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Transcription of Voice Mail Messages from Jeff Shardell:

REDACTED

January 9, 1997

This is Jeff Shardell. Hey, thanks for calling back. Yeah, I was visiting with one of my accounts yesterday, actually and they had some pricing information on what they are paying for windows NT 351 versus 40 and Nick thought that you might find it of interest. Just so you know, what they said is, they are paying right now, $350 per copy for windows NT 351 but they're going to be paying $700 a copy for Windows NT 40 which is kind of interesting. Microsoft is positioning IS as a product they are not charging for, yet they are doubling the price for their Windows NT server. If you have any questions or want more information why don't you give me a call back, my extension is 4738 and right now it is about 4:30 [p.m.] on Thursday [January 9, 1997].

January 10, 1997

This is Jeff Shardell again. Hey, one more thing I wanted to add to the message I left yesterday with regards to AST. Remember I left a message about the pricing 350 and $700. There is also a concern with AST, that, kind of an unwritten, unspoken concern, with regards to AST and Microsoft that if AST decides to go with Netscape versus Microsoft in this SuiteSpot or Backoffice deal that Microsoft could come back and say, "Well, sorry to hear that you chose Netscape and we also want to raise the price of the other software programs you are buying from us by X amount." So they are afraid that by choosing not to go with Microsoft, it is going to hurt them in other aspects of the relationships that they have with Microsoft with regards to them increasing their price. If you have any questions about that, I hope I am clear enough with what I am trying to say. If you have any questions, give me a call back. I am at extension 4738. Thanks and take care.

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