From: Russell Siegelman [russs]
Sent: Wednesday, November 30, 1994 2:57 PM
To: Anthony Bay; Dan Rosen; Peter Neupert
Cc: James 'J' Allard; Laura Jennings
Subject: RE: Mosaic Communications and AT&T

I agree that there is some disagreement and several agendas involved here.
From my perspective:
- we are not interested in their server
- we are interested in their Web client (not clear that we would license it at this point, but we should find out about it). The best outcome for us would be to get a reasonable source licensing deal for the client.

One other angle is do they have anything to bring to our Internet service/MSN project? Not clear that there is, but maybe there is. Maybe they have a registration protocol that we can get or we can agree on one (not sure that we want to, but since it will be open it might help to get them in the loop).

I know this isn't too concrete, but part of what I would do if I went there is to explore what they are doing and what they might be interested to do with us.

From: Dan Rosen
To: abay; petern; russs
Cc: jallard; lauraj
Subject: RE: Mosaic Communications and AT&T
Date: Wednesday, November 30, 1994 8:33AM

Russell,

I'll be happy to drive, but seems as if there is considerable disagreement over what we hope to achieve. Do we want/need their server technology? Is ours better and closer to market? ....

Do we want/need their client?

What would be the outline of a relationship with them?

Dan

From: Russell Siegelman
To: Anthony Bay; Dan Rosen; Peter Neupert
Cc: Laura Jennings
Subject: RE: Mosaic Communications and AT&T
Date: Tuesday, November 22, 1994 6:26PM

Who is driving getting the agendas straight and scheduling this?

From: Peter Neupert
To: abay; drosen; russs
Cc: lauraj
Subject: RE: Mosaic Communications and AT&T
Date: Wednesday, November 16, 1994 2:16PM

we need to think through our appoach to Mosaic. we are 'colliding' with them on other fronts in addition ...such as secure transaciton tech. (deal with FDR) and they are going into the merchant server business. we should also engage the Systems guys in terms of what 'relations' they are considering, if any.

we also need to understand the Word groups announcement about the authoring tool/browser for the Internet and what they think that means

PENGAD-Bayonne, N.J.
GOVERNMENT EXHIBIT
133

vis a vis Mosaic Browser.

i want to make sure we have an internal understanding of the breadth of projects/agenda, before we go. i definitely think we need to do this trip soon.

From: Dan Rosen
To: Anthony Bay; Russell Siegelman
Cc: Peter Neupert
Subject: RE: Mosaic Communications and AT&T
Date: Tuesday, November 15, 1994 5:45PM

Anthony, Russell,

I had an "interesting" discussion with Jim Clark of Netscape Communications (they renamed Mosaic day before yesterday). After a half-hour of venting about Microsoft taking over the world, he said he would welcome the opportunity to explore working together in some way. Let's discuss what we want from them and we are invited down to get a better understanding of where they are going.

Incidentally, (both from what he didn't say and from others) I'm reasonably confident that Netscape is in detailed discussions with AT&T and MCI.

Dan

From: Anthony Bay
To: Dan Rosen; Russell Siegelman
Subject: RE. Mosaic Communications and AT&T
Date: Friday, November 11, 1994 5:26PM

I'm crazy busy at moment.. Dan, could you take the lead on this?

From: Dan Rosen
To: Anthony Bay; Peter Neupert; Russell Siegelman; Tom Evslin
Subject: RE. Mosaic Communications and AT&T
Date: Thursday, November 10, 1994 1:25PM

Russell,

I'd be happy to go. I'd be skeptical that AT&T would sign a uuNet type of deal. More likely that AT&T would want to license Mosaic to bundle with their CIS (Consumer Interactive Services) offering. But one never knows....

Dan

From: Russell Siegelman
To: Anthony Bay; Dan Rosen; Peter Neupert; Tom Evslin
Subject: Mosaic Communications and AT&T
Date: Thursday, November 10, 1994 11:38AM

I got a rumor today from Mike Slade. He was at Mosaic recently and AT&T was there talking to Mosaic about creating a private TCP/IP net over the Internet for Mosaic. Sounds similar to our UUNet deal.

Anthony, please set up a trip for us to talk to Mosaic. Probably you, Dan and I should go talk. Peter, up to you. If it can be in the next 2 weeks you will have to go without me, otherwise I can come (check Sundra for my schedule).

I want to feel them out and understand what they think they are doing and what we might be able to do with them. We should be careful about what we say to them, but we should dangle enough to get some info from them Our angle is probably the client, but maybe they have something else that might fit into our plans.