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Microsoft

*Internal OEM
Price Guideline*

Effective Friday, October 13, 1989

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Per-copy pricing for all products is available on request.

Effective Friday, October 13, 1989

page 1.

Plaintiff's Exhibit

9496

Comes V. Microsoft



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8086 Systems Products

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

Product Offering (US versions)	Annual commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
A-1 MS-DOS 4.1 per system	\$35	\$30	\$25	\$20	\$15	\$11	\$8
<i>Additional per-system products</i>							
MS-Windows 3.0 per system	\$23	\$20	\$16.50	\$13	\$10	\$7.50	\$5.50
MS-DOS Shell per system	\$8	\$6	\$5	\$4	\$3	\$2.50	\$2
Learning DOS per system	\$15	\$10	\$8	\$5	\$4	\$3	\$2
<i>Additional per-copy products</i>							
DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
A-2 MS-DOS ROM v2.0 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$6	\$3
MS-DOS ROM v2.0 Per System (for PCs)	\$30	\$24	\$20	\$17	\$15	\$11	\$8

Note 1: Windows product includes Paint & Write.

Note 2: Royalties for all localized DOS, OS/2 & Windows products are 15% higher than US versions shown above. For each additional OAK there is a \$1,000 fee.

Note 3: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.

Note 4: MS-DOS Display and Keyboard source for special adaptations: \$5,000. P.O. required; no contractual requirements.

Note 5: MS-DOS Extended Memory source (Smart Drive, Ram Drive, or Limulstor) for special adaptations: \$8,000.

Note 6: Shell source and adaptation guide: \$50,000.

Note 7: MS-DOS source fee: \$25,000.

Note 8: OEMs who license MS-DOS ROM v2.0 may also distribute the standard GWBasic software.

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286 Systems Products

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

Product Offering (US versions)	Annual commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
B-1 MS-DOS 4.1 per system	\$45	\$40	\$27	\$23	\$20	\$15	\$14
<i>Additional per-system products</i>							
MS-Windows 3.0 per system	\$30	\$26.50	\$18	\$15	\$13	\$10	\$9
MS-DOS Shell per system	\$9	\$7	\$6	\$5	\$4	\$3.50	\$3
<i>Additional per-copy products</i>							
DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 per copy	\$135	\$115	\$100	\$85	NA	NA	NA

100 units/year

B-2 MS OS/2 per copy	\$210	\$180	\$155	\$130	\$110	NA	NA	NA
B-3 MS-DOS ROM v2.0 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3	
MS-DOS ROM v2.0 Per System (for PCs)	\$30	\$24	\$20	\$17	\$15	\$11	\$8	

Note 1: Windows product includes Paint & Write.

Note 2: Royalties for all localized DOS, OS/2 & Windows products are 15% higher than US versions shown above. For each additional OAK there is a \$1,000 fee.

Note 3: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.

Note 4: MS-DOS Display and Keyboard source for special adaptations: \$5,000.

Note 5: MS-DOS Extended Memory source (Smart Drive, Ram Drive, or Limulstor) for special adaptations: \$8,000.

Note 6: Shell source and adaptation guide: \$50,000.

Note 7: OS/2 1.1 PS/2 OAK (ABIOS) driver source: \$25,000. Standard OAK is AT class and goes to H/W directly. PS/2 has ABIOS that runs in protected mode.

Note 8: Prices for OS/2 Manuals: \$15 for English version; \$18 for localized versions. English version part numbers: 06142 & 06143.

Note 9: MS-DOS source fee: \$25,000.

Note 10: OEMs who license MS-DOS ROM v2.0 may also distribute the standard GWBasic software.

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386/486 Systems Products

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

Product Offering (US versions)	Annual commitment level for two-year contracts						
	1K	6K	25K	50K	100K	250K	500K
C-1 MS-DOS 4.1 per system	\$45	\$40	\$27	\$23	\$20	\$15	\$14
<i>Additional per-system products</i>							
MS-Windows 3.0 per system	\$45	\$40	\$27	\$23	\$20	\$15	\$14
MS-DOS Shell per system	\$9	\$7	\$8	\$5	\$4	\$3.50	\$3
<i>Additional per-copy products</i>							
DOS CD-ROM Extensions	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
Flash EPROM File System	NA	\$2.50	\$1.75	\$1.50	NA	NA	NA
MS-OS/2 per copy	\$135	\$115	\$100	\$85	NA	NA	NA

100 units/year

C-2 MS OS/2 per copy	\$210	\$180	\$155	\$130	\$110	NA	NA	NA
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C-3 MS-DOS ROM v2.0 Per System (for embedded & dedicated systems)	\$22	\$16	\$12	\$10	\$7	\$5	\$3
MS-DOS ROM v2.0 Per System (for PCs)	\$30	\$24	\$20	\$17	\$15	\$11	\$8

- Note 1: Windows includes Paint & Write.
- Note 2: Windows 3.0 works on 286 and 386 systems.
- Note 3: Royalties for all localized DOS, OS/2 & Win products are 15% higher than US versions shown above. For each additional OAK there is a \$1,000 fee.
- Note 4: Lower-powered processors may be added to a license for a higher-powered processor, but in this case, the prices for the higher-powered processor must be used for all machines.
- Note 5: MS-DOS Display and Keyboard source for special adaptations: \$5,000.
- Note 6: MS-DOS Extended Memory source (Smart Drive, Ram Drive, or Limulstor) for special adaptations: \$8,000.
- Note 7: Shell source and adaptation guide: \$50,000.
- Note 8: OS/2 1.1 PS/2 OAK (ABIOS) driver source: \$25,000. Standard OAK is AT class and goes to H/W directly. PS/2 has ABIOS that runs in protected mode.
- Note 9: Prices for OS/2 Manuals: \$15 for English version; \$18 for localized versions. English version part numbers: 06142 & 06143.
- Note 10: MS-DOS source fee: \$25,000.
- Note 11: OEMs who license MS-DOS ROM v2.0 may also distribute the standard GWBasic software.

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Per-Copy Packaged DOS 4.0

Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	FOB MS US Warehouse	Minimum shipment quantity			
		25-499	500-999	1,000-1,999	2,000+
D-1 US version	\$55	\$55	\$55	\$50	\$50
Spanish version	\$84	\$81	\$76	\$71	\$71
Portuguese version	\$84	\$81	\$76	\$71	\$71
Arabic version	\$84	\$81	\$72	\$55	\$55

FOB Subsidiary warehouse					
D-2 Int'l English version (Europe)	\$77	\$74	\$71	\$67	\$67
Int'l English version (non-Europe)	\$59	\$59	\$59	\$54	\$54
French version	\$89	\$86	\$82	\$78	\$78
German version	\$89	\$86	\$82	\$78	\$78
Spanish version	\$89	\$86	\$82	\$78	\$78
Italian version	\$89	\$86	\$82	\$78	\$78

Per-Copy Packaged DOS 3.3

Distribution-type contract required signed by subsidiary GM, regional director or VP of OEM.

Product Offering	FOB MS US Warehouse	Minimum shipment quantity			
		25-499	500-999	1,000-1,999	2,000+
D-3 US version	\$60	\$60	\$60	\$55	\$55

Note 1: Pricing is based on shipment quantity. Un cancellable orders for future delivery (not to exceed nine months) may entitle the customer to move to a lower price level, at the discretion of the general manager.

Note 2: MS-DOS 4.0 includes Shell.

Note 3: Spanish, Portuguese and Italian MS-DOS are currently available at discount in those countries only, as a piracy reduction measure.

Note 4: German and Italian Packaged DOS shipped only out of GmbH & SpA warehouses, respectively. Spanish DOS is shipped out of the US and SARL. Arabic DOS is shipped only from Corporate.

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DOS 4.x Redir (Net 1)

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

(US versions)	Annual unit commitment level for two-year license				
	1K	3K	6K	25K	50K
N-1 DOS 4.x redir (Net 1)	\$18	\$18	\$15	\$12	\$10

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

LAN Manager 2.0

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

(US versions)	Annual unit commitment level for two-year license				
	100	250	1K	3K	6K
N-2 LAN Manager 2.0 (10 user)	\$475	\$395	\$335	\$280	\$255
LAN Manager 2.0 (unlimited)	\$925	\$775	\$650	\$550	\$500

Note 1: When an OEM licenses LAN Manager, the license allows the OEM to distribute both the Unlimited and the Limited LAN Manager products. The price commitment is made at the Unlimited LAN Manager level.

Note 2: LAN Manager 2.0 Commitment = Units x Unlimited Price.
Annual dollar commitment necessary for the different pricing columns:

Level	A	B	C	D	E
Units	100	250	1,000	3,000	6,000
Unlimited LM Server	\$925	\$775	\$650	\$550	\$500
Limited LM Server	\$475	\$395	\$335	\$280	\$255
Annual Commitment	\$92,500	\$193,750	\$650,000	\$1,650,000	\$3,000,000

Note 3: The Limited LM Server can service 10 workstations. This can take the form of 1 server and 10 workstations if the server is not used as a workstation or 1 server and 9 workstations where the server is also used as a workstation. There is no limit to the number of workstations that can be connected on the network; the number of concurrent users is the limitation.

Note 4: The fee for updating from Version 1.0 to Version 2.0 is 50% of the 2.0 price. The fee for changing from limited to unlimited is 110% of the difference in price. Precedence order is 1) version, then 2) limited/unlimited for determining the costs if changes involve both a version update and a change from limited to unlimited product.

Note 5: OS/2 is not included with LAN Manager 2.0. The OEM must specifically license OS/2. LM 2.0 requires OS/2 1.2 at the server and supports workstations running OS/2 1.1 or 1.2, and DOS 3.3 or 4.x.

Note 6: Source licensing is discouraged. Work with JoachimK to develop pricing if necessary.

Note 7: For quotes on terms/conditions of multiprocessor LAN Manager, ask JoachimK.

**HIGHLY
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Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

(US versions)	Annual unit commitment level for two-year license				
	100	250	1K	3K	6K
N-3 SQL Unlimited Server	\$650	\$550	\$475	\$400	\$350

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

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Comm Server & Comm Workstation

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

Annual US dollar commitment level for two-year license

(US versions)	\$100K	\$200K	\$640K	\$1.4M	\$2.9M
N-4 Comm Server: (2-10 users)	\$400	\$340	\$290	\$250	\$220
Comm Server: (2-32 users)	\$1300	\$1100	\$950	\$800	\$700
Comm Server (unlimited)	\$1900	\$1600	\$1350	\$1100	\$900

	\$67.5K	\$110K	\$300K	\$510K	\$1.35M
N-5 Comm Workstation	\$135	\$110	\$100	\$85	\$75

Note 1: Royalties for all localized products are 15% higher than US version counterpart shown here.

Note 2: Upgrading of network products requires payment of 110% of the difference in price.

Note 3: Commitment to Comm Server = Workstation commitment + Server Version commitment

Example: \$300K Workstation level commitment and \$200K server level commitment

Min Commitment = \$300K + \$200K = \$500K

This example OEM pays Comm Workstation royalties at \$100, 2-10 User at \$340, 2-32 User at \$1,100, and Unlimited User at \$1,600.

Note 4: There is a separate Exhibit C for the Comm Server and the Comm Workstation product.

LAN Manager/X Server

Standard platform for allowing DOS and OS/2 workstations to communicate with non-OS/2 servers.

Annual unit commitment level for two-year license

(US versions)	250	500	1K	2K	3K	6K
N-6 LAN Manager/X (unlimited)	\$650	\$600	\$550	\$500	\$450	\$400
(1-10 users)	\$400	\$350	\$300	\$250	\$200	\$150

Note 1: Fee for hosting source on initial computer: \$75,000. Fee for subsequent hosts: \$45,000.

Note 2: Source code fee: \$75K for the first copy, \$45K for the second copy.

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MS Printer Description Languages

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

Product Offering	Annual commitment level for two-year contracts					
	1.5K	5K	10K	25K	50K	100K
P-1 MS Printer Description Language (PDL) (for printers up to 600 DPI) <i>Emulations not bundled with PDL</i>	\$150	\$75	\$70	\$65	\$60	\$55
MS PCL	\$25	\$10	\$5	\$3	\$2	\$1
MS GL	\$25	\$10	\$5	\$3	\$2	\$1
MS FX80	\$10	\$5	\$3	\$2	\$1	\$.25
MS D630	\$10	\$5	\$3	\$2	\$1	\$.25
MS PRO	\$10	\$5	\$3	\$2	\$1	\$.25
<i>Emulations bundled with PDL</i>						
1 emulation	\$10	\$5	\$4	\$3	\$2	\$1
2 emulations	\$15	\$7	\$6	\$4	\$3	\$1.50
3+ emulations	\$20	\$10	\$8	\$6	\$4	\$2

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

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

**HIGHLY
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Each product added to a license requires a commitment. See worksheet. Read notes before using price list.

Product Offering	
P-2 MS PDL Source Code Access Fees	
MS PDL Roman Version	\$250,000
MS PDL Kanji Version	\$325,000

Note 1: Source code purchase includes 35 Roman outline fonts, 2 days training at Microsoft location, design documentation, pseudo code, source code media.

Note 2: Purchase entitles customer to existing MS PDL source (previously known as Bauer PDL) and access to the source for version 1.0 of MS/Apple PDL.

Emulation Language Source Code Access Fees

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

Product Offering	
P-3 Emulation Language Source Code Access Fees	
MS Printer Control Language (PCL) (HP LaserJet Series II emulation)	\$95,000
MS Graphics Language (GL) (HP 7475A emulations)	\$95,000
MS FX80 (Epson FX-80 emulation)	\$50,000
MS D630 (Diablo 630 API emulation)	\$50,000
MS Proprinter (IBM Proprinter emulation)	\$50,000

Note 1: Emulation language source includes training at Microsoft location, source code media.

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OEM Bulk Mice

Software and manual duplication licensed for OEM production.

**HIGHLY
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We sell bulk quantities of the following 200 d.p.i OEM Mice with a 2.5 meter cable: 1) 9-pin serial mice, 2) 25-pin serial mice, 3) PS/2 mice, and 4) InPort mice. A 9-pin to 25-pin serial adapter cable is available. "Standard" Microsoft Mice are Microsoft White, with a beige Microsoft logo in the 9-pin serial, PS/2 and InPort mice. Microsoft usually has a buffer stock of "standard" products. Mice are also available without a Microsoft logo in the Microsoft White color. These are ordered as needed. The following is included with the price of the Mouse: a) industry standard Microsoft Mouse software driver and b) Mouse installation guide (ASCII file format). The OEM can order camera-ready documentation for an additional fee. Customized mice are available for an additional charge, but are not encouraged. The 400 d.p.i OEM Mice will be available in FY90Q3 timeframe.

Special to Microsoft Int'l Subsidiaries: To get an OEM started, the account manager must have the OEM sign the mouse license that covers two distinct activities: 1) the mouse hardware distribution agreement, & 2) a mouse software duplication license. The mouse license is between the OEM and the local subsidiary; it is signed by the subsidiary general manager or regional director for areas without subsidiaries. It gives the OEM a US\$ purchase price based on a volume purchase obligation and restricts his sale of the mice (including the driver software) to purchasers of his hardware. This license grants the OEM rights to duplicate our mouse driver software so long as a) it is only distributed on the OEM's hardware with the Microsoft Mouse that is purchased from the local warehouse and b) the OEM acknowledges and protects our rights to the software. The standard license can be signed by the local subsidiary general manager or regional director. *Jon Shirley must approve signing of this license if there are any modifications.*

Product Offering	Standard Part No. MS Logo	Part No. w/o MS Logo	Annual unit commitment level				
			5K	10K	20K	50K	100K
H-1 Serial Mouse: 25-pin	2800	3892	\$39.75	\$28.25	\$25.25	\$22.25	\$20.25
Serial Mouse: 9-pin	2807	3701	\$39.65	\$28.15	\$25.15	\$22.15	\$20.15
PS/2 Mouse	2801	3702	\$39.75	\$28.25	\$25.25	\$22.25	\$20.25
InPort Mouse, Connector, InPort Chip	2799 900-206-000 900-110-003	3700 900-206-000 900-110-003	\$42.80	\$29.30	\$26.30	\$23.30	\$21.30
InPort Mouse, Connector	2799 900-206-000	3700 900-206-000	\$31.80	\$23.30	\$20.80	\$18.30	\$16.80
9-pin to 25-pin adapter	05685		\$4.75	\$4.25	\$3.75	\$3.25	\$3.00

Note 1: Prices above are FOB Microsoft; Australia add \$1/each.

Note 2: OEM Mouse Evaluation Kit: \$100. Part number 134-499V100 through Canyon Park. Includes PS/2 mouse, 9-pin serial mouse, 9-25 pin adapter, hardware specification, marketing material.

Note 3: The new Mouse software driver version 7.0 is available to OEM's for \$10K. If a customer has a "driver-only" license, contact PamelaF before upgrading to version 7.0.

Note 4: If the InPort Mouse Connector (900-206-000) is not desired, deduct \$.50/unit.

Options (applies only to 10K unit min orders)	Per-unit Charge	First Order Lead Time
Custom Mouse & Cable Color	ask pamelaf	ask pamelaf
3 meter cable	\$0.50	120 days
1.5 meter cable	-.50	120 days
Custom logo	ask pamelaf	ask pamelaf
Mouse Setup Program (MSETUP) & Control Panel (CPANEL)	\$0.50	
Control Panel (CPANEL)	\$0.25	

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OEM Packaged Mice

Outside US only. Packaged ready-to-sell with OEM hardware; sold to manufacturers and machine importers.

Product Offering FOB subsidiary warehouses	Part Number	Minimum order size in units		
		100-499	500-999	1000+
H-2 Int'l English (replaces 056-099zv100)	134-399zv100	\$68	\$63	\$58
French	134-399fv100	\$68	\$63	\$58
Multilingual (replaces 056-395bbv100) Manual includes Dutch, Swedish, Finnish, Spanish, Italian, French, German	134-399mzv100	\$68	\$63	\$58

Note 1: Sold in the same way as Packaged DOS up to 1,000 units.

Note 2: Each SKU includes:

- Mitsumi mouse with Microsoft Logo 9-pin (200 d.p.i.)
- Dual disk media (driver but no Cpanel and no Msetup)
- Plain low-end standard white box with new, clear clam shell
- OEM Mouse Installation Guide (English, French or multilingual)
- 9-pin to 25-pin adapter
- Standard 2.5 meter cable

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OEM Packaged Mouse/DOS Bundle

US Only. Bundles DOS 4.01 and OEM Mouse.

Product Offering FOB US warehouse	Part No.	Price
H-3 OEM packaged mouse/DOS bundle	024-014V100	\$110

Note 1: Includes a 9-pin serial 200 d.p.i. mouse and dual media (5.25" and 3.5").

OEM Packaged Mice 50-Pack

US Only.

The OEM Mouse 50 pack provides an easy way for US OEMs to include a mouse with their machines. The 50 pack is structured to include mice, documentation & software. The OEM can choose the type of mouse (PS/2 or 9-pin), software media type (5.25 and/or 3.5 inch disks), and an optional 9-pin to 25-pin adapter. See notes.

Product Offering	Part No.	Price
H-4 PS/2 Mouse: 50 PS/2 mice, 50 installation guides	134-295-003	\$2,350.00
9-Pin Mouse: 50 9-Pin mice, 50 installation guides	134-199-006	\$2,350.00
5.25" Disks: 25 per package in legal envelope with registration card	134-199-004	\$62.50
3.5" Disks: 25 per package in legal envelope with registration card	134-195-004	\$112.50
9-25 Pin Adapter, each	05685	\$118.75

Note 1: The OEM must buy software and hardware in a 1:1 mouse/disks ratio. The disks may be any combination of 5.25" and 3.5" disks.

Note 2: The legal envelope includes a registration card; Microsoft will support these mice.

Applications & Languages: General Guidelines**HIGHLY
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Any potential royalty deals for applications or languages should be discussed with the VP of OEM.

Please note: Microsoft no longer provides OEM kits for languages or applications.

PC Works

PC Works sales should be pursued as packaged product directly from the local warehouse for commitments less than 25,000 units.

	Royalty Product Offering (US version)	Annual unit commitment level for two-year licenses			
		<25K	25K	50K	100K+
W-1	PC-Works	See above	\$20	\$15	\$10

Note 1: Negotiate vigorously for guaranteed advertising featuring Works.

Note 2: Royalties for localized versions additional 15%.

Note 3: These prices are for Works without Checkwrite.

Note 4: Upgrades from Works 1.x are at 50%.

Royalty Commitment Worksheet: Microsoft Internal

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Customer _____ Quotation Date* _____

Processors Covered _____ Pricing Table _____

Per System Products

	Product	Units per Year	Per System Unit Royalty	=	Annual Commitment
1.	_____	_____	_____	=	_____
2.	_____	_____	_____	=	_____
3.	_____	_____	_____	=	_____
4.	_____	_____	_____	=	_____
5.	_____	_____	_____	=	_____
6.	_____	_____	_____	=	_____
7.	_____	_____	_____	=	_____

Per Copy Products

	Product	Units per Year	Per System Unit Royalty	=	Annual Commitment
1.	_____	_____	_____	=	_____
2.	_____	_____	_____	=	_____
3.	_____	_____	_____	=	_____
4.	_____	_____	_____	=	_____
5.	_____	_____	_____	=	_____
6.	_____	_____	_____	=	_____
7.	_____	_____	_____	=	_____

Final Contract Commitment \$ _____

Notes

Quotation prepared by: _____

* Note: this quotation is valid for 30 days from this quotation date. *