

CONFIDENTIAL TREATMENT REQUEST



Digital Research

WE MAKE COMPUTERS WORK

MEMO

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Distribution	:	UK: Robert Gunn, Steve Tucker Richard Gibbs, Tony Speakman
		Munich: Norbert Christ Robert Schoelder
From	:	Komal D. Gupta
Date	:	12. Februar 1992
Subject	:	Status Report Tulip, Holland as per Feb. 11, 1992
Product	:	DR DOS 6.0
Contact person	:	Mr. Joep Maas, Senior Prod. Mgr.

Background: DR DOS 6.0 product evaluation done satisfactory at Tulip, Holland.
We are in close communication with Tulip.

Several follow-ups and strategical meeting on January, 09, 92 with Tulip.
(Mr. van Eck, President/Mr. Maas, Mr. Hagenen, Prod. Marketing Mgr.)
and Richard Gibbs/Komal Gupta shows that Tulip is totally committed with
MS. Mr. van Eck believes that Windows-interface is going to be standard
like DOS-Interface in near future.

Positioning of DR DOS 6.0 as a lone-product may not be considered in
Tulip's strategical positioning.

However, Tulip is keenly interested on NOVELL LITE as OEM Product.
This can enable us to "hook" DR DOS to Tulip. Initial quantity projected
25 20K units which will be integrated in communication PC system.
Tulip has an OEM agreement with NOVELL on Network 3.x.

Present action point: We are trying to arrange meeting between Tulip and Dick Williams
for a strategical talk during Dick's visit at CeBIT 92.

Komal
Komal

DeG's
EXHIBIT NO. 583
4/27/98
LEE A. BURSTEN

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Plaintiff's Exhibit

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Comes V. Microsoft

MS-CCPMDL 000005014851