~~Elizabeth~~

3/6/97 - Microsoft/IBM / Ozzie / Gary / Brian / Ted / Bert

- BPC → IBM first chain in exchange for system located w/office
- I.E. 4.01 → in exchange - neutral system & soft dollars
- KPC → in exchange for neutral system
  1. - Self Certify - WHQL
  2. - Escalation Point
  3. - Retain NT source on site
  4. - work on MS/IBM future products
  5. - have engineers work together
  6. - new access to wn 95 & backoffice
- partially type in address & I.E. 4.0 does the rest

→ In the publishing business

* * MS wants IBM to exclusively "promotion" I.E. & Active Desktop

*** No Netscape & Reserve more MDA $ → Across the PC Co.

→ Some elements on a bi-lateral

→ CEBIT →

Trying to shut down stone brands

How do we move from AAP with dealers to Retailers.

GOVERNMENT EXHIBIT 2164

PENGAD-Bayonne, N.J.

Thursday

3/6/97 → MS/IBM continued

** Action on I.E. → meet one week from today on whether we can move forward to jointly "promote" I.E. 40 exclusively if not MDA repercussion

→ Fusion is growing very fast right now
→ move forward on Germany

(2) → BPC

Issue → How do we come to market.

Bernst → Smartsuite, Worldbook, Notes
Remove objectionable APPs & make the system mentionable

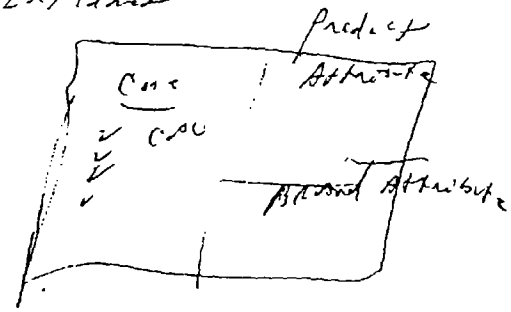
* User Interface = EPG
EPG - Electronic Programming Guide

BPC Defined
(1) Device in living room
(2) Home Server
= BPC

Use as PC, TV, & Internet

WinHEC

At home



KPC → Mix Sh.

3/6/97 –

KPC → Dollars might make the difference

Action

W.P. Games, Internet, Finance, Spreadsheet

(1) * CAN MS come up with A compelling financial offer

(2) If cannot work Are we still interested in "first chain"

(3) One week →

* KPC

(1) On CAT – NTW be Neutral Systems

(2) engagement in field is A 2nd opportunity

28-127A Isabella
Rem Bush
1/2/1