From: Tom Johnston [tomj]
Sent: Thursday, August 31, 1995 3:51 PM
To: Alec Saunders; Thomas Reardon
Cc: Barb Fox; Dave Malcolm; Dan Rosen; James 'J' Allard; Jody Germaine; Michele Bourdon; Warren Dent
Subject: pricing @ netscape

here's some c2 in the netscape's pricing

> they don't appear to give qty discounts until the
> $ value of the deal hits $375k for any combination
> of browsers/servers, etc.
>
> browser pricing to telco's is in the range of $0.50/browser
>
> telco deals are in the range of $1mm, and include
> consulting fees as well as browsers.

-TJ

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