unstable.
2) Under OSR 2.0 or 2.1, it works perfectly.
3) We still have no update pass on CSR issue.

Our questions are
1) How do you handle this kind of issue in US?
2) Can you negotiate with this kind of update issue with MS HQ? MSKK has
negative reaction about this handling locally.

Regards,
Tetsu

To: SMTP@Services@DSS Hou[<David.Gollob@COMPAQ.com>]
From: STEVE DECKER@PUR
Cc: Greg Plotner@Pur,Kurt Losert@Admin@PCPD Hou,Mark Wozniak@Soft
Dev@PCPD SanM,Scott Claver@Soft Dev@PCPD SanM
Bcc:
Subject: re: Microsoft ISP referral server proposal
Attachment:
Date: 1/20/97 2:29 PM

David,

Thanks, Yes I need to be a part of these discussions. My team has taken
over the responsibility of working the Microsoft relationship with all the
Product Divisions form Steve Flannigan's Corporate Development team.
Specifically we need to be in sync with aftermarket revenue plans of Kurt
Losert for the Consumer Division and as MS has been adding On-Line Services
and ISP's into Win 95 this concept now cuts across many of the Product
Divisions.

Thanks,
Steve

Original Text
From "Gollob, David" <David.Gollob@COMPAQ.com>, on 1/18/97 11:51 AM:
To: "Decker, Steve" <Steve=Decker%Pur%Pur=Hou@exgate.compaq.com>
Cc: "Wozniak, Mark" <Mark.Wozniak@COMPAQ.com>, "Claver, Scott"
<Scott.Claver@COMPAQ.com>, "Losert, Kurt"
<Kurt=Losert%Admin%PCPD=Hou@exgate.compaq.com>

Steve - Per Mark Wozniak's request, I wanted to give you a heads up on
my discussions with Microsoft and the possibility of a revenue sharing
relationship in relation to their Internet Service Provider referral
server. My contact at Microsoft has been Joe Williams.

My marketing requirement for 2H97 is to deliver one step ISP access on a
worldwide basis (minimum Tier 1 countries). Through Microsoft's referral
server, Compaq will be able to deliver on that goal. The issue has been
would Microsoft be willing to share revenue from the ISP's with Compaq.
Last week, Joe confirmed that Microsoft had agreed in principal to the
concept of sharing revenue from the ISP's with Compaq.

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We are currently waiting for a formal proposal that should arrive by middle of next week (1/22). Joe is getting approval through the various groups.

Please respond on how you would like the process to move forward once the proposal is received. Also be advised that Mike Heil has asked Kurt Losert to be involved in these discussions.

Look forward to speaking with you next week.

thanks

david

David Gollob
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Compaq Computer Corporation
1111 Bayhill Road #475
San Bruno, CA 94066
415-742-4924 david.gollob@compaq.com

Original text

To: Cora Nell Worthy@Pur,David Obelcz@Pur,Eric Pan@Pur,Greg Plotner@Pur,Richard Mark@Pur
From: STEVE DECKER@PUR
Originated by: Steve Decker@PUR
Cc:
Bcc:
Subject: fwd: re: fwd: CONFIDENTIAL: MSFT Office SBE Update
Attachment:
Date: 1/20/97 2:01 PM

FYI. If anyone can make more sense out of what Shealy is saying than I can
here let me know!

Steve

Original text
From Steve Decker, on 1/20/97 1:54 PM:
To: Tom Johnson@Corp Dev@Corp Hou

Tom,

Thanks. Personally I think that without the pricing or knowing how restrictive MS will be relative to policing the channels (key issues from
before), not sure how much real progress was made! I'll try to get in the
loop here.

Steve