



Digital Research
WE MAKE COMPUTERS WORK

CC

General Purpose Operating Systems 111
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RG/jb/let24

8th October 1990

Mr. Mike Shelton,
 Lotus Development (UK) Ltd.,
 Lotus Park,
 The Causeway,
 Staines,
 Middlesex.
 TW18 3AG

Dear Mike,

I appreciated the opportunity of meeting with you yesterday. I believe that we covered a significant area of ground during our discussions, and as such thought it worthwhile to detail the salient points.

1. Both Lotus and Digital Research can see advantages with regard to closer sales and marketing links with DR DOS 5.0 and LotusWorks.
2. The basis of this collaboration would be for Digital Research to be able to sell LotusWorks alongside DR DOS 5.0 and for Lotus to sell DR DOS 5.0 alongside LotusWorks.
3. These packages would be concentrated initially on OEM customers in the UK and would therefore involve the relevant sales personnel, Tony Speakman at DR and Scott Poulton at Lotus.

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Registered Office: Oxford House, Oxford Street, Newbury, Berkshire RG13 1UB Company registration no. 2827007

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 EXHIBIT NO. 570
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4. Lotus has chosen Megatech, among others for their retail distribution of LotusWorks. As such it was agreed that a special promotional package of LotusWorks plus DR DOS 5.0 should be offered via Megatech.
5. Because Megatech would be selling both packages it was agreed to insert a cross reference flyer on each product leaving Megatech.

This could be along the lines of:

1. Special offer on LotusWorks for DR DOS 5.0 purchasers
2. Special offer on DR DOS for LotusWorks purchasers
6. Mike Shelton and Richard Gibbs to review at a later date the possibility of extending the distribution of the bundled retail product to include (P + P, Frontline etc.).
7. At the same time Mike Shelton and Richard Gibbs agreed to review a similar joint sales/marketing activity with DR DOS 5 and Symphony.
8. Of critical importance in progressing the joint activities is a completed QA for LotusWorks with DR DOS 5.0.

This is currently scheduled for completion by the end of the year.

Mike Shelton agreed to progress this so that an earlier completion date could be achieved.

9. Similarly Mike Shelton to progress a QA cycle for Symphony and DR DOS 5.0.
10. Both Mike Shelton and Richard Gibbs will prepare an OEM pricing schedule for their respective products.
11. Marcoms:
Both Mike Shelton and Richard Gibbs agreed on the PR opportunities created by such a collaboration and it was agreed that as matters progressed Jenny Bacon (Lotus) and Helen Tizard (D.R.) should be brought together.



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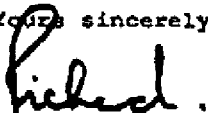
12. Mike Shelton agreed to implement box back changes as soon as possible to include reference to DR DOS 5.0.
13. Mike Shelton agreed to provide DR with evaluation copies of Lotus 123 v 3.1 as well as ensuring that DR were included, as standard, on beta cycles for 123 and LotusWorks.
14. Mike Shelton and Richard Gibbs to review status w/c 22nd October.

I think the above reflects the main issues discussed.

If you could let me have the names of your counterparts in France and Germany I would be very grateful.

Once again thank you for sparing the time to visit the 'old firm'. Hopefully we can work together for the mutual benefit of both our new companies.

Yours sincerely,



Richard Gibbs

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