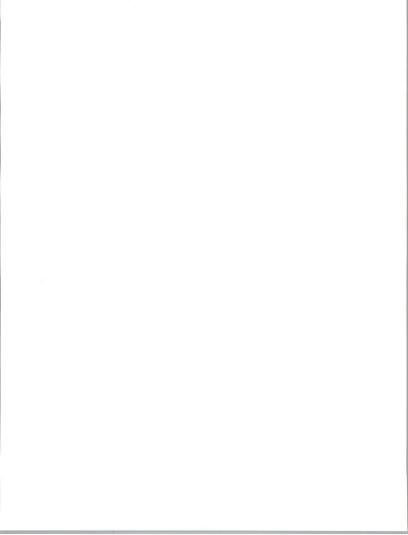
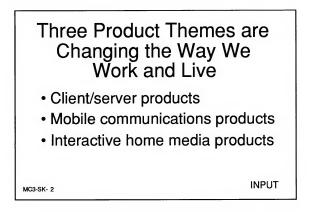
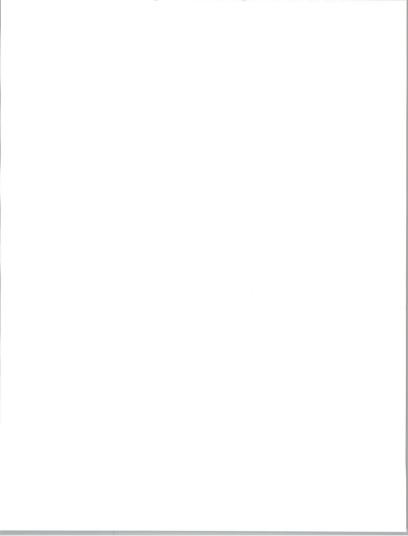
The Computer/Software/Cable/ Telephone/Cellular/ Publishing/Entertainment Industry: Creating New Paradigms

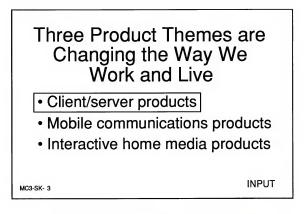
Steve Korn Director Interactive Communications Services



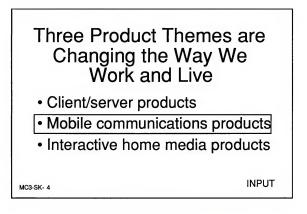


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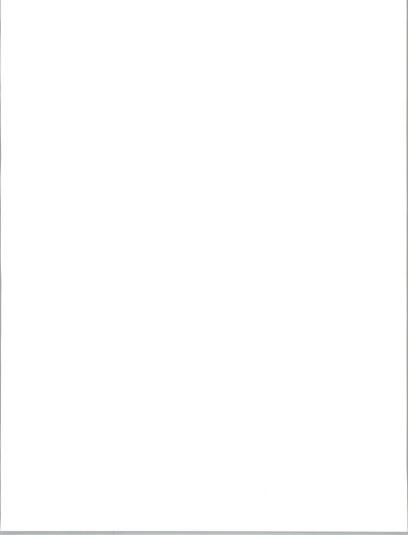


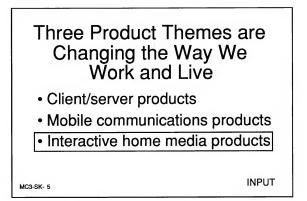


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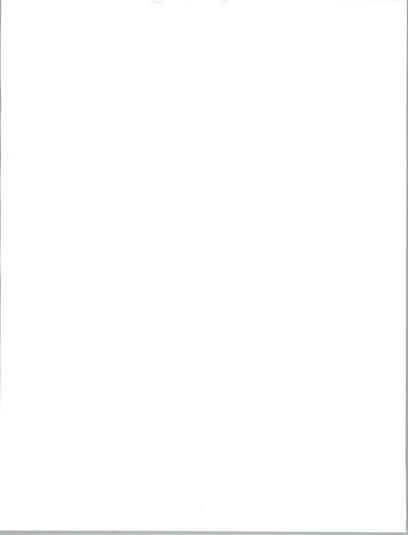


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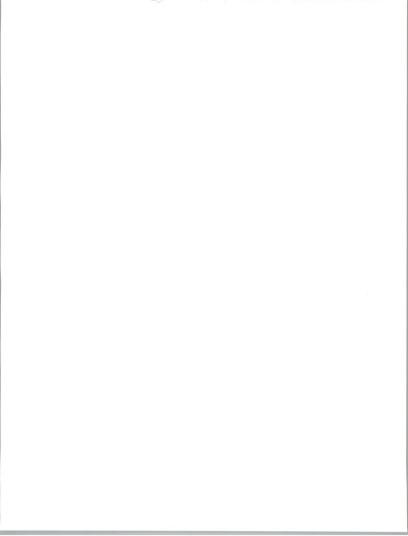


Notes	



Predicting is Difficult, Especially the Future		
"What would someone from Maine have anything to say to someone from Texas?"		
Henry David Thoreau, 1844		
MC3-SK- 6a INPUT		

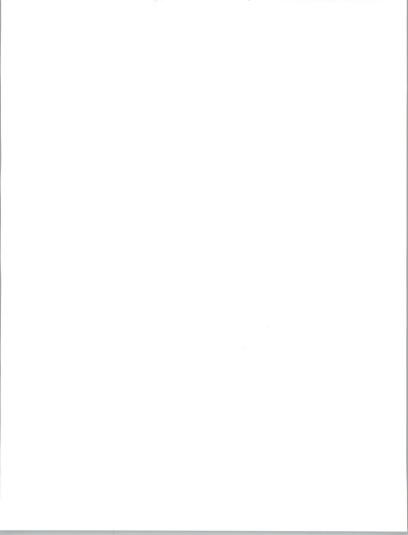
Notes	



Predicting is Difficult, Especially the Future		
"The Americans need it (Bell's invention), but we do not. We have plenty of messenger boys."		
Post Office Chief Engineer, 1878		
MC3-SK- 6b INPUT		

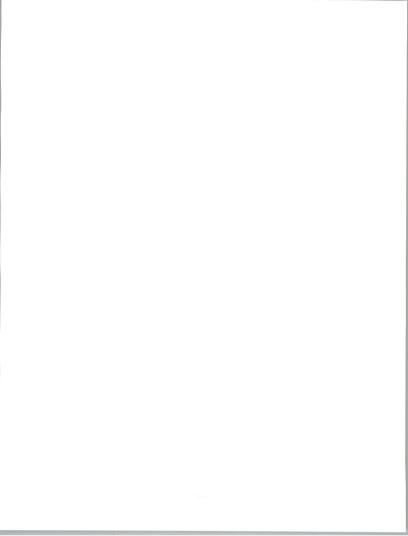
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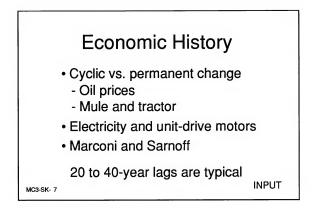
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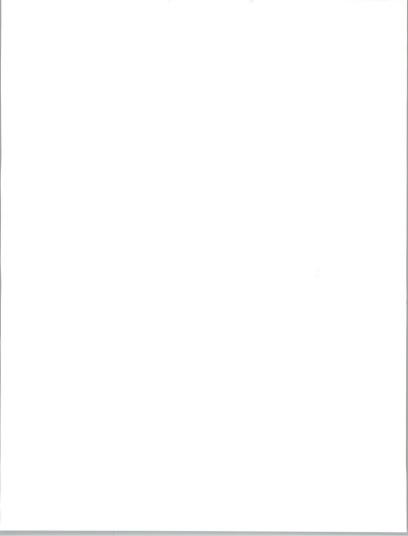
Predicting is Difficult, Especially the Future		
"Who wants to hear actors talk?"		
H. Warner, President, Warner Brothers Pictures, 1927		
MC3-SK- 60 INPUT		

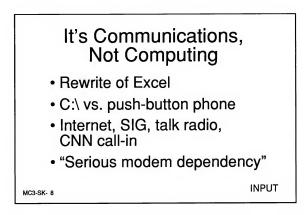
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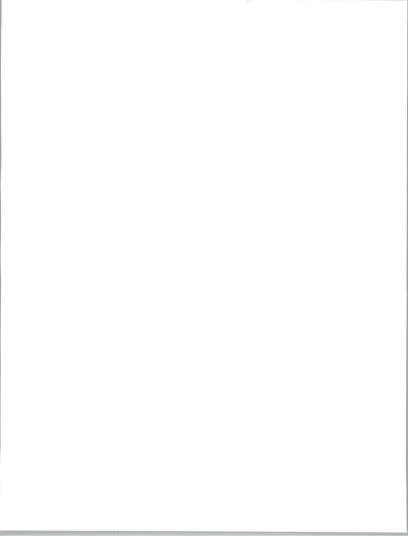


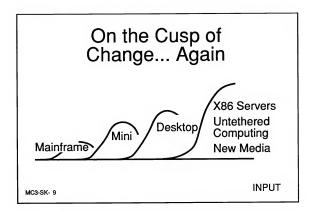
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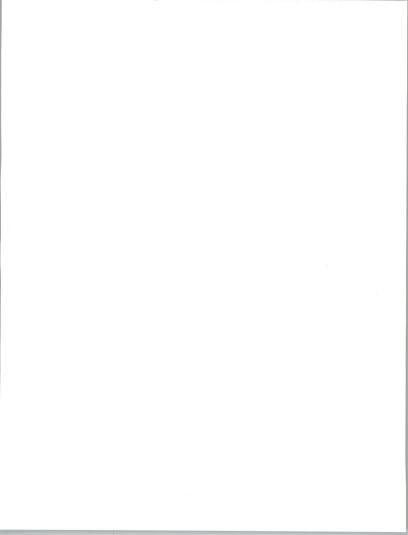


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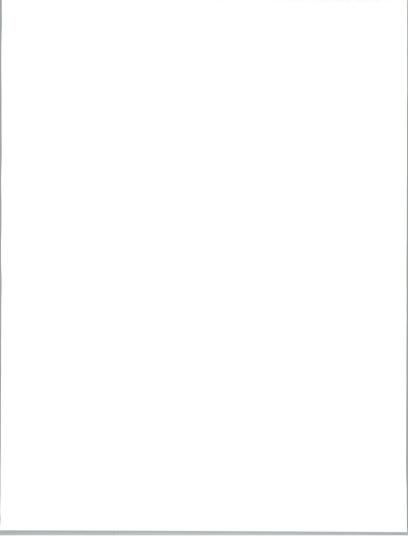


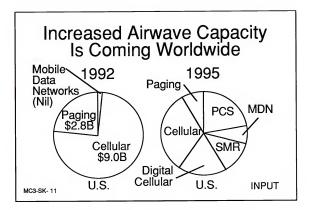
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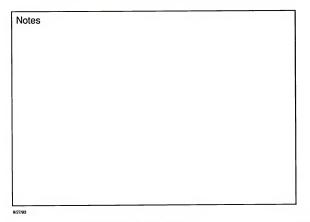


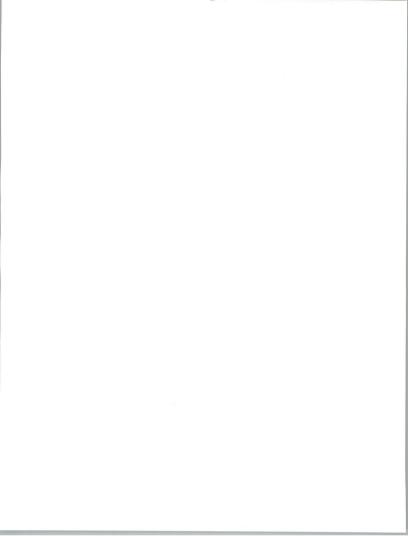


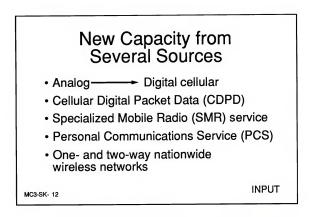
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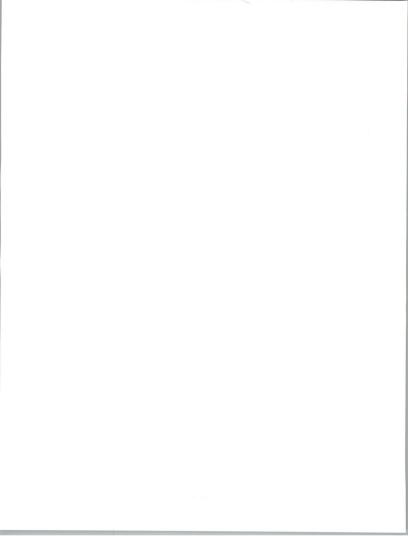


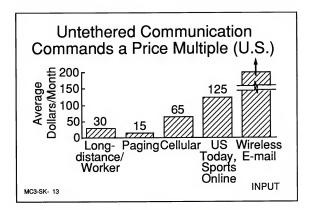


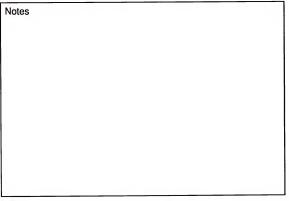


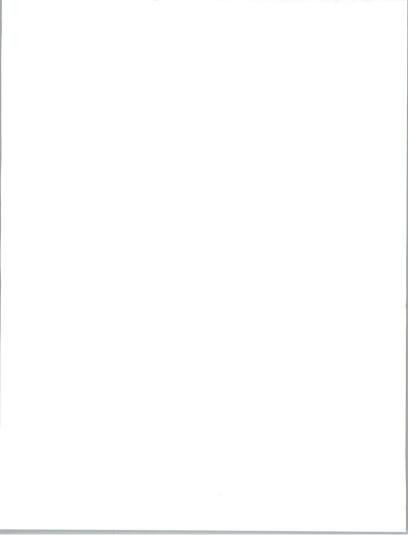


Notes	









Anticipated Developments and Opportunities

- Digital cellular subsidies
- More granular cellular pricing
- · Bypass to evade LEC "tax"
- Substitute communications for rent
- "Software agents" and gateway utilities
- Seamless E-mail

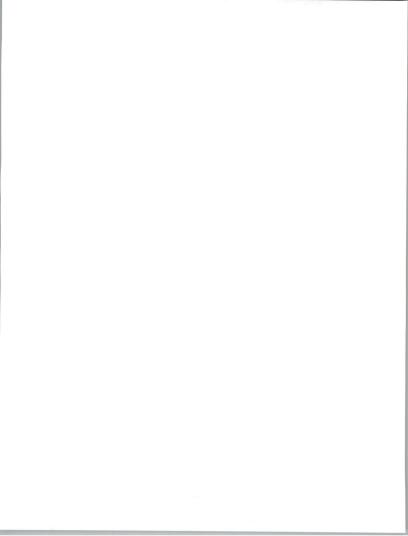
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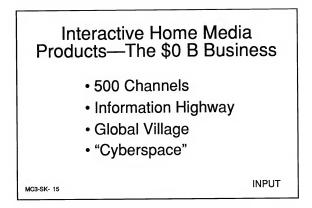
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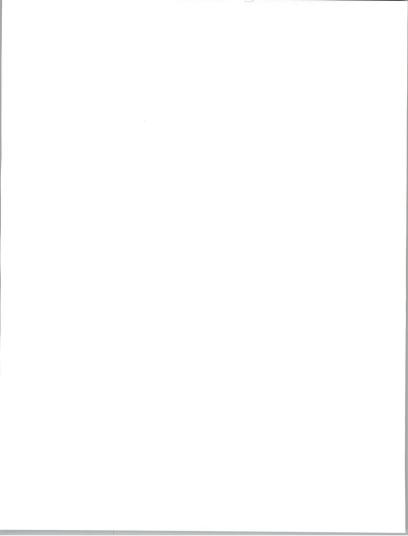
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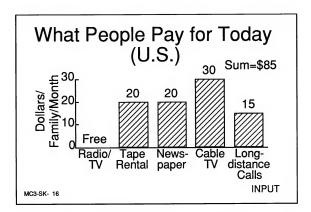
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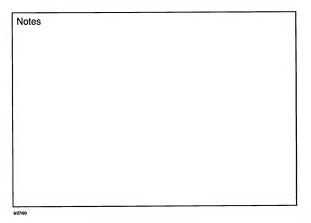


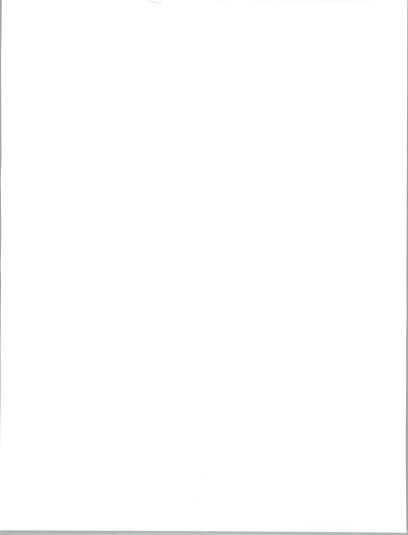


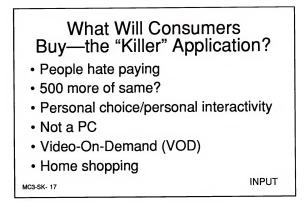
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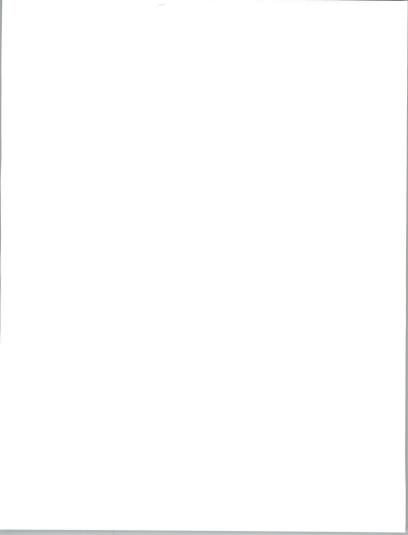


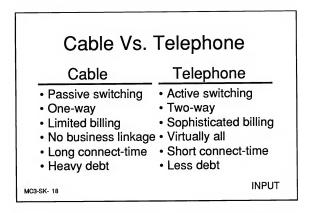




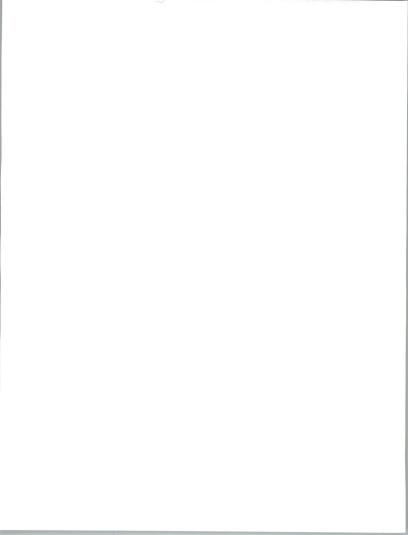
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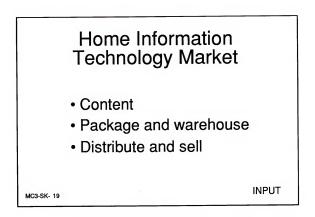
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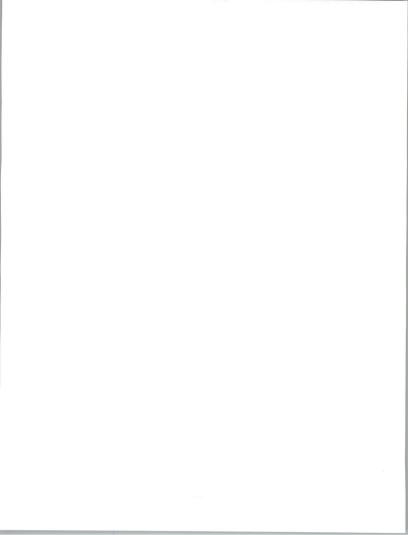
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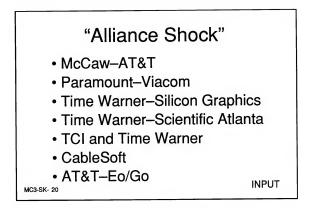




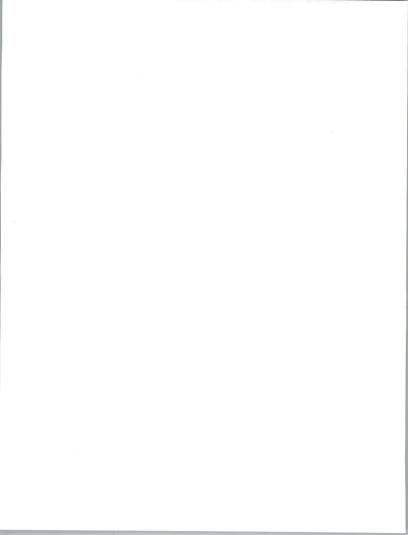
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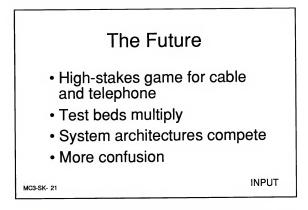
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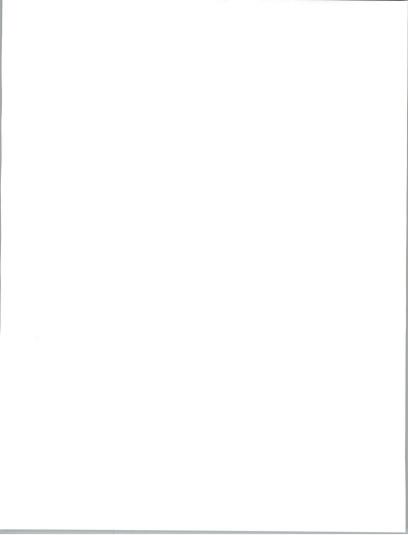


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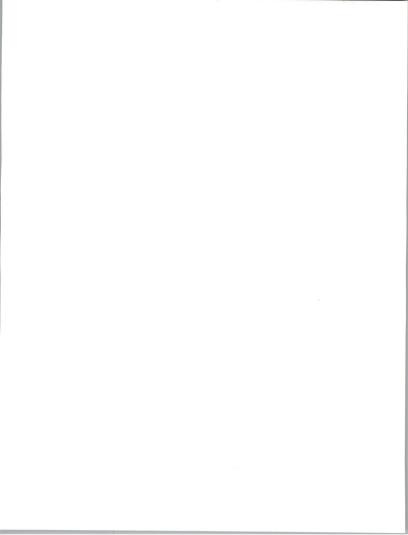
Notes	



"N Ur	Iothing Is Essential htil It's Discovered."
0.	Tom Peters
	UT strategy: Supply to the le rather than choose sides.
MC3-SK- 22	INPUT

Notes	
9/27/93	

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Steven P. Korn Director Interactive Communications Services

PROFILE

CAPABILITIES

 Mr. Korn has 19 years product management, business development, and consulting experience in information services, telecommunications, and software. Vertical market experience includes the media, travel, retail, mortgage banking, and state and local government.

BACKGROUND

- With INPUT, Mr. Korn is launching the new Interactive Communications Services program. The focus is on new interactive services made possible by the convergence of three key technologies: computer, cable, and telephone.
- Prior to joining INPUT, Mr. Korn co-founded the Radio Response Company, a start-up business
 that specialized in interactive listener lines for broadcast radio. The company enabled radio stations
 to generate additional revenue, create a data base of listeners, and differentiate their product.
- Previously, Mr. Korn was Vice President of Products and Director of Strategy for Citicorp Information Management Services. Products included an on-line travel audit service and a preferred rate hotel reservation service for large travel agencies that were integrated with the airline reservation systems.
- Mr. Korn was also Manager, EDI Product Management with GE Information Services from business inception through customer #2000. His responsibilities included both EDI software products and network services.
- Earlier, Mr. Korn was a senior associate with Booz, Allen & Hamilton. He specialized in telecommunications and the application of technology. Mr. Korn began his career designing rf circuits for a line of VHF and UHF pagers.

EDUCATION

- · M.B.A. (Stanford Graduate School of Business), Palo Alto, CA
- · M.S. (Electrical Engineering), New Jersey Institute of Technology, Newark, NJ
- · B.S. (Electrical Engineering), Newark College of Engineering, Newark, NJ

