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Subject: Dell / Zenith Data Systems

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I've now had two recent conversations with the Director of Software Procurement at Dell. He has made it very clear that Microsoft is willing to make Internet Explorer "better than free" in exchange for a positioning statement that would make MSIE the "browser of choice" or "preferred product". The individual who gave me this info is an 8 year ex Apple guy who is on our side.

Zenith Data Systems made the same comment to Alan and I yesterday at a meeting here in Mt.View.

REDACT

In Dell's case, they have indicated that ideally they would not take this approach. As we have an excellent chanve to put together a significant deal with them(i.e. FastTrack on all NT Workstation desktops and Navigator on every PC) I don't think we need to escalate this, but it should be noted.

Nick

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