

Example of Proposal 1

To: David Wallace
From: Dwight Schrute
Date: 11/3/2016
Subject: Michael Scott Paper Company Solution

The purpose of this memo is to offer a solution to the Michael Scott Paper Company acquiring a large number of Dunder Mifflin clients. Michael felt disrespected by you not listening to him, so he has taken it upon himself to make our lives very difficult.

Michael is offering our customers reduced prices and has had great success in stealing our largest clients. You yourself admitted that he has siphoned off 10% of our core business at the Scranton branch. Since Scranton is Dunder Mifflin's only profitable branch we cannot afford to continue losing business. All solutions proposed by Charles Miner have been temporary fixes at best.

I suggest that we fill the Michael Scott Paper Company headquarters with bees in an attempt to sabotage the competition. There are two ways we could accomplish this; the first plan is that I have an apiarist friend who owes me a favor. He will show up with the bees and I can take care of the rest. A second means of procuring the bees would be from the hive that is outside the office. I am confident that I can kidnap their queen, extract her alarm pheromones and place them on a disposable wipe within the Michael Scott Paper Company's restroom.

Chances are that this will only set them back temporarily, however, if one of them happens to be allergic to bees then they may die. This coupled with the fact that bees will cause serious harm to their paper stock may be enough to dismantle them, forcing Michael to quit altogether. What makes this plan so perfect is that no evidence will lead back to Dunder Mifflin, giving us absolute deniability.

There are of course some potential setbacks with this plan. If someone is injured or killed Michael may replace them and the bees may just cause them to be relocated to a different office. Also, there is nothing stopping the bees from attacking the entire building and there is a slight chance that some of them could make their way up to our offices. In addition, bee transportation is risky business despite my excellent apiarist. Coordinating the bee attack with pheromones could cause the bees to be whipped into a frenzy if not handled delicately.

We can transport the bees tomorrow if necessary; the apiarist will not charge anything if we decide to go with him and I can pick up a pack of disposable wipes to hold the pheromones for \$2.99. I await to hear which plan you decide to go with.

Dwight Schrute

Example of Proposal 2

To: David Wallace
From: Michael Scott
Date: 11/3/2016
Subject: Counter-proposal for \$60,000 buyout

It has clearly become apparent to you that there is not enough room in Scranton for Dunder Mifflin, Michael Scott Paper Company, and Office Depot to all coexist. The Scranton paper market has become saturated and your clients are leaving you.

Your steady losses to Michael Scott Paper Company not only makes you look bad, but is actually harming Dunder Mifflin considering that Scranton was their only profitable branch. You will have to explain this at the stockholder meeting coming up and hope that they do not see the need for a new CFO. We at Michael Scott Paper Company may not be in any better shape than you, but all I need to do is hold out until that stockholder meeting; therefore it is in your best interest to resolve this situation as soon as possible.

As a counter offer to your proposed \$60,000 buyout I want my old job back as well as jobs for both Pam Beesly and Ryan Howard. Pam has become a very capable salesperson while at Michael Scott Paper Company and Ryan is like a son to me; his past mistakes should not be taken into account. Also, all three of us will require health and dental benefits along with a retirement plan.

If you accept my offer then Dunder Mifflin will reacquire the manager that made Scranton a profitable branch in the first place. The Scranton employees will also be happy that they get their clients back since I will no longer be making rival paper companies.

While this plan may be your best bet it is not without potential risks. I will do my best to control Ryan, but in the end he will do what he does; he may still be a threat. While I loathe Charles Miner I cannot think of a legitimate reason to terminate him other than not having to pay his salary. Hiring back three people could be expensive; it may be in your best interest to dissolve Charles's position completely.

I recommend that you make your decision as soon as possible or Dunder Mifflin will continue to lose money and you will continue to look bad.

My salary will still be \$48,000+benefits; Pam will earn \$25,000 and Ryan will start off with a \$23,000 salary. I would also like to point out that if Charles Miner is terminated then Dunder Mifflin will save \$75,000 a year, making this deal of no consequence to you.

Michael Scott