Date: Fri, 26 Jul 1996 15:53:13 -0700
From: Julie Herendeen <julieh@netscape.com>
Reply-To: julieh@netscape.com
Organization: Netscape
MIME-Version: 1.0

CONFIDENTIA

REDACTED

Subject: [Fwd: [Fwd: Win 95 Scripting License - Ugh]]

FYI....Here is some more detail on the problems we are having trying to license the Microsoft Internet Scripting tool.

After several weeks of negotiating the Scripting contract with Microsoft, John Freeborg submitted the final contract to Ed Mitchell at Microsoft. We thought we were very close to having a signed contract at that point and were impressed that Microsoft had been pretty easy to deal with up to that point.

John sent the contract to Ed Mitchell at Microsoft for signature last Thursday. Ed gave the contract to Carl Stork, head of the PC/Win 95 division on Thursday 7/18. Carl has yet to sign the contract and Ed cannot even estimate how long it will take Carl to sign the contract. In addition, Ed said that he might also need to have Brad Silverburg sign the contract (no telling how long that might take).

We need to get the scripting in a build by early next week if we are going to have time to test it with our product. Microsoft already freely distributes this scripting tool to every ISP with their Admin. Kit. We are getting lots of complaints that we do not distribute this tool.

Julie

GOVERNMENT EXHIBIT 243

Content-Type: message/rfc822
Content-Transfer-Encoding: 7bit
Content-Disposition: inline

Message-ID: <31F8EF83.38FD@netscape.com>
Date: Fri, 26 Jul 1996 09:17:07 -0700
From: Julie Herendeen <julieh@netscape.com>
Organization: Netscape
X-Mailer: Mozilla 2.0 (Win95; I)
MIME-Version: 1.0

HIGHLY CONFIDENTIAL

Subject: [Fwd: Win 95 Scripting License - Ugh]
Content-Type: multipart/mixed; boundary="----------14A658C96554"

We are still trying to finalize the Win 95 scripting license with Microsoft and they are really stalling. They told us that they had

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basically bought off on everything in the contract and now they are just

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Content-Type: message/rfc822
Content-Transfer-Encoding: 7bit
Content-Disposition: inline

Return-Path: johnf@netscape.com
Received: from johnf.mcom.com (living174.mcom.com [205.217.240.174]) by netscape.com (8.7.5/8.7.3) with SMTP id WAA15626; Thu, 25 Jul 1996 22:09:19 -0700 (PDT)
Message-ID: <31F852E4.25A1@netscape.com>
Date: Thu, 25 Jul 1996 22:08:52 -0700
X-UIDL: 838396965.018
From: John Freeborg <johnf@netscape.com>
Reply-To: johnf@netscape.com
Organization: Netscape Communications Corp.
X-Mailer: Mozilla 3.0b5aGold (Win95; I)
MIME-Version: 1.0
To: Julie Herendeen <julieh@netscape.com>, linear@netscape.com
Subject: Win 95 Scripting License - Ugh
Content-Type: text/plain; charset=us-ascii
Content-Transfer-Encoding: 7bit
Status: U
X-Mozilla-Status: 0005

I leaned into Ed Mitchell today on the scripting license. They've had it since last Thursday. I bitched about how 5 days is plenty of time to sign the dam thing and to get some action on it. He claims to have given it to Karl (Carl?) Stork - the director that would sign it last Thursday. Ed was out of town Monday and Tuesday of this week. I've called him every day to see what the status is.

I have flat out asked him for a commitment that we get this signed this week, but Ed says he "can't commit" since he doesn't control the process. They are well aware that we have a beta that we must have this for and it is panic time.

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Earlier today he cautioned that due to the competitive nature Karl Stork may need to pass it to Brad Silverberg for sign-off in the Internet division. However, he left me a voicemail later that said he brought the matter to Karl's attention again and it sounded like that may not happen now.

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Any other ideas to prod them along? I don't have any other contacts there other than Dan Walker, our premium support technical account manager (TAM).

- John

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