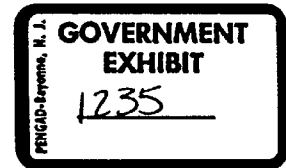


To: georgeb, kklarman
From: ram@netscape.com (Ram Shiram)
Subject: Metro/Vobis
Cc: didierb
Bcc:
X-Attachments:



Gentlemen,

Let us make sure that we close this deal at whatever price. I do not want to loose to MS IE. Thanks,

Karl,

Call me directly if you need any help or guidance on this deal which we briefly discussed when I met you at CEBit. Thks,

>Date: Tue, 26 Mar 1996 12:00:22 -0800
>From: Danny Shader <dshader@netscape.com>
>MIME-Version: 1.0
>To: didierb@netscape.com, ram@netscape.com, kklarman@netscape.com,
> mattm@netscape.com
>CC: mikeh@netscape.com
>Subject: Metro/Vobis

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>Hi all,

>Mike asked me to follow-up to a "heads-up" he received from one of our potential marketing partners about a deal Netscape is currently negotiating with Metro and Vobis.

>As you know, Metro is establishing an on-line service called MetroNet that may/will be bundled with Vobis PCs. Apparently a manager at Metro

>named Peter Titz has expressed concern about the price we're asking for the Navigator bundle, and believes that if we don't soften, Vobis will opt for MS IE over Navigator.

>For technology reasons, our partner wants the deal to go Navigator, so they offered to contact us in the States to lobby on Vobis' behalf.

>I am not sure if this is just a negotiating tactic or not, but the partner thinks Vobis' concern is "for real", and hoped we'd pass on the message.

>Since I don't want to disturb a potential sales situation/negotiation, I

>should just pass along the message and then back out....
>
>Good luck,
>Danny
>

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