Rick Frederking (LCA)

From: Steve Ballmer
Sent: Sunday, December 01, 1996 9:26 PM
To: Bill Gates; Amar Nehru
Cc: Brad Silverberg; Brad Chase; Paul Maritz
Subject: RE: Netscape Revenues (Long mail)

I asked amar to send it broadly I may have gone oevrboard we should have been more precise that home page means ads of all kinds sorry The isv revenue we did not dig into it will have to lower one of our other estimates if sizable we will brianstorm how to get a grab

—Original Message—
From: **Bill Gates**
Sent: Sunday, December 01, 1996 9:24 PM
To: Amar Nehru
Cc: Brad Silverberg; Brad Chase; Steve Ballmer; Paul Maritz
Subject: RE: Netscape Revenues (Long mail)

What kind of data do we have about how much software companies pay Netscape?

In particular I am curious about their deals with Corel, Lotus and Intuit. All of these ship a lot of units of Netscape. In our discussions we must have some kind of sense of the revenue which Netscape gets from this.

I was surprised at the ISP revenue being so high. The services revenue is NOT primarily from the home page as is stated in this report. Netscape does better selling things like the SEARCH button. Someone should be more concrete about what they get (non-barter) from the home page. I think its quite low.

I don't think this analysis needed to be sent to so many people.

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