Date: Thu, 13 Jun 1996 10:43:04 +0100
From: Paul Ayres <ayres@netscape.com>
Organization: Netscape Communications
MIME-Version: 1.0

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CC: pmarca@netscape.com
Subject: [Fwd: IMPORTANT: report any instances of predatory or anticompetitive behavior]

Quick overview from N Europe.

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1. Planet Internet, Holland

MSFT offered free product (client) and a marketing fund ($400k). This was extended on the understanding that Planet would NOT purchase any s/w from Netscape.

2. Demon Internet, UK

As above.

3. BT, UK

As above.

4. Indigo/Dome, Ireland

As above.

There are a number of other examples which I could cite, however, these should indicate that we are seeing this type of predatory behaviour in all countries with all major service providers. Similar activity in the corporate market place is beginning to occur, however, corporates are much more wary of the 'free' approach.

Hope that this helps.

Paul

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