CONFIDENTIAL

Brad Chase <bradc@MICROSOFT.com> on 03/25/98 06:08:43 AM

To: Gordon Eubanks
cc: Brad Chase <bradc@MICROSOFT.com>
Subject: RE: Re[2]: wfc

comments below

> -----Original Message-----
> From: GEubanks@symantec.com [SMTP:GEubanks@symantec.com]
> Sent: Monday, March 23, 1998 4:41 PM
> To: Brad Chase
> Subject: Re[2]: wfc
>
> I still think there is something that you could do to help on
> launch of Win 98. Why not a real promotion for Win 98 and NAV
> the first 90 days out of the shoot?
>
>> i can't pull this off now. we can brief you on our efforts so you can build off on. you probably already sent someone to the meeting where we reviewed our marketing plan.
>
> I think we can get the right people together - will get to you in
> a day or so. Here is what I think we need:
>
> Rights to WFC to include in the product so the solution is
> turnkey.
>
>> can do.
>
> Info on MS Java related technologies as early as possible
> including alphas and betas ie a close working relationship so
>
> we can give 100% support to your VM.
>
>> not a problem
>
> Rights to VM and libraries allowing us to do appropriate
> integration work. This requires source.
>
>> can't do this - restriction on our license with Sun. we will be responsive to your needs though. in fact, my team tells me that you modified Sun's VM source to add some features you needed to support your IDE, our VM supports those features already so you shouldn't need source. If there's still something you need, we would work with you to add it to our VM, as other ISVs have done.

>
>

GOVERNMENT EXHIBIT 2269

> as i indicated before, i can't help you on the Plus Pak issue
>
> in the near term. It is too late. I am working for version
> 2. i have already helped you on the Windows Update issue
> though when I did not think i could in the short term. there
>
> will be no virus software offered on the Windows Update site
> this year at all and the biz model will be reconsidered as to
>
> whether we do this at all ever. if we do we will engage you.
>
> this is a bigger win for you than Plus.
>
> if you want to get serious on wfc then tell me who is empowered to decide >
and i will get them with someone i equally empower.
>
> thanks
>
>
>
> -----Original Message-----
> From: GEubanks@symantec.com [mailto:GEubanks@symantec.com]
> Sent: Friday, March 20, 1998 7:42 AM
> To: Brad Chase
> Subject: Re: wfc

> We can get serious. We want a business selling tools. How do
> you want to deal with making real progress?
>
> I really need help on the plus pack issue - what can you do on
> launch?
>
> We should meet soon.
>
> Gordon
> ----------
> i am sure you have heard about our new java vm. notwithstanding your
> relationship with sun and the geopolitics it is really in the best
> interests
>
> of customers and both of our business for you to work with us and target
> our
>
> vm.
>
> last time we had a discussion on support of our VM we basically just
> danced.
>
> time to get serious. what think
> << File: cc:Mail note part >>
eceived: from Mailer.symantec.com ([198.6.49.5]) by smtp-ima.symantec.com with
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(IMA Internet Exchange 3.0 Enterprise) id 00012BFD; Wed, 25 Mar 98 06:12:05

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From: Brad Chase <bradc@MICROSOFT.com>
To: "'GEubanks@symantec.com'" <GEubanks@symantec.com>
Cc: Brad Chase <bradc@MICROSOFT.com>
Subject: RE: Re[2]: wfc
Date: Wed, 25 Mar 1998 06:08:43 -0800
X-Mailer: Internet Mail Service (5.5.2166.0)