
From: Rick Wong
Sent: Tuesday, September 03, 2002 5:38 PM
To: Mark Chestnut
Cc: Ron Wollum; Rob Young (OEM)
Subject: FW: Corel and Star Office
Follow Up Flag: Follow up
Due By: Wednesday, September 04, 2002 5:00 PM
Flag Status: Flagged
Attachments: Corel Star Office OEM Competitive Tracker.xls

Mark, Here's the quick info. Ron/Rob please correct any of my info. I know they told us only 100K units on the US deal but I thought I read that Corel said it would be 1M. Ron, Please give the accurate amount. Also, I couldn't remember the name of Corel's pre-installed offering that allows the customer to upgrade to the full suite. I though it Productivity Pack but correct me if I'm wrong. thx

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

From: Mark Chestnut
Sent: Tuesday, September 03, 2002 12:30 PM
To: Carl Sittig; Thomas Bauer; Rick Wong; Lars Boesen; Dale Watanabe; Ken Goetsch; Melody O'Tierney
Cc: Rodrigo Costa; Mike Oldham
Subject: Corel and Star Office
Importance: High

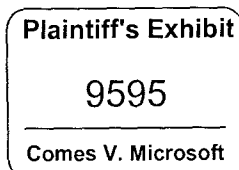
We need to pull together an update for Rodrigo on Corel and Star Office competitive activities for covered OEMs and for each region.

Can you please complete the attached template for your accounts and return to be by end of day tomorrow.

If you have any questions on the template let me know.

Thanks

8/8/2005



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INSTRUCTIONS:

<p>STEP ONE: Threat Sensor Part 1</p> <p>Click on the tab below that represents the region in which your OEM is headquartered.</p> <p>-For MNAs, please click on the region that you work in--this will be where you enter your data.</p> <p>-For ESG customers, please click on the appropriate device category that is pertinent to your customer. Multiple customers can be entered in multiple device categories.</p>	<p>STEP TWO: Threat Sensor Part 2</p> <p>Once inside the Threat Sensor tab that is most appropriate to your region and customer type, please proceed to the row that represents the OEM that you manage. Here you will enter either the number 1, 2, 3, or N/A.</p> <p>-1 represents no Linux threat with this OEM and is the default entry.</p> <p>-2 represents this OEM is evaluating Linux</p> <p>-3 represents OEM is shipping or has decided to ship Linux</p> <p>-N/A represents "Not Applicable" to my account. This should be used only if your account does not participate in this business.</p>
<p>STEP THREE:</p> <p>After completing the Threat Sensor tab that is most appropriate to your region and customer type, please type in your alias or initials into the column entitled "Signoff" to indicate that data was entered or reviewed for your account's this month.</p>	<p>STEP FOUR: Deals Pending</p> <p>After completing the Threat Sensor tab that is most appropriate to your region and customer type, please click on the "Deals Pending" tab below. Enter in any deal that you are aware of either at your account itself or even in the region you work in where Linux is being considered as the OS option. This can include a deal at the OEM itself to pre-install Linux or can be a Government or Educational institution that has put out a bid for PCs or Servers. If you do not know of any deals pending at your OEM or in your region, there is no action for you in this tab</p>
<p>STEP FIVE: Win/Loss Step 1</p> <p>Upon completing the Deals Pending section, please click on the Linux Win/Loss tab below.</p> <p>Enter in the information requested on Row 3 in the rows below. Please make sure to complete each row in its entirety if you choose to enter a win or a loss.</p>	<p>STEP SIX: Save Your Work</p> <p>After completing the Linux Win/Loss template, please click on File and then Save to save your work to the share where this document will reside.</p> <p>To ensure integrity of the data, there will be one master copy of this document on a share that everyone in the division can access. Please make sure that when opening the file you complete your entries in a timely manner and then save and close the file so that others can enter their information.</p>

Summary

Sheets	August	September	October	November	December	January	February	March	April	May	June
US	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
ICON	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
ASIA	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
EMEA	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Total OEM Threat Sensor	1.07	1.07	1.07	1.07	1.07	1.07	1.07	1.07	1.07	1.07	1.07
ESG Server Appliances	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
ESG Connected Client	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
ESG IP Phone	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
ESG Thin Client	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
ESG Mobile Client	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Total ESG Threat Sensor	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Total OEM/ESG Threat Sensor	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!

Linux OEM Threat Sensor

Key	High (3)			Medium (2)			Low (1)			N/A (N/A)			OEM is Shipping Linux OEM is Evaluating Linux No Threat Not Applicable to OEM												
	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	
OEM																									
ACR COMPUTADORES LTDA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
ASIA IN COMPUTER INC	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
AVIS Technologies of Puerto Rico I	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
CEVEN S A	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
CEVA TECHNOLOGIE	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
CONFTRAC COMPUTER INC	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
CYBERNETIQUE TECHNOLOGIE INC	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
EVANG INDUSTRIA E DA AMAZONIA SA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
FRANSA S A	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
GAMBASSO S A I C E I	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
GATE COMPUTERS AND PARTS S A	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
GRANDITE SUBSTITUTAMENT LTDA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
IMPZ S A	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
ITALFAC PHA CO SAS	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
LANSX TECHNOLOGY S A DE C V	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
MDI COMPUTERS CANADA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
METRON I INDUSTRIA ELETRONICA LTDA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
MSD COMPUTER PRODUCTS	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
NOVADAT SISTEME E COMPUTADONES	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
OLIVETTI MEDICINA S A	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
POSTIVO INFORMATICA LTDA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
PROCOMP INDUSTRIA ELETRONICA LTDA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
PROFT-TEC COMPUTERS INC	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
SAITACX COMPUTER	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
SEMP TOWNSA INFORMATICA LTDA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
SPI MICRO	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
SUPERON-CANADA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
UNIVERS BRASIL LTDA	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1		
Average	1.00	1.00		1.00	1.00		1.00	1.00		1.00	1.00		1.00	1.00		1.00	1.00		1.00	1.00		1.00	1.00		

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Linux OEM Threat Sensor

Key	High (1)		Medium (2)		Low (3)		N/A (N/A)		OEM is Shipping Linux OEM is Evaluating Linux No Threat Not Applicable to OEM															
	Desktop	Server	Desktop	Server	Desktop	Server	Desktop	Server	August			September			October			November			December			
OEM	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff
ACER INCORPORATED	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
AGI CORP.	N/A (N/A)	N/A	substante	N/A (N/A)	N/A		N/A (N/A)	N/A		N/A (N/A)	N/A		N/A (N/A)	N/A		N/A (N/A)	N/A		N/A (N/A)	N/A		N/A (N/A)	N/A	
Ambat	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Alpha Technology	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
ARMED SERVICES INC.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
ASUSTEK COMPUTER INC.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
COMBIA CO., LTD.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Computer Tech International	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Cybernet Computer	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
DARWOOD TELECOM LTD.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Bevon	1	N/A	substante	1	N/A		1	N/A		1	N/A		1	N/A		1	N/A		1	N/A		1	N/A	
FIRST INTERNATIONAL COMPUTER INC.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
POLYNOR COMPUTER SYSTEM COMPANY LTD	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
PLUTUS IEL TRADING SIA/PTE LTD.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
PLUTUS LTD	3	3	substante	3	3		3	3		3	3		3	3		3	3		3	3		3	3	
QEMRUE CLC INC.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
QSI SINGAPORE PTE LTD	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Qwest West	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
HEL Infocystems Limited	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Hiway Computer Co., Ltd.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Hotnet Australia Corporation	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
HFACHI LTD	3	3	substante	3	3		3	3		3	3		3	3		3	3		3	3		3	3	
HSUNG TECH ENTERPRISE CO., LTD.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
HYUN AJ COMPUTER CO., LTD.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
HYUNDAI MULTIMEDIA COMPUTER CO., LTD.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
HYUNDAI CORPORATION	1	N/A	substante	1	N/A		1	N/A		1	N/A		1	N/A		1	N/A		1	N/A		1	N/A	
Info	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Labson Sdn Bhd	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
JOYONH TECH CO., LTD	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
LEGEND (SHANGHAI) LTD.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
LG International Corp.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Meizu Mobile Co., Ltd.	1	N/A	substante	1	N/A		1	N/A		1	N/A		1	N/A		1	N/A		1	N/A		1	N/A	
MSBOS Berlin	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
MSBOS Blue It	1	2	substante	1	2		1	2		1	2		1	2		1	2		1	2		1	2	
NETA BUSINESS DIGITAL CORPORATION	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
MILNEMON & STORAGE TECHNOLOGY	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Netu & Computer Inc.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
NEC Australia	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
NEC CORPORATION	3	3	substante	3	3		3	3		3	3		3	3		3	3		3	3		3	3	
Ocean Office Australia	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
ONE ELECTRIC CO LTD	N/A (N/A)	1	substante	N/A (N/A)	1		N/A (N/A)	1		N/A (N/A)	1		N/A (N/A)	1		N/A (N/A)	1		N/A (N/A)	1		N/A (N/A)	1	
Orius Computer Technology	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
PCB INDUSTRIES LIMITED	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Pegasus	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	
Pined Computer Co., Ltd.	1	1		1	1		1	1		1	1		1	1		1	1		1	1		1	1	

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Key	High (1)		OEM is Shipping Linux			OEM is Evaluating Linux		No Threat			Not Applicable to OEM				
	Medium (2)														
	Low (3)														
	N/A (N/A)														
OEM	August			September			October			November			December		
	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff
PRETECH CO., LTD	1	1					1	1							
Qiyueta Hain Computer Co., LTD.	1	1					1	1							
QIANJIAN DEBONE IN. LTD	1	1					1	1							
SAMKANG ELECTRONICS CO. LTD.	1	1					1	1							
Seagate	1	1					1	1							
SHARP CORPORATION	1	N/A	announced	1	N/A		1	N/A		1	N/A		1	N/A	
SONY CORPORATION	1	N/A	announced	1	N/A		1	N/A		1	N/A		1	N/A	
RTIFIC CO., LTD.	1	N/A	announced	1	N/A		1	N/A		1	N/A		1	N/A	
SPECTRA INNOVATIONS P-WA PVT. LTD	1	1					1	1					1	1	
SUNG S. COMPUTEC CO., LTD	1	1					1	1					1	1	
SYNEX TECHNOLOGY INTERNATIONAL	1	1					1	1					1	1	
TATUNG COMPANY	1	1					1	1					1	1	
TCL	1	1					1	1					1	1	
Tachida Systems Sdn Bhd	1	1					1	1					1	1	
TOKYO ELECTRON LIMITED	1	1					1	1					1	1	
TungShing	1	1					1	1					1	1	
TOSHIBA CORPORATION	2	2	announced	2	2		2	2		2	2		2	2	
TRIMEX COMPUTERS INC.	1	1					1	1					1	1	
TWINHEAD INTERNATIONAL CORP	1	1					1	1					1	1	
Uyven Technology Co., LTD	1	1					1	1					1	1	
Uniflex	1	1					1	1					1	1	
US&K INTERNATIONAL INC.	1	1					1	1					1	1	
Whitaker Technologies Pte Ltd	1	1					1	1					1	1	
Wipac Limited	1	1					1	1					1	1	
XANDER INTERNATIONAL CORP.	1	1					1	1					1	1	
Average	1.00	1.02		1.00	1.02		1.00	1.02		1.00	1.02		1.00	1.02	

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Linux OEM Threat Sensor

Key	High (D)		Medium (M)		Low (L)		N/A		OEM is Shipping Linux OEM is Evangelizing Linux No Threat Not Applicable to OEM											
	September												October		November		December		January	
	August			September			October			November			December			January				
	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff		
OEM																				
AMCO	1	1		1	1		1	1		1	1		1	1		1	1			
Alacritty	1	1		1	1		1	1		1	1		1	1		1	1			
Active Hearing Device	1	1		1	1		1	1		1	1		1	1		1	1			
AJC	1	1		1	1		1	1		1	1		1	1		1	1			
Alkater	1	1		1	1		1	1		1	1		1	1		1	1			
Aptanam64	1	1		1	1		1	1		1	1		1	1		1	1			
Aquerul	1	1		1	1		1	1		1	1		1	1		1	1			
Bus	1	1		1	1		1	1		1	1		1	1		1	1			
Calculator	1	1		1	1		1	1		1	1		1	1		1	1			
Chess	1	1		1	1		1	1		1	1		1	1		1	1			
Client	1	1		1	1		1	1		1	1		1	1		1	1			
Collator	1	1		1	1		1	1		1	1		1	1		1	1			
Dan	1	1		1	1		1	1		1	1		1	1		1	1			
Dobby	1	1		1	1		1	1		1	1		1	1		1	1			
DIV	1	1		1	1		1	1		1	1		1	1		1	1			
DSC	2	2		2	2		2	2		2	2		2	2		2	2			
SCB	1	1		1	1		1	1		1	1		1	1		1	1			
Blaze	1	1		1	1		1	1		1	1		1	1		1	1			
Screen Network AAA	1	1		1	1		1	1		1	1		1	1		1	1			
Streamline	1	1		1	1		1	1		1	1		1	1		1	1			
Extra	1	1		1	1		1	1		1	1		1	1		1	1			
Public Wireless Computers Queue	2	2		2	2		2	2		2	2		2	2		2	2			
Gufoom AG	2	NA		2	NA		2	NA		2	NA		2	NA		2	NA			
Hellfire	1	1		1	1		1	1		1	1		1	1		1	1			
Higway	1	1		1	1		1	1		1	1		1	1		1	1			
Hydrus	1	1		1	1		1	1		1	1		1	1		1	1			
Igniter	1	1		1	1		1	1		1	1		1	1		1	1			
IM	1	1		1	1		1	1		1	1		1	1		1	1			
PC Armistice	1	1		1	1		1	1		1	1		1	1		1	1			
Karma AG	1	1		1	1		1	1		1	1		1	1		1	1			
Nevaltech	1	1		1	1		1	1		1	1		1	1		1	1			
Leo	1	1		1	1		1	1		1	1		1	1		1	1			
Lani	1	1		1	1		1	1		1	1		1	1		1	1			
Major AG	1	1		1	1		1	1		1	1		1	1		1	1			
Marcell	1	1		1	1		1	1		1	1		1	1		1	1			
Manula AG	2	1		2	1		2	1		2	1		2	1		2	1			
Masterart	2	1		2	1		2	1		2	1		2	1		2	1			
Medusa	1	1		1	1		1	1		1	1		1	1		1	1			
Mish	1	1		1	1		1	1		1	1		1	1		1	1			
MicroLink	1	1		1	1		1	1		1	1		1	1		1	1			
Min AB	1	1		1	1		1	1		1	1		1	1		1	1			
Midcamp	1	1		1	1		1	1		1	1		1	1		1	1			
ORZ	1	1		1	1		1	1		1	1		1	1		1	1			
Phoenix	1	1		1	1		1	1		1	1		1	1		1	1			
Perimetry	1	1		1	1		1	1		1	1		1	1		1	1			
Pyromix	1	1		1	1		1	1		1	1		1	1		1	1			
Quorum	1	1		1	1		1	1		1	1		1	1		1	1			

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Key	High (3)	Medium (2)	Low (1)	N/A (N/A)	N/A	OEM is Shipping Linux OEM is Evaluating Linux No Trials Not Applicable to OEM												
	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff
	August			September			October			November			December			January		
	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff	Desktop	Server	Signoff
OEM																		
ACC	1	1		1	1		1	1		1	1		1	1		1	1	
Acc	1	1		1	1		1	1		1	1		1	1		1	1	
ATI	1	1		1	1		1	1		1	1		1	1		1	1	
Autodesk AG	1	1	mb	1	1		1	1		1	1		1	1		1	1	
Autodesk AG	1	1	mb	1	1		1	1		1	1		1	1		1	1	
Belling Point	1	1	mb	1	1		1	1		1	1		1	1		1	1	
Blizzard	1	1		1	1		1	1		1	1		1	1		1	1	
Blizzard Management AG	1	1	mb	1	1		1	1		1	1		1	1		1	1	
Blizzard & King	1	1	mb	1	1		1	1		1	1		1	1		1	1	
BOHCO CONSULTING	1	1		1	1		1	1		1	1		1	1		1	1	
Borg	1	1	STRENGTH	1	1		1	1		1	1		1	1		1	1	
Burbank	1	1		1	1		1	1		1	1		1	1		1	1	
Two Wars Computer	1	1		1	1		1	1		1	1		1	1		1	1	
Thales	1	1		1	1		1	1		1	1		1	1		1	1	
Tyco	1	1		1	1		1	1		1	1		1	1		1	1	
TV	1	1		1	1		1	1		1	1		1	1		1	1	
TruSoft	1	1	mb	1	1		1	1		1	1		1	1		1	1	
TruSoft	1	1	mb	1	1		1	1		1	1		1	1		1	1	
Unisys	1	1		1	1		1	1		1	1		1	1		1	1	
Vision	1	1		1	1		1	1		1	1		1	1		1	1	
Vista	1	1		1	1		1	1		1	1		1	1		1	1	
Workware AG	1	1		1	1		1	1		1	1		1	1		1	1	
Cherish Software	1	1	NOUVEAU	1	1		1	1		1	1		1	1		1	1	
Infused	1	1	NOUVEAU	1	1		1	1		1	1		1	1		1	1	
JP 64 Codes	1	1	NOUVEAU	1	1		1	1		1	1		1	1		1	1	
Sibel	1	1	NOUVEAU	1	1		1	1		1	1		1	1		1	1	
Chp7	1	1	NOUVEAU	1	1		1	1		1	1		1	1		1	1	
Micro Solutions	1	1	NOUVEAU	1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
	1	1		1	1		1	1		1	1		1	1		1	1	
Average	1.10	1.04		1.10	1.04		1.10	1.04		1.10	1.04		1.10	1.04		1.10	1.04	

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Linux OEM Threat Sensor

Key	High (3)		OEM is Shipping Linux					OEM is Evading Linux					No Threat						
	Medium (2)		Not Applicable to OEM					Not Applicable to OEM					Not Applicable to OEM						
	Low (1)		Not Applicable to OEM					Not Applicable to OEM					Not Applicable to OEM						
OEM	NA		WA		Not Applicable to OEM					Not Applicable to OEM					Not Applicable to OEM				
	NAS	WEB	Security	Telcom	OTHER	Signoff	NAS	WEB	Security	Telcom	OTHER	Signoff	NAS	WEB	Security	Telcom	OTHER	Signoff	
Adobe Video	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Advanced	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Alcatel	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Akbar	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
AMS	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Amey	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Amey	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Canon	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Claro	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Compaq Computers	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Digital vs. Summit	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Digital Storage	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Dynastec Network Factory	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Equinox	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Evansham	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Essex	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
IBM PC	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Inter-af	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Integr	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Logview	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Locket	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Mastec	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Meridian	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
MTH Technologies	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
NEC-DI	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
NetLaser	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Novel	0	0	2	2	0	0	0	0	2	0	0	0	0	0	2	0	0	0	
Novvision	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Siemens ICM	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Storage Computer	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
StorageTek	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Starbase	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Vertical Networks	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Vigora	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Winchester	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Wynotec	1	1	0	0	2	0	1	0	0	0	0	0	0	0	0	0	0	0	
Pujato Systems Computers	1	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	
Pyramid	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	
UAT	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Novia	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem37	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem38	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem39	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem40	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem41	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem42	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem43	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem44	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem45	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem46	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem47	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem48	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem49	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem50	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem51	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
oem52	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	

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High (3) OEM in Shipping Linux
 Medium (2) OEM in Evaluating Linux
 Low (1) No Threat
 WA (WA) Not Applicable to OEM

Key	High (3)		Medium (2)		Low (1)		WA (WA)		Not Applicable to OEM															
	OEM																							
	August															September					October			
	NAS	WEB	Security	Telcom	OTHER	Signoff	NAS	WEB	Security	Telcom	OTHER	Signoff	NAS	WEB	Security	Telcom	OTHER	Signoff						
00053	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00054	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00055	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00056	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00057	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00058	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00059	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00060	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00061	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00062	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00063	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00064	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00065	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00066	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00067	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00068	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00069	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00070	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00071	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00072	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00073	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00074	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00075	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00076	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00077	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00078	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00079	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00080	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00081	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00082	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00083	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00084	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00085	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00086	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00087	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00088	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00089	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00090	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00091	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00092	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00093	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00094	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00095	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00096	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00097	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00098	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
00099	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1					
Average	1.02	0.99	1.03	1.00	1.00	1.01	0.99	1.03	1.00	1.00	1.01	0.99	1.03	1.00	1.00	1.00	1.00	1.00	1.00					

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FY03 Corel / Star Office OEM Competitive Summary

OEM Customer	Competitor	Region / Country	Status ("Signed" or "Negotiation")	Initial Ship Date	Annual Forecast Qty Units	OEM Key Decision Factors	MS OEM Action Plan
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Covered OEMs

Corel	Productivity Pack	US	Signed	Sep-02 1M		Support Costs & Price	Wait & out. Corel can't continue to carry the support burden. We offered Dell Works for free on their CPS systems and they turned us down sighting support.
Dell							
Compaq							
HP							
IBM							
Sony							
Toshiba							
Gateway							
Fujitsu							
FSC							
NEC							
Acer							
NEC CI							
Medion							
eMachines							
Samsung							
Legend							
Hitachi							
Trigem							
Sharp							
Sotec							

Uncovered OEMs: Asia

Uncovered OEMs: EMEA

Uncovered OEMs: Americas