CONFIDENTIAL

To: Ted Waitt,Rick Snyder,Jim Von Holle,Jim Collas,Bill Elliott
From: Kathy Skidmore@GW2KUSA
Cc:
Bcc:
Subject: Microsoft / Concerns
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GATEWAY 2000 CONFIDENTIAL INFORMATION

I just got off the phone with Brian Fujiwara, our new MS account rep. Brian is young and only a 15 month employee with MS. He doesn't "think" before he speaks. The below comments definately crosses the line of "what is legal".
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Brian asked my help in determining if there was any hope for MS that GW change our mind and not use Netscape on our IntraNet.

Brian wanted me to find out what our objections were and make sure that MS has an opportunity to address those objections to their software. They want to know if it was a technical issue or something else.

Brian said that this is a HUGE issue with MS. He said MS wants to get back to doing co-marketing and sales campaigns with GW, but they won't if they see GW is anything but pro Microsoft.

He said and I quote, "Dell turned Netscape down because they did not want to hurt their relationship with Microsoft. Therefore, they (Dell) get special things because of it".

Brian is meeting with Joachim on Tuesday, 3/4/96 and wants to let him know where GW stands. He said that this has Ballmer's attention as well.

PENGAD-Bayonne, N.J.
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