To: georgeb, kklarman
From: ram@netscape.com (Ram Shiram)
Subject: Metro/Vobis
Cc: didierb
Bcc:
X-Attachments:

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PENGAD-Bayonne, N. J.

Gentlemen,

Let us make sure that we close this deal at whatever price. I do not want to loose to MS IE. Thanks,

Karl,

Call me directly if you need any help or guidance on this deal which we briefly discussed when I met you at CEBit. Thks,

>Date: Tue, 26 Mar 1996 12:00:22 -0800
>From: Danny Shader <dshader@netscape.com>
>MIME-Version: 1.0
>To: didierb@netscape.com, ram@netscape.com, kklarman@netscape.com,
>  mattm@netscape.com
>CC: mikeh@netscape.com
>Subject: Metro/Vobis
>
>Hi all,
>
>Mike asked me to follow-up to a "heads-up" he received from one of our
>potential marketing partners about a deal Netscape is
>currently negotiating with Metro and Vobis.
>
>As you know, Metro is establishing an on-line service called MetroNet
>that may/will be bundled with Vobis PCs. Apparently a manager at Metro
>named Peter Titz has expressed concern about the price we're asking for
>the Navigator bundle, and believes that if we don't soften, Vobis will
>opt for MS IE over Navigator.
>
>For technology reasons, our partner wants the deal to go Navigator, so
>they offered to contact us in the States to lobby on Vobis' behalf.
>
>I am not sure if this is just a negotiating tactic or not, but the
>partner thinks Vobis' concern is "for real", and hoped we'd pass on the
>message.
>
>Since I don't want to disturb a potential sales situation/negotiation, I

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>should just pass along the message and then back out....
>
>Good luck,
>Danny
>

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