working on an announcement with Bills trip to

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India in mid Nov.

If we can spent 30- 45 mins tomorrow first half, it would be great. Else Fri - let me know what time slots work for you.

Thanks,

Rajiv Kaul  
General Manager  
Microsoft India

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