From: Suzan Fine
Sent: Friday, April 25, 1997 4:08 PM
To: Brad Silverberg
Subject: Lotus proposal

I think that we should propose the following to Lotus if they agree to distribute IE as the only browser with all of their products:

- We will give them a version of the IEAK which will allow them customization of IE including customization of all the channels on the channel bar. This way they can build a targetted experience for their customers, as well as include their own channels. We don't give this ability to anyone except online services today, so this is great functionality.
- We will put their channels in the channel guide. That way users can find Lotus information from IE 4 if they so desire.

I think it's this simple. We can discuss calendaring standards etc together or separately--I'd suggest separately as that isn't a contractual issue. We probably need to give them a good demo of what this means, but it should be compelling. Let me know if you need me on a call with them or to discuss further with someone.

-Suzan

suzanf@microsoft.com
(206)936-4013

PENGAD-Bayonne, N. J.
GOVERNMENT EXHIBIT
868B