



DIGITAL RESEARCH®

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OEM PRICE LIST

Digital Research licenses its software to OEMs who are manufacturers of micro-computer hardware, for distribution with the OEM's hardware, or for distribution on specifically formatted disks. Licenses are available on both a flat fee and a royalty basis; the flat fee distribution option is available only to hardware manufacturers. A contract and an invoice, payable in advance of shipment is sent to the OEM (royalty arrangement only; flat fee distribution arrangement payment is covered by contract.) At the time a signed contract is received and approved by Digital Research, along with the prepayment, if applicable, an OEM Redistribution Kit is sent to the OEM which includes a master diskette, serialization information, documentation, license agreements, registration cards, and information for tailoring Digital Research software. Documentation is ordered by the OEM, when needed, in minimum quantities as scheduled, and maximum delivery time is within ten working days from the receipt of an order. Shipment of the OEM Redistribution Kit and documentation is by UPS Blue Label or Air, and the OEM is billed for shipping charges. A sample royalty contract is attached to the Price List to give a general idea of conditions involved in the distribution of Digital Research software.

The prices listed on the OEM Price List are effective January 1982 and supercede all previous prices. Prices are subject to change without notice. These are U.S. domestic list prices. Please add 10% to the quoted prices for software and 20% to the quoted prices for documentation, if your company is outside North America.

On the following pages is a description of the various licensing arrangements Digital Research offers to the OEM. If you need further information regarding the licensing of Digital Research software, please contact the Digital Research Marketing Department.

A

STANDARD ROYALTY OPTION

The Standard Royalty option allows the OEM to license Digital Research software on a royalty basis. There is an initial prepayment for the first fifty or scheduled royalties; royalties are paid monthly for additional copies of the licensed software that is distributed by the OEM. Under this option the OEM receives an OEM Redistribution Kit. The OEM furnishes and makes up the diskettes. Documentation may be purchased separately at a discount in minimum quantities as scheduled. Reprint rights do not apply to the Standard Royalty option. Source in printed and machine readable forms is available for an additional fee as scheduled. The Source is leased and must be preregistered separately under a software license agreement prior to shipment. Digital Research agrees to provide the OEM with updates and modifications, at no charge, for a period of one year from the effective date of the signing of the agreement; maintenance beyond one year requires an additional yearly maintenance fee.

B

STANDARD FLAT FEE DISTRIBUTION OPTION

The Standard Flat Fee option allows the OEM to distribute up to 10,000 copies of the licensed software, for a designated OEM product line. Once 10,000 copies have been distributed, the OEM has the option of renewing on a royalty basis at the then current terms and prices, or the OEM may apply the Standard Flat Fee distribution option payment to a High Volume Flat Fee distribution option. Under the Standard Flat Fee option, the OEM receives an OEM Redistribution Kit and printed source listing. Machine readable source is available for an additional fee. The OEM furnishes and makes up the diskettes. Documentation may be purchased separately at a discount, in minimum quantities, as scheduled, or reprinted by the OEM. Reprint rights, including documentation in printed and machine readable forms may be purchased for an additional fee. Digital Research agrees to provide the OEM with updates and modifications, at no charge, for a period of one year from the effective date of the signing of the contract; maintenance beyond one year requires an additional yearly maintenance fee.

C

HIGH VOLUME FLAT FEE DISTRIBUTION OPTION

The High Volume Flat Fee option gives the OEM unlimited distribution rights to the licensed software for a designated OEM product line. Under this option the OEM receives an OEM Redistribution Kit and a printed source listing. Machine readable source is available for an additional fee. The OEM furnishes and makes up the diskettes. Documentation may be purchased separately as scheduled, or reprinted by the OEM. Reprint rights, including documentation in printed and machine readable forms may be purchased for an additional fee. Digital Research agrees to provide the OEM with updates and modifications, at no charge, for a period of one year from the effective date of the signing of the contract; maintenance beyond one year requires an additional yearly maintenance fee.

OEM PRICE LIST

The prices listed on this OEM Price List are effective January 1, 1982 and supercede all previous prices. Prices are subject to change without notice.

I. OPERATING SYSTEMS

Single Copy Retail Price System, Diskette and Documentation Only

	<u>CP/M 2.2</u>	<u>MP/M II</u>	<u>CP/NET</u>	<u>CP/M-86</u>	<u>MP/M-86</u>
150	450	200	250	650	
25	40	15	40	50	

A. Standard Royalty Option

Royalty
Initial Minimum Order
Initial Minimum Payment
Documentation (40% off Digital Research standard list price, to be ordered in a minimum quantity of 10)
Reprint Rights
Source, Printed Listing
Source, Machine Readable (available only if Source, Printed Listing has been purchased)

60	180	100	125	260	
50	25	10	25	25	
3,000	4,500	1,000	3,125	6,500	
15	24	9	24	30	
N/A	N/A	N/A	N/A	N/A	
10,000	15,000	10,000	15,000	20,000	
5,000	5,000	5,000	5,000	5,000	

B. Standard Flat Fee Distribution Option

Standard Flat Fee
Initial limit of copies
Documentation (50% off Digital Research standard list price, to be ordered in a minimum quantity of 10)
Reprint Rights
Source, Printed Listing
Source, Machine Readable

60,000	100,000	50,000	75,000	150,000	
10,000	10,000	10,000	10,000	10,000	
12.50	20	7.50	20	25	
10,000 included	25,000 included	5,000 included	15,000 included	25,000 included	
5,000	5,000	5,000	5,000	5,000	

C. High Volume Flat Fee Distribution Option

High Volume Flat Fee
Initial limit of copies
Documentation (60% Digital Research standard list price to be ordered in a minimum quantity of 10)
Reprint Rights
Source, Printed Listing
Source, Machine Readable

120,000	200,000	100,000	150,000	300,000	
N/A	N/A	N/A	N/A	N/A	
10	16	6	16	20	
10,000 included	25,000 included	5,000 included	15,000 included	25,000 included	
5,000	5,000	5,000	5,000	5,000	

OEM PRICE LIST

II. UTILITIES	MAC	SID	ZSID	TEX	DESPOOL
Single Copy Retail Price	90	75	100	100	50
System, Diskette and Documentation	15	10	10	10	2.50
Documentation Only					
A. Standard Royalty Option					
Royalty	40	35	40	40	20
Initial Minimum Order	10	10	10	10	10
Initial Minimum Payment	400	350	400	400	200
Documentation (40% off Digital Research	9	6	6	6	1.50
standard list price, to be ordered in a					
minimum quantity of 10)					
Reprint Rights	N/A	N/A	N/A	N/A	N/A
Source, Printed Listing	N/A	N/A	N/A	N/A	N/A
Source, Machine Readable	N/A	N/A	N/A	N/A	N/A
B. Standard Flat Fee Distribution Option					
Standard Flat Fee	15,000	15,000	15,000	15,000	7,500
Initial limit of copies	N/A	N/A	N/A	N/A	N/A
Documentation (50% off Digital Research	7.50	5	5	5	1.25
standard list price, to be ordered in a					
minimum quantity of 10)					
Reprint Rights	10,000	10,000	10,000	10,000	included
Source, Printed Listing	N/A	N/A	N/A	N/A	N/A
Source, Machine Readable	N/A	N/A	N/A	N/A	N/A
C. High Volume Flat Fee Distribution Option					
High Volume Flat Fee	30,000	30,000	30,000	30,000	15,000
Initial limit of copies	100,000	100,000	100,000	100,000	100,000
Documentation (60% off Digital Research	6	4	4	4	1
standard list price, to be ordered in a					
minimum quantity of 10)					
Reprint Rights	10,000	10,000	10,000	10,000	included
Source, Printed Listing	N/A	N/A	N/A	N/A	N/A
Source, machine Readable	N/A	N/A	N/A	N/A	N/A

OEM PRICE LIST

III. LANGUAGE DIVISION

CBASIC-86

CBASIC-16

XL/T86

Single Copy Price
System, Diskette and Documentation
Documentation Only

325
30

325
30

150
10

A. Standard Royalty Option

Royalty
Initial Minimum Order
Initial Minimum Payment
Documentation (40% off Digital Research
standard list price, to be ordered in a
minimum quantity of 25)
Reprint Rights
Source, Printed listing
Source, Machine Readable

130
25
3,250
18

130
25
3,250
18

60
25
1,500
6

N/A
N/A
N/A

N/A
N/A
N/A

N/A
N/A
N/A

B. Standard Flat Fee Distribution Option

This option offers unlimited distribution rights to licensed software in the Language Division, and will be available through December 31, 1981.

Standard Flat Fee
Initial limit of copies
Documentation (50% off Digital Research standard list price, to be ordered in a minimum of 10)
Reprint Rights
Source, Printed listing
Source, Machine Readable

75,000
N/A
15
10,000
included
5,000

75,000
N/A
15
10,000
included
5,000

60,000
N/A
5
10,000
included
5,000

C. High Volume Flat Fee Distribution Option

This option does not apply to the Language Division at the present time.

N/A

N/A

N/A

OEM PRICE LIST

III. LANGUAGE DIVISION

Single Copy Price
System, Diskette and Documentation
Documentation Only

	LINK-80 PLILIB LIB, & XREF	RMAC LINK, LIB & XREF	BT-80
	100	200	200
	10	25	25

A. Standard Royalty Option

Royalty
Initial Minimum Order
Initial Minimum Payment
Documentation (40% off Digital Research
standard list price, to be ordered in a
minimum quantity of 25)
Reprint Rights
Source, Printed Listing
Source, Machine Readable

	40	80	80
	25	25	25
	1,000	2,000	2,000
	6	15	15
	N/A	N/A	N/A
	N/A	N/A	N/A
	N/A	N/A	N/A

B. Standard Flat Fee Distribution Option

This option offers unlimited distribution
rights to licensed software in the Language
Division, and will be available through
March 31, 1982.

Standard Flat Fee	15,000	30,000	50,000
Initial limit of copies	N/A	N/A	N/A
Documentation (50% off Digital Research standard list price, to be ordered in a minimum quantity of 10)	5	12.50	12.50
Reprint Rights			
Source, Printed Listing	10,000	N/A	5,000
Source, Machine Readable	N/A	N/A	included
	N/A	N/A	2,500

C High Volume Flat Fee Distribution Option

This option does not apply to the
Language Division at the present time.

	N/A	N/A	N/A
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OEM PRICE LIST

III. LANGUAGE DIVISION

	<u>CBASIC</u>	<u>CB-80</u>	<u>PASCAL/MT+ with SPP</u>	<u>PASCAL/MT+</u>	<u>PL/I-80</u>
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Single Copy Price System, Diskette and Documentation Documentation	150 30	500 30	475 30	350 25	500 35
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A. Standard Royalty Option

Royalty	60	200	190	140	200
Initial Minimum Order	50	25	25	25	25
Initial Minimum Payment	3,000	5,000	4,750	3,500	5,000
Documentation (40% off Digital Research standard list price, to be ordered in a minimum quantity of 25)	18	18	18	15	21
Reprint Rights Source, Printed Listing	N/A	N/A	N/A	N/A	N/A
Source, Printed Listing	N/A	N/A	N/A	N/A	N/A
Source, Machine Readable	N/A	N/A	N/A	N/A	N/A

B. Standard Flat Fee Distribution Option

This option offers unlimited distribution rights to licensed software in the Language Division, and will be available through March 31, 1982.

Standard Flat Fee	60,000	100,000	100,000	75,000	100,000
Initial limit of copies	N/A	N/A	N/A	N/A	N/A
Documentation (50% off Digital Research standard list price, to be ordered in a minimum quantity of 10)	15	15	15	12.50	17.50
Reprint Rights Source, Printed Listing	10,000 included	10,000 included	10,000 N/A	10,000 N/A	10,000 included
Source, Machine Readable	5,000	5,000	N/A	N/A	5,000

C. High Volume Flat Fee Distribution Option

This option does not apply to the Language Division at the present time.

	N/A	N/A	N/A	N/A	N/A
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SAMPLE CP/M 2.0 ROYALTY AGREEMENT

DIGITAL RESEARCH agrees to:

1. Provide **OEM** with CP/M release 2, a monitor program for microcomputer system development which uses IBM-compatible flexible disk drives for backup storage.
2. Make available all published modifications or updates which correct errors in the published definition of release 2 for a period of one year from the date of the signing of this agreement. In no event will Digital Research be liable for consequential damages even if Digital Research has been advised of the possibility of such damages. This product is sold for commercial use only.
3. Provide Digital Research CP/M Manuals release 2 (set of seven manuals to include CP/M 2.2 User's Guide, CP/M Features and Facilities, CP/M Editor Guide, CP/M Assembler Guide, CP/M Debugger Guide, CP/M Interface Guide, CP/M Interface Guide and CP/M System Alteration Guide) at 40% off the Digital Research standard list price to be ordered in a minimum quantity of 25 sets.
4. Provide **OEM** with the Digital Research Software Licensing Agreement and registration card, to be distributed with CP/M.

OEM agrees to:

1. Abide by the Digital Research Software Licensing Agreement.
2. Attach the Digital Research Software Licensing Agreement and registration card to each purchased CP/M system.
3. Require each purchaser, as a condition of sale, to register each copy of CP/M that is purchased and to send a copy of the registration to Digital Research.
4. Maintain and respect the copyright notices on all CP/M programs and documentation.
5. Distribute or sell CP/M in connection with **OEM** hardware only. In particular, CP/M may not be resold as a hardware independent product.
6. Purchase 50 copies of CP/M, release 2, at 60% off the Digital Research standard list price, at the time of the signing of this agreement, payable in advance. **OEM** Redistribution Kit will be shipped upon receipt of payment. CP/M diskettes are to be furnished and made up by **OEM**.
7. Pay Digital Research at a rate of 60% off the Digital Research standard list price, for each floppy diskette containing the CP/M, release 2, operating system, after the initial 50 units, payable monthly upon receipt of invoice.
8. Serialize Digital Research CP/M diskettes using the Digital Research serialization program (to be provided), using the "origin number" assigned by Digital Research.
9. Allow Digital Research auditors to audit and analyze sales record to insure payment credibility.
10. Use the International Symbol (®) for a registered trademark at the end of "CP/M" whenever CP/M is mentioned in any **OEM** brochures, documentation, or advertising. One reference to such a trademark claim in each publication is sufficient to give notice but it should be with the first reference to CP/M.
11. To pay attorney fees and costs incurred by Digital in enforcing this agreement. This agreement shall be governed by California law.

This agreement shall be in effect until Digital Research or **OEM** chooses to discontinue distribution of Digital Research software. Termination will require 30 days written notice by either party. In no event will Digital Research be liable for consequential damages even if Digital Research has been advised of the possibility of such damages.