Erik Stevenson (LCA)

From: Cameron Myhrvold [cameronm]
Sent: Friday, February 09, 1996 12:30 PM
To: Dan Steele
Subject: RE: Internet Explorer Policy for ISP

I think we'd both agree the goal is marketshare. I just don't want to appear too rude or too greedy in a market when we are so far behind...

From: Dan Steele
To: Dave Derwin; Gil Mor; Latif Nathani; Cameron Myhrvold
Subject: RE: Internet Explorer Policy for ISP
Date: Friday, February 09, 1996 11:39AM

yes, being flexible is very important but rather than "delete" let's suggest modify or soften. Given that we don't make any revenue here, the only reason we do these deals beyond overall relationship building is to build IE share/awareness and to cultivate support for MS Internet standards - these disappear if Exhibit C gets deleted

Here's a list of modifications we've sometimes used

1. give more than 30 days to implement html extension support - remember that it only takes typing a single html text string to meet this requirement - 5 minutes at most?

3. Rather than offer IE as the "only" browser, ok to substitute something like "premium" browser

4. Deploy IE on "all" Windows 95 machines can be adjusted to "some" - truthfully as IE is included on the OEM OPK it's becoming increasingly hard to not comply with this one.

6. Note that press release is already optional

7. Volume summary has to stay - byproduct of contracts we signed with Spyglass

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From: Cameron Myhrvold (Xenix)
Sent: Friday, February 09, 1996 11:16 AM
To: Dave Derwin (Xenix); Gil Mor (Xenix); Latif Nathani
Cc: Dan Steele
Subject: RE: Internet Explorer Policy for ISP

Also, one thing. Some network operators have fouind this license to be pretty obnoxious. We don't mean it to be, but there is a list of obligations in an appendix to the contract that ask them to do things like, take advantage of our HTML extensions on their websites within 30 days, that they must train all of their employees on Windows 95, install IE on all of their internal Win95 machines, etc.

You should feel free to delete these from the contract prior to presenting it. there is no reason to ask them to do things that we know they may find obnoxious. please review the contract ahead of time. Of course, we would like them to support IE exclusively and to make it downloadable from their sites, use the logo on their websites, etc. But, be advised some of the other things we can easily "give on."

Cam

From: Latif Nathani
To: Dave Derwin; Gil Mor
Cc: Dan Steele; Cameron Myhrvold
Subject: RE: Internet Explorer Policy for ISP

ENGAD-Bayonne, N. J.
GOVERNMENT EXHIBIT
1795

Date: Friday, February 09, 1996 11:19AM

<<File Attachment: LICENS~1.DOC>>

Gil:
The above document is the agreement that Dan forwarded to me in response to another request (See attached mail thread below).

Dan:
I am seeing a lot of these individual requests from subsidiaries. Given the focus that we should be aggressively pushing IE, you may perhaps want to share this with a bigger crowd (I have already forwarded this to AIME GM's).

regards, Latif

From: Kiriakos Apostolidis (Xenix)
Sent: Thursday, February 01, 1996 2:26 AM
To: Dan Steele; Latif Nathani
Cc: Chris Trizoglou (Xenix); John Lack
Subject: RE: Internet Explorer distribution

<Sender composed mail containing characters not in the US-ASCII set.>
<These characters have been transformed into a printable form.>

Is there any standard form we can use for this distribution agreement, =

or should we just create our own?

Thanks,

Kiriakos

From: Dan Steele
To: Kiriakos Apostolidis; Latif Nathani
Cc: Chris Trizoglou; John Lack
Subject: RE: Internet Explorer distribution
Date: Wednesday, 31 January 1996 3:51=EC=EC

this is fine if they sign a distribution agreement - note that agreement does stipulate that they keep track of downloads and report volume

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From: Latif Nathani
Sent: Tuesday, January 30, 1996 9:17 AM
To: Kiriakos Apostolidis (Xenix); Dan Steele
Cc: Chris Trizoglou (Xenix); John Lack
Subject: RE: Internet Explorer distribution

Absolutely....

Dan: Can you please convey the procedure for this to all of us in detail so that we can handle requests for other AIME countries also.

regards, Latif

From: Kiriakos Apostolidis (Xenix)
Sent: Tuesday, January 30, 1996 5:36 PM
To: WorldWide BSD Internet Product Managers
Subject: Internet Explorer distribution

Hi all,

One of our distis who is also an Internet provider here in Greece has asked for permission to put a copy of Internet Explorer 2.0 on their Web server, so that their customers save time when downloading it. Do they have the right to do that?

| Thanks,
|
| Kiriakos
|

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| =

From: Cameron Myhrvold (Xenix)
Sent: Thursday, February 08, 1996 2:51 PM
To: Cameron Myhrvold's Direct Reports; Dave Derwin (Xenix)
Cc: Dan Steele; Latif Nathani
Subject: RE: Internet Explorer Policy for ISP

Today we have no activity in the ME. We will in the next six months as we engage in AIME and LATAM. In the menatime I'd suggest Dan Steele try and get the license to the Gil in the sub. Latif, can you help here?

Cam

From: Dave Derwin
To: Cameron Myhrvold's Direct Reports
Subject: FW: Internet Explorer Policy for ISP
Date: Thursday, February 08, 1996 1:56PM

who handles Mid East subs?

From: Gil Mor
To: Friends of Gibraltar
Subject: Internet Explorer Policy for ISP
Date: Thursday, February 08, 1996 10:51PM

Hi there
Can you provide some information on what is the policy of supplying IE by ISPs, is it allowed, can they put it on their pages, can they give it to customers ?

I would appreciate your help !

Gil Mor
BSD PM
MS Israel