Date: Tue, 20 Jun 1995 21:13:22 -0700
X-Sender: pmarca@pop.netscape.com
Mime-Version: 1.0
To: drosen@microsoft.com
From: pmarca@netscape.com (Private Marc Andreessen)
Subject: prioritized list re our meeting tomorrow
Cc: mikeh, jimb, pmarca

Hi Dan, here's our notes on your list, with a few suggested additions...

Cheers,
Marc

>>>GENERAL
>>>1.Agreement
>>>All of the terms in this discussion list are not binding until reflected in
>>>an agreement. It is anticipated that the agreement will be significantly
>>>more detailed and specific, reflecting the discussions that result from the
>>>discussions between Microsoft and Netscape.
>>>
>>>2.Term
>>>We acknowledge that the Internet mareketplace is dynamic. The anticipated
>>>term of any agreement that results from these discussions should be long
>>>enough to benefit both companies, but not so long as to inhibit the growth
>>>and evolution of either company's Internet business.
>>>
>>>
>>>CLIENT
>>>1.Viewers
>>>Microsoft agrees to license Netscape viewers for: (a) Microsoft Office, (b)
>>>Media View; and (c) Blackbird as they are released and Netscape agrees to
>>>incorporate these viewers (and follow-on versions) into their Internet
>>>browser products and distribute them as part of their standard product.
*** B: need more info
>>>
>>>2.SSL
>>>Netscape has licensed Microsoft SSL technology and Microsoft agrees to
>>>incorporate it into their Internet browser product.
*** A
>>>
>>>3.DocObject
>>>Microsoft agrees to license Netscape DocObject and office compatible
>>>technologies and to work with Netscape to assist them in converting their
>>>WIN95 and Mac (?) browser products to DocObject applications. Microsoft
>>>anticipates that this will be the means by which Netscape incorporates the
>>>Microsoft viewers into the Netscape browsers.
*** B: need more info
>>>
>>>4.OLE
>>>Netscape agrees to continue its support of OLE.
*** A
>>>
>>>5.New Platform Features
>>>Microsoft agrees to give Netscape insight into those features of the
>>>Windows 95 operating system that will be available for Netscape's use in
>>>creating new versions of its browser, so that Netscape will not expend
>>>resources duplicating features that can be obtained from the platform.
*** A
>>>
>>>6.Support for Catapult APIs
>>>Netscape agrees to support Microsoft's Catapult APIs, and consider

PENGAD-Bayonne, N. J.
GOVERNMENT EXHIBIT
532A

MS98 0009600
CONFIDENTIAL

>>>supporting them on Max and UNIX.
*** B: need more info
>>>

7. Microsoft will provide Netscape with APIs allowing Netscape products to insert information into RAS phonebooks and will allow Netscape to distribute RAS phonebook libraries bundles with Netscape products.
*** A

8. Microsoft will provide Netscape with its scripting engine and related APIs and will allow Netscape this technology bundled with Netscape products.
*** A

9. Microsoft will provide Netscape with information at a level of detail and timeliness appropriate for a preferred ISV on the Microsoft desktop platforms and/or when the technologies involved enter alpha.
*** A

10. Microsoft will provide Netscape with all information and technology needed to allow Netscape Navigator to be used to access and view all content and services on MSN.
*** A

11. Microsoft will provide Netscape with all information and technology needed to allow Netscape Navigator to be cleanly used in conjunction with Microsoft Exchange Client and Microsoft Network Client as an upgrade to Internet Explorer.
*** A

>>>
>>>SERVER
>>>1 NT Cooperation
>>>Netscape and Microsoft agree to work together to make the Netscape Commerce
>>>server (and other Netscape server products) be an oustanding Internet
>>>server.
*** A
>>>
>>>2.Joint Marketing
>>>Microsoft and Netscape agree to joint market NT and Netscape's Commerce
>>>server. This will include Microsoft including a trial copy of Netscape's
>>>commerce server with NT distribution and Netscape endorsing NT as a
>>>"platform of choice".
*** A
>>>Netscape agrees to share with Microsoft the
>>>requirements its sees as necessary in the Windows shell to implement its
>>>browser. If Microsoft makes changes to Windows to meet Netscape's
>>>requirements, then Netscape agrees to use the shell instead of separately
>>>implementing these features.
*** A
>>>
>>>3.SSL Integration with Winsock
>>>Netscape and Microsoft agree to evolve a mechanism for transparent SSL
>>>integration with Winsock.
*** A
>>>
>>>4.Evolution of the HTTP Protocol
>>>Microsoft and Netscape agree to work together on the evolution of HTTP
>>>protocol.
*** B: needs to be open

5. Microsoft will provide Netscape with information at a level of detail and timeliness appropriate for a preferred ISV on the Microsoft server

MS98 0009601
CONFIDENTIAL

platforms and/or when the technologies involved enter alpha.
*** A

6. Microsoft will provide Netscape with information at a level of detail and timeliness appropriate for a preferred ISV on the Microsoft BackOffice suite and/or when the technologies involved enter alpha.
*** A

7. Microsoft will provide Netscape with all MAPI API extensions and other mechanisms used in the Exchange system so Netscape products can cleanly interoperate with and work alongside Exchange clients and servers.
*** A

8. Microsoft will provide Netscape with all information and technologies needed for Netscape server products to host content and services developed for the Microsoft Network.
*** A

9. Microsoft will provide Netscape with information and APIs needed for Netscape server products to cleanly interoperate with or work alongside Microsoft Gibraltar.
*** A

>>>
>>>
>>>AUTHORING
>>>1.Authoring Systems
>>>Netscape agrees to foster Microsoft's Word Internet Assistant (WIA) as a
>>>low-end authoring tool. Micorsoft agrees to allow Netscape to resell WIA.
*** B
>>>
>>>2.Publishing Systems
>>>Microsoft agrees to license Blackbird to Netscape to author its own content
>>>on its Internet site. It also agrees to allow Netscape to distribute
>>>Blackbird as an authoring tool on Netscape Internet servers.
*** B
>>>
>>>3.Cooperation on HTML Extensions
>>>Netscape and Microsoft agree to cooperate to ensure that extensions to HTML
>>>are incorporated into both Word (and other Microsoft authoring products)
>>>and MS's browser, and Netscape's browsers in a comparable time frame to
>>>ensure that our joint customers find their needs supported for both
>>>authoring and viewing.
*** B: needs to be open
>>>
>>>4.Cooperation on Browser Datatypes
>>>Netscape and Microsoft agree to cooperate to ensure that new data format
>>>types are supported in both of our browsers so that new data types become
>>>more universal.
*** B: needs to be open
>>>
>>>
>>>TECHNOLOGY
>>>1.STT
>>>Microsoft agrees to license Netscape its Secure Transaction Technology to
>>>incorporate into Netscape browsers and servers. Microsoft agrees to work
>>>with Netscape to adapt STT for no-Windows 95 platforms, including Apple
>>>Macintosh and UNIX.
*** A: needs to be open
>>>
>>>
>>>SERVICES

MS98 0009602
CONFIDENTIAL

>>>1.Internet Access
>>>Netscape agrees to include the Microsoft Network as one of the options it
>>>offers on its sign up for services on its browser.
*** A
>>>
>>>2.Content (Parental) Control
>>>Netscape and Microsoft will work together to ensure robust solutions to
>>>allow parental (and other end-user) control over content that users connect
>>>via our products and services.
*** A
>>>
>>>
>>>MARKETING
>>>1.Announcement
>>>Microsoft and Netscape agree to announce this cooperation agreement.
*** A
>>>
>>>2.Joint Sales
>>>Microsoft and Netscape agree to conduct joint sales and promotional
>>>activities, as market conditions warrant.
*** A
>>>
>>>
>>>GENERAL
>>>1.Alignment of Direction
>>>Microsoft and Netscape agree to work together as a first preference.
>>>Microsoft will treat Netscape as a "preferred" partner and Netscape will,
>>>as a first choice, select Microsoft solutions where they meet Netscape
>>>customers' needs. Together we will work to ensure an opening and broadening
>>>of the Internet, making use easier for our customers and ensuring
>>>interoperability of our products.
*** A
>>>
>>>2.Equity
>>>Netscape will grant Microsoft equity (in the forms of shares and/or
>>>warrants) in Netscape at last round valuation. Microsoft will also be
>>>entitled to a seat on the Netscape Board of Directors.
*** B
>>>
>>>

—
Marc Andreessen
Netscape Communications Corp.
marca@netscape.com

dunna@netscape.
mikeh@

MS98 0009603
CONFIDENTIAL