

From: Kahl, Gui [Gui.Kahl@gateway.com]
Sent: Tuesday, January 08, 2002 11:21 AM
To: Lisa Georgi; Heidi Sherman; Homeister, Chris; Leonard, David J - Supply Management; Gattis, Jeffrey
Cc: Van Dyke, Dean
Subject: RE: MS Uniform Term Documents

Thanks Lisa. We're in the process of reviewing the new documents and at this moment, do not foresee the need for you to visit us in Poway.

Thanks for the invitation and I'll let you know should such a need change. Gui

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

From: Lisa Georgi [mailto:lgeorgi@microsoft.com]
Sent: Sunday, January 06, 2002 5:58 PM
To: Heidi Sherman; Kahl, Gui; Homeister, Chris; Leonard, David J - Supply Management; Gattis, Jeffrey
Cc: dean.van.dyke@gateway.com
Subject: RE: MS Uniform Term Documents

Hello all:

Gui, You and I briefly spoke about the documents last week. I'm happy to come down to Poway on Jan 10 and answer any questions that you may have about the new docs in order to speed up this process. Heidi is back on the 8th and will be sending the "watermark" copies shortly which are the same as what you have from MOO. As Heidi mentions below, the Logo License 4.0 and NDA are the most critical if you plan to participate in the MDP 2002 since these documents are referenced and the MDP 2002 began on Jan 1, 2002. The rest of the new documents need to be signed by Jan 21. I appreciate you making these new documents first priority because we have no flexibility on extending the dates.

Let me know if you'd like me to come to Poway on Thursday.

Thanks, Lisa

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

From: Heidi Sherman
Sent: Friday, December 21, 2001 11:06 AM
To: Lisa Georgi; 'Kahl, Gui'; 'Homeister, Chris'; 'Leonard, David J - Supply Management'; 'Gattis, Jeffrey'
Cc: 'dean.van.dyke@gateway.com'; Heidi Sherman
Subject: RE: MS Uniform Term Documents

Hello gentlemen,

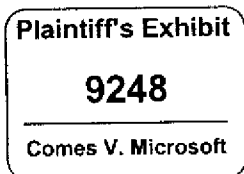
I have 2 changes/clarifications to Lisa's email - -

The Logo License 4.0 and NDA needs to be signed prior to the DTOS and BTD which expires on January 31, 2002. So we have a few more weeks in the beginning of the new year (we had originally thought they needed to be done by 1/1/02).

ALSO - I will not have the the watermarked copies to GW by Dec 21st as outlined below. They are still working on getting these docs into the Wizard system - I will commit to having them sent to Dave Leonard by January 10th. Since you have successfully retrieved the Unified Terms documents from MOO, the only difference you will see will be the areas i can customize with Gateway address information, etc., hopefully this delay will not be a problem.

Pls let me know if you have any questions.

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Thanks, Heidi

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

From: Lisa Georgi
Sent: Monday, December 17, 2001 5:44 PM
To: 'Kahl, Gui'; 'Homeister, Chris'; 'Leonard, David J - Supply Management'; Gattis, Jeffrey
Cc: Heidi Sherman
Subject: MS Uniform Term Documents

Hello,

By now you have probably seen the Uniform Term Documents posted on MOO and received the OPK supplemental letter. Also, the new Windows pricing is posted too. I'd like to walk you through the sequence of events so we are all on the same page. Heidi will be driving this process with Dave since he owns the DTOS and supporting agreements.

Since GW's current DTOS expires 1-31-02, GW will need to sign the new DTOS and have it active in the MSLI system by the end of January in order to not experience any delivery issues of Windows APMS from your AR's. There are several documents that also need to be signed that are connected to the new DTOS. These documents include the BTD, NDA, Logo License 4.0 and Third Party Installer agreements. The MDP is an optional program that does not require a signature. By December 21 Heidi will send to Dave a watermark set of all of these documents for GW's signature. We need to have all of them returned to Heidi, signed, by January 21, 2002 and Heidi will work with MSLI to ensure there is no interruption to your business. Because these are uniform documents, there are no changes.

Also, in order to participate in the MDP 2002 which begins January 1, 2002, GW needs to sign the new LLA 4.0 and NDA. Please work with Heidi on these important documents to have them executed by the end of the year if you choose to participate in the MDP 2002.

Below is the complete list of Uniform Term Documents

Business Terms Document (BTD) includes the MOO agreement

Non-Disclosure Agreement (NDA)

Desktop Operating System License (DTCS)

Third Party Installer Agreement (TPI)

Logo License Agreement 4.0 (LLA 4.0)

Market Development Program (MDP) 2002

OEM Resource Guide

Heidi and I are committed to working with you to answer any questions that you may have about this process and the new terms in order to help GW smoothly transition to the new documents. Please don't hesitate to give us a call.