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April 23, 1996

Ms. Glenda Norton
Director of New Business Development for Gateways

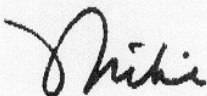
Glenda,

The attached document is a business case proposal requesting AT&T's participation/willingness to subsidize a Finnish internet project. The purpose of the internet project is to promote Finnish trade through the use of the internet. Because their intent is to have a web site that is interactive, the potential of the project is enormous. Virtually anyone in the world with a PC can access the site and become involved with Finnish business, therefore increasing Finnish trade.

AT&T has been sought out by *New World Targets Oy* because:

- AT&T is a market leader with vast global/domestic resources
- There is an existing client base
- AT&T is technologically advanced

The author of the document has requested a response by May 6th. Your organization was referred to me by our Sales Execution Organization that supports the CS&Bs World Net launch.



M. T. Kzirian

cc: N. Reigel
D. Ankele-Quinn