Nate Clinton (LCA)

From: Jeff Alger [jeffal]
Sent: Friday, December 22, 1995 9:30 AM
To: Mark Ryland; Thomas Reardon
Cc: Bob Kruger; Dan Neault
Subject: RE: bristol and Internet Explorer

Mainsoft and Bristol are both keenly interested in doing this working with our source. Both have very good Win32 support on several Unixes. I just spoke with Jeff Elpern, President of Mainsoft, yesterday and this was high on his list, too. If you think it is important to have x-platform support for IE these are good vendors to work through and we can help you strike the deal.

There is a legal issue we're digging into. Elpern pointed out that (a) their WISE agreement entitles them to Win 3.1, "Chicago" and successors through the term of their agreement and (b) we are now describing IE as part of the OS and putting it in the box. Conclusion, they already have rights to things like IE. It's a legal stretch but I want to hear from our attorneys (and you, Bob) but in any case I'd rather use IE as a bargaining chip to clarify the extent of their rights; i.e., treat IE as a separate deal and thereby set the precedent that apps in the box aren't really part of the "OS."

Jeff

From: Mark Ryland
To: Thomas Reardon
Cc: Dan Neault; Bob Kruger; Jeff Alger
Subject: RE: bristol and Internet Explorer
Date: Thursday, December 21, 1995 10:58PM

Actually, I'm only on the fringe of the WISE relationships. Dan Neault in Jeff Alger's OLE enterprise marketing team is the current owner and Bob Kruger is the "wise old man" (no pun intended) who should be consulted on all important dealings.

BTW, if Bristol wants to do this I suspect if they want to this they want to use the IE "windows" source code and their product which maps win source to native X/Motif. They can move stuff with amazing speed because they have an extremely good Win32 API layer (they are just now getting full OLE support, the last big obstacle -- smaller but real obstacle would be wininet).

-- Mark

From: Thomas Reardon (ITG Exchange)
Sent: Thursday, December 21, 1995 7:26 PM
To: Mark Ryland (Exchange)
Subject: bristol and Internet Explorer

hey, are you our main contact with Bristol? i am trying to followup on a lead we got that they want to port IE to X-windows. it turns out that i can get the X-windows source for mosaic from spyglass fairly cheap, so we can dramatically accelerate this process. there are some interesting OEM deals on the horizon that make this time critical, and very sensitive, so give me a call to discuss when you get a chance.

-thomas
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