
From: Mark Wood
Sent: Thursday, April 10, 2003 12:39 PM
To: Liz Courmoyer
Cc: Andy Forsberg
Subject: RE: MS DELL OEM

Liz, good talking to you today. Let me know if you need more info. For completeness, I've inserted comments in your mail below.

Thanks,
Mark

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

From: Liz Courmoyer
Sent: Thursday, April 10, 2003 9:17 AM
To: Mark Wood
Cc: Liz Courmoyer; Andy Forsberg
Subject: FW: MS DELL OEM

Hello Mark,

I spoke with Andy and wanted to make sure the following scenario relative to DELL OEM licensing is correct on the application side. Please advise and thanks very much for your help.

Liz Courmoyer
Partner Account Manager
Microsoft Government

202-243-6714
lizco@microsoft.com

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

From: Liz Courmoyer
Sent: Thursday, April 10, 2003 11:49 AM
To: Andy Forsberg
Cc: Liz Courmoyer
Subject: MS DELL OEM

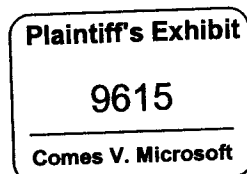
Hello Andy,

I spoke with Rob Young and he forwarded me to you relative to the OEM arrangement we have with DELL. Below is an outline provided us by Mark O'Donnell but we were hoping to get the exact language from the agreement as to the can's and can't of when they can sell what under OEM. As background, several MS Sales Mgrs are engaging with DELL and are not sure what is permissible under the OEM agreement and what is not allowed.

I can be reached at 202-243-6714 and would also like to talk with you to make sure my understanding is correct. Also, Rob mentioned the field sales group does not receive compensation on the O/S but do receive compensation for applications with the exception of Office Pro.

Let's talk and thank you so much for your help.

5/16/2006



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

From: Mark O'Donnell
Sent: Saturday, April 05, 2003 8:57 PM
To: Carol Kerins
Cc: Liz Cournoyer
Subject: RE: DELL

All...

Be sure not to confuse the PC rules with the Server rules. To recap, these are the rules as they apply to Dell:

PC's

Operating System

PC's must be sold with an O/S.

In some cases, this O/S can be Linux

Dell really can't sell "naked" PCs

Vood] For more info on Dell rights to sell desktop OS licenses, check with Rob Young (OEM).

Applications (Office)

Can sell GSA Select copy of Office, or

Can load customer image of Office,

CANNOT sell OEM Office products to Federal customers (forbidden in MS/Dell OEM license agreement).

Vood] For more info on Dell rights to sell Office licenses, check with:

M licenses: Ron Wollum

en/Select licenses: Debbie Patterson

Servers

Operating System

Can sell "naked" (no O/S) <<cheapest option

Can sell with OEM O/S (& 5 CALs) <<next cheapest

Can sell Select version of O/S off Dell's GSA Schedule if customer requests it <<more expensive

Vood] Dell is licensed to distribute OEM licenses of all versions of server OS, Win2K & WS03 (but not NT.)

restrictions are:

Academic Editions only in US, and only to qualified customers (standard rules for MS Academic Edition licenses.)

Selected "reduced royalty" versions for non-English languages are available in limited regions. None of these are applicable to US Govt sales.

Each OS version has specified hardware & usage restrictions (e.g., Standard Server only supports 4 procs, Server Edition only used for web serving, etc.)

Each license for server OS includes CALs. Standard Server & SBS includes 5 CALs. Win2K AS & WS03 EE includes 25 CALs.

For more info on Dell rights to sell server OS via Open & Select, check with Debbie Patterson.

Applications

There are a limited # of server apps that can be sold as OEM products. SQL is one.

Vood] Dell does not currently license any Microsoft server applications for OEM distribution, other than MS SQL Server.

For more info on Dell rights to sell server applications via Open & Select, check with Debbie Patterson.

Liz Cournoyer

5/16/2006

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