HIGHLY CONFIDENTIAL

Date: Thu, 08 Aug 1996 09:58:25 +0000
From: John Menkart <menk@netscape.com>
Reply-To: menk@netscape.com
Organization: Netscape Communications Corp.
MIME-Version: 1.0
To: roberta@netscape.com
CC: pthorp@netscape.com, menk@netscape.com
Subject: Microsoft Questionible Practices

Roberta,

A while ago that a memo was released indicating that we should forward info on questionable Microsoft pratices to you.

I believe we have a big one in the Federal Space. As you are aware we do a great deal of our business via BTG. Well in addition to doing resale of our products BTG also integrates PCs. They recently started a promotion for the Fed they call "Netscape in the Box" (They have been advertsing that they include a copy of Netscape Navigator on all 32 Bit windows platforms they ship until Sept.

Apparently, (and Peter is closer to this than I) the Microsoft folks wanted to know why the BTG peolple were including Netscape Navigator in stead of MSIE. BTG told them that that was what the customers wanted.

Well Microsoft informed BTG that they would drop the price for Win 95 and/or NT if MSIE were configurred instead of Netscape Navigator.

Please contact Peter for details as he heard this directly and can put you in touch with the right people at BTG.

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** Note: We Moved on July 22nd Our new number and address Below! **

Thanks

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Netscape ONE (Open Network Environment) White Paper
http://home.netscape.com/comprod/one/white_paper.html

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