From: Anne Engelen (Waggener Edstrom)
Sent: Tuesday, January 05, 1999 10:00 AM
To: Robert Bennett; Yusuf Mehdi; Greg Shaw (Corp. PR)
Subject: RE: NS marketshare

In the fall, Zona issued a press release saying that Netscape still has a strong lead over MS in the enterprise space. The study was done with a small sampling of corps (114, I believe) but they found it significant enough to issue a release. Below is a mail I sent to Winpr after I spoke with the analyst who conducted the study, Clay Ryder. He has the opinion that MS eventually lead in the enterprise space, but that corps DO freely choose their browser.

RE Recap - Zona's Browser St

This is the only data from analysts I can find re: browser share where NS is shown to have a strong lead, aside from the IDC report, which I think does show that Netscape is leading, particularly because they acquired AOL. Isn't it likely that nscp will eventually take over that share?

-----Original Message-----
From: Robert Bennett [mailto:rbennett@MICROSOFT.com]
Sent: Tuesday, January 05, 1999 9 41 AM
To: Yusuf Mehdi; Greg Shaw (Corp. PR)
Cc: Anne Engelen (Waggener Edstrom)
Subject: RE. NS marketshare

here is the idc report:

<< File: IDCBrowserShare9-98.pdf >>

anne are there any other analysts than we can give greg

-----Original Message-----
From: **Yusuf Mehdi**
Sent: Tuesday, January 05, 1999 9:32 AM
To: Robert Bennett; Greg Shaw (Corp. PR)
Subject: RE: NS marketshare

IDC has us very close on IE share and i think CII has NS even or even higher. rob this is for the trial so let's provide the more negative analysts to greg so he can source counter points.

-----Original Message-----
From: Robert Bennett
Sent: Tuesday, January 05, 1999 9:00 AM
To: Greg Shaw (Corp. PR); Yusuf Mehdi
Subject: RE: NS marketshare

All of the analysts have pretty much come to the same conclusion, which is that NSCP share is declining and IE is gaining. From my perspective, I don't want to be proactively telling people that Nav share is doing well - we are winning b/c we have better technology - if we show them maintaining/gaining share then we contradict that point.

-----Original Message-----
From: **Greg Shaw (Corp. PR)**
Sent: Tuesday, January 05, 1999 7:53 AM
To: Yusuf Mehdi; Robert Bennett
Subject: NS marketshare
Importance: High

What data can we find right away that shows Netscape browser share is still healthy. The Government is introducing a bunch of data showing NS headed down big time and Msft way up. They quote some Giga studies that who Ns at 20 percent by 1999 for example

It would help if you could send me some reports showing their marketshare healthy and holding. This is for press purposes. thanks

PENGAD-Bayonne, N. J.
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