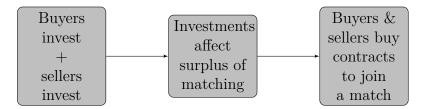
	Left	Right
$\operatorname{Up}$	1,1	2,0
Down	0,2	2,2

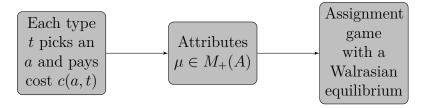
## Stage 1: Investment

Stage 2: Competitive Market



Stage 1: Investment

Stage 2: Market



Software Entrepreneur

eur		Don't Invest	Invest
Entrepreneur	Don't Invest	0	-1
ntre	Don't Invest	0	0
	Torred	0	2 - 1
Hardware	Invest	-1	2-1
Нал			





 $\begin{array}{c|c} & \text{Buyer Payoffs} \\ (0,0) & -\tilde{p}^i(0,0) \\ \text{Matching} & (0,1) & -\tilde{p}^i(0,1) \\ \text{Contract} & (1,0) & -\tilde{p}^i(1,0) - \frac{1}{4} \\ (1,1) & 1 - \tilde{p}^i(1,1) - \frac{1}{4} \end{array}$ 

Seller Payoffs
$\tilde{p}^j(0,0)$
$\tilde{p}^{j}(0,1) - \frac{1}{4}$
$\tilde{p}^{j}(1,0)$
$\tilde{p}^{j}(1,1) - \frac{1}{4}$

Matching Contract

	Buyer Payoffs
(0,0)	0
(0,1)	0
(1,0)	$0 - \frac{1}{4}$
(1,1)	$1 - \tilde{p}^i(1,1) - \frac{1}{4}$

Seller Payoffs
0
$0 - \frac{1}{4}$
0
$\tilde{p}^{j}(1,1) - \frac{1}{4}$