Subject: [Fwd: Microsoft Offer To ISPs]
Date: Tue, 26 Mar 1996 09:20:31 -0800
From: Anna Song <annas@netscape.com>
Organization: Netscape Communications Corporation
To: jennifer@netscape.com, daver@netscape.com

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fyi ...
--

Anna Song Netsales Program Manager
PH: (415)528-2910 FX: (415)528-4140
Netscape Communications Corporation

Subject: Microsoft Offer To ISPs
Date: Tue, 26 Mar 1996 09:23:03 -0800
From: billk@netscape.com (Bill Kellinger)
To: annas@netscape.com, bj@netscape.com, johno@netscape.com, sarah@netscape.com, billk@netscape.com, bruce@netscape.com, mkashyap@netscape.com, annette@netscape.com, joe@netscape.com

>X-Sender: tdicker@pop.mcom.com
>Mime-Version: 1.0
>Date: Mon, 25 Mar 1996 19:18:39 -0800
>To: Ram@mcom.com, Billk@mcom.com
>From: tdicker@Netscape.com (Tom Dicker)
>Subject: Microsoft Offer To ISPs
>
>
>
>
>----- Begin Included Message -----
>
>>From jkimble@nostromo.Sun.COM Mon Mar 18 13:03 CST 1996
>Date: Mon, 18 Mar 1996 10:58:34 -0800
>From: jkimble@nostromo.Sun.COM (Jim Kimble)
>To: nttalk@Sun.COM
>Subject: Microsoft Offer To ISP
>Cc: www@unicorn
>
>
>[[A friend of mine owns/operates an ISP (on Suns :-)). Anyway, we
> received this cold "form letter" from Microsoft, looking to give
> away some of their free software. Just an FYI. --jk]]
>
>----- Begin Included Message -----
>
>Forwarded message:
>> From a-bernp@microsoft.com Thu Mar 14 15:19 MST 1996
>> X-Received: from red-50-msg by xnet1 with receive; Thu, 14 Mar 1996
>>14:26:35 -0800
>> From: Bernard Pearson (Creative Assets) <a-bernp@microsoft.com>
>> Date: Thu, 14 Mar 96 14:20:59 PST
>> Subject: Microsoft Offer To ISP
>> Content-Type: text
>> Content-Length: 1534
>>
>> Hi,
>> I am mailing some ISP's nationwide to better understand how we might

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>> be able to work together. Can you route this to your owner, business
>> or marketing person?
>> Thanks
>>
>> I would like to have you distribute Internet Explorer for
>> Win 95, Win 3.1 and Macintosh to your customers. We will license those
>> products to you free of charge.
>>
>> I am also offering a copy of Internet Information Server which,
>> I think, you as an ISP will find adds value to your service. The
>> Internet Explorer offers you reduced browser costs, which should
>> help you to differentiate your service, while allowing you to
>> provide your customers with a great browser.
>>
>> I would also hope that you could help us figure out how we might work
>> better together. If you'd like, reply to this mail and I'll send you
>> the information on licensing IE and the software mentioned.
>>
>> Can you help me as follows:
>>
>> A. Be sure to send me your physical address so we can ship the product.
>>
>> B. Let me know more about who you are and how we can be of help.
>>
>> 1) Nature of your business: Access, Web design etc?
>>
>> 2) Territory covered?
>>
>> 3) Number of subcribers?
>>
>> 4) Do you distribute a browser today? Who's? Interest level in IE?
>>
>> 5) UNIX or NT platform?
>>
>> C. Anything specific that we could help you out on?
>>
>>
>>
>> Thanks for your time
>>
>> Internet Business Development
>> Microsoft
>>
>> PS To see IDC's review of our new Internet Information Server
>> check out:
>>
>> http://www.microsoft.com/sp/spin/inetspec
>> http://www.microsoft.com/windows/ie/iedl.htm
>> http://www.microsoft.com/infoserv/
>>
>>
>----- End Included Message -----
>

Bill Kellinger , Director of Netsales
Netscape Communications Corp
billk@netscape.com, Wk#415.528.2880 ,Fax# 415.528.4140

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