

# CRITICAL NUMBERS OF THE MONTH

## Now and Then

The once-optimistic projections for how much consumers would buy over the Internet are becoming more conservative with the growing troubles of online retailers. These are Gartner Group's revised estimates.

YEAR	FORECASTS MADE IN 1999 (in billions)	FORECASTS MADE IN 2000 (in billions)
1999	\$22.4	\$16.8*
2000	\$46.5	\$29.3
2001	\$79.0	\$48.7
2002	\$115.9	\$77.7
2003	\$163.9	\$107.4

\*ACTUAL

DATA: GARTNER GROUP

## Look Who's Selling

Here's a look at the top executives, directors, and other insiders who have sold stock at several major tech companies over the past three months.

COMPANY	NET SALES BY INSIDERS (NO. OF SHARES)	SELLERS
Microsoft Corp.	13,994,960	CEO Bill Gates, co-founder Paul Allen, and others
Portal Software	2,167,650	CEO John Little, venture capital backer Accel Partners, and others
Network Appliance	1,358,000	CEO Daniel Warmenhoven, President Thomas Mendoz, and others
Integrated Device Technology	1,296,165	CEO Jerry Taylor, CFO Alan Krock, and others
Clarent Corp.	1,259,348	CEO Jerry Chang, COO and CFO Richard Heaps, and others

DATA: FIRST CALL/THOMSON FINANCIAL

## Little Cash to Burn

As it gets tougher to raise new capital, many technology companies are running low on cash. This is a sample of companies in a pinch.

COMPANY	CASH ON HAND SEPT. 30 (millions)	CASH USED LAST QUARTER (millions)	DAYS TO DEPLETION AT CURRENT BURN RATES
Wavo Corp.	\$0.6	\$6.0	8.3
The Phoenix digital media company sold off assets to raise about \$12 million in cash, although it's not clear how long that will last.			
Prodigy Communications	\$4.9	\$11.0	40.2
The Internet access provider is pursuing new financing and is lowering its cash burn by making customer acquisition payments to shareholder SBC over three years instead of immediately.			
Ziplink Inc.	\$3.251	\$4.2	70.3
The provider of Internet connectivity to Internet service providers closed down on Nov. 17 after not being able to pay a debt to WorldCom.			
Beyond.com	\$14.5	\$18.2	71.4
The Santa Clara, Calif. e-commerce company announced in October that it had reached an agreement for \$40 million in new financing.			
US Search.com	\$11.4	\$8.8	116.5
The Los Angeles online search company restructured operations in November and decided to lay off at least 45 people to try to become profitable more quickly.			

DATA: COMPANY FILINGS, BUSINESS WEEK, STANDARD & POOR'S COMPUSTAT