

TOP NORTH AMERICAN INTERNET ACCESS PROVIDERS

Company	Type	Account Manager	Dialup Users	IE Support?	Comments
1 America Online	OLS	Laura Tonna	7,300,000	85% IE share commitment	In Win95 OLS Folder
2 CompuServe Information Service	OLS	Ajay Sikka	2,200,000	85% IE share commitment	In Win95 OLS Folder
3 MSN	OLS	none	1,300,000	100% IE	On desktop & in Referral Server
4 Prodigy	OLS	Ajay Sikka	1,000,000	85% IE share commitment	Will be in OLS Folder with Nashville
5 Netcom	ISP	Bill Snyder	580,000	50% IE share commitment	On MS Internet Referral Server
6 AT&T WorldNet	telco	Kevin Cherry	500,000	85% IE share commitment	In OLS Folder and Internet Referral Server
7 MCI (InternetMCI)	telco	Tonyba/Nancyn	300,000	75% IE share commitment	On MS Internet Referral Server
8 Sory	ISP	Bill Snyder	250,000	75% IE share commitment	On MS Internet Referral Server
9 EarthLink Network, Inc.	ISP	Manfred Schmedt	210,000	75% IE share commitment	On Referral Server, need Mac IE 3 (ship W96 only)
10 IDT Internet Services, Inc.	ISP	Manfred Schmedt	150,000	75% IE share commitment	On MS Internet Referral Server
11 MindSpring Enterprises, Inc.	ISP	Manfred Schmedt	150,000	75% IE share commitment	On Referral Server, dial-up business 100% IE
12 IBM Global Network	NSP	Bill Snyder	140,000	100% Navigator today	Negotiating IE Parity deal
13 Erol's	ISP	Shawn Sanford	115,000	100% Navigator today	Negotiating referral server, 75% IE deal
14 Concentric Network Corporation	ISP	James Huse	100,000	100% Navigator today	Negotiating referral server, 75% IE deal
15 eNet Inc	ISP	James Huse	75,000	IE Preferred browser	Consumer
16 iStar	ISP	Manfred Schmedt	65,000	75% IE share commitment	Leading Canadian ISP, in Referral Server
17 InfiNet	ISP	Shawn Sanford	60,000	100% Navigator today	Negotiating IE Parity deal
18 New Visions, Inc.	ISP	Shawn Sanford	60,000	IE Preferred browser	
19 HookUp Communications	ISP	Manfred Schmedt	60,000	75% IE share commitment	Canadian ISP, in Referral Server
20 Communications Vir	ISP	Shawn Sanford	58,000	IE on PARITY with NSCP	
21 PacificBell Internet	telco	Ken Goetach	50,000	IE licensed but not default or shipping	Navigator is default browser
22 American Network, Inc. d/b/a intx.net	ISP	Shawn Sanford	40,000	IE Preferred browser	
23 Delphi Internet Services Corp	ISP	Shawn Sanford	40,000	IE Preferred browser	
24 Internet America	ISP	James Huse	40,000	IE Preferred browser	Consumer
25 Primenet Services for the Internet	ISP	James Huse	40,000	IE on PARITY with NSCP	Consumer, business hosting
26 Sprint	telco	Ron Wollum	35,000	IE on PARITY with NSCP	
27 Internet Canada Corporation	ISP	Shawn Sanford	35,000	IE Preferred browser	ICAN eager for Referral Server program
28 Total Net	ISP	Shawn Sanford	35,000	IE Preferred browser	
29 GoodNet	ISP	James Huse	35,000	IE Preferred browser	Consumer, business hosting
30 Bell Atlantic	telco	Ken Goetach	30,000	IE licensed but not default or shipping	Navigator is default browser
31 TIAC, Inc./The Internet Access Co., Inc.	ISP	Shawn Sanford	30,000	IE Preferred browser	
32 Info ave / SunBell Net	ISP	Shawn Sanford	25,000	IE on PARITY with NSCP	Negotiating IE Preferred deal
33 InterNet Direct Canada Inc.	ISP	Shawn Sanford	25,000	IE Preferred browser	
34 NetTel Telecommunications, Inc.	ISP	Shawn Sanford	25,000	IE Preferred browser	
35 Charter Communications International	ISP	James Huse	25,000	IE on PARITY with NSCP	Consumer, business hosting
36 Prostar Plus Internet	ISP	James Huse	23,000	IE Preferred browser	Consumer, business hosting
37 Teleport, Inc.	ISP	James Huse	22,000	IE Preferred browser	Consumer
38 USAInternet	ISP	Shawn Sanford	21,000	IE on PARITY with NSCP	
39 America.Net	ISP	Shawn Sanford	20,000	IE on PARITY with NSCP	Primarily ISP to ISP business
40 Canada Internet Direct Inc.	ISP	Shawn Sanford	20,000	IE Preferred browser	
41 UltraNet Communications, Inc.	ISP	Shawn Sanford	20,000	IE Preferred browser	
42 Brigadoon.com, Inc.	ISP	Manfred Schmedt	20,000	75% IE share commitment	
43 Delta Internet Services	ISP	James Huse	20,000	IE on PARITY with NSCP	Negotiating move to preferred IE
44 Internet in a Mail	ISP	James Huse	20,000	IE Preferred browser	Consumer, 68 mails w/ kiosks and growing
45 PowerNet	ISP	James Huse	20,000	IE Preferred browser	Consumer, multi-level mktg
46 CyberGate - Florida	ISP	Shawn Sanford	18,000	IE Preferred browser	
47 NetExpress, Inc	ISP	Shawn Sanford	17,000	IE Preferred browser	
48 WorldCHAT Internet Services	ISP	Shawn Sanford	17,000	IE Preferred browser	
49 Complete Internet Access, Inc	ISP	Shawn Sanford	16,000	IE Preferred browser	
50 CADVision Development Corp	ISP	Shawn Sanford	15,000	IE Preferred browser	
51 I3, Inc	ISP	Shawn Sanford	15,000	IE Preferred browser	
52 Interlog Internet Services	ISP	Shawn Sanford	15,000	IE on PARITY with NSCP	Negotiating IE Preferred deal
53 Internet Providers of Florida	ISP	Shawn Sanford	15,000	IE Preferred browser	
54 NTR.NET CORPORATION	ISP	Shawn Sanford	15,000	100% Navigator today	Negotiating IE Preferred deal
55 BEST Internet Communications, Inc	ISP	James Huse	15,000	IE Preferred browser	Business, hosting
56 CERFnet, Inc.	ISP	James Huse	15,000	IE Preferred browser	Business, hosting
57 Affordable Internet To All	ISP	James Huse	14,000	IE on PARITY with NSCP	Consumer
58 Cybergate - Florida	ISP	Shawn Sanford	13,000	IE Preferred browser	
59 World Data Network, Inc.	ISP	Shawn Sanford	13,000	100% Navigator today	Primarily a BBS company
60 CTS Network Services	ISP	James Huse	12,000	IE Preferred browser	Consumer
61 CyberHighway Internet Explorer	ISP	James Huse	12,000	IE Preferred browser	Consumer, business
62 Cyberon Networking Crop	ISP	Shawn Sanford	11,000	IE Preferred browser	
63 Planet Pouch	ISP	Shawn Sanford	11,000	IE Preferred browser	
64 DIGEX/Digital Express Group, Inc.	ISP	Manfred Schmedt	10,000	75% IE share commitment	Small dial-up but 1st major comm'l hoster on NT 4
65 Macro Computer Solutions, Inc	ISP	James Huse	10,000	IE Preferred browser	Consumer, Business hosting
66 MRNet Internet Services	ISP	James Huse	10,000	IE on PARITY with NSCP	Need IEAK for Mac to move to 100% IE
67 OnRamp Technologies, Inc.	ISP	James Huse	10,000	IE licensed but not default or shipping	Closing IE w/in 30 days, WNA affiliate, business
68 Simply Internet	ISP	James Huse	10,000	IE on PARITY with NSCP	Consumer
69 SuperNet	ISP	James Huse	10,000	IE Preferred browser	Business, hosting
70 Northwest Nexus, Inc.	ISP	James Huse	8,000	IE Preferred browser	Business, hosting
71 Q-Networks, Inc.	ISP	James Huse	7,000	IE on PARITY with NSCP	Business, territory coverage
72 WorldCom (Gridnet)	telco	Ron Wollum	6,000	IE Preferred browser	Closing IE w/in 30 days, WNA affiliate, business
73 Access One, LLC	ISP	James Huse	5,000	IE Preferred browser	10 franchisees, business, consumer
74 First Internet Franchise Corp.	ISP	James Huse	5,000	IE Preferred browser	Business, hosting, consumer, vpn, merchant
75 Net Concept	ISP	James Huse	5,000	IE Preferred browser	Closing IE w/in 30 days, WNA affiliate, business

Grand total subscribers for top 75 dial-up ISPs in North America = 15,744,000

IE preferred browser with ISPs representing base of subscribers = 14,911,000
 IE preferred ISPs as a % of total subscriber base = 95%

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