From: Bill Koszewski
Sent: Friday, May 01, 1998 4:08 PM
To: Brian Gluth
Subject: RE: http://www.netscape.com/assist/isp_select/index.html?cp=hmp04yswi

They're entirely within their right to do this, and you are correct in that what they want most is new users. Nothing else really matters.

It's interesting how this influences our strategy. We need to develop some real business benefits behind IE. Things that go straight to the bottom line like cheaper distribution, lower support costs, easier recruitment, etc. Only when we can prove that IE is the best choice, on it's own merits, will we really get this under control. Today, we can arrange things (through co-marketing, etc.) so that IE4 is the best choice for a particular program or promotion or for most new users. But without that relationship support from us, water seeks its own level. Which is parity. We've really got a commodity product on our hands here.

—Original Message—
From: Brian Gluth
Sent: Friday, May 01, 1998 4:02 PM
To: Bill Koszewski
Subject: FW: http://www.netscape.com/assist/isp_select/index.html?cp=hmp04yswi

B-

It does seem that ISPs will work with anyone to secure new users. (they used to list some ISPs before without the ISPs' knowledge)

I followed through on one of the sign-ups (AT&T) it mentions that for this process, NSCP wil automatically download, but that you could select Internet Explorer (you'll just need more space on your hard disk)

Updated webpages suggest the just rev'd it on March 18th.....
—Original Message—
From: Bob Visse
Sent: Friday, May 01, 1998 3:43 PM
To: Brian Gluth
Subject: http://www.netscape.com/assist/isp_select/index.html?cp=hmp04yswi

<http://www.netscape.com/assist/isp_select/index.html?cp=hmp04yswi>

Have you noticed that all of our good old partners are now working with the enemy? This must be a result of the loosening up of the ISP agreements. I wonder how much action NS is getting off of this?? Just a few months ago they only had the baby bells up here.

PENGAD-Bayonne, N.J.
GOVERNMENT EXHIBIT
232