

Yeager, Scott

From: Bissett Cynthia
To: Yeager Scott
Cc: Balletta Nick; DeCamp Don; Exel Phil; deFranco Jack; McNally Kevin; Lee Steve
Subject: RE: Modulus AudioNet
Date: Tuesday, October 04, 1994 5:43PM

We have a perfect prospect in NYC for the "hoot and holler" application and they are willing to be a beta site and work with us to develop the application. I have assigned Jack deFranco to work on the project and will ask him to contact Phil Exel regarding the technical details of getting the demo in NY. There are some specific technical requirements they have which Jack is aware of and he will coordinate that with San Jose and Phil. We'll keep you informed.

From: Yeager Scott
To: Bissett Cynthia
Cc: Balletta Nick; DeCamp Don; Exel Phil; Lee Steve
Subject: RE: Modulus AudioNet
Date: Monday, October 03, 1994 12:23PM

Perfect, lets get one going in NY and get them to help us define the services. You can drive it and get Nick and the other sales people going. Chicago can create their own group as well. Go for it and keep Phil and myself and Don and John C. up to date. Don D. have Modulus contact Cynthia and let us know if they would go to NY and meet with the focus group if we could get them to come together some day off site or on site to discuss this.

From: Bissett Cynthia
To: Yeager Scott
Subject: RE: Modulus AudioNet
Date: Monday, October 03, 1994 11:06AM

I mentioned to you that I would like to implement the concept of a Focus Group with select customers to solicit feedback on our services as well as define/shape new ones. NBC has done this numerous times with Desktop Video and it has really helped enhance their offering. We may want to consider this for this application. Just food for thought...cb

From: Yeager Scott
To: Exel Phil; Datanet Central
Cc: Holcomb Ken; Chang Betty Jo; Euske Bill; Sales
Subject: RE: Modulus AudioNet
Date: Friday, September 30, 1994 6:28PM

This is great news ! We need to get it set up with the microphones but the speakers need to simulate the hoot and holler situation. Get with Nick Balletta and John M. in NY and involve them immediately. They have some immediate requirments so lets get the invision machine working with this application asap because it has a sound card and IP already loaded.

The goal is to be able to show of voice inband of ehernet in Houston, Chicago , NY , SF, DC, and London ASAP so the sales forces in those cities can try to get real applications going with real customers for HOOT and HOOLER as well as just point to point voice at the PC. The customers will tell us how real this technology is.

Phil should own this project but he should be involving the NCC in other cities to get it going. Other cities can get involved and we can turn up the application without the help of anyone outside of sales if we have IP and a sound card and just load the software on the pc. The goal is to create a new service but to use the customers to help us define it. Modulus is willing to turn up shared production servers for those users that do not want to create an audio server. All of this must be defined by the customers and driven by what really works and then we can make sure product engineering and operations is involved as well but they already have met with modulus and are interested as well. The goal is to be able to show it off in the next week in chicago and tow weeks in NY.

From: Exel Phil