

HIGHLY CONFIDENTIAL
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PROTECTIVE ORDER

To: rob cheng@gw2kusa,
From: David Reiss@GW2KUS,
Cc: Dawn Walker, Scott Houchin
Bcc:
Subject: re: The Latest Matrix for Gateway Select. (Several Tabs)
Attachment:
Date: 7/2/96 7:49 PM

Thanks Rob,

I will get to work in seeing what the opportunities are to split up the Office Suites. You are 100% correct in that 123 and Word Perfect (Lotus and Corel) are the top applications. I would only be cautious in as far as breaking up existing bundles from a market acceptance standpoint - but it makes great sense if we market it under the "Gateway Office Select" banner. Again, I will broach the subject with both Corel and Lotus. I'll get their feedback to you for final direction. There is one area of concern I have with Lotus though: When they were out last week, going over product positioning, it seems like they are targeting the SO/HO market with SmartSuite 97, rather than the Enterprise. When I questioned them on where their marketing dollars were going in 96/97, they clearly said the Small office. their opinion is that Microsoft has too big of a hold in the enterprise market, and they want to work their way up. Even their upgrade retail pricing (\$149.00) My concern is that is aimed squarely at Works... My concern is that I don't want to be backing the wrong horse. Clearly, Coral is aggressively going after the fortune 500 business. My thinking is that we need an Office Pro alternative - not just an apples to apples application comparison (which SmartSuite is) but in industry perception as well.

I have talked to both IBM and Corel about using combo CD's - they are all cool with it. If it comes down to clipart vs. an extra CD we can look what makes the best sense.

On the Internet bundle:

I received a new offering from Netcom today that looks very cool. Here's the deal:

All Gateway customers will receive 10 free hours of connectivity per month for three months.

NetScape 2.0 is included.

Netcom is Global, and can meet the needs of our customers worldwide.

The 10 free hours include the following:

Personal Web Server - 2MB of space for our customers to upload web pages. They get their own URL's as well.

Individual News Link - a pointcast type service that goes out and retrieves requested types of information.

Investment Page - helps manage investments.

There is also the opportunity to receive marketing money from NetCom.

We are looking at the opportunity to share in a bounty program.

If the customer goes over the 10 hours, then they will be billed at the rate of \$1.95 per hour, but the total payment for one month will never exceed \$19.95

Do you have specific product plans on applets? DVD, 3D etc. What type of functionality are you looking to implement?

dave

GW 031115.

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Original text

From rob cheng@gw2kusa, on 7/2/96 6:04 PM:

To: David Reiss@GW2KUSA, Bart Brown, Dave Berger

Cc: Dawn Walker, Scott Houchin

David,

Here are a few comments:

1. There are two ways to go, and we have to pick one and go for it.

Option 1 - Put some subset of spreadsheet, word processing, etc, on all general sales computers, and then let them in addition choose a select bundle. In this way, the base functionality is on all systems and is sort of like Works.

Option 2 - Create a Gateway Select Office, that is a combination of the Corel and Lotus offerings to make the best overall value. Clearly we would choose 123 and WordPerfect together and that seems like the right way to go. In many ways, we are treating the Office piece different than our other bundles, where we choose a combination of many software companies.

Option 3 - The only way we would move from Option 1 or 2 is if we could get a major strategic advantage, such as they agree to develop all the applets that we need for our 3CD changer, DVD player, EPG, CD R, etc.

2. Don't forget COGS. Sometimes the COGS equals as much as the royalties particularly as you start adding content such as 10,000 clip art images.

3. I don't think there should be an internet bundle. There needs to be an internet piece with all of our systems, particularly if they have a modem. In Q4, we need to launch a complete and well thought out internet strategy, with ISP, online services, ease of use, and hopefully some special access deals. It should also have the ability for them to create their own Web Page, and also help them post it somewhere. It should walk them through the Usenet, and make FTP a snap.

4. We need to be able to allow people to upgrade to multiple packages at point of sale. The angle here is to make sure they understand that the package will never be sold by itself, but as a Gateway select bundle.

5. We need to be able to sell all of these packages in addons.

6. We need to work through any potential download issues. This is a key area. One of our key strengths is to be able to customize computers, and we are going to be leveraging this hard with this program. All of this goes away if we are unable to execute from a download standpoint on the increased complexity of this program.

7. It's OK to include some MS content in some of your bundles, if the value is there. After all, they are the largest software company in the world, so I would expect to see some of their stuff where it makes sense.

8. We need to start doing some market research on what % of our customer base is going to take each one. It would also be good to get some idea of software buying behaviour at the same time for addons purposes.

9. We have a lot of work to do here, and if we can pull this off, it could

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be huge big.

10. The other angle on this thing is Office 95. My gut says that corporates will not move to Office 97 very quickly, and we can still maintain a good competitive advantage if we continue to carry this product at the same or lower royalty than we are paying today.

Let's make this happen, and execute well.

Rob

From David Reiss@GW2KUSA, on 7/2/96 5:36 PM:
To: Bart Brown, Dave Berger, Rob Cheng
Cc: Dawn Walker, Scott Houchin

GW 031117.

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To: David Reiss@GW2KUS
From: Rob Cheng@GW2KUSA
Cc: Bart Brown, Dave Berger, Jim Collas, Steve Johns
Bcc:
Subject: re: OFFICE 97 Parameters.
Attachment:
Date: 7/15/96 11:09 AM

1. We need to get the royalties down if you want to bundle core functionality on each PC. How much are you thinking of bundling hard with each PC? On a more important topic. I think that we need to look at the internet piece. I don't think we have enough content here. They will need a draw package, photo manipulation software, etc to make their web page. I am going to send out another email, but think about this. We don't need an internet strategy, we need an HTML strategy of which the internet is one part. HTML is a huge improvement in ease of use, and we need to figure this out to make our PC's easier to use. Also how does all of this tie into Nashville?

2. You're just looking at the core apps. You had a lot of other stuff. We need to look carefully at each bundle, and how much COGS and royalties is involved in each one.

3. You need to get Steve Johns involved on the ISP stuff here.

4&5 - I separated 4&5, because we might have to sacrifice 5 in order to get 4.

6. This is the largest risk issue in the entire project, and I wouldn't be delegating this stuff I were you.

7. No, MS Works has little value to anybody.

Rob

Original text

From David Reiss@GW2KUSA, on 07-15-96 9:32:

1. There are two ways to go, and we have to pick one and go for it.

Option 1 - Put some subset of spreadsheet, word processing, etc., on all general sales computers, and then let them in addition choose a select bundle. In this way, the base functionality is on all systems and is sort of like Works.

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Option 3 - The only way we would move from Option 1 or 2 is if we could get a major strategic advantage, such as they agree to develop all the applets that we need for our 3CD changer, DVD player, EPG, CD R, etc.

My thoughts are that we should offer core functionality with each system shipped. Word Processor, Spreadsheet, PIM and Internet connectivity are what I would recommend as core functionality - and the usability of those

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components. See attached spreadsheet
make sense to you?

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ems' tab. Does this

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LOTUS = 1 CD

COREL =2 --3 CD's, with one being a bookshelf type application.

3. I don't think there should be an internet bundle. There needs to be an internet piece with all of our systems, particularly if they have a modem. In Q4, we need to launch a complete and well thought out internet strategy, with ISP, online services, ease of use, and hopefully some special access deals. It should also have the ability for them to create their own Web Page, and also help them post it somewhere. It should walk them through the Usenet, and make FTP a snap.

I agree. With the NetCom agreement, we would be able to put 10 hours per month for three months into each customers home. There is no charge for the software from Netcom, and there are bounty opportunities with each unit shipped. Each customer would get the following from gateway (through Netcom):

10 free hours per month for 3 months for all Gateway customers

MDF Money

Bounties after 3 months TBD

The 10 Free hours include:

Personal Web Page Space - to post individual home pages (2MB)

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NetScape 2.0

Investment Page - track and manage investments

Time spent after 10 hours would be billed at the rate of \$1.95 per minute - not to exceed \$19.95 per month.

I know we talked about this in the past Rob, but this may be the right time to transition to one CD that combines the System CD and the Info Highway CD. We are currently having a cool interface built for the System CD, and we could build in the present day info Highway stuff with the Internet content. The strategy would be to give all customers - worldwide - a easy way to access and post on the internet. With the tools we offer in the internet bundle, the Online services, and fast MODEMS, we are there. The interface on the System CD will be a compelling multimedia environment that our customers will interact with. As we move into late 97, DVD will add tremendous digital real estate to our system CD. There is still the COG's savings of over \$500K as well. The other option is to transition the info highway CD into a Internet CD, adding the internet content to todays' CD, but we would not be offering the same level of exposure, being that the present Info Highway CD only ships with modems. we can go either way on this, whatever you feel gives us the best competitive advantage in the US.

4. We need to be able to allow people to upgrade to multiple packages at point of sale. The angle here is to make sure they understand that the package will never be sold by itself, but as a Gateway select bundle.

We are working this with each vendor, as well as the ability to sell / ship globally. There are generally no concerns from the suppliers, in fact it offers them a broader market. The only caveat is that the Office bundles (lotus & Corel) are concerned about perceived value selling to our installed base at the \$99.00 price point. In my conversations with Lotus on this I pushed the fact that we would be bundling other software as part of a corporate bundle in the \$99.- price, and that the Gateway Installed base sales is a closed market, and not a real competitor of the retail market. I am waiting for a response. I made it clear to everyone that our installed

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base is very important to Gateway factor in our selection process. PROTECTIVE ORDER be a determining

5. We need to be able to sell all of these packages in addons.

same as #4 above.

6. We need to work through any potential download issues. This is a key area. One of our key strengths is to be able to customize computers, and we are going to be leveraging this hard with this program. All of this goes away if we are unable to execute from a download standpoint on the increased complexity of this program.

I have Jim T. / Greg B. working with Jim in SW Download to work the issues.

I also want to be able to customize the Internet providers software, to have a prominent icon on the desktop representing their choice. I want to have the Netcom offer to all customers, but their may be the customer buying a second or third system who has used AOL for years. We want to have the ability to D/L that piece of SW as well. This could prove to be a bit tricky, but worth the effort.

7. It's OK to include some MS content in some of your bundles, if the value is there. After all, they are the largest software company in the world, so I would expect to see some of their stuff where it makes sense.

How do you feel about using WORKS as the core functionality piece? It's \$7.00 today with a aprox. 50% mix. The only concern is that corporate customers would choose the corporate bundle, and we would end up removing works. If we did the Wordperfect / Quattro Pro as core, the upgrade would be easier for those customers.

8. We need to start doing some market research on what % of our customer base is going to take each one. It would also be good to get some idea of software buying behavior at the same time for addons purposes.

9. We have a lot of work to do here, and if we can pull this off, it could be huge big.

10. The other angle on this thing is Office 95. My gut says that corporate will not move to Office 97 very quickly, and we can still maintain a good competitive advantage if we continue to carry this product at the same or lower royalty than we are paying today.

Let's make this happen, and execute well.

Rob

GW 031120.

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To: Jim Collas@GW2KUSA
From: David Reiss@GW2KUSA
Cc: Bart Brown@GW2KUSA, Dave Berger@GW2KUSA, Steve Johns@GW2KUSA
Bcc:

Subject: re: OFFICE 97 Parameters.
Attachment: select.xls
Date: 7/15/96 5:29 PM

1. We need to get the royalties down if you want to bundle core functionality on each PC. How much are you thinking of bundling hard with each PC? On a more important topic. I think that we need to look at the internet piece. I don't think we have enough content here. They will need a draw package, photo manipulation software, etc to make their web page. I am going to send out another email, but think about this. We don't need an internet strategy, we need an HTML strategy of which the internet is one part. HTML is a huge improvement in ease of use, and we need to figure this out to make our PC's easier to use. Also how does all of this tie into Nashville?

I can get the royalties down to \$6.00 per system if we want to do the Corel 'works' type bundle, the Internet connection and free internet software only (there is allot). We could then add an Internet bundle into the select program that would incorporate the applications with royalties associated with them. This could be HOT, including the content you mentioned above. What do you think? HTML will be the interface of the future (Nashville / Q1 timeframe). And the customer will be able to seamlessly access information in a consistent way - be that information on the Internet, the LAN, the CD, or the local drive. In order for this to be 100% effective, the system needs a MODEM and a (ISP) dialtone. I have looked at what Dean Dykstra is doing, and filtering the interface stuff through his team.

2. You're just looking at the core apps. You had a lot of other stuff. We need to look carefully at each bundle, and how much COGS and royalties is involved in each one.

The attached spreadsheet shows the COG's and royalties for each bundle. Most of the other bundles have a one to one ratio on CD vs. title. I have asked Scott H. to take a fresh look at his bundles, and give ma a more solid COGS factor.

3. You need to get Steve Johns involved on the ISP stuff here.

I had a member of Steve's team in the NetCom meeting. I will have CompuServe here next week, and will invite him as well. As I talk to these guys, I have specific customer satisfaction criteria in mind, while Steves group is looking at this from a business opportunity in a purely financial sense. This is not strictly a commodity. There are definite tradeoffs that effect what the customer gets. Who do you see taking the lead on this...

4&5 - I separated 4&5, because we might have to sacrifice 5 in order to get 4.

Cool. We have the OK to upsell all of the titles so far. Lotus is balking at the \$99.- installed base price, and has come back with \$149.-, with the \$10.50 royalty remaining the same across the board. So this one is cool.

6. This is the largest risk issue in the entire project, and I wouldn't be delegating this stuff I were you.

Point taken. I will work this.

7. No, MS Works has little value to anybody.

OK

GW 031121.

dave

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Original text

From Jim Collas@GW2KUSA, on 7/15/96 2:27 PM:
To: David Reiss@GW2KUSA, Rob Cheng@GW2KUSA
Cc: Bart Brown@GW2KUSA, Dave Berger@GW2KUSA, Steve Johns@GW2KUSA

I agree with Rob's input.

From Rob Cheng@GW2KUSA, on 7/15/96 11:09 AM:

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Option 3 - The only way we would move from Option 1 or 2 is if we could get a major strategic advantage, such as they agree to develop all the applets that we need for our 3CD changer, DVD player, EPG, CD R, etc.

My thoughts are that we should offer core functionality with each system

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shipped. Word Processor, Sprea connectivity are what I would recommend as core components. See attached spreadsheet for the 'all systems' tab. Does this make sense to you?

2. Don't forget COGS. Sometimes the COGS equals as much as the royalties particularly as you start adding content such as 10,000 clip art images.

LOTUS = 1 CD

COREL = 2 --3 CD's, with one being a bookshelf type application.

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sales is a closed market, and I am waiting for a response. I make the retail market. I base is very important to Gateway, and that this could be a determining factor in our selection process. that our installed

5. We need to be able to sell all of these packages in addons.

same as #4 above.

6. We need to work through any potential download issues. This is a key area. One of our key strengths is to be able to customize computers, and we are going to be leveraging this hard with this program. All of this goes away if we are unable to execute from a download standpoint on the increased complexity of this program.

I have Jim T. / Greg B. working with Jim in SW Download to work the issues. I also want to be able to customize the Internet providers software, to have a prominent icon on the desktop representing their choice. I want to have the Netcom offer to all customers, but their may be the customer buying a second or third system who has used AOL for years. We want to have the ability to D/L that piece of SW as well. This could prove to be a bit tricky, but worth the effort.

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How do you feel about using WORKS as the core functionality piece? It's \$7.00 today with a aprox. 50% mix. The only concern is that corporate customers would choose the corporate bundle, and we would end up removing works. If we did the Wordperfect / Quattro Pro as core, the upgrade would be easier for those customers.

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Let's make this happen, and execute well.

Rob

GW 031124.

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<u>Title</u>	<u>Publisher</u>	<u>Cost</u>	<u>RIM</u>	<u>Contact</u>	<u>Notes</u>	<u>Localization Schedule</u>
Select Corporate; Lotus 97						
Lotus SmartSuite 97 *123 97 *WordPro 97 *Freelance Graphics 97 *Approach *Organizer 95 *ScreenCam 97 *SmartCenter Menu	IBM	\$10.50	Oct-96			UK 11-13-96 French 11-13-96 German 11-13-96 Italian 11-13-96 Spanish 11-13-96 Japanese 11-13-96
Visio	Visio	\$4.00				Dutch 1-7-97 Swedish 1-7-97
Norton Utilities & AntiVirus Publishing	Symanlec	\$2.50		503-690-4705 Peggy		
Street Finder	Rand McNally	\$4.00				
Org Chart		\$3.00				
Project		\$3.00				
Total Royalty Costs		\$30.00				

GW 031125.

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To: David Reiss@GW2KUS;
From: rob cheng@gw2kusa
Cc: Bart Brown@GW2KUSA, Dave Berger@GW2KUSA, Steve Johns@GW2KUSA
Bcc:
Subject: re: OFFICE 97 Parameters.
Attachment:
Date: 7/15/96 6:33 PM

David,

Thanks a lot, this helps me a lot to understand what you are thinking. Some more comments:

1. I don't feel comfortable putting all of this stuff on the PC. Certainly, Works does not belong on every PC and some of these other things that cost between \$.50 and \$1.50. You mentioned that Nashville is Q1, but I was thinking of late Q3. I had thought that we could get some of this functionality into our Q4 lineup. If this is right, the question is how well these internet bundles tie with Nashville. Nashville could be the bump in ease of use that we are looking for.

Anyways, back to the original point. I had thought if we were going to bundle with every PC, that we would be able to get a damn good word processor and spreadsheet, instead of Works! If we can't do that, then we're back to the original scenario.

2. I'm back to the original Internet bundle. It has draw, charting, fonts, and all the other tools needed to build a web site. We still need to bundle some core internet browsing functionality into all systems, but the authoring should be separate. You could throw some of the other \$.50 and \$1.50 apps into this bundle.

Rob

Original text

From David Reiss@GW2KUSA, on 7/15/96 5:29 PM:
To: Jim Collas@GW2KUSA, Rob Cheng@GW2KUSA
Cc: Bart Brown@GW2KUSA, Dave Berger@GW2KUSA, Steve Johns@GW2KUSA

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doing, and filtering the interf am.

2. You're just looking at the core apps. You had a lot of other stuff. We need to look carefully at each bundle, and how much COGS and royalties is involved in each one.

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3. You need to get Steve Johns involved on the ISP stuff here. I had a member of Steve's team in the NetCom meeting. I will have CompuServe here next week, and will invite him as well. As I talk to these guys, I have specific customer satisfaction criteria in mind, while Steves group is looking at this from a business opportunity in a purely financial sense. This is not strictly a commodity. There are definite tradeoffs that effect what the customer gets. Who do you see taking the lead on this...

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Point taken. I will work this.

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OK

dave

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To: David Reiss@GW2KUSA, Rob Cheng@GW2KUSA
Cc: Bart Brown@GW2KUSA, Dave Berger@GW2KUSA, Steve Johns@GW2KUSA

I agree with Rob's input.

From Rob Cheng@GW2KUSA, on 7/15/96 11:09 AM:
1. We need to get the royalties down if you want to bundle core functionality on each PC. How much are you thinking of bundling hard with each PC? On a more important topic. I think that we need to look at the internet piece. I don't think we have enough content here. They will need a draw package, photo manipulation software, etc to make their web page. I am going to send out another email, but think about this. We don't need an internet strategy, we need an HTML strategy of which the internet is one part. HTML is a huge improvement in ease of use, and we need to figure this out to make our PC's easier to use. Also how does all of this tie into Nashville?

2. You're just looking at the core apps. You had a lot of other stuff. We need to look carefully at each bundle, and how much COGS and royalties is involved in each one.

3. You need to get Steve Johns involved on the ISP stuff here.

4&5 - I separated 4&5, because we might have to sacrifice 5 in order to get 4.

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6. This is the largest risk iss delegating this stuff I were yo , and I wouldn't be

7. No, MS Works has little value to anybody.

Rob

From David Reiss@GW2KUSA, on 07-15-96 9:32:

1. There are two ways to go, and we have to pick one and go for it.

Option 1 - Put some subset of spreadsheet, word processing, etc., on all general sales computers, and then let them in addition choose a select bundle. In this way, the base functionality is on all systems and is sort of like Works.

Option 2 - Create a Gateway Select Office, that is a combination of the Corel and Lotus offerings to make the best overall value. Clearly we would choose 123 and WordPerfect together and that seems like the right way to go. In many ways, we are treating the Office piece different than our other bundles, where we choose a combination of many software companies.

Option 3 - The only way we would move from Option 1 or 2 is if we could get a major strategic advantage, such as they agree to develop all the applets that we need for our 3CD changer, DVD player, EPG, CD R, etc.

My thoughts are that we should offer core functionality with each system shipped. Word Processor, Spreadsheet, PIM and Internet connectivity are what I would recommend as core functionality - and the usability of those components. See attached spreadsheet for the 'all systems' tab. Does this make sense to you?

2. Don't forget COGS. Sometimes the COGS equals as much as the royalties particularly as you start adding content such as 10,000 clip art images.

LOTUS = 1 CD

COREL =2 --3 CD's, with one being a bookshelf type application.

3. I don't think there should be an internet bundle. There needs to be an internet piece with all of our systems, particularly if they have a modem. In Q4, we need to launch a complete and well thought out internet strategy, with ISP, online services, ease of use, and hopefully some special access deals. It should also have the ability for them to create their own Web Page, and also help them post it somewhere. It should walk them through the Usenet, and make FTP a snap.

I agree. With the NetCom agreement, we would be able to put 10 hours per month for three months into each customers home. There is no charge for the software from Netcom, and there are bounty opportunities with each unit shipped. Each customer would get the following from gateway (through Netcom):

10 free hours per month for 3 months for all Gateway customers

MDF Money

Bounties after 3 months TBD

The 10 Free hours include:

Personal Web Page Space - to post individual home pages (2MB)

Individual News Links - PointCast type application

NetScape 2.0

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Investment Page - track and Time spent after 10 hours would not to exceed \$19.95 per month. **PROTECTIVE ORDER** of \$1.95 per minute -

I know we talked about this in the past Rob, but this may be the right time to transition to one CD that combines the System CD and the Info Highway CD. We are currently having a cool interface built for the System CD, and we could build in the present day info Highway stuff with the Internet content. The strategy would be to give all customers - worldwide - a easy way to access and post on the internet. With the tools we offer in the internet bundle, the Online services, and fast MODEMS, we are there. The interface on the System CD will be a compelling multimedia environment that our customers will interact with. As we move into late 97, DVD will add tremendous digital real estate to our system CD. There is still the COG's savings of over \$500K as well. The other option is to transition the info highway CD into a Internet CD, adding the internet content to todays' CD, but we would not be offering the same level of exposure, being that the present Info Highway CD only ships with modems. we can go either way on this, whatever you feel gives us the best competitive advantage in the US.

4. We need to be able to allow people to upgrade to multiple packages at point of sale. The angle here is to make sure they understand that the package will never be sold by itself, but as a Gateway select bundle.

We are working this with each vendor, as well as the ability to sell / ship globally. There are generally no concerns from the suppliers, in fact it offers them a broader market. The only caveat is that the Office bundles (lotus & Corel) are concerned about perceived value selling to our installed base at the \$99.00 price point. In my conversations with Lotus on this I pushed the fact that we would be bundling other software as part of a corporate bundle in the \$99.- price, and that the Gateway Installed base sales is a closed market, and not a real competitor of the retail market. I am waiting for a response. I made it clear to everyone that our installed base is very important to Gateway, and that this could be a determining factor in our selection process.

5. We need to be able to sell all of these packages in addons.

same as #4 above.

6. We need to work through any potential download issues. This is a key area. One of our key strengths is to be able to customize computers, and we are going to be leveraging this hard with this program. All of this goes away if we are unable to execute from a download standpoint on the increased complexity of this program.

I have Jim T. / Greg B. working with Jim in SW Download to work the issues. I also want to be able to customize the Internet providers software, to have a prominent icon on the desktop representing their choice. I want to have the Netcom offer to all customers, but their may be the customer buying a second or third system who has used AOL for years. We want to have the ability to D/L that piece of SW as well. This could prove to be a bit tricky, but worth the effort.

7. It's OK to include some MS content in some of your bundles, if the value is there. After all, they are the largest software company in the world, so I would expect to see some of their stuff where it makes sense.

How do you feel about using WORKS as the core functionality piece? It's \$7.00 today with a aprox. 50% max. The only concern is that corporate

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To: brownbar, collajim,
From: David Reiss@gw2kusa
Cc:
Bcc:
Subject: re: Select Office
Attachment: call_c~1.xls, corp_sel.xls
Date: 7/18/96 10:24 AM

Rob,

Both Corel and Lotus are very protective of their 'flagship' products. I have the price down to \$5.- on the Wordperfect suite, and my thinking was that this would be a cool core piece, along with the Free Internet stuff. see attached 'call_flow.xls' to see what the core Vs. the bundle would be from a corporate standpoint. i will also attach the corporate bundle (now \$10.00) to give you an idea of the content I'm looking at for that.

I also moved all of the royalty apps into a Internet bundle, and kept the free stuff in core. NetCom/Netscape, PCN, and others. If we can't do a lotus/corel combination, then we need to make a call on one or the other. thanks,

dave

Original text

From rob cheng@gw2kusa, on 7/16/96 1:22 PM:
To: brownbar, collajim, David Reiss

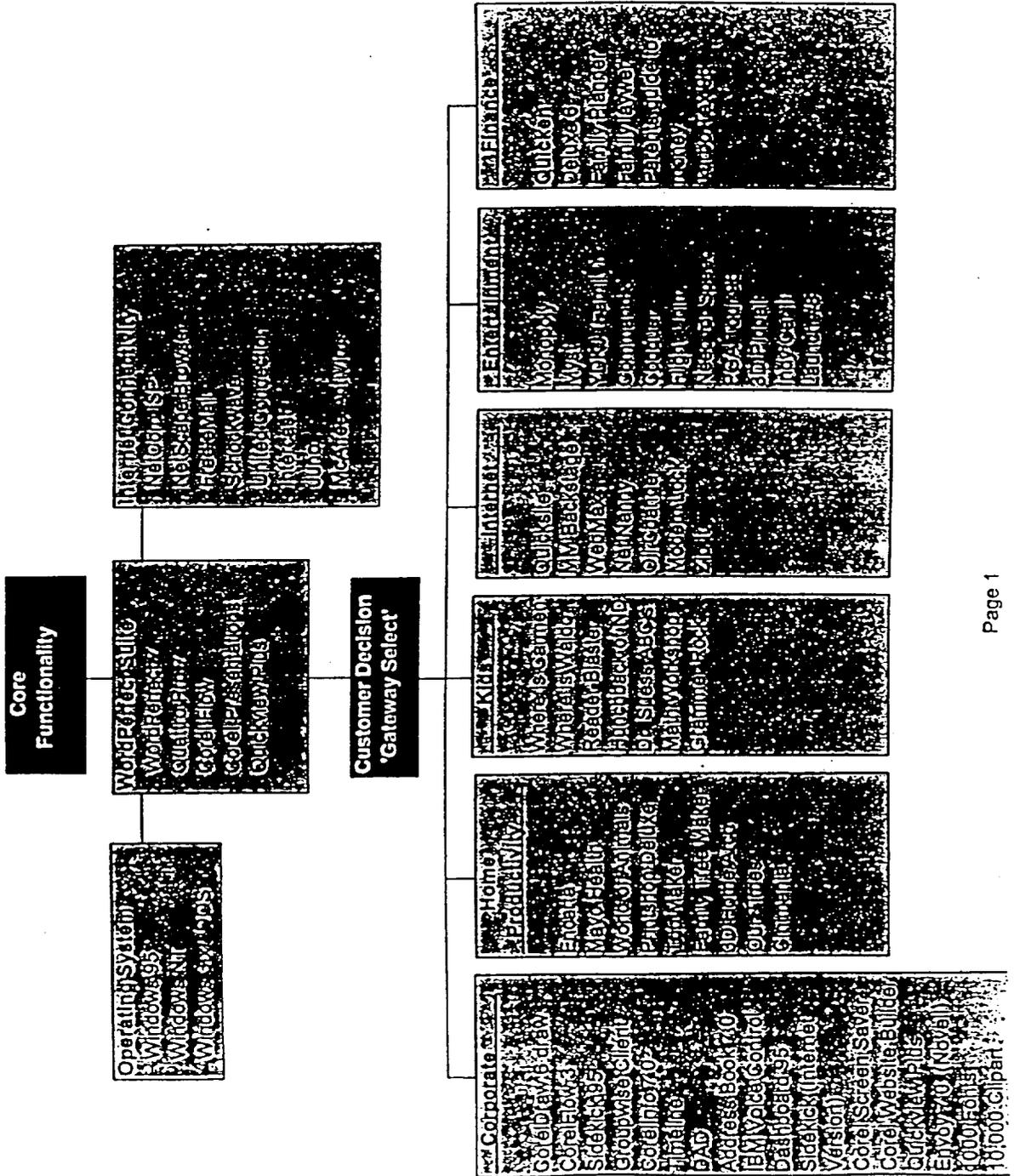
We need to make a run at Corel and Lotus to allow us to make our own bundle the same way we are making the other bundles. I'd like to see a proposal on what Gateway Select Office would look like.

Rob

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Sheet1



Page 1

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<u>Title</u>	<u>Publisher</u>	<u>Cost</u>	<u>RTM</u>	<u>Contact</u>	<u>Notes</u>
CorelOffice Professional Suite For windows 95 *Presentations 7.0 * Paradox 7.0 *CorelDraw 6 draw module *CorelFlow 3 *Sidekick 95 *Groupwise Client *CorelInfo 7.0 *Corel Timeline *Corel Desktop Application Director *Corel Address Book 7.0 *IBM Voice type Control *NetScape Navigator 2.01 *Dashboard 95 *Sidekick (Internet Version) *Corel Screen Saver *Corel Website Builder *Quickview Plus *Envoy 7.0 (Novell) *1000 Fonts *10,000 Clipart Images * Quick Reference A-Z (bookshlf)	COREL	\$10.00	US - 6/28	Diane Feisman	
First Aid Deluxe	yberMedi	\$1.00			
Street Finder	and McNal	\$3.00			
Norton Utilities & AntiVirus	Symantic	\$2.50	32 60 days out.		
		\$16.50			

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Localization Schedule

UK	7/16/96
GERMAN	8/22/96
FRENCH	8/22/96
DUTCH	8/22/96
SPANISH	8/22/96
SWEDISH	8/22/96
JAPAN	TBD

GW 031135.