

OBSERVATIONS

• MS UNWILLING TO ENTERTAIN
PROFIT NEUTRALITY

MS UNWILLING TO REDUCE
ROYALTY

• DO NOT KNOW THAT PRODUCT
GROUPS WANT TO WORK WITH IBM
~~THIS~~

→ IBM GETS REDUCTION FOR
\$5 MILLION SETTLEMENT

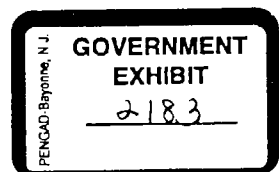
• JOCHAN SAID NO #0 AN
96 MDA

• SINCE THE TIME OF CONSENT DECISION
MS CHANGE D PRICING POLICY

• COMPAG HAS 3 YR. OLD CONTRACT
WITH 2 YEARS LEFT.

→ THEY ARE THE ONLY ONE THAT
HAS A BETTER PRICE FOR
ROYALTIES THAN IBM.

(2)



Quote on 3.51, At Per System RATE

Jochen is not available to meet with Tony at all

Jochen will not meet w/ Tony on royalties or Inforce. Reinkensel
strawnote → see 10
letters

Options

Financial Consideration under the Family Agreement

Options 1

(1) SIGN WAF → includes MSA

(2) STAY with current agreements

→ MSA 95 expires 10/1

→ sign modified MSA 96

Apply such that no
Lapse occurs in MSA

(3) Signed modified WAF

→ effect 31 Dec 1997

→ pull out 3rd Run Family

(4) will need a Per System Rate

Jochen doesn't think he
wants to do anything

0321E

→ GF the 3 scenarios what's out

→ what happens if they don't out

→ if I can't do it
why it is can we close
the DEFL

increase $14.50 \times 50 = 0540 = 577,000$

(1) NO MDA if NO family

(2) - \$5 million back in Escrow
- interest

→ extend to July 97

→ went to Gary today
on internet

* put together plan to do the net
→ Jochen

(4)

(3) new NT & wires rates
will not move based on volume

(4) wire 3.11 rate from \$3.50
to \$40 → no movement

(5) factor, would ink. effect August
11 1988 or earlier for
→ ink. effect 11/1/87

(6) EITA → would be given
without necessarily involving
Genshchik.

✗ NO ISMER ON SITE

IBM
Observations

1) Given Little → M N

2) forcing IBM
to give up the
existing Agreement

- Revision on Lion Agreement

→ Playing Games with Doct. P
Family

→ Disadvantage IBM from other
OBM's who have no ADA

(3) Are you asking Contract to give
up franchise for WDF

5.1 need A Better Registry on
w/ 3.4 & 5/10/10

6) Request of 4 Neutrals
Request on 3/11
on 5 million

~~7) Give us A~~

7) you would entertain
AK MDA And did not
give middle ground

Probes Points

• NOT making available records

→

" Mr OFFERS

→ Pagen 800 - 846 - 4646

→ in 5494297

→ Home

Actions by MS

- MS TO Call IBM ON Monday with Time (4/1/62) that Tuchen is Available.
- NEW MSA Agreement
- Get Consultant Report on Windows 3-11 (Are competitors continuing to slip 3-11).

Disappointed in results of last
week MTC.

Anticore Inflation Given for
Boynby Price

John Leland