Windows Vital Signs Report - June 1992

Year End Highlights:

- Total FY92 U.S. FPP ended with 1,595K units plus 1,606K Upgrades, totaling 3,201K units.
- Total FY92 Intl FPP ended with 1,679K units plus 500K Upgrades, totaling 2,179K units.
- Total FY92 Worldwide OEM ended with 4,813K units.
- Total FY92 Worldwide New Sales ended with 8,087K units; total Upgrades ended with 5,380K.
- Total FY92 Worldwide Net Revenue ended with \$452,866K
- We trained a total of 119K people in Win 3.x Windows Technical Workshops in FY92.
- Windows Resource Kits shipped 336K Windows 3.x units in FY92.

June Highlights:

- U.S. shipments in June have tapered off to 161K units (incl. Upgrade, Win/Mouse, less Win 3.0 returns), which still remains nearly 50% higher than our pre-launch run rate.
- Intl continues to ship heavy volumes with 288K units in June, which is over 250% of the average prelaunch month.
- Domestic sell-through is at 202K for June. Total FYTD Win 3.1 sell-through is 1588K. (incl. Mouse/Win. FPP, MLP, Upgrades and 331K direct units).
- June's net revenue of \$32.4M comprises part of the \$452.9M total Windows 3.x net revenue for the fiscal year.

LIST:				
Bill Gates	8S/2	Steve Ballmer	9N/2	
Mike Maples	17W/3	John Conners	9N/2	
David Pritchard	17W/3	Brad Silverberg	3/2	
Peter Neupen	9N/2	Joachim Kempin	9N/1	
Rich Macintosh	22/3	Pan Maritz	4/2	
Frank Gaudette	85/2	Bill Neskom	8S/2	
Jeff Raikes	22.02	Gary Gigot	22/4	
Bob McDowell	22/3	Rich Abel	9N/1	
Sharon Decker	RWF/4	Phil Barrett	6/1	
Brad Chase	3/2	Jon Reingold	9N/2	
John Ensiein	3/2	Tom Lennon	3/1	
Anthony Short	5/2	Orlando Ayala	9N/2	
Jonathan Roberts	3/2	Jon Lazans	4/2	
Alex Nader	3/2	Ty Carizon	3/2	
Tom Anderson	3/2	Tim Breidigan	3/2	
Rich Tong	3/2	Jeff Thiel	3/2	
Adam Tavior	3/2	Mike Negrin	22/4	
Chris Smith	9N/2	Patty Stonesifer	BP/8	
Chris Peters	16S/2	Susan Boeschen	105/1	
Russ Werner	22/2	Jody Snodgrass	4/2	
Bryan Nelson	9N/2	Greg Slyngstad	5/1	
Darryt Rubin	17W/2	Rob Glaser	6/1	
Steve Shaiman	19/2	Richard Fade	9N/1	
Ron Hospei	9N/1 >	Steve McLeodf	9N/1	
Gary Perez	9N/1	Tom Baubaker	9N/1	
Bob ORear	9N/2	leff Lum	9N/1	
John Jenkins	9N/1	Ted Hannum	9N/1	
Mark Chestout	9N/1	Melvin Henderson-Rubio	10N/1	
George Downing	9N/1	Lissa Cram	4/2	
Tim Brewer	3/2	Noia Drazdoff	3/2	
Janine Harrison	5/2	Andy Hill	3/2	
Keith Lacpple	3/2	Greg Lowney	3/2	
Tim McCaffrey	4/2	Brad Hastings	3/1	
Marion Juntilla	3/1	Pete Higgins	17W/3	
Stove Wells	9N/2	Jenna Marshall	4/2	
Sharon Hornstein	3/2	David Colo	3/2	
Nathan Myhrvoid	9S/1	Tony Audino	4/2	
Mike Moran	4/2	Pertti Ruosaan	ÚI.	
Jon Nieponski	4/2	Hank Vigil	17W/2	
Rick Thompson	19/2	Bridget Greenberg	19/2	
Hugh Chang	6/1	Mack McCanley	3/1	
John Ludwig	3/2	Pradeep Suzgh	5/1	MSC ADDADA
Chris Buecker	LPB/2	Edward McCahill	22/4	MSC 00823629
Catherine Menses	8N/2	Bill Veghte	5/1	
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* Notify paulanc of any distribution list changes.

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