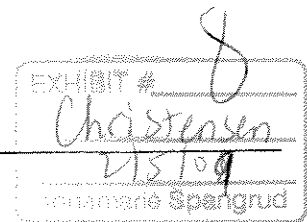


DOJ - Legal



From: Hank Vigil  
To: Dale Christensen (Apps)  
Cc: Kathleen Schoenfelder  
Subject: RE: PerfectOffice/WP sell though  
Date: Tuesday, January 10, 1995 5:23PM

you might find out how much of this is WordPerfect vup at \$199. If so, this means they must be cannabalizing their WP standalone sales as the WP user upgrades to Perfect Office

From: Dale Christensen (Apps)  
To: Desktop Market Planning  
Cc: Hank Vigil; Robbie Bach  
Subject: FW: PerfectOffice/WP sell though  
Date: Tuesday, January 10, 1995 3:52PM

FYI. Preliminary and don't forward.

Note answer to #1 below on sales rates of WordPerfect and PerfectOffice vs. Word and Office at Ingram. Same question went to the Merisel and TechData reps. When I get all three responses back I'll combine and send to a larger group.

Might be time to buy Novell stock.

From: Monica Schultz  
To: Dale Christensen (Apps)  
Subject: RE: PerfectOffice/WP sell though  
Date: Tuesday, January 10, 1995 3:41PM

see below

From: Dale Christensen (Apps)  
To: Claude Brown; Monica Schultz; Robert Bostwick  
Subject: PerfectOffice/WP sell though  
Date: Tuesday, January 10, 1995 2:03PM

A good part of Novell's financial future depends on the success of WordPerfect for Windows 6.1 and PerfectOffice. Both products are now shipping into the channel and both are aggressively priced. My job is to be the Novell "expert" for the Desktop Division.

1. Can each of you send me whatever information - antidotal or detailed - you can get from Merisel, Ingram, and Tech Data on how well these two products are selling through?  
>> at Ingram, Perfect Office is holding it's own with MS OFFICE; WP for Win is outselling us over 3 to 1 in Nov and Dec

2. Any information on channel programs or promotions for WP and PerfectOffice.  
>> I'll check.

3. Any information on the rumor that PerfectOffice is about to be temporarily pulled back because of bugs.  
>> Ingram told me about this, but had no details.

Let me know if you want to be added to either or both of the WordPerfect and Lotus alias. I'm including, FYI, a copy of a financial analysis we just completed on Novell.

Thanks

<<File Attachment: NWPFIN1.DOC>>