From: Autumn Neault (Womack)
Sent: Friday, April 03, 1998 11:42 AM
To: Kurt Kolb
Subject: FW: W98 Preferred ISP oppty

fyi.
planning any side letters for Compaq?

-----Original Message-----
From: Carl Sittig
Sent: Friday, April 03, 1998 10:27 AM
To: Autumn Neault (Womack)
Cc: Joe Williams
Subject: RE: W98 Preferred ISP oppty

fyi, joe is at Compaq now. he just called after giving the presentation. The initial feedback is not good, which is what we expected. They have negotiated a deal with one ISP and that ISP gets exclusive promotion on Compaq's systems. In the contract nego we gave them the ability to use their reg wizard (and give us the data) and allowed them to insert an ISP sign up wizard in the boot up process in return for promoting us as their partner. They also want to turn off the channel bar due to customer request. They get a ton of support calls asking how to turn it off. Could cause us problems with AOL.

Joe will have all the details, but I wanted to give you a heads up. We don't have much time to solve this.

Thanks

Carl Sittig
Group Manager, OEM
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425-936-6348

-----Original Message-----
From: Autumn Neault (Womack)
Sent: Friday, April 03, 1998 9:49 AM
To: Bengt Akerlind's Direct Reports
Subject: FW: W98 Preferred ISP oppty
Importance: High

latest update...

the only countries this deal with apply to are:
US, UK, France, Germany and Japan

-----Original Message-----
From: Autumn Neault (Womack)
Sent: Tuesday, March 31, 1998 7:24 PM
To: Bengt Akerlind's Direct Reports
Cc: Carl Gutledge; Kurt Kolb
Subject: W98 Preferred ISP oppty
Importance: High

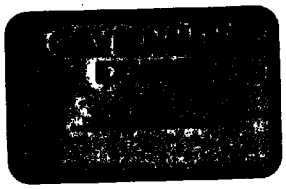
To best prepare for the Preferred ISP Referral Server implementation, we need to know which ISP your OEMs will be using or is considering to use (could be multiple) as it's Preferred ISP. The ISP may be different for each division/brand within the OEM and for each international locale. ICU needs to know the ISP nominations asap so they can handle the implementations in time for Windows 98 Launch.

Would you please coordinate with your account teams to provide the following information to me:

<< File: ISP.xls >>
If the Preferred ISP opportunity does not apply to a particular OEM account or brand/division, please reference it as such by stating the OEM:

- will choose the "BOUNTY" opportunity instead
- will "NOT" participate in either Preferred ISP or Bounty opportunities offered by MS

thank you



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