From: Susan Norberg (Butcher)
Sent: Tuesday, January 06, 1998 5:46 PM
To: Darryl Saunders
Cc: Jeff Dossett
Subject: FW: Cam requested changes to JeffR slides

Importance: High

Message Flag: Follow up
Flag Status: Flagged

also note the # of subscribers on the notes section are erroneous. /susan

—Original Message—
From: Susan Norberg
Sent: Monday, June 23, 1997 5:48 PM
To: Bill Benack; Susan Rucker
Cc: Mark Sorenson; Cameron Myhrvold
Subject: Cam requested changes to JeffR slides
Importance: High

Slide 1 - **ISP IE %'s are ok.....but back-up and supporting verbiage has been modified.**

a) Cam would like the line to be re-titled from "Internet Explorer (Delivered by ISP/OLS) Share" to **"ISP Browser Distribution Data"**
b) Cam would position the % with the following.....

ISP IE Distribution Data – *defined as % of IE units distributed (2 components)*

1. *Top ISP's*

- Of the top 15 ISP's in North America, all but 1 are on the Referral Server/OLS and 100% ship IE as their preferred browser. The exception is #12 Erols.
- Over the past 3 fiscal quarters, these top ISP's have shipped IE 65% of the time
  - 14.2M copies of IE distributed over last 3 fiscal quarters
- Goal for FY98 is for top ISP's to ship IE 80% of the time, but we expect flat # of copies distributed as most are toning down the number of speculative browser shipments.
- Top ISP's not shipping IE
  1. Erols - 200K subscribers
     RBOCS
  2. PacBell, (50K)
  3. BellSouth (20K users)
  4. Bell Atlantic/Nynex (30K users)
     Other
  5. Ameritech (20K users)
  6. InfiNet (80K users)
  7. Pacific Telesis Group (15M users)

2. *BroadReach ISP's*

- 5448 ISP's in ICU Database for North America (1578 interviewed)
  94% Signed IE license agreements
  91% Shipping IE as Primary Browser
  80% Shipping IE 75% or more of the time

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Top_ISP_List.xls

c) Back-up detail on Top ISP list has been updated since the last version

Slide 4 - Realigned Headcount Buckets;

a) Move 5 heads from Mark Sorenson's team to Marketing (out of Overhead)
b) Move 5 heads for New Strategic Biz Development Mgrs to ISP Depth (from ICU AM)
c) Note Cameron's head (VP) is still in overhead, but perhaps should be moved to Mgmt.

ICU FY98 Budget

Job SubFunction	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Avg
B-ICU ICP Account Management Total	4	4	4	4	4	4	4	4	4	4	4	4	4
B-ICU ISP Depth Total	28	28	28	28	28	28	28	28	28	28	28	28	28
B-ICU Marketing / ISP Breadth Total	14	14	14	14	14	14	14	14	14	14	14	14	14
B-ICU Overhead Total	6	6	6	6	6	6	6	6	6	6	6	6	6
B-SE Internet Total	27	27	27	27	27	27	27	27	27	27	27	27	27
ICU Domestic Sales Total	79	79	79	79	79	79	79	79	79	79	79	79	79

Slide 8 - Please REMOVE ICU Revenue entirely.

a) Cameron believes showing ICU revenue is misleading in that ICU's contribution is more about share (IE & NT) and design wins.
He and Jeff have spoken about this many times and Jeff and he are in agreement that ICU is non-revenue.
b) However, should Jeff insist on keeping this in the slide deck, it is important to understand that the $5M ($4,558K) in FY97 and $10M in FY98
is just MCIS. This was also objectionable to Cameron since ICU's revenue impact is more than just MCIS, like NTS, IIS, Proxy,
Site Server, SQL, Exchange, and other BackOffice components. Examples include; Compaq ($32M deal), BT/MCI ($8M deal),
Reed ($34M deal) - all of which include BackOffice components and in some cases Office.

Cameron's input Resource Allocation Chart : *Cam had questions about how these %'s were calculated which I was not able to provide*
insight on and then gave his input:

	People	Marketing	SE's	PSS	MCS
ISP's Depth	4%	1%	4%	0%	2%
ISP's Breadth	1%	1%	1%	0%	0%
ICP's	2%	0%	0%	0%	1%

Slide 9 - Mark Sorenson will be sending an update to this slide for both Depth & Breadth.

TOP 80 ISP (ACCESS SERVICES) IN NORTH AMERICA
June 16, 1997 @ 1:56 PM

ICU Named Account (Redmond)	America Online	[illegible]	East	Mid Atlantic	$164	20	1	Allison Watson		OLS	7,300,000	1			IE Preferred	[illegible]	[illegible]	
ICU Named Account (Redmond)	CompuServe Information Service	[illegible]	Central	Detroit	$132	13		John Zdanowski / Kathryn Bowring	[illegible]	OLS	2,800,000	2			IE Preferred	NT	[illegible]	
Top 20 Access Providers	MSN	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable	OLS	1,600,000	3			100% IE	[illegible]	[illegible]	
ICU Named Account (Redmond)	Prodigy	[illegible]	East	NY / NJ	$214	10		Jyl Bernstein / Martin Taylor		OLS	1,000,000	4			IE Preferred	UNIX	Netscape	
ICU Named Account (Redmond)	AT&T (AT&T WorldNet)	[illegible]	East	NY / NJ	$214	10		Jyl Bernstein / Martin Taylor	[illegible]	Telco	[illegible]	5			IE Preferred	UNIX	Netscape	300,000 Internet Access Subs
ICU Named Account (Redmond)	Netcom	[illegible]	West	Northern CA	$143	13		Kimberly Dove		ISP	500,000	6			IE Preferred	UNIX	Apache	
ICU Named Account (Redmond)	MCI (internetMCI)	[illegible]	East	Mid Atlantic	$164	20	1	Allison Watson	Meg Stranger	Telco	300,000	7			IE Preferred	UNIX	Netscape	
ICU Named Account (Redmond)	Earthlink Network	[illegible]	West	Southern CA	$137	14		Pitman Sullivan		ISP	300,000	8			IE Preferred	UNIX	Netscape	
ICU Named Account (Redmond)	IBM (IBM Global Network)	[illegible]	Central	Chicago	$143	15		Dan Silvestri / Ed Marchewka		ISP	300,000	9			IE Preferred	UNIX	NCSA	
ICU Named Account (Redmond)	[illegible]	[illegible]	West	Pac West	$81	10		Clark Butler		ISP	300,000	10			IE Preferred	UNIX	Netscape	
ICU Named Account (Redmond)	Concentric Network	[illegible]	West	Northern CA	$143	13		Kimberly Dove		ISP	300,000	11			IE Preferred	UNIX	NCSA	
ICU Named Account (Redmond)	[illegible]	[illegible]	East	Mid Atlantic	$164	20	1	Allison Watson		ISP	200,000	12			100% Navigator	UNIX	Apache	
ICU Named Account (Redmond)	Mindspring	[illegible]	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		ISP	150,000	13			IE Preferred	UNIX	Apache	
ICU Account transfer to District	IDT Internet Services, Inc	[illegible]	East	NY / NJ	$214	10		Jyl Bernstein / Martin Taylor		ISP	135,000	14			IE Preferred	UNIX	Apache	
ICU Named Account (Redmond)	GTE	[illegible]	Central	Dallas / Houston	$151	19		Steve Pieper	John Olinder	Telco	16,763,116	15	4		IE Parity			100,000 Internet Access Subs
ICU Named Account (Redmond)	Sprint	[illegible]	Central	St Louis	$70	8		[illegible]	[illegible]	Telco	6,425,000	16	8		IE Parity	UNIX	Netscape	100,000 Internet Access Subs
ICU Account transfer to District	[illegible]	Not Applicable	East	Mid Atlantic	$164	20	1	Allison Watson		ISP	90,000	17			100% Navigator	UNIX	[illegible]	
ICU Account transfer to District	[illegible] Inc	Not Applicable	Central	Detroit	$132	13		John Zdanowski / Kathryn Bowring		ISP	75,000	18			IE Preferred	NT	IIS	
ICU Account transfer to District	[illegible] Canada	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	85,000	19			IE Preferred	UNIX	NCSA	
ICU Account transfer to District	[illegible] Communications (Canada)	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	80,000	20			IE Preferred	UNIX	Netscape	
ICU Account transfer to District	[illegible], Inc	Not Applicable	Central	Detroit	$132	13		John Zdanowski / Kathryn Bowring		ISP	60,000	21			IE Preferred	NT	IIS	
ICU Account transfer to District	[illegible]	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	50,000	22			IE Parity	UNIX	Apache	
ICU Named Account (Redmond)	Pacific Telesis Group	[illegible]	West	Northern CA	$143	13		Kimberly Dove	Wendy McGill	Telco	15,030,000	23	6		Navigator Preferred	UNIX	Netscape	20,000 Internet Access Subs
ICU Account transfer to District	Internet America	Not Applicable	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		ISP	45,000	24			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible] for the Internet	Not Applicable	West	Southwest	$43	5		Josh Brennan		ISP	40,000	25			IE Parity	UNIX	Apache	
ICU Account transfer to District	[illegible] Network, Inc	Not Applicable	East	NY / NJ	$214	10		Jyl Bernstein / Martin Taylor		ISP	40,000	26			IE Preferred	UNIX	Netscape	
ICU Account transfer to District	[illegible] Internet Services Corp	Not Applicable	East	New England	$84	12		Rob Graf		ISP	40,000	27			IE Preferred	VAX	OSU by Digital	
ICU Account transfer to District	Internet Canada Corporation	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	35,000	28			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible]	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	35,000	29			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible]	Not Applicable	West	Southwest	$43	5		Josh Brennan		ISP	35,000	30			IE Preferred	UNIX	Netscape	
ICU Named Account (Redmond)	Bell Atlantic / NYNEX	[illegible]	East	Mid Atlantic	$164	20	1	Allison Watson	John Teague	Telco	36,740,000	31	1		Navigator Preferred	UNIX	Netscape	20,000 Internet Access Subs (BA: 18,188,000 / NYNEX 18,577,000 Telco Subs)
ICU Account transfer to District	BBN, Inc / BBN Internet Access Co.	Not Applicable	East	New England	$84	12		Rob Graf		ISP	30,000	32			IE Preferred	UNIX	Netscape	
ICU Account transfer to District	[illegible] Communications, Inc	Not Applicable	Central	Dallas / Houston	$151	19		Steve Pieper		ISP	25,000	33			IE Parity	UNIX	Apache	
ICU Account transfer to District	[illegible]	Not Applicable	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		ISP	25,000	34			IE Parity	UNIX	Netscape	
ICU Account transfer to District	[illegible] Canada Inc	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	25,000	35			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible] Telecommunications, Inc	Not Applicable	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		ISP	23,000	36			IE Preferred	NT	IIS	
ICU Account transfer to District	[illegible]	Not Applicable	West	Southern CA	$137	14		Pitman Sullivan		ISP	23,000	37			IE Preferred	NT	IIS	
ICU Account transfer to District	[illegible] Internet	Not Applicable	West	Pac West	$81	10		Clark Butler		ISP	23,000	38			IE Preferred	NT	IIS	
ICU Account transfer to District	[illegible], Inc	Not Applicable	East	NY / NJ	$214	10		Jyl Bernstein / Martin Taylor		ISP	22,000	39			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible]	Not Applicable	East	New England	$84	12		Rob Graf		ISP	21,000	40			IE Parity	NT	IIS	
ICU Named Account (Redmond)	Ameritech	[illegible]	Central	Chicago	$143	15		Dan Silvestri / Ed Marchewka	Chris Smith	Telco	18,230,000	41	3		Navigator Preferred			20,000 Internet Access Subs
ICU Named Account (Redmond)	Bell South	[illegible]	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson	[illegible]	Telco	20,210,000	42	2		Navigator Preferred			20,000 Internet Access Subs
ICU Account transfer to District	[illegible], Inc	Not Applicable	West	Pac West	$81	10		Clark Butler		ISP	20,000	43			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible] Internet Services	Not Applicable	West	Rocky Mountain	$47	7		Justin White		ISP	20,000	44			IE Parity	UNIX	Apache	
ICU Account transfer to District	[illegible]	Not Applicable	West	Pac West	$81	10		Clark Butler		ISP	20,000	45			IE Preferred	NT	IIS	
ICU Account transfer to District	[illegible] Net	Not Applicable	East	New England	$84	12		Rob Graf		ISP	20,000	46			N/A	UNIX	Apache	
ICU Account transfer to District	Le Groupe Videotron (Canada)	[illegible]	Central	Canada				Mary Peterson	Mary Peterson	Cable	1,300,000	47		6	IE Preferred			20,000 Internet Access Subs
ICU Account transfer to District	Canada Internet Direct Inc	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	20,000	48			IE Preferred	UNIX	Apache	
ICU Account transfer to District	SNET	Not Applicable	East	New England	$84	12		Rob Graf		Telco	1,971,000	49	10		IE Parity			
ICU Account transfer to District	[illegible] Communications, Inc	Not Applicable	East	New England	$84	12		Rob Graf		ISP	20,000	50			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible]	Not Applicable	East	New England	$84	12		Rob Graf		ISP	20,000	51			IE Preferred	NT	IIS	
ICU Account transfer to District	CyberGate - Florida	Not Applicable	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		ISP	18,000	52			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible] Internet Services	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	17,000	53			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible], Inc	Not Applicable	Central	Detroit	$132	13		John Zdanowski / Kathryn Bowring		ISP	17,000	54			IE Preferred	UNIX	Netscape	
ICU Account transfer to District	[illegible] Internet Access, Inc	Not Applicable	East	New England	$84	12		Rob Graf		ISP	16,000	55			IE Preferred	UNIX	Netscape	
ICU Account transfer to District	[illegible] Communications, Inc	Not Applicable	West	Northern CA	$143	13		Kimberly Dove		ISP	15,000	56			IE Preferred	UNIX	[illegible]	
ICU Account transfer to District	[illegible], Inc	[illegible]	West	Southern CA	$137	14		Pitman Sullivan		ISP	15,000	57			IE Preferred	UNIX	[illegible]	
ICU Account transfer to District	[illegible], Inc	Not Applicable	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		ISP	15,000	58			IE Preferred	NT	IIS	
ICU Account transfer to District	Internet Providers of Florida	Not Applicable	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		ISP	15,000	59			IE Preferred	NT	Apache/IIS	
ICU Account transfer to District	[illegible] Development Corp	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	15,000	60			IE Preferred	UNIX	Netscape	
ICU Account transfer to District	[illegible] Internet Services	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	15,000	61			IE Parity	UNIX	NCSA	
ICU Account transfer to District	[illegible]	Not Applicable	Central	Detroit	$132	13		John Zdanowski / Kathryn Bowring		ISP	15,000	62			100% Navigator	UNIX	Netscape	
ICU Account transfer to District	The Gateway	Not Applicable	Central	Detroit	$132	13		John Zdanowski / Kathryn Bowring		ISP	15,000	63			IE Preferred	NT	IIS	
ICU Account transfer to District	Affordable Internet To All	Not Applicable	Central	Chicago	$143	15		Dan Silvestri / Ed Marchewka		ISP	14,000	64			IE Parity	UNIX	Apache	
ICU Account transfer to District	[illegible] Network, Inc	Not Applicable	East	Mid Atlantic	$164	20	1	Allison Watson		ISP	13,000	65			100% IE	UNIX	NCSA	
ICU Account transfer to District	CTS Network Services	Not Applicable	West	Rocky Mountain	$48	7		Justin White		ISP	12,000	66			IE Preferred	UNIX	NCSA	
ICU Account transfer to District	CyberHighway Internet Services	Not Applicable	West	Pac West	$81	10		Clark Butler		ISP	12,000	67			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible] Corp	Not Applicable	Central	Canada				Mary Peterson	Mary Peterson	ISP	11,000	68			IE Preferred	UNIX	Netscape	
ICU Account transfer to District	Planet Pools	Not Applicable	East	NY / NJ	$214	10		Jyl Bernstein / Martin Taylor		ISP	11,000	69			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible], Inc	Not Applicable	West	Rocky Mountain	$48	7		Justin White		ISP	10,000	70			IE Preferred	UNIX	Apache	
ICU Named Account (Redmond)	[illegible] Communications	[illegible]	East	Mid Atlantic	$164	20	1	Allison Watson		ISP	10,000	71			IE Preferred	UNIX	Apache	
ICU Account transfer to District	[illegible] Computer Solutions, Inc	Not Applicable	Central	Chicago	$143	15		Dan Silvestri / Ed Marchewka		ISP	10,000	72			IE Preferred	UNIX	NCSA	
ICU Account transfer to District	[illegible] Internet Services	Not Applicable	Central	Minneapolis	$87	8		Cathy [illegible]		ISP	10,000	73			IE Parity	UNIX	Netscape	
ICU Account transfer to District	[illegible] Technologies, Inc	Not Applicable	Central	Dallas / Houston	$151	19		Steve Pieper		ISP	10,000	74			IE Parity	UNIX	Apache	http Access contact sent
ICU Account transfer to District	[illegible] Internet	Not Applicable	West	Southern CA	$137	14		Pitman Sullivan		ISP	10,000	75			IE Parity	NT	IIS	
ICU Account transfer to District	[illegible] Group, Inc	Not Applicable	West	Pac West	$81	10		Clark Butler		ISP	8,000	76			IE Preferred	NT	IIS	
ICU Account transfer to District	[illegible], Inc	Not Applicable	Central	St Louis	$70	5		[illegible]		ISP	7,000	77			IE Parity	NT	IIS/Netscape	
ICU Named Account (Redmond)	MFS WorldCom / UUNET / [illegible]	[illegible]	East	Southeast	$163	21		Ron Lingafelt / Frank Peterson		Telco	6,000	78			IE Preferred	NT	IIS	
ICU Named Account (Redmond)	Time Warner Cable	[illegible]	East	New England	$84	12		Rob Graf	[illegible]	Cable	12,100,000	79		2	100% IE			6,000 Internet Access Subs
ICU Account transfer to District	[illegible], LLC	Not Applicable	West	Pac West	$81	10		Clark Butler		ISP	5,000	80			IE Preferred	UNIX	NCSA	
ICU Account transfer to District	[illegible] Networks, Inc	Not Applicable	Central	Dallas / Houston	$151	19		Steve Pieper		ISP	4,000	81						
ICU Named Account (Redmond)	[illegible] (Continental Cable)	[illegible]	East	New England	$84	12		Rob Graf		Cable	3,000,000	82		3				4,000 Internet Access Subs

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