

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant MK Technology Associates, Inc. 1920 N Street, NW Suite 750, Washington, D.C. 20036	2. Registration No.  4781
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3. Name of foreign principal  Wyse Technology	4. Principal address of foreign principal  3471 N. First Street San Jose, Ca 95134
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5. Indicate whether your foreign principal is one of the following type:

- Foreign government
- Foreign political party
- Foreign or  domestic organization: If either, check one of the following:
  - Partnership
  - Corporation
  - Association
  - Committee
  - Voluntary group
  - Other (specify) 20% owned by Taiwan Government
- Individual—State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state: N/A

- a) Branch or agency represented by the registrant.
- b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state: N/A

- a) Principal address
- b) Name and title of official with whom registrant deals.
- c) Principal aim

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8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Computer manufacturing company located in U.S. and Taiwan

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal ..... Yes  No
- Directed by a foreign government, foreign political party, or other foreign principal..... Yes  No
- Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes  No
- Financed by a foreign government, foreign political party, or other foreign principal..... Yes  No
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes  No
- Subsidized in part by a foreign government, foreign political party, or other foreign principal.....~~xx~~ Yes  No


9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

Wyse is privately owned by a group of Taiwanese investors. The company employs about 2,000 people worldwide, with headquarters in San Jose, CA and sales offices in the United States, Canada, Australia, Hong Kong, and Western Europe. Dr. Morris Chang is chairman and chief executive officer. Dr. Daniel Wu is president. Dr. Bernard Tse is vice chairman.

When Wyse encountered financial difficulties several years ago, the Taiwan government stepped in to assist the corporation financially through the transition period to help maintain the employment of the 2,000 employees worldwide.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

See above Box 9.

Date of Exhibit A 2/21/93	Name and Title William A. Chastka Gov't Affairs Rep.	Signature 
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INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Name of Registrant	Name of Foreign Principal
MK Technology Associates, Ltd.	Wyse Technology, Inc.

Check Appropriate Boxes:

- The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
- There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Monthly fee for service. Time to be billed as incurred up to a maximum of \$5,000 per month.

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

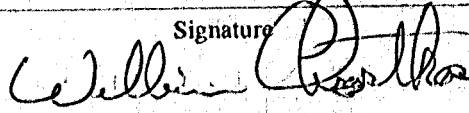
Government affairs and international marketing consulting services including market research and other issues as required. Services include analyzing potential impact of sanctions being imposed upon Taiwan exports to the United States, specifically as they are applied to the electronics industry of which Wyse Technology is a manufacturer of personal computers and terminals. Services rendered include the need to communicate with various agencies having jurisdiction over the imposition of such sanctions to Taiwan industry. These agencies include U.S. Trade Representative, U.S. Departments of Commerce, State, Customs Service, and the American Institute in Taiwan.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes  No

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

See above box 5. We will be providing information regarding commodity code classifications in order to help understand the adverse impact on U.S. corporations of any such ~~potential~~ potential action by the U.S. government to punish violators of intellectual property.

The goal and stated objective of the U.S. government has been to ensure that any such sanctions be fair and not adversely impact U.S. industry, if at all possible. We will provide formal written material and present this information orally to all agencies with jurisdiction or interest in intellectual property violations with respect to Taiwan industry.

Date of Exhibit B  2/21/93	Name and Title William A. Chastka Government Affairs Rep.	Signature 
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<sup>1</sup>Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

# MK Technology · Deltac

EXPORT MANAGEMENT & MARKET RESEARCH SERVICES

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3 February, 1993

Tom Phalen  
Tax Director  
Wyse Technology  
3471 North First Street  
San Jose, CA 95134

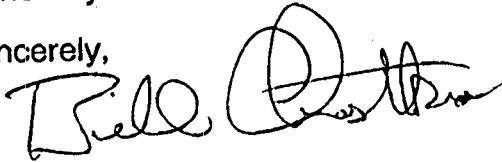
Dear Tom:

As per our telephone conversation concerning potential sanctions being imposed upon the Taiwan Computer industry as a result of failure to meet U.S. demands regarding protection of intellectual property under s306 of the Omnibus Trade Act of 1988, we will begin immediately to represent Wyse before the U.S. government. As such, I have attached a Power of Attorney authorizing MK Technology to perform various government relations representation functions before the U.S. government. As we discussed, we will register as Foreign Agents representing Wyse Technology in order to perform these government relations functions as required under U.S. law.

Although we worked as government relations and export consultants to Wyse, Amdek, and Link, I have attached some more up to date background information for your review regarding MK Technology. We will follow up with hard copy via Federal Express.

We look forward to receiving the signed Power of Attorney via fax and hard copy at your earliest opportunity, as well as any and all information to help us get more fully acquainted with Wyse under its present structure. As discussed, we anticipate our fees to support Wyse Technology in this effort to be approximately \$5,000 per month over the next three months at which time we will know more fully the direction of the U.S. action. We will continue to keep you advised of our progress, and should you have any questions, please do not hesitate to contact either myself or Carla Commandeur, our Vice President of International.

Sincerely,



William Chastka  
Executive Vice President

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Minato-ku, Tokyo 107  
Japan

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Fax: 81 03 3589 1903

# WYSE

## WYSE TECHNOLOGY: COMPANY BACKGROUND

**Products:** Wyse, a leading independent supplier of microprocessor-based products, is organized into two product line divisions. The Terminals and Display Products Division competes in multiuser and network terminals markets, as well as the monitors market. The Systems Division offers a wide range of IBM-compatible personal computers and powerful multiuser systems based on UNIX\*.

**Philosophy:** Wyse makes advanced technology affordable for indirect distribution channels. Wyse products offer outstanding price/performance, compatibility, ease of integration, advanced ergonomics and stylish design.

**History:** Wyse was founded in 1981 and soon introduced an entry-level, general-purpose terminal with an excellent price/performance ratio. Within three years, Wyse became the leading independent terminal manufacturer. Today, Wyse is the leading terminal vendor in the U.S., surpassing IBM in annual shipments in 1991, according to market research. In 1985, Wyse entered the PC market and soon established a strong position in the reseller market. In 1990, Wyse introduced its line of multiuser systems, which are recognized for their leading technology.

**Distribution Strategy:** Wyse products are sold worldwide exclusively through distributors, VARs and original equipment manufacturers (OEMs), including Merisel, Hamilton-Avnet, Tech Data, Wyle Laboratories, Metrologic Group, Trinitec, the Great Escape, Logitek U.K., TM Data and Stoll Datentechnik.

**Branding Strategy:** Wyse has a three-brand strategy to reduce channel competition, meet varied requirements of reseller channels and strengthen its distributor business. Wyse products, including terminals, IBM-compatible personal computers, multiuser systems, and monitors and display adapters, are sold to VARs through distributors and to OEMs. Amdek monitors are targeted to the retail channel. Link supplies ASCII, ANSI and PC-compatible terminals through distributors and OEMs.

**Product Strategy:** Wyse focuses on standard-based products with outstanding price/performance, superior reliability and advanced design. Markets the company enters must have defined industry standards, established third-party distribution channels, compatibility with existing Wyse products and large potential market size.

**Organization:** Wyse is privately owned by a group of Taiwan-based investors. The company employs about 2,000 people worldwide, with headquarters in San Jose, California and sales offices in the United States, Canada, Australia, Hong Kong and Western Europe. Dr. Morris Chang is chairman and chief executive officer. Dr. Daniel Wu is president. Dr. Bernard Tse is vice chairman.

\* UNIX is a registered trademark of Unix System Laboratories, Inc. in the U.S. and worldwide.

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