GOVERNMENT EXHIBIT 340
PENGAD Bayonne, N.J.

Date: Mon, 24 Jun 1996 12:04:05 -0700
From: "James W. Ash" <jash@netscape.com>
Reply-To: jash@netscape.com
Organization: Netscape Communications
MIME-Version: 1.0

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Subject: [Fwd: [Fwd: FYI: Explorer logo program]]

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James W. Ash
Netsales Account Manager
Public Sector USA
415 937-3662
415 528-4140 fax
jash@netscape.com
Netscape Intranet Whitepaper by Marc Andreessen:
http://home.netscape.com/comprod/at_work/white_paper/intranet/vision.html

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

Return-Path: nickz@netscape.com
Received: from 205.217.240.155 (living155.mcom.com [205.217.240.155]) by starfish.netscape.com (8.6.12/8.6.9) with SMTP id LAA08649; Mon, 24 Jun 1996 11:18:38 -0700
Message-ID: <31CECDEB.7E76@netscape.com>
Date: Mon, 24 Jun 1996 11:18:35 -0600
From: Nick Zaharias <nickz@netscape.com>
Reply-To: nickz@netscape.com
Organization: Netscape.com
X-Mailer: Mozilla 2.01 (Macintosh; I; PPC)
MIME-Version: 1.0
To: alexed@netscape.com, Jim Ash <jash@netscape.com>, mikej@netscape.com,
alec@netscape.com
Subject: [Fwd: FYI: Explorer logo program]
Content-Type: text/plain; charset=us-ascii
Content-Transfer-Encoding: 7bit

Please take a moment to read the following crap that my old company had sent to them by someone from MSFT"s IE Explorer logo program. It's totally full of outrageous lies (such as Netscape doesn't support Java or JavaScript!!!).

Nick Z

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Brent Washburne wrote:
>
> Marjorie Cannon wrote:
>
> Could we please put the MS Explorer logo on the doormat next to the Netscape
> now logo? Attached message is from a Microsoft guy, responding to my

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> complaint about their logo-display program.
>
> >Return-Path: <frankr@MICROSOFT.com>
> >From: Frank Ramirez <frankr@MICROSOFT.com>
> >To: Jack Breese <breese@MICROSOFT.com>,
> > "marjie@tabula.com"
> > <marjie@tabula.com>
> >Subject: RE: Explorer logo program too bureaucratic
> >Date: Fri, 21 Jun 1996 19:39:46 -0700
> >Encoding: 151 TEXT
> >Content-Length: 6862
> >X-UIDL: 835411898.000
>>
> >Me culpa, Marji, we revised the logo requirements last week so that if
> >you have any tables or frames you qualify. These changes will apparently
> >not be posted until tonight (I was under impression that they were
> >already posted). Right now what we say is enhanced tables and frame
> >(which are very cool). I just checked out www.tabula.com and you do use
> >tables right now so you can post the logo up on your site and be in full
> >compliance.
>>
> >However, Marji please let me respond to a earlier comment you made
> >regarding "...everyone writing to our browser...". The release of
> >Internet Explorer 3.0 provides a Internet development platform for web
> >developers with the broadest support for HTML 2.0 and 3.2 standards as
> >defined by W3C and IETF. Likewise IE 3.0 has the broadest support for
> >scripting languages and development tools because of its open and
> >extensible ActiveX architecture. This architecture supports at its very
> >foundation technologies that have been use for quite a while by the
> >development community. For this reason web developers will require less
> >training to create compelling interactive web sites with rich and
> >meaningful solutions for their customers. Many people do not realize
> >that Netscape is pushing a limited proprietary solution that allows
> >developers to script together only their proprietary plug-in and Java
> >applets in a limited manner. The Netscape solution does not support
> >scripting languages like (VB, VC ++, Java, vbscript, javascript). Nor
> >does Netscape support the re-distribution and use of components outside
> >the browser in/by other applications. The ActiveX technologies in IE 3.0
> >supports all these scripting languages, some of which have been popular
> >for years among the development community. This is why multiple vendors
> >like Lotus, Symantec, Borland, Powerbase, and others currently support
> >ActiveX in their tools and products, and this is why its fair to say
> >that the vast majority of developers are already familiar with "...
> >writing to our browser..." because they have been doing it for years.
>>
> >This is also why you currently see software vendors quickly leveraging
> >their investment in their existing code base and porting it to the
> >Internet under the open ActiveX framework. These companies are also
> >making their current product lines Internet savvy using ActiveX
> >technology. Sure, Netscape can pull the wool over the eyes of some
> >people with all the fear, uncertainty and doubt they cast upon
> >Microsoft. They always say things like "look at Microsoft's monopolistic

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> >history, Blah, blah, blah..., don't trust them..it's not really a open
> >architecture.." what is the point of this? do they think people are
> >stupid that they will not look at their options?.
>>
> >Fact is Microsoft realizes the power of the Internet, its full scope and
> >potential and we realize we cannot make the Internet a success without
> >endorsing a open architecture so that respects current investments and
> >enables new possibilities. The slash and burn migration plan is not
> >pragmatic and simply will not work for corporations or today's
> >application developers. We know the development community as a whole
> >is not so easily swayed by the rhetoric spouted from ill informed sales
> >people, and we have faith in their judgment and their ability to see
> >through artifice and guile. This is also why we realize we have a better
> >solution.
>>
> >So, if your serious about creating a dynamic and compelling web site
> >that leverages all resources available on the client and the server
> >(with minimal training and investment), you should strongly consider
> >taking a closer look at the architecture you want to build your website
> >upon. I think you need to ask yourself what is the best software that
> >takes advantage of all the resources (human capital=developers, software
> >and hardware) available today?....I know its IE 3.0.
>>
> >Thanks for lending a ear. We really would like to welcome you as a new
> >member of the Internet Explorer logo program.
>>
> >May the consumer win.
>>
> >Frankr
>>
> >>----------
> >>From: Jack Breese
> >>Sent: Friday, June 21, 1996 10:18 AM
> >>To: Frank Ramirez
> >>Subject: FW: Explorer logo program too bureaucratic
>>>
> >>Here is her reply. Hopefully we can respond to this somehow. I doubt
> >>her situation is unique.
>>>
> >>----------
> >>From: marjie@tabula.com[SMTP:marjie@tabula.com]
> >>Sent: Friday, June 21, 1996 10:04 AM
> >>To: Jack Breese
> >>Subject: RE: Explorer logo program too bureaucratic
>>>
> >>Yes, Explorer's requirements are more onerous because the features
> >>we're
> >>required to use are not those that we use already. Netscape's are those
> >>that
> >>we use already; we do no extra development work to qualify for the
> >>program.
> >>Microsoft would need dominant market share and everybody writing to its

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> >>browser before it could pull off such a program. Meanwhile, if you had
>>>a
> >>program that allows us to say--as you originally suggested--that "this
> >>site
> >>looks great with MS Explorer," then we'd go ahead and display the logo
>>>and
> >>give our customers easy access to download Explorer.
>>>
> >>>Marjie-
>>>>
> >>>Here are Netscape's requirements (not easy to find!).
> >>>http://www.netscape.com/comprod/mirror/netscape_now_program.html
>>>>
> >>>Are these more or less onerous?
> >>>Do you have a different reaction in seeing these requirements from
> >>>Netscape as opposed to Microsoft?
>>>>
> >>>We are curious....
> >>>Jack
> >>>>----------
> >>>>From: marjie@tabula.com[SMTP:marjie@tabula.com]
> >>>>Sent: Wednesday, June 19, 1996 2:52 PM
> >>>>To: Jack Breese
> >>>>Cc: ned@eos.com
> >>>>Subject: Explorer logo program too bureaucratic
>>>>>
> >>>>I was going to slap your Explorer logo on our homepage--in order to
> >>>>increase
> >>>>the value of your stock options--but check out these rules,
> >>>>regulations,
> >>>>requirements and restrictions:
> >>>>http://www.microsoft.com/ie/logo/static.htm
> >>>>They must have been formulated by Microsoft's marketing prevention
> >>>>program.
> >>>>That's 60,000 impressions per month they lost. Oh well.
>>>>>
> >>>>Very much looking forward to seeing you in July!
> >>>>----------
> >>>>Marjorie Cannon, Marketing Director
> >>>>Tabula Interactive, Inc. Web: www.INVESTools.com
> >>>>3905 Bohannon Dr., suite A Tel: 415.833.0350 x17
> >>>>Menlo Park, CA 94025 Fax: 415.833.0360
>>>>>
> >>>>INVESTools: THE INTERNET CENTER FOR INVESTMENT ADVICE AND RESEARCH
> >>>>----------
>>>>>
>>>>>
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>>>>
> >>----------
> >>Marjorie Cannon, Marketing Director
> >>Tabula Interactive, Inc. Web: www.INVESTools.com

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