Date: Mon, 10 Jun 1996 11:12:31 -0400
From: Aaron Kuehn <aaron@netscape.com>
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MIME-Version: 1.0

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CC: Marc Andreessen <pmarca@netscape.com>, wackerma@netscape.com,
fredg@netscape.com
Subject: Re: IMPORTANT: report any instances of predatory or anticompetitive behavior

REDACTED

Toys-"R" Us is in the early stages of a major overhaul and redesign of their web site, to include a sophisticated multimedia experience including education, gaming, and community type environments, a gift registry, and an online store (early '97).

They are choosing an integration/hosting partner from among several vendors (AT&T, FDC, and Digital) and choosing the core web and commerce technology from among several vendors (Netscape, OpenMarket, and Microsoft).

According to Toys' chief architect and technology decision maker for this project, Microsoft offered them "several hundred thousand dollars worth" of free consulting if Toys elects to use MS technology for the site. I'm not sure if any cash was proferred. Wal-Mart was brought into the discussion because Wal-Mart is Toys' chief competitor.

Please keep this information inside Netscape; if disclosure is desired, we will need to make some arrangement with the customer.

Regards,
Aaron

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