From: Don Bradford
Sent: Friday, February 13, 1998 7 35 AM
To: Ben Waldman
Cc: Bill Gates; Paul Maritz, David Cole, Dave Reed, Charles Fitzgerald, Jon DeVaan
Subject: RE Java on Macintosh/IE Control

IE HTML Control

Apple wants to keep both Netscape and MS developing browsers for Mac – believing if one drops out, the other will lose interest (and also not really wanting to pick up the development burden) Getting Apple to do anything that significantly/materially disadvantages Netscape will be tough Do agree that Apple should be meeting the spirit of our cross license agreement and that MacOffice is the perfect club to use on them

Apple has integrated our component for HTML Help as an engineering exercise and now wants to ship it with Allegro If we make it too hard for Apple to get our technology they might be pressed to direct some of the "freeware energy" building Nav for Rhapsody, into building a Nav based component for HTML Help A Nav based component would not use COM or our rendering engine There are several Apple developers interested in licensing the Mac HTML control Have been unwilling to sign MS up for the maintenance / support costs although we did do a special license with QualComm based on a Win32 deal Think support costs outweigh the boost to MacIE perception / adoption Personally, am OK giving Apple the source and having them pick up the maintenance/support Would also like to get something that helps IE browser share – comarketing on IE 4 01, a press release of Apple announcing IE as the "standard, preferred or best" browser for Macintosh and an IE download button on Apple's "HotNews" page

ISL is something Apple seems to really want, to jumpstart their protocol work and act as an integration point for their new key chain stuff It could really help Netscape, so I've only been willing to talk about in the context of IE as the exclusive browser [They could ship Netscape on secondary media]

Java

IE has been the only browser supporting JManager and MRJ Netscape has taken damage for this and is fixing for future versions Here too, Apple wants to sit on the fence, dealing with us and staying 100% pure After many discussions, Apple really wants to do their own VM (and is willing to take an IP infusion from us, if they can continue to follow the 100% pure java line and deliver JDK 1 2 earlier than mid 99) From an applet perspective, we've helped Java on the Mac with IE 4 The current MS VM is a differentiator for IE If both IE and Nav use the same VM, applet performance ceases to be a differentiator for the browser but Netscape/JavaSoft/Apple are forced to invest in the VM (not just API's) to meet the performance/stability bar we set [performance deltas MRJ 2x, Nav 3X] Could be that Mac users interested in Java will be forced to use IE 4 0 until MRJ catches up and that Apple's investment in perf work will delay JDK 1 2 deployment on Mac

One of the messages we've been delivering from a platform perspective is that DHTML/CSS is a better option for dynamic Web content than Java The message we're trying to craft with Apple/Metrowerks is that Java is a programming language and should leverage J/Direct to target native API's

Apple does get their VM deployed as "default" (eventually "exclusive) in the "default" browser shipped with their OS We get our API's deployed in perhaps the only VM on Mac, reinforcing Java-is-a-language-not-a-platform, while minimizing our investment

—Original Message—
From Ben Waldman
Sent Friday, February 13, 1998 1 02 AM
To. Don Bradford
Cc: Bill Gates, Paul Maritz, David Cole, Dave Reed, Charles Fitzgerald, Jon DeVaan
Subject: RE Java on Macintosh/IE Control

Re IE –
Sounds like we will give them the HTML control for nothing except making IE the "standard browser for Apple?" I think they should be doing this anyway Though the language of the agreement uses the word "encourage," I think that the spirit is that Apple should be using it everywhere, and if they don't do it then we can use Office as a club So I guess I'm saying that I don't think we should give them the HTML control unless they make IE the exclusive browser (and not need to bargain with ISL)

Re Java –
Why does Apple care whether or not we use J Manager and make MRJ the default?
Why would Apple want us to discontinue shipment of our VM? Why would we want to do this, if we think ours is faster – wouldn't this make our browser less good?

Ben

GOVERNMENT EXHIBIT 268

—Original Message—
From Don Bradford
Sent Thursday, February 12, 1998 8 26 PM
To Bill Gates, Paul Mantz, David Cole, Dave Reed Charles Fitzgerald, Jon DeVaan Ben Waldman
Subject Java on Macintosh/IE Control

Am meeting with Avie Tevanian tomorrow for lunch to discuss a couple Mac internet topics Want to get closure on these topics to meet press deadlines and solve Apple's problem of integrating our IE HTML Control with MacOS before we worked out a license These have been covered in previous mail threads but wanted to give everyone a chance to red flag before the meeting

Java
will propose that Apple
- announce support for J/Direct, MS Security and MS Debugger API's within 45 days
- implement support for same by end of year

in exchange for Microsoft's
- continued support of Apple's JManager, making MRJ the default VM for MacIE
- discontinuing shipment MS MacVM after IE 4.01

IE
will propose that Apple
- make IE standard browser for Apple (with co-marketing campaign)
- could offer source license to ISL in exchange for IE as exclusive browser bundled with MacOS [Nav on secondary media]

in exchange for Microsoft's
- source license of the IE HTML Control and consulting support