



HIGHLY CONFIDENTIAL
PURSUANT TO
PROTECTIVE ORDER

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

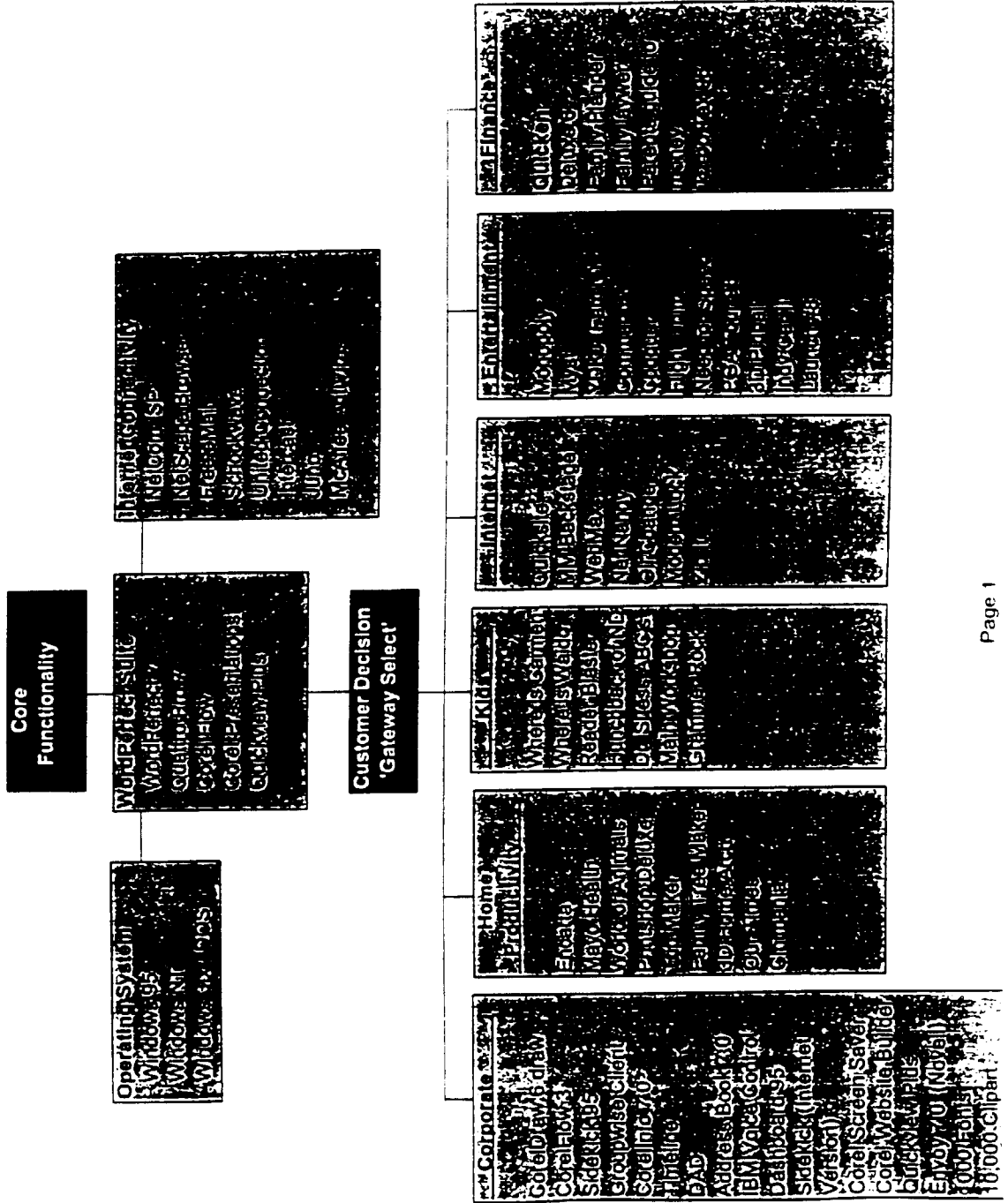
We need to make a run at Corel and Lotus to allow us to make our own bundle the same way we are making the other bundles. I'd like to see a proposal on what Gateway Select Office would look like.

Rob

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<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 Felsman	
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.