Subject: **Intelligent Electronics**
Date: Tue, 28 Jan 1997 17:12:28 -0800
From: davemc@netscape.com (Dave McLoughlin)
Organization: N E T S C A P E C O M M U N I C A T I O N S
To: doj
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This last Monday, 1/27/97, Frankie Benning, Mike Landers, Josh Staller and I met with a team of people at Intelligent Electronics one of our distributors in Denver, Colorado.

Intelligent Electronics has created a system that allows their resellers to order products directly via the Internet. Unfortunately, they chose to develop the system with products from Open Market rather than Netscape. During their selection process they also worked with Microsoft.

According to Gary Rennilson, the manager of applications development at Intelligent Electronics, Microsoft offered him free product and $100,000 to develop the system with Microsoft BackOffice. In exchange he would have had to agree to run the system exclusively using MS BackOffice and Internet Explorer, and he would have to advertise on his website that the site was powered with MS BackOffice.

Gary did not agree to MS's terms based on the fact his resellers use a variety of platforms (that IE does not support) and much of his development is done on Unix and not Windows NT.

If you have any question please let me know.

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109

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