

**From:** Carl Gulledge  
**Sent:** Thursday, April 09, 1998 8 20 AM  
**To:** Autumn Neault (Womack); Kurt Kolb  
**Subject:** RE: ISP referrals: when and how?

see below

-----Original Message-----

**From:** Autumn Neault (Womack)  
**Sent:** Wednesday, April 08, 1998 6 24 PM  
**To:** Carl Gulledge, Kurt Kolb  
**Subject:** RE: ISP referrals: when and how?

ok, so ms will maintain the OEMs entire ISP list. good. that will be clean. merely a database of names. we don't have to work the deals.

what about the bar? will these ISPs need to meet MS reqs?  
**[Carl Gulledge]** you BET!

btw, the Referral mtg didn't happen today. scheduled for tomorrow at 11am. i forwarded the mtg req to you guys since i can't make it. probably should lay this new thinking on them! sorry i'm gonna miss the reaction on their faces :)

-----Original Message-----

**From:** Carl Gulledge  
**Sent:** Wednesday, April 08, 1998 6 15 PM  
**To:** Autumn Neault (Womack), Kurt Kolb  
**Subject:** RE: ISP referrals: when and how?

#3 is not an option. they can be late.

-----Original Message-----

**From:** Autumn Neault (Womack)  
**To:** Kurt Kolb; Carl Gulledge  
**Sent:** 4/8/98 5:15 PM  
**Subject:** RE: ISP referrals: when and how?

i'm sure the megas have their own wizards. GW2k does. are we firm they cannot use their code, and we will maintain their ISP lists instead?

>-----Original Message-----

>**From:** Kurt Kolb  
>**Sent:** Wednesday, April 08, 1998 4 20 PM  
>**To:** Autumn Neault (Womack); Carl Gulledge  
>**Subject:** RE: ISP referrals: when and how?

>Where did #3 come from for anyone but CPQ? Jeez - leave the office for >2 hrs.

>-----Original Message-----

>**From:** Autumn Neault (Womack)  
>**Sent:** Wednesday, April 08, 1998 3:59 PM  
>**To:** Carl Gulledge  
>**Cc:** Kurt Kolb  
>**Subject:** ISP referrals: when and how?

>  
>from today's discussions, we have 3 options for our OEMs;  
>1. accept MS ISP Referral Server as is  
>2. submit your preferred (multiple) ISPs to MS and we will replace our  
>ISP list with yours (the MS Referral Server model technically supports  
>this today)  
>3. rip and replace our ICW/Referral Server with your signup  
>wizard/process. (the PG will hate this but there is not a lot of time  
>for the OEMs/ISPs to conform to option #2)  
>



MS98 0110003  
CONFIDENTIAL

- >I suspect, the ISPs that are presented to the end user must still meet
- >some bar set by MS what will those be? identical to the complete
- >business and technical requirements that we have drafted today? or a
- >subset?
- >e.g. click and surf, 7x24 support, offers IE/OE/hotmail as favorably,
- >uses ICW, licensed for IEAK, toll free number, certify compliance w/
- >security protocols that MS uses, etc.