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To: Philip Wheeler@Portable@PCMkt Hou,Hugh McCrea@TS Staff@CS Hou,Jim Garrity@Mkt Comm@NA Hou,Mary Kuna@Desktop@PCMkt Hou,Andrea Morgan@Desktop@PCMkt Hou,Greg Memo@Desktop@PCMkt Hou,Kia Chong@Portable@PCMkt Hou,Lynn Farris@Prod Mkt@NA Hou,Ann McAlpin@Portable@PCMkt Hou,Greg Plotner@Pur@Pur Hou,Kurt Losert@Corp Dev@Corp Hou,Chuck Dourlet@Portable@PCMkt Hou,Andrew Watson@Desktop@PCMkt Hou,Deborah Crockett@Desktop@PCMkt Hou,Kathy Seesing@Desktop@PCMkt Hou,Brian McDonald@Portable@PCMkt Hou,Judy Alam@Portable@PCMkt Hou,Xavier Caro@Mktg@LA Hou,Mary Shelton@Portable@PCMkt Hou,Ken Jung@Portable@PCMkt Hou
Cc: Stephanie Johnson@Desktop@PCMkt Hou,Sandra Anthis@TS DeskCase@CS Hou,Gwen Polka@Mkt Comm@NA Hou,Melanie McDonald@Desktop@PCMkt Hou,Bunnie Edwards@Desktop@PCMkt Hou,Kathi Sims@Portable@PCMkt Hou,Bobsy Calhoun@Prod Mkt@NA Hou
Bcc:
From: Greg Young@Portable@PCMkt Hou
Subject: re: Microsoft's "Marvel" Meeting w/Steven Lurie
Date: Friday, July 15, 1994 15:48:27 CDT
Attach:
Certify: N
Forwarded by: Greg Plotner@Pur@Pur Hou

GOVERNMENT EXHIBIT 995
PENGAD-Bayonne, N.J.

Forwarded to: Philip Wheeler@Portable@PCMkt Hou
cc:
Forwarded date: Thursday, August 11, 1994 12:05:01 CDT
Comments by: Greg Plotner@Pur@Pur Hou
Comments:

Philip,

My mailbox must have been full when you responded... can you please resend?

Thanks,

Greg

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Forwarded to: Philip Wheeler@Portable@PCMkt Hou
cc: SteveD,KennethT
Forwarded date: Wednesday, August 3, 1994 10:29:32 CDT
Comments by: Greg Plotner@Pur@Pur Hou
Comments:

Philip,

Thanks for your voicemail on rescheduling this meeting. What was the date? I'll be out of the office the rest of this week. Please copy Steve and Ken.

Thanks again,

Greg

C004070

---------- [Original Message] ----------

Since I doubt we'll all have chance to meet beforehand, I'd like to give everyone who may be attending this meeting a summary of our relationships with the other primary online service providers, so we all have a comparative basis going into this discussion. Many of you may already know part or all of this, and anyone who knows more should contribute that knowledge.

Although I think we should listen carefully to Microsoft's presentation, we must also realize that we have significant, revenue producing relationships with the other already established services, and play the discussion with Microsoft accordingly - i.e. no commitments until we understand how it will play with us and the market.

America OnLine:
AOL pays Compaq $30.00 per new subscriber plus 10% of connect time revenue generated by use of online support forum.
Compaq has received over $1M in revenue from this arrangement since it started

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in '93
Compaq has an online support forum in AOL
AOL has offered to handle online registration for us
AOL has offered to provide marketing messages within the CPQ AOL SW

Prodigy:
Prodigy pays Compaq $10.00 per new subscriber
Proidgy has shown Compaq significant efforts utilizing cable modems to deliver their services, and is heavily involved in pushing this medium of connection and new services.
Prodigy has the local servers and relationships with cable providers in place or on the way to implement broadband services

Compuserve:
Compuserve pays Compaq $10.00 per new subscriber
Compuserve is already worldwide

Thanks!
Greg

Philip Wheeler@Portable@PCMkt Hou Wrote:

> Please attend next week's Microsoft "Marvel meeting.
>
> Date: Thursday, July 21
> Time: 3-5:00pm
> Place: 12633
>
> Marvel is Microsoft's world-wide, On-Line product co-arriving with Chicago. It is similar to products such as Compuserve, Prodigy, and America on Line.
>
> Some of its key features and benefits to Compaq include:
> + On-line registration
> + Sales vehicle - Compaq Hardware and Logo/Brand products
> + Compaq Service Forums
>
> Steven will be giving a presentation on Marvel, and is seeking input from Compaq on the above features.
>
> Please feel free to invite anyone whom you think might be interested.
>
> Regards,
> Phil
> 4-0892