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**04:05 PM 9/13/96 , Olivetti Also Says Microsoft i**

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To:
From: Ram Shriram <ram@netscape.com>
Subject: Olivetti Also Says Microsoft is "Acting Unfairly"
Cc:
Bcc:
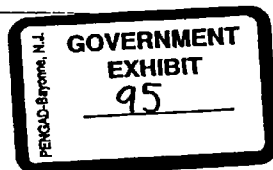X-Attachments:

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I know Gianni pretty well. He is a friend, very objective and wants
the game to be played fairly and can be persuaded to speak about the
"unfairness" under oath.


>Return-Path: georgeb@netscape.com
>X-Sender: georgeb@corpmail
>Date: Fri, 13 Sep 1996 13:46:46 -0700
>To:
>From: George Bolanos <georgeb@netscape.com>
>Subject: Olivetti Also Says Microsoft is "Acting Unfairly"
>Cc: ram@netscape.com, oliver@netscape.com, hazel@netscape.com
>

>
>FYI, Gianni Comoglio, Purchasing Director of Olivetti's Telemedia
Group,
>said that Netscape should take Microsoft to court (he had not been
aware of
>Netscape's letter to the DOJ yet) as he felt Microsoft was being
ufair in
>Microsoft's proposal to have Telemedia's ISP service to distribute
>Microsoft's Internet Explorer for free.  He said the agreement which
he has
>been asked to review allows Olivetti to get money in the form of a
"referral
>fee" each time Explorer is put on a CD that Olivetti distributes.
>
>This information was unsolicited but Mr. Comoglio was forthcoming in
his
>remarks because he has an interest to work down a $300,000 prepay
with
>Netscape.  Mr. Comoglio's pro-Netscape argument to his marketing
management
>were initially rebutted because of the more attractive financial
aspects of
>Microsoft's proposal.  He said Microsoft is just being ufair in their
free
>browser proposal and in their proposal to provide financial incentive
to not

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>bundle "other browsers".  He has asked us to help his efforts to convince
>his management to go Netscape, which we shall do.
>
>George
>
>Manager, International OEM Sales
>tel:415-937-2596
>fax:415-428-2972
>
>

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