Subject: [Fwd: [Fwd: POS ISP!]]
Date: Thu, 18 Sep 1997 12:39:22 -0700
From: poppy@netscape.com (Poppy Davies)
Organization: Netscape Communications
To: amman@netscape.com

Subject: [Fwd: POS ISP!]
Date: Thu, 18 Sep 1997 12:24:51 -0700
From: sunny@netscape.com (Sunny Webb)
Organization: Netscape Communications
To: poppy@netscape.com

Subject: Re: POS ISP!
Date: Thu, 18 Sep 1997 15:05:19 -0400
From: Doug McClure <domreg@scescape.net>
Organization: s c e s c a p e internet
To: sunny@netscape.com

Sunny Webb wrote:
>
> *Hello, my name is Sunny Webb and I am your ISP Netscape Account*
> *representative.*
>
> *This note is to notify you that the deadline for your quarterly*
> *Point of Sales (POS) Report by September 10, 1997, has passed*
>
> *I will need a completed Point of Sale Report (Attachment B to your*
> *NSP*
> *Distribution Agreement also copied below) for your sales for the*
> *months of June, July and August as*
> *well as any other unreported sales for previous quarters ASAP They*
> *can be either:*
> *-Emailed to me at sunny@netscape.com*
> *- Faxed to me at (415)937-2112*
>
> *Netscape has recently released Mission Control v4.02 which contains*
> *the latest version of the Dial-Up Edition,*
> *Communicator components, as well tools that allow administrators to*
> *lower cost of ownership through*
> *customization, distribution, and administration of client software.*
> *You should be receiving your update within*
> *the next couple of weeks.*
>
> *Please feel free to contact me with any questions.*
>
> ---
>
> *Attachment B*
> *Quarterly Point of Sale Report Form*
> *Network Service Provider Name and Address:*
> _____
>
> _____
>
> _____
>
> *POS Contact Name:*

Doug McClure

> _____

NSMS 034510
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GOVERNMENT EXHIBIT 116
PENGAD-Bayonne, N.J.

> POS Contact Phone:

803-649-7453
> _____
> POS Contact Fax:

803-649-6070
> _____
> POS Contact email:

closer@scescape.net

> _____
>
> Report for (check applicable periods)
> __ December through February (due March 10)
> __ March through May (due June 10)
XXXX June through August (due September 10)
> __ September through November (due December 10)
>
> Netscape Product # _____
>
> Quantity

ZERO. We have ceased distribution of Netscape. - your product _is_ excellent but totally lacking in marketing support and we could never justify the $20 setup cost when Microsoft will fly a blimp with our name on it for free. I sincerely wish Netscape could compete with this but we are getting slammed by these costs, and this is the very thing that will kill your browser, which I incidentally prefer. We held out as long as we could but can no longer bear this tariff - we tried to support Netscape and Netscape let us down. Should Netscape realize the true value of partners... please let me know as soon as possibl

sincerely,
Doug McClure,
CEO Intertnet SCESCAPE

> _____
>
> Price/Unit
> _____
> Number of New Registered
> Users
> Zip Code or
> Country
> _____
> Products Quantity distributed internally Licensee/Month
> _____
>
> ---
>
> Sunny Webb <sunny@netscape.com>
> Corporate Sales Representative
> Netscape Communications
>
> Sunny Webb
> Corporate Sales Representative <sunny@netscape.com>
> Netscape Communications HTML Mail
> 501 E. Middlefield Rd. Work: (415) 937-3332
> MV-042 Fax: (415) 937-2112
> Mountain View Netscape Conference Address
> CA Netscape Conference DLS Server
> 94043
> USA
> Additional Information:
> Last Name Webb
> First Name Sunny

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