From: Collas, Jim [COLLAJIM@Gateway.com]
Sent: Wednesday, May 27, 1998 8:06 AM
To: Joachim Kempin; Bengt Akerlind
Cc: VonHolle, Jim
Subject: Articles on Gateway bypassing Win'98 boot-up screen

Some recent articles have stated that Gateway is planning to bypass the Win'98 boot-up screen. I am not sure how this rumor was initiated but I think that reporters have taken information out of context. I want to assure you that we are not doing anything beyond what we mutually agreed to in our last meeting. As we discussed, we have inserted our ISP offer into the boot-up/welcome sequence. It does not bypass any part of the Win'98 boot-up sequence and it does not require Microsoft to modify any code. We used instructions outlined in the OPK package to insert our ISP offer before the Internet registration server. If the customer chooses the Gateway ISP it signs them up and sends them back to the Win'98 Welcome screen without sending the customer to the internet registration server since they have already made an ISP choice. If they do not choose our ISP then it sends them to the Microsoft internet registration server which Gateway will populate with alternative ISP offers. The on-screen ISP offer is similar to our current ISP offer and it goes away after a customer makes a selection. The system boots into the "pristine" Microsoft Windows environment. I think that the solution is simple, non-intrusive, and meets both companies requirements. On another related item, we do allow our customers to choose between IE 4.0 and Navigator during the ISP selection process so that we can properly configure their system. IE 4.0 is our preferred browser but we believe that we should allow our customers a choice. Giving the customer a choice is not meant to send a message against IE 4.0 or Windows '98. This shouldn't surprise anyone at Microsoft since we communicated this plan to you several months ago. Please communicate this information to the appropriate people at Microsoft. Let me know if you hear anything else on this issue or need further clarification.

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