Bill Gates

From: paulma[SMTP:paulma]
Sent: Monday, June 05, 1995 12:40 PM
To: drosen; nathanm; peteh; russs
Cc: bens; johnlu; abay; billg; bradsi; chrisjo; jallard; jimall; petern; ppathe
Subject: RE: NetScape Meeting

While, I dont disagree with any of the specifics in the mail, I did not get the impression (from the meeting at least) that Netscape is "ready for a broad strategic relationship". It was clear that he/they view the client as a key place to make money, since that is "hook is so important for selling additional software". Barksdale was primarily interested for us to distribute his client and his server, but was willing to consider doing client extensions if it did not cut him off from doing other extensions, and if fitted into their view of the "market demands". Also given Barksdale's rather strange view of the market (first opportunity is intra-company, then inter-company, then consumer), I wonder if he speaks for all of Netscape.

We should procede to exchange lists with them. But I suspect that it will be challenge to get them to concretely commit to do something concrete in a given timeframe.

From: Dan Rosen
Sent: Monday, June 05, 1995 8:19 AM
To: nathanm; paulma; peteh; russs
Cc: abay; bens; billg; bradsi; chrisjo; jallard; jimall; johnlu; petern; ppathe
Subject: NetScape Meeting

Attached is my summary of the meeting that Nathan, Paul and I had with Jim Barksdale of Netscape.

Dan

<<File: 0602NETS.DOC>>

MS98 0009594
CONFIDENTIAL