Date: Mon, 01 Jul 1996 12:19:26 -0700
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Subject: Microsoft predatory tactics

Marc and Roberta,

More anecdotal information regarding Microsoft predatory business practices.
This situation involves New Zealand Telecom, a current Netscape customer who has implemented Netscape commercial applications and 30,000 navigators.--order valued at $400k.

Microsoft offered New Zealand Telecom, $5.00 for every Netscape Navigator pulled out and replaced with Microsoft Explorer. As well as free Win'95 upgrades for 7000 internal users---.

We are trying to get written/hard evidence .

It appears that the Microsoft offer to pay NZT to pull out Netscape product is not a 'one off' proposal. We were told Microsoft is offering this same deal to every PTT that attended a large user group meeting held in Redmond in June.

Can't we put a stop in Microsoft offering to pay our customers to rip Netscape product out???

Regards,
Quentin
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