Erik Stevenson (LCA)

From: Ajay Sikka
Sent: Thursday, December 19, 1996 3:15 PM
To: Cameron Myhrvold
Cc: Laura Torina
Subject: FW: NORTH AMERICAN ISP XLS FOR JEFF RAIKES

Importance: High

Changes are highlighted in the spreadsheet

In addition to the consumer end of the business, here are some of the activities going on in the business space.....

AOL - We are working with AOL-Enterprise to ship Outlook as their preferred Mail client. FrontPage extensions should be supported by PrimeHost (for Business Web hosting) shortly, ANS (owns part of backbone) is preparing bundled solutions for their customers and are evaluating NT/IE/FP.

CIS - Offering Exchange and NT/PPTP services.

Prodigy - none.

-----Original Message-----
From: **Cameron Myhrvold**
Sent: Wednesday, December 18, 1996 7:46 PM
To: Bill Anderson; Jeff Lum; Ajay Sikka; Laura Torina; Manfred Schmiedl; Bill Snyder
Cc: Deborah Hanson; Susan Norberg
Subject: NORTH AMERICAN ISP XLS FOR JEFF RAIKES
Importance: High

We really need to fill out the following information for Jeffr's NA MYR.

I have started it but we need to complete:

1.) Better info on our telco accounts
2.) Better info (check numbers) on our OLS accounts
3.) Provide clear notes on who has licensed IE (yes or no) and who has done a referral server deal with us and at whay minimum % for IE

Can we please complete this ASAP????

Internet Provider #s for NA.xl...

Thanks,
Cam

PENGAD-Bayonne, N. J.
GOVERNMENT EXHIBIT
1833

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Company	Type	Account Manager	Dialup Users	IE?	Comments
America Online	OLS	Laura Torina	6,000,000	Yes, 85% commitment	OLS done, negotiating Ref Server and Active Desktop
CompuServe Information Service	OLS	Ajay Sikka	2,000,000	Yes, 85% commitment	OLS and Ref Server agreements done
Prodigy	OLS	Ajay Sikka	1,000,000	Yes, 85% commitment	OLS done, Negotiating Ref Server
AT&T WorldNet	telco	Kevin Cherry	500,000	Yes, 85% commitment	
PacificBell Internet	telco	Ken Goetsch	50,000	Yes but not default or shipping	
MCI (InternetMCI)	telco	Tonyba/Nancyn	300,000	Yes, 75% commitment	
Bell Atlantic	telco	Ken Goetsch	30,000	Yes but not default or shipping	
Sprint	telco	Ron Wollum	35,000	Yes, on parity with NSCP	
WorldCom (Gridnet)	telco	Ron Wollum	6,000	Yes	
Netcom	ISP	Bill Snyder	600,000	Yes, 50% commitment	
Spry	ISP	Bill Snyder	250,000	Yes, 75% commitment	
EarthLink Network, Inc	ISP	Manfred Schmiedl	210,000	Yes, 75% commitment	
IDT Internet Services, Inc	ISP	Manfred Schmiedl	150,000	Yes, 75% commitment	
MindSpring Enterprises, Inc	ISP	Manfred Schmiedl	150,000	Yes, 75% commitment	
IBM Global Network	NSP	Bill Snyder	140,000		Primarily a National Backbone and VPN provider
Erol's	ISP	Shawn Sanford	115,000		
Concentric Network Corporation	ISP	James Huse	100,000	No	VPN, business, consumer
eNet Inc	ISP	James Huse	75,000		Consumer
iStar	ISP	Manfred Schmiedl	65,000	Yes, 75% commitment	
InfiNet	ISP	Shawn Sanford	60,000		
New Visions, Inc	ISP	Shawn Sanford	60,000		
HookUp Communications	ISP	Manfred Schmiedl	60,000	Yes, 75% commitment	
Communications Vir	ISP	Shawn Sanford	58,000		
American Network, Inc d/b/a inx net	ISP	Shawn Sanford	40,000		
Delphi Internet Services Corp	ISP	Shawn Sanford	40,000		
Internet America	ISP	James Huse	40,000		Consumer
Primenet Services for the Internet	ISP	James Huse	40,000		Consumer, business hosting
Internet Canada Corporation	ISP	Shawn Sanford	35,000		
Total Net	ISP	Shawn Sanford	35,000		
GoodNet	ISP	James Huse	35,000		Consumer, business hosting
TIAC, Inc./The Internet Access Co., Inc.	ISP	Shawn Sanford	30,000		
Info ave / SunBelt.Net	ISP	Shawn Sanford	25,000		
Internet Direct Canada Inc	ISP	Shawn Sanford	25,000		
NeTel Telecommunications, Inc	ISP	Shawn Sanford	25,000		
Charter Communications International	ISP	James Huse	25,000		Consumer, business hosting
Prostar Plus Internet	ISP	James Huse	23,000		Consumer, business hosting
Teleport, Inc	ISP	James Huse	22,000		Consumer
USAinternet	ISP	Shawn Sanford	21,000		
America Net	ISP	Shawn Sanford	20,000		
Canada Internet Direct Inc	ISP	Shawn Sanford	20,000		
UltraNet Communications, Inc	ISP	Shawn Sanford	20,000		
Brigadoon.com, Inc.	ISP	Manfred Schmiedl	20,000	Yes, 75% commitment	
Delta Internet Services	ISP	James Huse	20,000		Consumer, business access
Internet in a Mall	ISP	James Huse	20,000		Consumer, 68 malls w/ kiosks and growing
PowerNet	ISP	James Huse	20,000		Consumer, multi-level mktg
CyberGate - Florida	ISP	Shawn Sanford	18,000		
NetExpress, Inc	ISP	Shawn Sanford	17,000		
WorldCHAT Internet Services	ISP	Shawn Sanford	17,000		
Complete Internet Access, Inc	ISP	Shawn Sanford	16,000		
CADVision Development Corp	ISP	Shawn Sanford	15,000		
I3, Inc	ISP	Shawn Sanford	15,000		
Interlog Internet Services	ISP	Shawn Sanford	15,000		
Internet Providers of Florida	ISP	Shawn Sanford	15,000		
NTR.NET CORPORATION	ISP	Shawn Sanford	15,000		
BEST Internet Communications, In	ISP	James Huse	15,000	Yes	Business, hosting
CERFnet, Inc.	ISP	James Huse	15,000		Business, hosting
Affordable Internet To All	ISP	James Huse	14,000		Consumer
Cybergate - Florida	ISP	Shawn Sanford	13,000		
World Data Network, Inc	ISP	Shawn Sanford	13,000		
CTS Network Services	ISP	James Huse	12,000		Consumer
CyberHighway Internet Explorer	ISP	James Huse	12,000		Consumer, business
Cybenon Networking Crop	ISP	Shawn Sanford	11,000		
Planet Pouch	ISP	Shawn Sanford	11,000		
DIGEX/Digital Express Group, Inc	ISP	Manfred Schmiedl	10,000	Yes, 75% commitment	
Macro Computer Solutions, Inc	ISP	James Huse	10,000		Consumer, Business hosting
MRNet Internet Services	ISP	James Huse	10,000		Consumer, Business hosting
OnRamp Technologies, Inc	ISP	James Huse	10,000		WNA affiliate, business
Simply Internet	ISP	James Huse	10,000		Consumer
SuperNet	ISP	James Huse	10,000		Business, hosting
Northwest Nexus, Inc	ISP	James Huse	8,000		Business, hosting
Q-Networks, Inc	ISP	James Huse	7,000		Business, territory coverage
Access One, LLC	ISP	James Huse	5,000		WNA affiliate, business
First Internet Franchise Corp	ISP	James Huse	5,000		10 franchisees, business, consumer
Net Concept	ISP	James Huse	5,000		Business, hosting, consumer, vpn, merchant
National Knowledge Networks, Inc	ISP	James Huse	4,000		WNA affiliate, business
			12,968,000	IE preferred browser with ISPs representing X subs	