X-UIDL: 837790984.000
From: "W. Scott Downs" <sdowns@netscape.com>
Reply-To: sdowns@netscape.com
Organization: N E T S C A P E Communications Corporation
X-Mailer: Mozilla 3.0b5aGold (Win95; I)
MIME-Version: 1.0
To: timbrook@netscape.com
CC: lauram@netscape.com
Subject: International Paper and Microsoft
Content-Type: multipart/mixed; boundary="----------70BD186159ED"
Status: U
X-Mozilla-Status: 0001

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FYI...

-S.

GOVERNMENT EXHIBIT 1239

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

Return-Path: John.Pullen@ipaper.com
Received: from maleman.mcom.com (maleman.mcom.com [198.93.92.3]) by starfish.netscape.com (8.6.12/8.6.9) with ESMTP id PAA12934 for <sdowns@starfish.mcom.com>; Thu, 18 Jul 1996 15:38:42 -0700
From: John.Pullen@ipaper.com
Received: from ns.netscape.com (ns.netscape.com.mcom.com [198.95.251.10]) by maleman.mcom.com (8.6.9/8.6.9) with ESMTP id PAA19865 for <sdowns@netscape.com>; Thu, 18 Jul 1996 15:37:30 -0700
Received: from hammer.ipaper.com ([206.98.137.3]) by ns.netscape.com (8.7.3/8.7.3) with ESMTP id PAA05324 for <sdowns@netscape.com>; Thu, 18 Jul 1996 15:36:40 -0700 (PDT)
Received: from hammer.ipaper.com (daemon@localhost) by hammer.ipaper.com (8.7.2/8.7.2) with ESMTP id RAA19066 for <sdowns@netscape.com>; Thu, 18 Jul 1996 17:38:57 -0500 (CDT)
Received: from SOFTSWITCH.IPAPER.COM ([164.103.9.132]) by hammer.ipaper.com (8.7.2/8.7.2) with SMTP id RAA19062 for <sdowns@netscape.com>; Thu, 18 Jul 1996 17:38:56 -0500 (CDT)
X400-Originator: John.Pullen@ipaper.com
X400-Recipients: sdowns@netscape.com
X400-MTS-Identifier: [/PRMD=IPAPER/ADMD=ADVANTIS/C=US/;0015000001303212000002]
X400-Content-Type: P2-1988 (22)
Message-ID: <0015000001303212000002*@MHS>
To: " - (052)sdowns(a)netscape.com" <sdowns@netscape.com>
Subject: MicroSoft
Date: Thu, 18 Jul 1996 17:53:53 -0500

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Scott,

I just came out of a meeting with a couple of guys from Microsoft. I must honestly say that I was fairly impressed. Given the amount of time (well, I guess money does help too) that they have devoted to this, they have really done a lot. However, I still don't buy into what they're saying (i.e. everything is free). I also don't but the fact that they say they are adhering to all applicable CERN standards

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while they say that "Brand-X" (which is how they refer to you guys) is imposing it's proprietary extensions.

Unfortunately, the fact that they are offering us all of their Internet/Intranet software (with the exception of say an Exchange server and some tools) for free is a big obstacle for Netscape. That "free" word happens to pull a lot of weight around here. We need to get you guys to come up with something pretty soon so that we don't end up getting sucked into MS's web. What I think you should do is beef-up your team (grab Bob, Kris, and whoever else you can find) and call John Oglesby and set up a presentation (do it over at the Tower in the Cypress room). I don't know if you guys have done a full blown presentation demonstrating the capabilities of your product line up or not. If not (or even if so), now is a very good time to arrange one.

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07/19/96 FRI 13:17 FAX 415 528 4123 NETSCAPE-LEGAL 415 528 4123 007