

**From:** Russell C. Horowitz [rch@infospace.com]  
**Sent:** Wednesday, November 15, 2000 9:03 PM  
**To:** 'Naveen Jain (InfoSpace Inc)'; Arun Sarin (InfoSpace Inc)  
**Subject:** RE: October consolidation distributed.xls

**Importance:** High

This is what I have seen in the two days since I have been back:

Q4 we have some work to do but we are getting close. I would like to have the revenue number done in the next 10 days and think we can get there. Our risk is that certain deals that are signed we don't deliver against and thus cannot recognize the revenue (i.e. potentially China Big) or we have an unhappy partner that does not pay and we may need to hold back on recognition until we receive payment (i.e. potentially Brazil). The other risk is in how we are recognizing revenue on AMEX, which I still have questions about. On the expense side, we are getting hit by the AMEX expense and Real Network expenses, neither of which were included in the financial forecasts. Somewhere the communication on this broke down. This means we are eating \*\*\$4 million\*\* more in expenses this quarter than we "thought" two weeks ago. Obviously getting blindsided by \$4 million in expenses isn't the kind of thing that we can have happen ever again.

In looking at Q1, we have some SERIOUS work to do. We have a number of short term revenue deals (American Express, Knight Ridder, China Big, NetGen, etc.) that fall off after Q4. As of now we need more than \$40 million in revenue booked and recognized for the March quarter. Since Arun is in town Monday, and based on other items we need to discuss/catch up on, we need to block out about 1-2 hours for the three of us to meet and do some proactive planning. We need to figure out the plan for Q1 by December so that we have enough time to make things happen for March (clearly the numbers only go up from there for June and then September). What times would you suggest? Late afternoon looks good for me (4pm after Joanne's meeting).

-----Original Message-----

**From:** Naveen Jain (InfoSpace Inc) [mailto:naveen.jain@infospace.com]  
**Sent:** Wednesday, November 15, 2000 7:47 PM  
**To:** Patty Delaney (InfoSpace Inc); Arun Sarin (InfoSpace Inc); Russell C. Horowitz (InfoSpace Inc); Rand Rosenberg (InfoSpace Inc); Tammy Halstead (InfoSpace Inc); Jeff Bergstrom (InfoSpace, Inc)  
**Cc:** 'Tim Brillon (E-mail)'  
**Subject:** RE: October consolidation distributed.xls

What's current rev forecast for Q4. What's committed and what's the pipeline?

naveen

Naveen Jain  
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InfoSpace, Inc  
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> -----Original Message-----

> **From:** Patty Delaney (InfoSpace Inc)  
> **Sent:** Wednesday, November 15, 2000 2:37 PM  
> **To:** Naveen Jain (InfoSpace Inc); Arun Sarin (InfoSpace Inc); Russell C. Horowitz (InfoSpace Inc); Rand Rosenberg (InfoSpace Inc); Tammy Halstead (InfoSpace Inc); Jeff Bergstrom (InfoSpace, Inc)  
> **Cc:** Tim Brillon (E-mail)  
> **Subject:** October consolidation distributed.xls

> Here are the October financials. Please let me know if you have any questions.