Subj: Fwd: Netscape/MS/Sun
Date: 96-01-10 10:19:16 EST
From: GADBWJK
To: ELKeller
Sent on: America Online (using WAOL 2.5)

Forward Verified: 96-01-10 10:23:32 EST
Subj: Fwd: Netscape/MS/Sun
Date: 96-01-09 12:30:42 EST
From: DKRJJ
To: GADBWJK
Sent on: America Online (using MAC (0cb2))

FYI

Forward Verified: 96-01-10 10:23:32 EST
Subj: Netscape/MS/Sun
Date: 96-01-09 12:11:34 EST
From: DKRJJ
To: Steve C
CC: NaviSoft, Leonsis, MConnors, Zgi, DGang, Jean
CC: Lisagansky, EKirsh, ARGrogan
Sent on: America Online (using MAC (0cb2))

GOVERNMENT EXHIBIT 621

Some quick additional thoughts here beyond my previous email on this subject:

1. MS --- with them giving us advertising, with them likely to be more aggressive on technology pricing and with the bundling they are offering resulting in a savings in bounties, the deal feels like a better one from a p&l standpoint than the NS deal. More money coming in/being saved than going out.

2. The MS deal is likely to get us to a bigger subscriber base in a shorter period of time than the NS deal.

Keeping the foregoing two major overall goals of ours in mind as general company policy --- ie get to 10 million as fast as we can and make/save money, Microsoft seems like potentially the better way to go despite all of their shortcomings. Shorter term deal, but possibly better results to AOL in the near term.

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P.S. In a general way, we are trying to lock down the web programming and advertising relationships in the Sun deal as well without turning that deal into one of major proportions. That is, we are finessing the issues with hard hooks in our favor should it become meaningful.

David

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