Subject: [Fwd: DOJ, NEED Your Help]
Date: Wed, 12 Feb 1997 11:18:22 -0800
From: gphelps@netscape.com (Geoff Phelps)
Organization: Netscape Communications
To: doj
CC: johno, billk

In response to your request.

Klaus Etzel
Manager Business Development
CerfNet Inc
3510-A Dunhill
San Diego, CA 92121
619.455.4434

ISP Agreement. Worked with these guys for approximately 2 months.

Decided not to distribute Navigator Dial Up Kit because MS IE was free. They couldn't justify the added expense.

John Martis
General Manager
American Digital Networks
619.576.4272

ISP Agreement proposed. Worked for 6 weeks with them. Terms:2500 units @ $12 ea (a 31% discount), 50% downpayment. Verbally agreed to terms, but never sent purchase order.

Access Point Corp.
Tom Djokvich
714.757.4136

ISP Agreement proposed. Worked for 5 weeks. Chose not to distribute Netscape because Microsoft was free.

The First American Financial Corp
Ryan Cobb
909.321.0139

End User license agreement. Worked for 6 weeks. Proposed 5000 units @ $10 license/$6 subscription (60% discount). Chose to go with Microsoft because free and bundled with NT.

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Geoff Phelps
Netscape Communications Corporation
Account Manager
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415.937.4140 FAX
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PENGAD-Bayonne, N.J.

Application Foundry: Free Applications, Development Tools and Expert Forums:
http://home.netscape.com/one_stop/intranet_apps/index.html

Free information services from Netscape, the NY Times, Gartner Group and others:
http://form.netscape.com/cgi-bin/forms/cgi-bin/ibd_reg-x.cgi

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