

52D91EA60608D211B18E004033D94CFF0F3C54@proxy2.activetouch.com.txt  
From: Subrah Iyar <Subrah@activetouch.com>  
Date: December 15, 1998 4:38:04 PM PST  
To: "'Erin Zhu'" <zhu@ptyx.com>  
Subject: RE: report on ActiveMeeting services  
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Erin:

We absolutely want to move forward to the next step ASAP.

You also have my OK to initiate discussions of collaboration between our companies. It sounds like a straightforward way to get started. However, I hope that if they are not OK with it, this will not stop you from continuing to work with us.

Thanks...  
Subrah

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

> From: Erin Zhu [SMTP:zhu@ptyx.com]  
> Sent: Wednesday, December 16, 1998 4:11 PM  
> To: Subrah Iyar  
> Subject: RE: report on ActiveMeeting services

>

> Subrah,

>

> I believe that the next step, if the general agreement at  
> ActiveTouch is to go forward with my recommendations for an online  
> service offering, is for me to sketch out my thoughts on how to  
> structure that online service, and a general strategy on how to  
> achieve a significant (~ 1 million) user base for that service in  
> a relatively short period of time.

>

> If I have your permission, I would like to informally explore the  
> possibility of some form of collaboration between PeopleLink and  
> ActiveTouch, since I believe instant messaging is a good launching  
> point for the more advanced functionality that ActiveMeeting supports,

>

> and because PeopleLink has a current registered user base of almost  
> 1.5 million that may be leveraged to ActiveTouch's benefit.

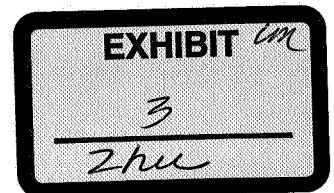
>

> Erin

>

>> Your report was very interesting and I am in agreement with your  
>> recommendations. I have forwarded to other members of my staff for  
>> comment. Please send me an invoice as well.

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>>

>> How do we move forward to the next step??

>>

>> Thanks...

>> Subrah