

ADVERTISING



MAXIMIN
.NET

Small Businesses can save up to **50%** or
on all domestic and int'l shipping exp
Click here to learn more about the Maximin advantage

The Seattle Times Company

Jobs | Autos | Homes | Rentals | NWsource | Classifieds



BUSINESS & TECHNOLOGY

Traffic | Weather | Your account

Movies | Restaurants |

Search <input type="text"/> <input type="button" value="Go"/>
Advanced search
Home
Local
Nation / World
Business / Tech
Microsoft
Boeing / Aerospace
Biotech
NW companies
Stock market
Personal technology
Events calendar
Columnists
Brier Dudley
Editorials / Opinion
Columnists
Sports
Entertainment
Comics / Games
Living
Pacific Northwest Magazine
Travel / Outdoors
Real estate
Obituaries
Special reports
Photography
Corrections
Archive
Alerts / E-mails
Marketplace
Jobs
Autos
Homes
Rentals
Classifieds
Shopping
NWsource
Personals
Post an ad
Services
Your account
Contact us
Submit listings
Send us news tips
Seattle Times store

ADV OPEN HOUSE - MBA & Executive Education
APRIL 27 - RSVP ONLINE TODAY!



ADVEI
→ [Marketplace](#)
[Jobs](#) | [Auto](#)
[Homes](#) | [Rent](#)

Thursday, April 13, 2006 - Page updated at 12:00 AM

[E-mail article](#) [Print view](#)

Big Chinese PC maker to pre-load Windows

By **Kim Peterson**
Seattle Times technology reporter

The Chinese government is cracking down on software piracy, and Microsoft took a step Wednesday to ensure that as the country moves to legitimate software, its products are at the top of the list.

Microsoft said it signed a three-year agreement with China's No. 2 computer maker, Founder Technology Group, in which Founder will sell computers pre-loaded with legitimate copies of the Windows operating system.

Founder will buy \$250 million in Windows software in the deal.

Microsoft made similar agreements this month with two other Chinese computer makers, TCL Group and Tsinghua Tongfang. In November, computer maker Lenovo said it would pre-load Windows onto many of its computers.

The agreement comes as Chinese President Hu Jintao visits the U.S. next week, a trip that will include a tour of Microsoft's campus and dinner at the home of Chairman Bill Gates.

For Microsoft, the deals result from years of trying to make headway in a country where selling pirated software was an accepted business practice.

Founder holds about a 14 percent share in the Chinese PC market, said Tim Chen, who runs Microsoft's China business. For the past four months, Founder has been successful in a trial run selling PCs pre-loaded with Windows, he said.

People "are willing to pay a little bit extra for the legal software," Chen said. "This is really exciting to see it work in the market."

Reading a government proclamation at the ceremony, Jin Xu, the deputy director general of China's ministry of commerce, said his country has taken steps in the past several years to protect intellectual property.



ADVEI

Advertise with us
RSS feeds
Wireless
Newspapers In Education
Home delivery

As this continues, he said, the cooperation between China and the U.S. on software will improve.

He asked that Microsoft support the protection measures the government is taking and help spread the message. The commerce official also said he hoped Microsoft would contribute more to the stable development of trade and economic relations between China and the U.S.

China recently said it would require computer makers to install legitimate copies of operating systems on PCs before selling them to customers.

The companies, including Founder, don't have to choose Windows, but Chen said he was hopeful because that's the operating system favored by most PC users.

"The usage is not the issue," he said. "The issue is whether people would purchase a legal one."

Two trends have worked against Microsoft in China over the past few years, said Mark Anderson, a Friday Harbor technology pundit and consultant.

One is China's desire to set its own software standards. The other is the overall emergence of the open-source Linux software platform as a strong and low-priced alternative to Windows.

Microsoft has been smart enough to stand aside and let these software issues build at their own speed, while at the same time continuing to promote its products and increase its footprint in China, Anderson said.

"The Chinese understand that," he said. "And they both expect and respect it. So it would seem to me likely that going forward we'll see an increasing number of wins for Microsoft in China."

Kim Peterson: 206-464-2360 or kpeterson@seattletimes.com

Copyright © 2006 The Seattle Times Company

 [E-mail article](#)  [Print view](#) [More business & technology headlines...](#)

Most read articles

1. [A fabulous feast for fortunate few at Gates home](#)
2. [Curtis' Isaiah Thomas likely to choose UW](#)
3. [Bush says military action against Iran is "on the table"](#)
4. [Biodiesel suffers image setback](#)

ADVERTISING



ADVERTISING



Don't over pa
Compare multi
from local car
www.autoquotes

DUI / DWI Def
Seattle DUI/DV
Garka & Fight
www.washington

Tired of the G
BIG Thinkers -
Right Now! Cli
Request Interv
www.38VENTUI

Backup Platir
Backup to CD-
or LAN. Keep
Small and Sec
www.Backup-Pli

NWsource st

Local sales
Search retail :



Today's feat
[Catherines Pl](#)
off plus freebi

10% off every
Wine Alley

[Kaddyshack C](#)
of balls \$13.5t

More ads

Don't miss it
Velocity Art
and Design
sale

Save 20% off
home
furnishings, in
works by top c

Shopping eve

Create sale a

Store guides

Grocery coup

Travel deals

Looking for a

5. Meat-eating mega-dinosaur species found in Argentina
6. China's president brings informal touches to hectic itinerary in visit to Seattle area
7. Chinese president arrives in the Northwest
8. Boeing's high-flying stock showers riches on top execs
9. Erickson comes full circle
10. Hu visit turns out Microsoft's Chinese employees and protesters

Most e-mailed articles



Get home delivery for \$1.95 per week

seattletimes.com home

[Home delivery](#) | [RSS feeds](#) | [Low-graphic](#) | [Search archive](#)
[Site map](#) | webmaster@seattletimes.com | [Contact us](#) | [Privacy statement](#) | [Terms of service](#)
[NWclassifieds](#) | [NWsource](#) | [Advertise with us](#) | [The Seattle Times Company](#)

Copyright © 2006 The Seattle Times Company

[↑ Back to top](#)