Bill Gates

From: Dan Rosen[SMTP:drosen]
Sent: Friday, June 09, 1995 5:40 PM
To: johnlu; nathanm, paulma, peteh, ppathe, russs
Cc: abay; billg, chrisjo, peterm, stevesi
Subject: Netscape engagement

Per my last mail message, Netscape agreed to exchange lists for terms of engagement Attached is a draft of my list Special thanks to PPathe and JohnLu for help

Two key events

1) Jim Barksdale originally requested a meeting tomorrow (Saturday) with us, him and Mike Homer and Mark Andriesen. He later called to defer for a week. Tells me he is sincere and wants to be aggressive in seeking a relationship

2) The IBM offer for Lotus should play into our hands, since he sees Lotus as his #1 competitor.

I'd appreciate any input to the attached list I propose exchange for next Tuesday

Dan

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