Brad Silverberg

From: Chris Jones[SMTP:chrisjo@msg.microsoft.com]
Sent: Monday, January 15, 1996 10:00 AM
To: Brad Silverberg (Xenix); Paul Maritz (Xenix); John Ludwig
Subject: FW: Browser OEM update - Final

old info.

From: Chris Jones (Exchange)
Sent: Friday, July 21, 1995 3:45 PM
To: Brad Silverberg (Xenix); John Ludwig (Xenix)
Cc: John Gray (Xenix); Chris Jones (Exchange); Ben Slivka (Xenix)
Subject: Browser OEM update - Final

Conclusion:
Internet Access providers are going to pay OEM's to bundle their solutions, and OEM's will likely bundle more and more of these solutions as they will get a kickback from each one. Because they don't get a kickback from MSN subscription, they will be unlikely to promote our solution, although they will continue to bundle.

Response:
Get all IAP's to want to bundle our stuff. We are on this path today, but we must execute on it soon and evangalize it to everyone. Options for this are covered in earlier mail.

Status:
So far, no major objections to including Internet Explorer. Some want to remove the icon from the desktop -- our response should be that this is not allowed. By account:

- Digital -- bundles NetScape already, probably has some type of kickback deal for sign up.
- HP -- shipping Prodigy, AOL in their home line. OmniBooks, only the MS Browser will be included. HP Corp desktops will be shipping ours; SBSO (Small Business/Small Office) will ship Spry Mosaic.
- PB -- shipping Spry's.
- Compaq, AST, Dell -- no info yet.
- Micron -- not shipping any other Internet Explorer. Micron views this as a great additional component for customers.
- ZDS -- shipping Netscape (Windows 95 version) immediately with pre-installed systems. ZDS believes Netscape is a more fully fuctional browser. ZDS is not against the MS browser. They believe this gives customers another choice.
- ICL -- will be shipping our browser, no competing offerings.
- IBM -- Aptiva group is lanning to ship a browser but won't say much more than this. They are interested in shipping the Jumpstart Kit. Thinkpad is not planning to ship a browser but are also very interested in shipping the Jumpstart Kit.
- Gateway - Shipping Prodigy, AOL, CompuServe.
- Acer -- may not be enabling our Internet Explorer (trying to get their confirmation on this whether they will or not, and if not, why). They will ship NetCruiser (from NetCom) and NetScape. In addition to that they will ship clients for America Online, CompuServe and Prodigy. They will also ship clients to Reuter Money Net and Imagination Network (some kind of network game online service)
- HP -- OmniBooks, only the MS Browser will be included. HP Corp desktops will be shipping ours; SBSO (Small Business/Small Office) will ship Spry Mosaic.
- Commercial -- They are not currently shipping a browser but will probably ship ours (the kit).
- Dell -- Doesn't ship any, but offers it as an option when you order your computer. If you order a modem, they ask you about OLS (AOL, CompuServe, Prodigy). If they are asked about Internet software, they will tell users to purchase on their own, but they will offer Spry "Internet in a Box."
- Compaq -- Don't think they are shipping one, but no confirmation.
- Toshiba -- Not shipping any, happy to have ours.
- NEC -- Shipping NetScape Navigator.
- AT&T -- No information.

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