Date: Tue, 16 Jul 1996 11:05:22 -0700
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CONFIDENTIAL

Subject: Microsoft Anti-competitive behavior

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You asked me to summarize two conversations I've had with reporters from Media Week and Marketing Computers regarding some unusual activities from Microsoft.

On Thursday, July 11, I received a call from Catherine Dennis of Marketing Computers asking Netscape to comment on a new practice Microsoft is alledgedly instituting. She mentioned that Microsoft is approaching large Web sites that charge for portions of their content. She said that several of these large sites have contacted the press letting them know that Microsoft is offering to subsidize the cost of paid-for content, if end-users are using Internet Explorer to access that content We declined to comment as it was an unsubstantiated rumor. Catherine can be reached at 212-536-6587.

Catherine mentioned that she had heeard the story from, and was working in conjunction with Cathy Taylor of Media Week. Cathy called in the afternoon on Thursday, and reiterated that Microsoft is offering to reinburse large sites for content that has been accessed with Internet Explorer. She also mentioned that Microsoft is offering to spend a lot of advertising money at these sites if they agree to cooperate. She did not know if the trade off meant having a button on these sites to download Internet Explorer. Cathy can be reached at 212-536-6579.

I hope you find this information helpful.

Best regards,
Donna Sokolsky
Netscape PR

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