

From: Min Zhu <mzhu@activetouch.com>
To: "Erin Zhu" <zhu@ptyx.com>
Subject: RE: business etc
Date: Tue, 15 Jun 1999 17:08:37 -0700
X-Mailer: Internet Mail Service (5.0.1457.3)

You should tell Subrah straight. I will support you.

Min

—Original Message—

From: Erin Zhu [mailto:zhu@ptyx.com]
Sent: Tuesday, June 15, 1999 4:52 PM
To: Min Zhu
Subject: RE: business etc

Dad,

I am a little concerned at how things are going also – basically the revenue sharing plan being discussed seems to be very similar to what Active Touch is offering other companies – meaning Active Touch gets 70%, Live Share gets 30% – other companies are not giving up 50% of their stock. I am not sure what Live Share is getting now for that 50% stock, which on paper is worth more than \$2 million.

Erin

At 04:37 PM 6/15/99 -0700, you wrote:

>Erin:
>I understand.
>I almost feel you should drop out of this deal. It is getting too
>difficult. This way you send a strong signal to Subrah and he will
>come
>in to make the deal happen. Please think about that.
>

>Min

>—Original Message—

>From: Erin Zhu [mailto:zhu@ptyx.com]
>Sent: Tuesday, June 15, 1999 4:29 PM
>To: Min Zhu
>Subject: business etc

>

>

>Hi Dad,

>

>I spoke to mom recently and she expressed some concern
>both about the slowness of the contract process with Active Touch
>and about the fact that what I am working on does not seem to
>completely agree with her impressions of what should be happening.
>As current negotiations stand, Live Share is basically a marketing
>company which makes available the free WebEx components to
>the mass audience in order to acquire advertising space and to sell
>WebEx's pay-per-use services, including telephony, on a revenue
>sharing basis, although I am trying to negotiate either a
>flat-per-minute
>fee or flat month fee + per minute charge on the phone side.
>

>With this in mind, I have been spending my time on trying to push

file://c:\windows\TEMP\eutdA7.htm

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8/2/02

- >the process along – Tom Colby has been working on the license agreement and revenue split plan and it is still not done as of today
-
- >and working on marketing/traffic generation deals with owners of other web sites to sell them both on the idea of adding branded version of Live Share services to their web site, as well as telephony. The latter
- >has been rather more difficult since the pricing and billing structure
- >has not been completely worked out – again I am going through Tom Colby here, since Subrah is too busy. Unfortunately I just spoke to Tom
- >Colby five minutes ago and there may be yet more changes in the revenue sharing structure, so I am trying to see if we can get the original agreement signed without completing the license agreement.
- >
- >Very little technical work has been done so far for Live Share, partly because I am for the agreement to finalize, and partly because the value Live Share brings is not in the technology but in the marketing relationships that I am building.
- >
- >Erin

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