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APR 2 / 1993
ECKHARD PFEIFFER

Microsoft

Lovie Strong
Bob Jackson
exclusive ?
please draft response
for my
signature
Bill

April 21, 1993

Mr. Eckhard Pfeiffer
Compaq Computer Corporation
20555 State Highway 249
Houston, Texas 77070

Dear Eckhard,

We are very pleased that Compaq has selected Microsoft as the exclusive supplier of operating system software for your hand-held computer products. This new relationship extends the ties between Compaq and Microsoft in very significant ways that give us a great opportunity to work together to develop this emerging market.

I want to give you my personal assurance that Microsoft is committed to making this relationship successful during the development phase, product launch and into the future. In particular, I want to reiterate our intent to support Compaq's efforts to establish sustainable differentiation in your product. Our development team will work closely with yours to identify areas where we can support your plans wherever possible. This includes making sure that we try to incorporate Compaq's feedback on our APIs and make any necessary changes which would better support your development efforts.

I appreciate the time you have personally invested in establishing this relationship. I'm sure it will prove rewarding for both companies.

Best regards,

Bill Gates

Bill Gates
Chairman

March 12 2(b)(c)
"CPQ agrees to ~~exclusively~~ market and sell Compaq as the exclusive operating system for C.S. for the period of TTM exclusivity"

cc: Paul Maritz
Karen Hargrove
Bruce Baker

C 000381

Microsoft Corporation is an equal opportunity employer

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To: Bob Jackson
Cc:
Bcc:
From: Steve Malisewski@Portable@PCMkt Hou
Subject: Comment on "Exclusivity" concern
Date: Thursday, May 13, 1993 8:01:02 CDT
Attach:
Certify: N
Forwarded by:

The purpose of this letter, and cover from Bruce Baker, was to "give permission" to the development teams to work together without some the historical limitations (All OEMs had to be treated the same, etc.)

We wanted to have the MS development team empowered to help Compaq be "differentiated." We've already seen evidence that it's working! (File Viewer inking)

The practical fact is that Compaq IS committed exclusively to MS for our first product, BUT if they do not perform, or the market doesn't accept the products, we can exercise our option to do other products, while keeping our relationship with MS intact.