

Digital Research (UK) Ltd. TEL 011
Oxford House, Oxford Street, Newbury, Berkshire RG13 1JG. FAX 041
Newbury TEL 041
Berkshire RG13 1JG, England

FAX

PLAINTIFF'S
EXHIBIT
1204 A
Comes v. Microsoft

TO: ~~Mr Dick Williams~~
Pete DiCorti
John Broadhead
Richard Gibbs

FROM: Robert Gunn

DATE: 29th January 1992

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SUBJECT: Competing with Microsoft

A recent rudimentary, and admittedly, unscientific market survey was conducted in our UK office recently, which revealed that some 40% of PC manufacturers advertising their wares in two or three UK magazines, either offered Windows bundled with their PC's as standard, or alternatively, as an available option.

What we all know is that Windows is increasingly being provided by OEM's to their customers.

It is also becoming very clear that Microsoft will not licence Windows to their OEM's unless they take MS DOS 5.0 as well.

The enclosed communication from Microsoft to a UK based small OEM, clearly states this in writing as being their standard policy. Increasingly as a result,

The only alternative for the OEM's is to buy Windows in quantities through the Distribution channels at pricing which is somewhat prohibitive for them.

Whilst Lindsay is liaising with Linnat, and Novall's new UK based lawyer on the legality of it all, my point of it is with the impending launch of Windows 3.1, our sales people are going to find it getting still tougher.

Richard Gibbs is looking into ways as to how these OEM's can source Windows independently of MS DOS, but failing that, we really need to be able to offer the OEM's an alternative. In my view this brings us back to the issue of being able to sell NetWare Lite as an OEM product.

LW 0017601

302 RECEIVED JAN 29 1992

Registered office: Oxford House, Oxford Street, Newbury, Berkshire RG13 1JG. Company registration no. 1818093

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LEE A. BURSTEN

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Comes v. Microsoft

At a sales meeting we had in the UK last week, I made it clear to the OEM sales staff there that if they have serious proposals which they have discussed with potential OEM's which involve NetWare Lite, then they should put them together on paper, pass them through me, and I will pass them up the line to Dick for active consideration.

I would like to discuss this further with you once we have got Quarter 1 out of the way.

Regards

JCF
Guano
Robert Gunn.

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Correct
23 JAN 1992 18:31
This is, as expected, not a detailed
but does confirm their position
FAO. RICHARD THOMPSON / P.E.

Microsoft

FAX


ATTN: MIKE DAVIS
COMPANY: DIAMOND TRADING
FAX NO 0926 883234
FROM: ELLEN TAYLOR
DATE: 23 JANUARY 1992
PAGE: 1 OF 1

Dear Mike

Further to our conversation yesterday, I am writing to confirm that Microsoft is unable to supply you Windows as a single product.

Microsoft will only sell you Windows as a combined packaged with MS-DOS version 5.

Yours sincerely


Ellen Taylor
OEM Sales
Microsoft Ltd.

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