

Erik Stevenson

From: Brad Silverberg
To: paulma
Subject: toshiba
Date: Tuesday, August 03, 1993 9:31AM

I had dinner last night with Toshiba, including the president of Toshiba USA and the guy from Japan in charge of non-Japanese market PC's.

Bottom line: they are very very hot to trot over Chicago and Winpad. They are redesigning their entire line of PC's to be great Chicago machines and will depend on Chicago. They want to work extremely closely with us on Mobile Chicago. The top dude from Japan also suggested, before I asked, that Toshiba send a team of developers to be stationed here to work on hw and sw integration with us.

They explained that Toshiba often takes a long time to make up their minds but once they do, they go full bore.

We had put some conditions on the relationship such as shipping Windows on all their machines, finally signing the msdos6 contract, and not shipping Winpad competitors (like Hobbit). They have agreed to all, with the asterisk that there is another division that is currently committed to shipping Hobbit in Japan only, and they will try to get that reversed.