

Date: Thu, 14 Mar 1996 15:59:40 -0800  
 From: Nick Zaharias <nickz@netscape.com>  
 Organization: Netscape Communications  
 MIME-Version: 1.0  
 To: Ram Shriram <ram@netscape.com>  
 CC: Alan Louie <apl@netscape.com>  
 Subject: Dell / Zenith Data Systems

**CONFIDENTIAL**

I've now had two recent conversations with the Director of Software Procurement at Dell. He has made it very clear that Microsoft is willing to make Internet Explorer "better than free" in exchange for a positioning statement that would make MSIE the "browser of choice" or "preferred product". The individual who gave me this info is an 8 year ex Apple guy who is on our side.

Zenith Data Systems made the same comment to Alan and I yesterday at a meeting here in Mt.View.

In Dell's case, they have indicated that ideally they would not take this approach. As we have an excellent chance to put together a significant deal with them(i.e. FastTrack on all NT Workstation desktops and Navigator on every PC) I don't think we need to escalate this, but it should be noted.

**REDACT**

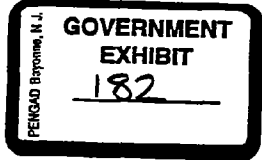
Nick

---

Nick Zaharias    Tel: (415)528-2872  
 OEM Account Manager                                      Fax: (415)428-2972  
 Netscape Communications, Inc.                              nickz@netscape.com  
 Home Page: <http://home.netscape.com>  
 FAQs: <http://home.netscape.com/eng/mozilla/2.0/faq.html>  
 FTP Server: <ftp://ftp.netscape.com>

---

**HIGHLY CONFIDENTIAL**



NSC001912