

From: Heidi Goff [CN=Heidi Goff/OU=NYC/O=MASTERCARD]
Sent: Friday, February 02, 1996 5:52 AM
To: Jerry McElhatton; Gene Lockhart; Edward Hogan
Cc: Philip Verdi
Subject: Why CA Decision NOW

Ontrack ID: 00004543

John Gould's following e-mail discusses the need for a decision for a C/A vendor at this time.

To: Heidi Goff/NYC/MASTERCARD
cc: John Wankmueller/NYC/MASTERCARD
From: John Gould/NYC/MASTERCARD
Date: 02/01/96 01:39:19 PM
Subject: Why CA Decision NOW

MasterCard and Visa today announced that SET will be implemented by or in 4th quarter, 1996. Our press release committed us to testing our protocol in 2nd quarter of this year. Delivering the infrastructure to support SET is a complex project, one part of which, the Certificate Authority (CA), is a major component. It will take GTE at least 4 to 5 months to get the pilot CA up and running. This is why this department had targeted initiating work no later than January 1, 1996. Every day a decision is delayed, prolongs delivery of the CA and the ability of MasterCard to support its own protocol.

MasterCard has insisted, in its agreement with Visa, that public tests of SET be conducted only jointly (to prevent Visa/ Microsoft from gaining competitive advantage) on a reasonable timeframe. If MasterCard is unable to test with Visa as scheduled, we will face more than a major embarrassment; Visa will proceed unfettered and unchallenged to be the sole provisioner of SET compliant infrastructure (Visa has indicated they will use Verisign and have already made a \$1MM investment therein).

Our members need to be informed. Initially in member communications, followed by member meetings members need to learn what a CA is, how it works, what is required of them (infrastructure), how they obtain and support the use of certificates (issuers, acquirers, merchants, cardholders). We cannot communicate this to the members until we know who our CA provider is. MasterCard also requires vendor support in this effort.

Interface with Banknet for authorization and certificate issuance, and to the GBS, need to be defined and implemented. As GTO pointed out in their evaluation, this is a "substantial" effort that cannot be initiated until a vendor is selected.

In summary, vendor selection must occur prior to initiating any tasks toward implementing SET.

P-0490

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