

From: Ellen Alben [mailto:ealben@infospace.com]
Sent: Wednesday, March 01, 2000 12:14 PM
To: scrosetti@infospace.com; 'Christina Balkan'; naveen@infospace.com
Cc: 'Michael Kantor (E-mail)'; 'Tammy Halstead (E-mail)'; 'Kurt Langkow (E-mail)'; 'Jeff Davis'; jvalencia@infospace.com; 'Bill Reller'
Subject: RE: OpenAuto deal (timing)

Steve - I have two thoughts on that: first, we don't have a board meeting scheduled anytime soon and we did just have one on Monday, so that could delay things. Second, it disturbs me that in year one they are essentially just paying us back our own money. I'd feel more comfortable about their commitment if at least \$500,000 of what is coming to us is out of their own pocket.

Ellen

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

From: Steve Crosetti [mailto:scrosetti@infospace.com]
Sent: Tuesday, February 29, 2000 5:41 PM
To: 'Christina Balkan'; naveen@infospace.com
Cc: 'Michael Kantor (E-mail)'; 'Tammy Halstead (E-mail)'; 'Kurt Langkow (E-mail)'; 'Jeff Davis'; jvalencia@infospace.com; 'Bill Reller'; 'Naveen Jain (E-mail)'; ealben@infospace.com
Subject: RE: OpenAuto deal (timing)

Unfortunately with this deal... they are pretty committed to the \$2 million investment.

Steve Crosetti
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415-292-3396
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Be the change you want to create. -Ghandi

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

From: Christina Balkan [mailto:cbalkan@infospace.com]
Sent: Tuesday, February 29, 2000 5:20 PM
To: naveen@infospace.com; scrosetti@infospace.com
Cc: 'Michael Kantor (E-mail)'; 'Tammy Halstead (E-mail)'; 'Kurt Langkow (E-mail)'; 'Jeff Davis'; jvalencia@infospace.com; 'Bill Reller'; Naveen Jain (E-mail); ealben@infospace.com
Subject: RE: OpenAuto deal (timing)
Importance: High

Is there any way we could make this a \$1.5 million investment so that we don't need to go to the Board?

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

From: naveen jain [mailto:naveen@infospace.com]
Sent: Tuesday, February 29, 2000, 5:18 PM
To: scrosetti@infospace.com; 'Christina Balkan'
Cc: 'Michael Kantor (E-mail)'; 'Tammy Halstead (E-mail)'; 'Kurt Langkow (E-mail)'; 'Jeff Davis'; jvalencia@infospace.com; 'Bill Reller'; Naveen Jain (E-mail)
Subject: RE: OpenAuto deal (timing)

I like the deal. let's go for it. How sure are you that they will around to pay for year 2 and year 3. DO they have some good investors. and some money