

From: Tom Johnston [tomj]
Sent: Thursday, August 31, 1995 3:51 PM
To: Alec Saunders; Thomas Reardon
Cc: Barb Fox; Dave Malcolm; Dan Rosen; James 'J' Allard; Jody Germaine; Michele Bourdon; Warren Dent
Subject: pricing @ netscape

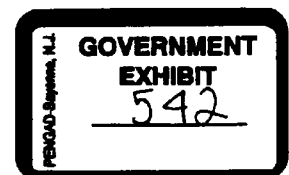
here's some c2 in the netscape's pricing

they don't appear to give qty discounts until the \$ value of the deal hits \$375k for any combination of browsers/servers, etc.

browser pricing to telco's is in the range of \$0.50/browser

telco deals are in the range of \$1mm, and include consulting fees as well as browsers.

-TJ



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