To: joan
From: Ram Shriram <ram@netscape.com>
Subject: QDeck - Navigator Licensing
Cc:
Bcc:
X-Attachments:

Joan,

Pls follow up with Emerick Woods, but talk to me before pricing is proposed on the Navigator piece. Thks,

>Return-Path: Emerick_Woods@ngw.qdeck.com
>To: ram <ram@netscape.com>
>From: Emerick Woods/Quarterdeck
> <Emerick_Woods@ngw.qdeck.com>
>Date: 29 May 96 10:04:52 EDT
>Subject: Navigator Licensing
>
>Ram, sorry about the delay in getting back to you. I have been swamped and
>just a bit behind to curve on my to do list. I would like to continue our
>discussion with regard to licensing Navigator. As you probably already know we
>are a Spyglass licensee and have fairly agressive pricing. Ideally we would
>like to have a single agreement cover all of the platforms Netscape supports.
>Our preference would be to have a source license and the ability to customize
>the software if we choose. Currently we offer several non-retail Internet
>bundles that include a browser as part of complete Internet solution ot ISPs,
>book publishers, and a small number of hardware OEMs. We would still like to
>be able to pursue these kinds of opportunities. On an annualized basis we
>would probably distribute 750K - 1million copies although we could easily ship
>several times that many.
>
>As Gaston mentioned, we are considering Microsoft Internet Explorer and
>Netscape Navigator. There is no question that Navigator is at no disadvantage
>on the features checklist. However, we do need for the economics to make sense

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>as well given the competitive nature of the Internet space. While we will
>pursue this track independently of our other discussions with Netscape, we are
>hoping to establish a broad series of relationships with Netscape including
>this one.
>
>I would like to try to move this along fairly quickly now that I have bubbled
>it to the top of the list. Let me know your thoughts and any questons you
>have. I look forward to hearing from you soon.
>
>Best regards,
>
>Emerick M. Woods
>Vice President and General Manager, Internet Solutions
>QUARTERDECK CORPORATION
>(310) 309-3262 - Voice
>ewoods@quarterdeck.com
>
>

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