



Stanford eCorner

Changing the Business Model

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Video URL: <http://ecorner.stanford.edu/videos/1031/Changing-the-Business-Model>

Though Paypal launched the Palm model and the internet model at roughly the same time with roughly the same number of customers, the internet model took off while the Palm side remained stagnant. Consequently, Paypal shifted its company focus toward the internet model.



Transcript

That's sort of a tear jerker in its own right which I'll spare you since I was a great proponent of the palm product and at a certain point we looked. So we launched both the palm and email based products the same time or roughly the same time. It's really like a couple of weeks apart. The time where the tear jerker occurred was maybe a year later when I realized that we had in January 2000 we had about 12,000 people on the palm side and 12,000 people on the email side. By the end of the year we had something like any over 4 and a half million, 5 million. So September of 2000 let me just continue, 4 million on the internet site and about... 12,000 on the palm side. That's pretty much the answer to your question.