

# Interoffice Correspondence

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|---|---|
| <input type="checkbox"/> For Your Comments      | <input type="checkbox"/> For Your Information   |
| <input type="checkbox"/> For Your Approval      | <input type="checkbox"/> Note & Return  |
| <input type="checkbox"/> Please Take Action     | <input type="checkbox"/> Note & File  |
| <input type="checkbox"/> Call Me                | <input type="checkbox"/> For Your Signature   |
| <input type="checkbox"/> See Me                 | <input type="checkbox"/> Please Advise Status   |
| <input type="checkbox"/> Per Our Conversation   | <input type="checkbox"/> Per Your Request   |
| <input type="checkbox"/> Read, Initial & Return | <input type="checkbox"/> Please Advise<br>Appropriate Employees<br>in Your Department |

To: S. Averett  
E. Barron  
V. Belmondo  
D. Hannaford  
M. Holley ✓

Date: June 1, 1982

From: Steve Witten

CC: C. Bannon  
B. Ellis  
E. Lee  
M. Mraz

Subject: SIGNETICS ABEL DISCUSSION - 5/28/82 AT SIGNETICS

Mike Mraz, Bill Ellis and I met with Bill Smith and Bob Barker of Signetics to discuss ABEL development. The discussion lasted for approximately one hour and the following points were agreed upon:

1. The purpose of the meeting was to decide upon the business framework for the agreement.
2. Signetics agreed immediately to the concept of a joint venture to be funded fifty percent by Data I/O and fifty percent by Signetics.
3. Signetics would like to structure the deal to include purchase of some hardware in the form of ABEL modules for the PLDS. They might want as many as one hundred modules.
4. Signetics would like to have an agreement that we would supply the software to Accutest. They would not ask us to make the software available to any of our competitors however.
5. Signetics agreed that we would own the copyrights to the software. They would like for us to sell it on the open market for use by Apple, Radio Shack, DEC, etc.
6. Bill Smith agreed that the specification, including acceptance criteria should be developed jointly. He would be willing to visit Redmond for two or three days for this purpose.
7. Bill wants the project to include a survey of the logic development software currently available on the market.
8. Bill would like monthly meetings between Data I/O, Harris and Signetics throughout the development phase of ABEL.
9. Bill agreed that we should estimate the cost of the development and then write a fixed price contract. This is his preference over a cost plus contract. He had no problem with progress payments.
10. Bill mentioned that he knew one or two consultants that we might want to hire.

Signetics/cont.  
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In summary, Signetics is willing to help fund our ABEL development. They want only to influence its format and to expedite its availability in the marketplace. They will talk to other people about developing the software but prefer us because they think we are best able to make the software available to users through our programmers. They are willing for us to own the copyright to the software and to collect royalties on it.

Bill will be making a financial proposal to Alan King, his division manager during the week of May 31st. He would like to visit us the following week to start defining the spec.

This meeting was followed by a cordial lunch with Geoff Dyer, bipolar marketing manager and Alan King, division vice-president.

Steve

/bam

A handwritten signature in cursive script that reads "Steve". The signature is written in dark ink and is positioned in the lower right quadrant of the page.