REDACTED

04:05 PM 9/13/96 , Olivetti Also Says Microsoft i

To:
From: Ram Shriram <ram@netscape.com>
Subject: Olivetti Also Says Microsoft is "Acting Unfairly"
Cc:
Bcc:
X-Attachments:

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I know Gianni pretty well. He is a friend, very objective and wants the game to be played fairly and can be persuaded to speak about the "unfairness" under oath.

>Return-Path: georgeb@netscape.com
>X-Sender: georgeb@corpmail
>Date: Fri, 13 Sep 1996 13:46:46 -0700
>To:
>From: George Bolanos <georgeb@netscape.com>
>Subject: Olivetti Also Says Microsoft is "Acting Unfairly"
>Cc: ram@netscape.com, oliver@netscape.com, hazel@netscape.com
>

>
>FYI, Gianni Comoglio, Purchasing Director of Olivetti's Telemedia Group,
>said that Netscape should take Microsoft to court (he had not been aware of
>Netscape's letter to the DOJ yet) as he felt Microsoft was being ufair in
>Microsoft's proposal to have Telemedia's ISP service to distribute
>Microsoft's Internet Explorer for free. He said the agreement which he has
>been asked to review allows Olivetti to get money in the form of a "referral
>fee" each time Explorer is put on a CD that Olivetti distributes.
>
>This information was unsolicited but Mr. Comoglio was forthcoming in his
>remarks because he has an interest to work down a $300,000 prepay with
>Netscape. Mr. Comoglio's pro-Netscape argument to his marketing management
>were initially rebutted because of the more attractive financial aspects of
>Microsoft's proposal. He said Microsoft is just being ufair in their free
>browser proposal and in their proposal to provide financial incentive to not

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>bundle "other browsers". He has asked us to help his efforts to convince
>his management to go Netscape, which we shall do.
>
>George
>
>Manager, International OEM Sales
>tel:415-937-2596
>fax:415-428-2972
>
>

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