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Subject: Microsoft
Date: Tuesday, December 06, 1994 8:24 AM
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Certify: N

Greg M's team,

Wanted to give you some of my Microsoft thoughts and concerns. Bob Jackson and I continue to work towards a finalization of the Works and Encarta Agreement. Looks like we will have MS supporting the software until June 95 and then, if we continue with MS, Compaq will be required to support. There has also been renewed interest in using "MS standard trade dress" on deliverables. While we will not agree to this, I want to point out the continue push from MS to do things "the MS way".

This leads me to my monthly bitch about Marvel/MS Network. Vaughn, I know you are trying to work a total Corporate On-Line strategy, but again my fear with Marvel is, it's a coming, and under MS's terms and pretty soon. Unlike other software products where we would need to proactively license a software product in order to ship, I believe that MS feels no such pressure here. Our OS agreement with MS includes Windows 95, since MS is positioning Marvel as a part of Windows 95, we are already licensed for this. Of course we will support, and pay for COGs through the AR program as we currently do for MS product.

I would like to suggest we get together with Bob Jackson as soon as possible, to come up with a strategy to work MS, if we want to try to get a deal closer to Compaq interests then MS.

Steve

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