

Microsoft
*Internal
 OEM Price Guideline
 for Systems Products
 May 11, 1993*

PLAINTIFF'S
 EXHIBIT
 1651
 JCCP 4106

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Systems Price Guidelines

Definitions

- Per Processor Means "all shipments of a particular type of Intel CPU" (e.g. all 80386sl, 80486sx). For example, if we sign a Windows 3.1 license for an OEM's 80486dx systems, the OEM will qualify for the \$0.50 royalty incentive deduction for per-processor licenses. Note: for per-processor licenses, CPU types include all speed (MHz) variations of the particular processor(s). If certain processor speed variations are excluded in the license then it will be a per-system license.
- Per System Means all units of a particular model line and/or of a particular subset that the customer ships (e.g. all units of Compaq's Deskpro) and/or a particular subset of a given processor type (e.g. 33MHz 486DX.)
- Per copy A license where a royalty is paid to MS whenever a copy or unit of the licensed MS product ships. The OEM is permitted to ship the licensed product only in conjunction with a PC system or defined hardware product.

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Operating Systems

Each product added to a license requires a commitment. An OEM must provide end-user support for all licensed products. All products shipped in the U.S. must include a Microsoft end-user registration card. Royalties published here are for the U.S. versions. Except for products in Table A5 or in footnotes, the uplift for localized versions of products are 15% higher than U.S. versions. Please read all applicable footnotes carefully before using this price guide.

808X & 80286 Entry-Range CPU's

Annual Commitment level for two-year, per-system US version licenses

A1	Unit Commit (000):	5K	10	25	50	75	100	150	200	250	300	400	500	600	700	800	900	1M	2M
	MS-DOS 6.0 1,2,3	27.00	24.00	21.00	19.50	18.50	17.00	16.50	16.00	15.75	15.50	15.25	15.00	14.75	14.50	14.25	14.00	13.50	
	MS-Windows 3.1 4,5,6	35.00	33.00	30.00	28.00	26.00	24.00	23.00	21.50	21.00	20.50	20.00	19.75	19.50	19.25	19.00	18.50	18.00	17.50

Note: For unit commitments under 5k, use Microsoft's Easy Distribution programs (SVED/MED).

80386/80486/Pentium Standard CPU's

Annual Commitment level for two-year, per-system US version licenses

A2	Unit Commit (000):	5K	10	25	50	75	100	150	200	250	300	400	500	600	700	800	900	1M	2M
	MS-DOS 6.0 1,2,3	30.00	28.00	25.00	24.00	22.00	20.00	18.50	18.00	18.50	18.25	17.75	17.25	17.00	16.75	16.50	16.25	16.00	15.50
	MS-Windows 3.1 4,5,6	40.00	37.00	34.00	31.00	29.00	27.50	26.00	24.50	24.00	23.50	23.00	22.50	22.00	21.50	21.00	20.50	20.00	19.50
	MS-Windows NT 15,16,17,18	85.00	82.00	78.50	75.00														

Consult your Area Director or OEM Sales Manager

Note: For unit commitments under 5k, use Microsoft's Easy Distribution programs (SVED/MED).

Per-System Add-On Products (requires A1 or A2 license for MS-DOS and/or Windows as applicable)

Annual Commitment level for two-year, per-system US version licenses

	Unit Commit (000):	5K	10	25	50	75	100	150	200	250	300	400	500	600	700	800	900	1M	2M
A4	Multimedia Pack for Windows 3.1	12.0	12.0	11.5	11.0	11.0	10.5	10.0	10.0	9.5	9.0	8.0	7.5	7.5	7.5	7.0	7.0	7.0	7.0
	NM Pack for Win for MM HW 11	14.5	14.0	13.5	13.0	12.5	12.0	11.5	11.0	10.5	10.0	9.5	9.0	9.0	9.0	9.0	9.0	9.0	9.0
	Windows For Workgroups 6	12.0	12.0	11.5	11.0	11.0	10.5	10.0	10.0	9.5	9.0	8.0	7.5	7.5	7.5	7.0	7.0	7.0	7.0
	MS-DOS 6.0 Enhanced Tools	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.5	3.5	3.0	3.0	2.5	2.5	2.0	2.0
	MS TCP/IP for WFW 3.1 ⁷	Free of charge under license with WFW only																	
	MS DLC for WFW 3.1 ⁷	Free of charge under license with WFW only																	
	Windows Sound System ISA or Pci ⁹	17.0	16.5	16.5	16.5	16.5	16.0	15.5	15.0	14.5	14.0	13.5	13.0	12.5	12.5	12.5	12.0	12.0	12.0
	Modular Windows	n/a	N/A	N/A	N/A	N/A	25.0	25.0	24.0	23.0	22.0	21.0	20.0	N/A	N/A	N/A	N/A	N/A	N/A
	MS-Video for Windows	22.0	22.0	20.0	18.0	18.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0
	MS Pen Ext. w/o HW 10	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	MS Pen Ext. w/ HW 10	14.0	13.0	12.0	11.0	11.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
	MS True Type Font Pack 11	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0
	MS True Type Font Pack 2 11	8.0	8.0	8.0	8.0	8.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0

Pricing Incentives & Adders (applied after any multipliers or adjustments)

	Products:	MS-DOS	Win 3.1	WFW	Win NT	Win NT Advanced Server
A5	Pre-install on hard disk drive (subtract from royalty)	(\$1.00)	(\$1.00)	(\$1.50)	(\$5.00) ¹⁶	(\$20.00) ¹⁹
	3-year license agreement (subtract from royalty)	(\$0.50)	(\$0.50)	(\$0.50)	(\$1.00)	N/A
	Registration card incentive (subtract from royalty)	(\$0.50)	(\$0.50)	(\$0.50)	(\$0.50)	N/A
	Per-processor incentive (subtract from royalty)	(\$0.50)	(\$0.50)	(\$0.50)	(\$1.00)	N/A
	Add to 1-year license/extensions (add to royalty)	\$1.00	\$1.00	\$1.00	\$1.00	N/A
	Add to localized versions (add to royalty) ¹³	\$2.50	\$4.00	\$4.00	\$12.00	N/A

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Microsoft Easy Distribution Programs
United States

Microsoft Standard Easy Distribution Program (MED) Products 1,2

		ROYALTY + COGS		
U.S. Versions:		US English	Spanish	French
T1	MS-DOS 6.0 + Enhanced Tools			
	- Concise	\$32.00 + 5.00	N/A	N/A
	- Full	\$32.00 + 6.00	\$34.00 + 6.00	TBD
	Windows 3.1			
	- Concise	\$38.00 + 10.00	\$42.00 + 12.00	\$42.00 + 12.00
	- Full	\$38.00 + 14.00	N/A	N/A
	- Combo (MS-DOS 6.0 + Enh. Tools + Win 3.1)	\$70.00 + 14.00	N/A	N/A
	Combo + MS Serial Mouse Ver 1.0 (B.2 Software)	\$70.00 + 45.00	N/A	N/A
	Windows For Workgroups (Concise)	\$53.00 + 13.00	N/A	N/A
	Windows NT		See SVED	

Notes for "T1" Table

- Note 1: MED products are licensed on a per-system basis and require an initial minimum quantity of 25 units and units are prepaid. Royalty + COGS equals MED pricing. For fewer than 25 units, refer to the Microsoft Small Volume Easy Distribution (SVED) program. As COGS are subject to change, your OEM should contact an Authorized Distributor for actual COGS pricing.
- Note 2: COGS prices quoted at 3.5" or 5.25" diskettes unless otherwise noted.

Microsoft Small Volume Easy Distribution (SVED) Products 1,2

(Except as noted, SVED pricing INCLUDES COGS)

U.S. Versions:		US English	Spanish	French
T1a	MS-DOS 6.0 + Enhanced Tools			
	- Concise	\$45.00	N/A	N/A
	- Full	\$45.00	\$48.00	TBD
	Windows 3.1			
	- Concise	\$65.00	\$71.00	\$71.00
	- Full	\$69.00	N/A	N/A
	- Combo (MS-DOS 6 + Enhanced Tools + Win 3.1)	\$99.00	N/A	N/A
	Combo + MS Serial Mouse Ver 1.0 (B.2 Software)	\$129	N/A	N/A
	Windows For Workgroups	\$110	N/A	N/A
	Windows NT*	\$240 + COGS	N/A	N/A

Notes for "T1a" Table

- Note 1: SVED is licensed on a per-copy basis and units are prepaid.
- Note 2: Prices quoted at 3.5" or 5.25" diskettes unless otherwise noted.
- Note 3: The OEM should contact an Authorized Distributor for COGS pricing. Windows NT will be available only on CD. If an OEM wants to ship packaged product (disks), they should purchase Windows NT through standard MS distribution channels.

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**Microsoft Easy Distribution Programs
Europe 1,2,3**

	Europe Versions:	Royalty + COGS		
		Intern'l English	Localized	Norwegian Danish Finnish
T2	MS-DOS 6.0 - Enhanced Tools			
	- Concise	\$32.00 + 6.50	\$34.00 + 7.00	N/A
	- Full	\$32.00 + 7.00	\$34.00 + 7.50	N/A
	Windows 3.1			
	- Concise	\$36.00 + 13.00	\$42.00 + 13.00	N/A
	- Full	N/A	N/A	\$42.00 + 20.00
	- Combo (MS-DOS 6.0 + Enh. Tools + Win 3.1)	\$70.00 + 15.00	\$76.00 + 16.50	N/A
	Combo - MS Serial Mouse Ver 1.0 (B2 SW)	\$70.00 + TBD	\$76.00 + TBD	N/A
	Windows For Workgroups (Concise)	\$53.00 + TBD	\$57.00 + TBD	N/A
	Windows NT		See SVED	

Notes for "T2" Table

- Note 1: MED products are licensed on a per-system basis and require an initial minimum quantity of 25 units and units are prepaid. Royalty + COGS equals MED pricing. For fewer than 25 units, refer to the Microsoft Small Volume Easy Distribution (SVED) program. As COGS are subject to change, your OEM should contact an Authorized Distributor for actual COGS pricing.
- Note 2: Localized languages are German, French, Spanish, Dutch, Italian and Swedish.
- Note 3: Prices quoted at 3.5" or 5.25" diskettes unless otherwise noted.
- Note 4: German Language version only.

Microsoft Small Volume Easy Distribution (SVED) Products^{1,2,3}
(Except as noted, SVED pricing INCLUDES COGS)

	Europe Versions:	International English	Localized	Polish Czech Hungarian	Norwegian Danish Finnish
T2a	MS-DOS 6.0 - Enhanced Tools				
	- Concise	\$46.50	\$49.00	N/A	N/A
	- Full	\$47.00	\$49.50	N/A	N/A
	Windows 3.1				
	- Concise	\$58.00	\$72.00	N/A	N/A
	- Full	N/A	N/A	TBD	\$79.00
	- Combo (MS-DOS 6 - Enhanced Tools + Win 3.1)	\$100.00	\$107.50	N/A	N/A
	Combo - MS Serial Mouse Ver 1.0 (B2 Software)	TBD	TBD	N/A	N/A
	Windows for Workgroups	TBD	TBD	N/A	N/A
	Windows NT	TBD	TBD	TBD	TBD

Notes for "T2a" Table

- Note 1: SVED is licensed on a per-copy basis and units are prepaid.
- Note 2: Localized languages include German, French, Spanish, Dutch, Italian and Swedish.
- Note 3: Price quoted is for 3.25" disks. \$1.00 uplift for 5.25" disks.
- Note 4: German Language version only.
- Note 5: Windows NT pricing will be Royalty + COGS. The OEM should contact an Authorized Distributor for COGS pricing. Windows NT will be available only on CD. IF an OEM wants to ship packaged product (disks), they should purchase Windows NT through standard MS distribution channels.

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Microsoft Easy Distribution Programs
Far East

Microsoft Standard Easy Distribution Program (MED) Products 1,2

	Far East Versions:	Royalty + COGS	Royalty + COGS
		Intern'l English	Localized
T3	MS-DOS 6.0 + Enhanced Tools		
	- Concise	\$32.00 + 5.50 ³	\$34.00 + 6.00 ³
	- Full	\$32.00 + 6.00 ³	\$34.00 + 6.50 ³
	Windows 3.1		
	- Concise	\$38.00 + 9.00	\$42.00 + 12.00
	- Full	N/A	N/A
	- Combo (MS-DOS 6.0 + Enh. Tools + Win 3.1)	\$70.00 + 13.00	\$76.00 + 13.75 ⁴
	Combo + MS Serial Mouse Ver 1.0 (8.2 SW)	\$70.00 + TBD	\$76.00 + TBD
	Windows For Workgroups (Concise)	\$53.00 + TBD	\$57.00 + TBD
	Windows NT	See SVED	See SVED

Notes for "T3" Table

- Note 1: MED products are licensed on a per-system basis and require an initial minimum quantity of 25 units and units are prepaid. Royalty + COGS equals MED pricing. For fewer than 25 units, refer to the Microsoft Small Volume Easy Distribution (SVED) program. As COGS are subject to change, your OEM should contact an Authorized Distributor for actual COGS pricing.
- Note 2: Localized languages include German, French, Spanish, Dutch, Italian and Swedish.
- Note 3: Price quoted is for 3.25" disks. \$0.50 uplift for 5.25" disks.
- Note 4: Price quoted is for 3.25" disks. \$0.75 uplift for 5.25" disks.

Far East Microsoft Small Volume Easy Distribution (SVED) Products 1,2,3
(Except as noted, SVED pricing INCLUDES COGS)

T3a	Far East Versions:	International English	Localized
		MS-DOS 6.0 + Enhanced Tools	
	- Concise	\$45.50 ⁴	\$48.00 ⁴
	- Full	\$45.00 ⁴	\$48.50 ⁴
	Windows 3.1		
	- Concise	\$54.00	\$71.00
	- Full	N/A	N/A
	- Combo (MS-DOS 6 + Enhanced Tools + Win 3.1)	\$98.00 ⁶	\$104.75 ⁶
	Combo + MS Serial Mouse Ver 1.0 (8.2 Software)	TBD	TBD
	Windows for Workgroups	TBD	TBD
	Windows NT ⁵	TBD	TBD

Notes for "T3a" Table

- Note 1: SVED is licensed on a per-copy basis and units are prepaid.
- Note 2: Localized languages include German, French, Spanish, Dutch, Italian and Swedish.
- Note 3: COGS prices quoted at 3.5" or 5.25" diskettes unless otherwise noted.
- Note 4: Price quoted is for 3.25" disks. \$0.50 uplift for 5.25" disks.
- Note 5: Price quoted is for 3.25" disks. \$0.75 uplift for 5.25" disks.
- Note 6: Windows NT pricing will be Royalty + COGS. The OEM should contact an Authorized Distributor for COGS pricing. Windows NT will be available only on CD. If an OEM wants to ship packaged product (disks), they should purchase Windows NT through standard MS distribution channels.

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Per-System Products (without A1 or A2 licenses)

Annual Commitment level for two-year, per-system US version licenses

Unit Commit (000):		<10	10	25	50	75	100	150	200	250	300	400	500	600	700	800	900	1M	2M
A8	Tablet Pen Ext. (incl. HW)	17.0	16.0	15.0	14.0	14.0	13.0	13.0	13.0	12.0	12.0	11.0	11.0	10.0	10.0	10.0	10.0	10.0	10.0
	Flash File Sys v1 & v2	2.5	2.5	2.0	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5

Per Copy Products

All products are offered on a per-copy basis. For products not listed in Table A7, see VP OEM for quotes.

Annual Commitment level for two-year US version licenses

Unit Commit (000):		<10	10	25	50	75	100	150	200	250	300	400	500	600	700	800	900	1M	2M
A7	MS-Windows NT																		
	MS-DOS 6.0																		
	MS-DOS 6.0 Enhanced Tools																		
	MS-Windows 3.1																		
	Flash File Sys v1 & v2	5.0	5.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	MS-DOS CD-ROM Extensions	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5

Windows NT Per Copy Products^{15,16,17,18}

Annual Commitment level for one-year licenses

The OEM must agree to a \$1M minimum commitment. The royalty is \$195.00. If the OEM already has an MS-DOS and/or Windows license for the specific customer system, the royalty is \$195.00 less the combined royalty for MS-DOS and/or Windows for that customer system. If OEM has signed a per-system license for Windows NT for certain system(s) (Table A2), they can ship Windows NT at the per copy royalty on other systems with no additional minimum commitments.

Operating System Upgrade Royalties

Upgrade royalties are only available for OEMs which upgrade in minimum of 100 unit order sizes (i.e. for >100 systems at a time). Separate minimum commitments are required for upgrades. The upgrade product that an OEM ships will require modifications to run only on that OEM's PCs. Upgrades will be manufactured by Authorized Replicators only. Upgrades are only for direct fulfillment from the OEM to end users and may not be fulfilled via distribution. For commitments greater than those shown, please see your OEM Area Director.

Annual Commitment level for two-year licenses

Unit Commit (000):		<10	10	25	50	75	100
A9	MS-DOS 6.0 Upgrade	40.0	39.0	37.0	35.0	34.0	33.0
	MS-DOS 6.0 Enh. Tools Upgrade	8.0	7.8	7.4	7.0	6.8	6.6
	Windows 3.1 Upgrade	NA	NA	NA	40.0	38.0	35.0

MS-DOS Source Code Fees

A10	MS-DOS Kernel	\$25K
	MS-DOS Display and Keyboard	\$5K
	MS-DOS Extended Memory	\$8K
	MS-DOS Shell	\$50K
	Flash File System Source Code	\$10K
	Update of BIOS Source 1.21 or 1.3	\$5K

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Notes for "A" Tables

- Note 1 The removable version of MS-DOS is version 5.0 (MS-DOS 6 version will be available at a later date) and is included with the standard MS-DOS license. It is the OEM's choice whether to ship a ROM-executable or RAM-executable version. Royalties for ROM royalty versions of MS-DOS versions 5.0 and 3.22 are the same as those listed in Tables A1 & A2 for disk media MS-DOS 6.0. For embedded system licensing (ROM DOS for non-PCs) consult with Rayka for pricing.
- Note 2 For MS-DOS/V or Windows/V pricing and availability, please contact your OEM Area Director.
- Note 3 The MS-DOS OAK/ODK does not include MS-DOS mouse drivers MOUSE.EXE or MOUSE.COM. These are available to the OEM as part of the standard Mouse license. MS-DOS Mouse drivers cannot be licensed separately from the MS-Mouse/Ballpoint.
- Note 4 For the U.S. only, Windows 3.1 can be licensed for resale in conjunction with hardware other than PC systems provided that the OEM's hardware interacts with Windows so as to provide "significant value or utility" to the user. "Significant value or utility" means that: (1) the OEM hardware is the "primary" component of the Windows/hardware offering and (2) the hardware alone carries an SRP of at least twice the current SRP of Windows (i.e. \$300 at the current Windows SRP of \$150). The royalty for such licenses is a \$20 uplift from the applicable Windows royalty in Table A2. The OEM must commit to 25,000 or more units per year. Check with your OEM Area Director to quote on this business.
- Note 5 The Windows 3.1 OAK/ODK includes the Windows 3.1 driver MOUSE.DRV, and not the MS-DOS mouse drivers MOUSE.EXE or MOUSE.COM. MS-DOS Mouse drivers are only licensed as part of a MS-Mouse/Ballpoint contract.
- Note 6 The removable version of Windows 3.1 is included with the standard Windows license. The OEM may ship a ROM-executable or RAM-executable version at its applicable royalty from Tables A1 & A2. Technical adaptation support via MS-OnLine is highly recommended for OEMs designing WinROM based systems.
- Note 7 MS TCP/IP and MS DLC is free of charge to OEMs which license WFW. A separate exhibit is required. OEMs must have a license for Windows for Workgroup for compatibility reasons. These products are licensed for use only on Window for Workgroup systems.
- Note 8 Windows For Workgroups (WFW) royalty is in addition to the Windows 3.1 royalty. An OEM that ships WFW is required to preinstall WFW on a hard disk drive in order to avoid end-user setup problems. See V.P. OEM for exceptions.
- Note 9 OEM Shipments must include a flyer from Dragon Systems. Camera ready artwork for the flyer is available at no charge. Flyer can be reduced to a one page (A size or 5.5" x 8") bounce back and included in OEM documentation. Dragon Systems flyers are also available free of charge in English, French and German Version via Canyon Park or Ireland. No development charges will be incurred for OEM System board audio solutions that conform to one of the hardware implementations suggested in the Developers Assistance Kit (DAK). See Table B4 for packaged product version pricing.
- Note 10 Licenses for Pen Extensions for distribution on tablets (non-PC's) are required to license MS handwriting recognizer for compatibility reasons. Tablets are peripheral devices (e.g. opaque tablet) such as a pen I/O system for use on desktop systems.
- Note 11 The MS-TrueType Font Pack is a collection of 44 fonts ideally suited for general business users working with spreadsheets, word-processing documents and faxes. The MS-TrueType Font Pack 2 is a collection of 44 fonts emphasizing decorative and headline fonts. There is no overlap of fonts between Font Packs. Both Font Packs require Windows 3.1, since TrueType support is built into Windows 3.1. Foreign language versions of the Font Pack should carry a royalty uplift of \$1.00. Registration cards must be included in each Font Pack. Pre-printed users guides may be available for an additional charge. Contact Jayhe for more details.
- Note 12 CD-ROM extensions are now included in MS-DOS 6. Peripheral or other manufacturers who want to license CD-ROM extensions should refer to Table A7 pricing.
- Note 13 The OEM must be qualified to support licensed product directly in every country where it is shipped. Windows for Workgroup localization uplift is applicable only if the OEM has not already paid a Windows uplift for a particular version, i.e., only charge one uplift for a particular translated version of Windows and WFW.

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Note 14 Multimedia Pack for Windows 3.1 for MultiMedia Hardware is for license with kits that contain either an audio card, a CD-ROM drive or both. The license restricts the OEM from sub-licensing the products for distribution with third party PC's (except with PC's of OEMs that have licensed Multimedia Pack for Windows 3.1.) CD-ROM drive and audio card must meet performance requirements of MPC specification. For existing Windows licensees, MM Pack royalties should be approximately 30% of their current Windows royalties. For new licensees, please refer to table A4.

Note 15 MS-Windows NT royalties are for the "base" operating system and do not include royalties for Advanced Server or multiprocessor royalties for systems with more than 2 CPUs.

Note 16 For Windows NT per-system licenses in Table A2, ONE YEAR licenses are acceptable. Where an OEM is already paying MS a royalty for MS-DOS and/or Windows for the designated MS-Windows NT system, the MS-Windows NT royalty should be set forth as an "reduction" on the MS-Windows NT Exhibit C. For example, if the MS-DOS and Windows royalties are \$38.00, the MS-Windows NT reduction would be \$38.00 for a net royalty of \$50.00. (i.e. \$88.00 - \$38.00) at a 5,000 unit commitment.

Note 17 The royalty rate for systems that support more than one processor is based on the maximum number of processors the system is capable of supporting, and is calculated by using the multipliers shown below. The multiplier is applied PRIOR to any adders or incentives.

MAX CPU's supported:	Multiplier	Per system Example @ \$88.00 Royalty	Per Copy Example @ \$195.00 Royalty
2 CPUs	1.0	1 X \$88 = \$88/system	1X \$195 = \$195/system
4 CPUs	1.8	1.8 X \$88 = \$154/system	1.8 X \$195 = \$351/system
8 CPUs	2.5	2.5 X \$88 = \$220/system	2.5 X \$195 = \$488/system
16 CPUs	4.0	4.0 X \$88 = \$320/system	4.0 X \$195 = \$780/system

Note 18: If an OEM pre-installs Windows NT on a 486 based system or better, with at least 16MB RAM, a CD-ROM drive and uses the (RTX) logo on their system, they are entitled to an additional \$5 pre-install incentive. The incentive is applied to the net price after the multiplier.

Note 19: If an OEM pre-installs Windows NT Advanced server they are entitled to a \$20.00 pre-install incentive. Windows NT Advanced Server will require final configuration when installed at the customer site. Full details will be distributed to the OEM in the Windows NT Advanced Server ODK.

Packaged Systems Products

FOB MS US Warehouse - Per Order Pricing		20-999	1K+			
B4	Windows 3.1, US version	\$79	\$69			
	Windows 3.1, US version Pre-Installed via "Ready-To-Run" 1	\$67	\$53			
	Windows 3.1 Upgrade from 3.0 US version	\$45	\$45			
	Windows Font Pack, US version	\$40	\$40			
		20-999	1K+	5K+	10K+	>10K
B5 ²	Windows Sound System Retail package PN# 34618	\$164	\$164	\$164	\$164	\$164
	- Sound Board PN# 39304	\$72	\$72	\$72	\$72	\$72
	- White Box for MS audio HW with disks PN# 257-050-001	\$55	\$55	\$55	\$55	\$55
	- White Box for OEM audio HW PN# 257-050-002	\$49	\$49	\$49	\$49	\$49
	- Headphones PN# 34464	-	-	\$2.50	\$2.50	\$2.50
	- Microphone PN# 34465	-	-	\$4.00	\$4.00	\$4.00

Notes for "B" Tables

- Note 1 Requires Windows 3.1 pre-installation on hard-disk drives & compliance with the Windows Ready-to-Run Logo license.
- Note 2 All "White Box" pricing in Table B5 includes headphones, microphone, documentation, registration card, and direct PSS Support in a plain white box. ODKs are required for configuration and hard drive preinstallation of white box software. Each white box for MS Audio HW (PN# 257-050-001) must be purchased in conjunction with a Sound Board (PN# 39304).

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Microsoft LAN Manager for OS/2

This product is still available for license renewals. Please contact your Manager or Area Director for renewals.

Microsoft Redirectors and Networking Protocols

NOTE: OEMs are not licensed to install all or part of MS-DOS redirector over already installed Microsoft networking products. For example, an OEM is not licensed to install the NetBEUI protocol portion of Workgroup Connection on a machine that already has MS LAN Manager client or Workgroup Connection installed. Please contact your OEM Area Director or Dwight Krossa (dwightk).

OEMs are now interested in licensing Microsoft networking technology and networking protocols separately from the main MS networking products (Windows for WorkGroup, Windows NT, LAN Manager for OS/2 Systems, and LAN Manager for UNIX Systems). Some examples of this are: OEMs which licensed MS-Net (on previous price sheets) on non-PC or embedded systems, and network printer manufacturers which put a redirector, protocol, and sometimes a spooler in their printers.

US Version	1K	3K	6K	25K	50K
N1 WorkGroup Connection, non-MS Network ^{2,3}	\$18	\$18	\$15	\$12	\$10
WorkGroup Connection, MS Networks ⁴	\$5	\$5	\$5	\$5	\$5
LAN Manager Client, MS Networks ^{4,5}	\$15	\$12	\$10	\$9	\$9
LAN Manager Client, non-MS Networks ^{2,3,5}	\$18	\$18	\$15	\$12	\$10
NetBEUI Protocol, MS Networks ⁴	\$0	\$0	\$0	\$0	\$0
NetBEUI Protocol, non-MS Networks ^{2,3}	\$5	\$5	\$5	\$5	\$5
NDIS Network Interface Files ⁶	\$0	\$0	\$0	\$0	\$0

Source Fees

NetBEUI Protocol Source Code	\$20K
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Notes for "N1" Table

- General Note Additional charge for localized version of a binary is \$2.00 per copy.
- Note 1 There is no Note 1.
- Note 2 A Non-MS Network is defined as a system that will not be connected to other MS-Networking products (such as WFW, Windows NT, LMO, LMU, or future MS networking products or derivatives of Microsoft networking products), such as an embedded phone system.
- Note 3 Not licensed for use with LAN Manager for OS/2, LAN Manager for UNIX Systems, Windows for Workgroups, Windows NT, or future Microsoft networking products or derivatives.
- Note 4: Licensed for use in embedded products such as network printers that will be used on the same network with LAN Manager, Windows for Workgroups, Windows NT, future Microsoft networking products and derivatives. Not licensed to be installed over Microsoft networking products or to replace already installed Microsoft networking products. If OEM is interested in using redirector protocol in a non-embedded system, such as a network management utility or non-Microsoft network operating system, please contact Dwight Krossa (dwightk).
- Note 5 The LM client includes a redirector (for MS-DOS, OS/2 1.x and OS/2 2.0), NetBEUI protocol, TCP/IP Protocol, DLC Protocol, and basic print spooler.
- Note 6 The NDIS files are available to all OEMs via royalty free license for use on both MS networks and non-MS networks.

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LAN Manager version 2.2 for UNIX Systems

LAN Manager 2.2 for UNIX (LMU) Systems has moved to client based pricing. This means that a LMU OEM requires both a LAN Manager for UNIX Server license and a LAN Manager client license. Clients are no longer sold in 5 or 10 pack increments to the server.

Product	Minimum Commitments					
		\$125K	\$250K	\$500K	\$1M	\$2M
LAN Manager v2.2 for UNIX Systems Server						
N2 LMU	Intel Platform (1-4 Processor)	\$600	\$450	\$350	\$300	\$270
LMU	RISC Platform (1-4 Processor)	\$600	\$450	\$350	\$300	\$270
LMU	Mini Computer (VAX, AS/400, RISC or Intel 5-8 Processors) ⁴	\$912	\$684	\$532	\$456	\$410
LMU	Mainframe (IBM 9370, RISC or Intel > 8 Processor) ⁴	\$1,515	\$1,136	\$884	\$758	\$682
LAN Manager Client ¹		\$20	\$15	\$12	\$10	\$9
Macintosh Services (server)		\$246	\$185	\$144	\$124	\$111
Remote Access Services (server)		\$438	\$334	\$268	\$230	\$207

	Source Code Fee	Initial Source Rights to use 3 CPUs ⁽³⁾	Additional Platform ⁽²⁾		
			Additional CPU	Initial Source Rights to use 3 CPUs ⁽³⁾	Additional CPU
N3 LMU	If not current licensee of LM for UNIX v1.1	\$100,000	\$2,500	\$50,000	\$2,500
LMU	If current licensee of LMU for UNIX v1.1	\$75,000	\$2,500	\$50,000	\$2,500
MAC Connectivity Source		\$30,000	\$0	\$15,000	\$0
Remote Access Services		\$30,000	\$0	\$15,000	\$0

OEM's royalty fee for selling updates:

Updating from Version	to Version	Server Royalty
1.0	2.0	25% of LMU Server Royalty
2.0	2.1a or 2.2	25% of LMU Server Royalty
2.1 or 2.1a	2.2	25% of LMU Server Royalty
1.X	2.2	50% of LMU Server Royalty

Notes for "N3 & N4" Tables

- General Note A standard OEM license for LAN Manager for UNIX Systems allows the OEM to distribute two LAN Manager products: (1) LAN Manager for UNIX Server, and (2) LAN Manager Clients.
- General Note LAN Manager 2.2 commitment is a dollar (and not a system) commitment to the LM Family of products. Commitments for LM for OS/2 products and LM for UNIX products, including the LM Client, are combined into a single commitment for all LAN Manager products.
- General Note There is no limit to the number of clients that can be connected to a server; limitations extend to the number of copies of client software that users have licensed.
- General Note When an OEM sells and update from any previous version of LMU to LMU 2.2, the OEM can distribute as many royalty free LM 2.2 clients as the customer has currently purchased and installed for the previous LMU version. If the customer has purchased an Unlimited server, then all installed LM clients get royalty free licenses for LM 2.2 clients any new LM clients are royalty bearing.

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- General Note Royalties for all localized products are 15% higher than US version counterpart shown here. (Currently LMU-Kanji is available)
- General Note No minimum commitments (in addition to the LM dollar commitment) are due for TCP/IP Utilities, Macintosh Services and Remote Access Services.
- General Note OEMs can license available localized clients to use with US server, for costs outlined above.
- Note 1 Only one OEM license for the LM Client is required if the OEM licenses both the LMO and LMU servers.
- Note 2 An OEM must obtain a source code license for each LMU platform. Platform is defined as combination of processor architecture and an operating system, or version of an operating system. For Example: Intel x86 with UNIX 5.4. Similarly, if the OEM wants to port to RISC and UNIX V.3, or RISC with UNIX V.4, then an additional platform source fee is due MS.
- Note 3 Each source license grants the OEM the right to host sources on 3 systems of the same platform. Additional systems are \$2500 per system.
- Note 4 Royalty for upgrading the number of processors in a server from one level to the next is the difference in the price between the two levels. For example if an OEM with the lowest commitment level sold a customer a 4 processor LMU server, then upgraded the number of CPUs in the server to 7, the additional royalty to MS would be \$912-\$600 = \$312.

Windows NT Advanced Server

Per-System Product

For per-system pricing, please consult your OEM Sales Manager or Area Director.

Per-Copy Product

Annual Commitment level for one-year licenses

NA	<1K	1K	5K	10K	> 10K
MS-Windows NT Advanced Server	Available through Distribution	\$950.00	\$900.00	\$850.00	Consult Area Director or OEM Sales Manager

- Note 1: Windows NT Advanced Server will have an introductory SRP of \$1495. This "Introductory Period" price will be in effect until the earlier of 6 months from date of launch or until the end of 1993 calendar year, based on the current launch date. There will be NO introductory pricing on the desktop (Windows NT). During the "Introductory Period" the unit commitment price should be reduced by 50% i.e. \$950/2 = \$475
- Note 2: The royalty rate for systems that support more than one processor is based on the maximum number of processors the system is capable of supporting, and is calculated by using the multipliers shown below. The multiplier is applied PRIOR to any adders or incentives.

MAX CPU's supported:	Multiplier	Per Copy Example @ \$950.00 Royalty
4 CPUs	1.0	1 X \$950 = \$950/system
8 CPUs	2.5	2.5 X \$950 = \$2375/system
16 CPUs	4.0	4.0 X \$950 = \$3800/system

- Note 3 If an OEM pre-installs Windows NT Advanced server they are entitled to a \$20.00 pre-install incentive. Windows NT Advanced Server will require final configuration when installed at the customer site. Full details will be distributed to the OEM in the Windows NT Advanced Server ODK.

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SQL Server

SQL Server for Windows NT will not be an OEM product from Microsoft. For OEMs interested in packaged product, they should go through distribution.

SNA Server

For SNA Server pricing, please contact your OEM Sales Manager or Area Director.

MS Printer Description Languages (PDL)

Each product added to a license requires a commitment. Read notes before using price list.

Annual Commitment level for two-year contracts

Product Offering	1.5K+
P1 TrueImage PDL (for printers up to 600 DPI) 1,2,3	\$25

Note 1: License includes access to 35 Roman outline fonts.

Note 2: For printers capable of resolution in excess of 600DPI, contact regional OEM director for quotes.

Note 3: TrueImage PDL source Code Fees (Roman Version): \$95,000. Source code purchase includes 35 Roman outline fonts, design documentation, and source code media.

US OEM Mouse/Ballpoint "Pack" Pricing

Pack licensing provides smaller OEMs quantity pricing of retail MS product and frees them from the overhead of manufacturing. Each "Pack license" shipment includes Mice/Ballpoints, retail software diskettes and generic documentation from MS in bulk packs. Each pack contains 50 mice or 25 disks, requires no minimum commitment purchase volume. Microsoft provides end-user support for software only.

RT	Product	Part Number	Units per Pack	Pack Price	(Unit Price)
	400 PPI 9 Pin Serial Mouse, Version 2.0 1,2	37864	50	\$2,250	\$45.00
	400 PPI PS/2 Mouse, Version 2.0	37963	50	\$2,250	\$45.00
	400 PPI PS/2/Serial Mouse, Version 2.0 1,2	37965	50	\$2,500	\$50.00
	400 PPI Bus Mouse, Version 2.0 3	37968	50	\$2,250	\$45.00
	Bus Mouse Card 3	135-099-106	50	\$1,025	\$20.50
	400 PPI Serial/PS/2 BallPoint including hardware 1,2,5	155-099-018	50	\$3,750	\$75.00
	Mouse Driver 3.5" 25-Pack (for Version 2.0) 4	134-495-900	25	\$112.50	\$4.50
	Mouse Driver 5.25" 25-Pack (for Version 2.0) 4	134-499-900	25	\$62.50	\$2.50
	BallPoint Driver 3.5" 25-Pack 4	197-495-620	25	\$112.50	\$4.50
	BallPoint Driver 5.25" 25-Pack 4	197-499-620	25	\$62.50	\$2.50
	9-25 Pin Serial Adapter (for Version 2.0) 2	37260	1	N/A	\$3.50
	PS/2 Adapter (for Version 2.0) 3	37261	1	N/A	\$4.50
	V 9.0 Mouse Manual 4	51523	1	N/A	\$2.00
	V 8.7 BallPoint Manual 4	26664	1	N/A	\$2.00

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US OEM Mouse/Ballpoint "Bulk" Licensing

The Bulk OEM Business provides bulk shipment of Mice, Ballpoints along with master copies of the driver and on-line documentation. This master copy of the software and documentation can be re-produced by the OEM for delivery to their customer or in the case of software, pre-install it on hard drives. Bulk licenses are for US distribution only, require minimum volume commitments with 6-month rolling forecasts. Orders are for minimum 500 unit quantities and require a 120 day lead time. OEM provides end-user support.

Annual Commitment Volume

H2	Product	Part Number	1K	5K	10K	20K	50K	100K
	300 PPI 9 pin Serial Mouse ^{7,8}	50019	\$13.00	\$13.00	\$13.00	\$12.00	10.00	\$9.00
	400 PPI 9 Pin Serial Mouse, Version 2.0 ^{1,2,9}	37964	\$34.25	\$23.50	\$21.75	\$19.50	\$18.50	\$17.00
	400 PPI PS/2 Mouse, Version 2.0 ⁹	37963	\$35.50	\$28.00	\$25.50	\$23.50	\$21.50	\$20.25
	400 PPI Serial/PS/2 Mouse, Version 2.0 ^{1,2}	37965	\$39.00	\$29.50	\$28.05	\$25.20	\$23.15	\$21.50
	400 PPI Bus Mouse, Version 2.0 ³	37968	\$33.80	\$22.75	\$20.75	\$19.00	\$17.50	\$16.50
	Bus Mouse Card ³	135-099-106	\$19.5	\$18.50	\$16.75	\$15.50	\$14.25	\$13.25
	400 PPI Serial/PS/2 BallPoint w/ HW ^{1,2,5}	156-095-019	\$71.75	\$68.50	\$62.25	\$57.00	\$52.75	\$49.00
	400 PPI Serial/PS/2 BallPoint w/ SW ^{1,2,5}	156-099-027	N/A	\$52.75	\$48.25	\$47.50	\$44.50	\$41.25
	400 PPI PS/2 BallPoint with HW ²	156-099-022	N/A	\$51.50	47.005	\$45.50	\$42.50	\$39.00
	9-25 pin Serial Adapter (for Version 2.0) ²	37260	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50
	PS/2 Adapter (for Version 2.0) ¹	37261	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50

International OEM Mouse/Ballpoint "Pack" and "Bulk" Licensing

Contact Dave Pruner (davepru) or Karl Empey (karle) for further information.

Notes for Table H1 and H2

- Note 1 These devices with the PS/2 Serial Combination interface come standard with a serial 9 pin connector but can be converted to work as a PS/2 device by plugging the 37261 PS/2 Adapter at the end of its cable. The 37261 PS/2 adapter will not convert the 37964 or 50019 serial mouse to be compatible with the PS/2 port.
- Note 2 These devices come equipped with a 9 pin (DB9) connector. If the host PC's Serial Port has a 25 pin connector, the 37260 9-25 pin adapter must be used.
- Note 3 The Bus mouse 37968 requires the use of the Bus Mouse Card 135-099-106 installed in the host PC.
- Note 4 Pack customers are required to purchase enough software diskettes and manuals for each mouse purchased.
- Note 5 Hardware includes tilt mechanism, universal clamp with #2 clamp arms.
- Note 6 All Mice and BallPoints are sold in bulk packages containing 50 mice each.
- Note 7 This serial mouse has a 9 pin serial connect but it CAN NOT be used with the 9-25 pin adapter (37260) or PS/2 adapter (37261). This mouse does not carry the Microsoft brand. The mouse is available with version 8.2 Mouse software only. This mouse will be obsolete and replaced by a newer MS branded serial mouse. Any OEM contracts for this mouse must stipulate that it will be discontinued when the newer version becomes available.
- Note 8 BallPoints without Universal Clamps are design for use with Custom Clips and the BallPoint Docking Port. These mounting techniques must be designed for the particular machine the BallPoint is expected to work with. For more details on the Custom Clip or Docking Port, please contact the Dave Pruner (davepru).
- Note 9 Version 8.2 software is for use on 300 PPI Serial Mouse (50019) and all BallPoints. Version 9.0 software is for all Version 2.0 mice.

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