HIGHLY CONFIDENTIAL

To: mikeh, todd
From: roberta@netscape.com (Roberta Katz)
Subject: Attachmate
Cc: jimb, pmarca, pcurrie
Bcc:
X-Attachments:

Andy Ireland (our lawyer in D.C.) called this morning with the following information, which was related to her by Bill Connors (who received this information from a close friend at Attachmate). I don't know who handles the Attachmate account for us, so please let the appropriate people know (assuming there is something we can do in response).

Microsoft learned that Attachmate was planning to release a TCP/IP gateway product that was directly competitive with a Microsoft product. They also learned that Attachmate was bundling the NN with their various products.

Microsoft therefore contacted Attachmate and told them that Microsoft would start bundling 3720 emulation software (directly competitive with Attachmate's emulation software) into the operating system unless Attachmate took the following actions: (1) cease working on the TCP/IP gateway, and (2) stop distributing NN.

As a result of these threats, Attachmate has stopped all work on the gateway project. The product manager, Jeff Sokoloff, has left Attachmate and is now working at Cisco.

In addition, Attachmate will no longer distribute NN. Microsoft has also demanded that Attachmate go back to accounts where it had previously installed NN (Hershey Co. was given as an example) and replace NN with IE, and Attachmate is apparently also complying with that demand.

cc: Gary Reback

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