(1)

Netscape 6-21-95

Marc Andreesen Family
Mike Homa VP mkty
Jim Barksdale CEO
Ram Shram Dir of Strategic OEM Sales

Barks - who gets to move line & how much
- how much is left for partner - if profitable

Homa - what are viewers
Marc A - what is Blackbird viewer format
~~Barksdale would prefer to~~
Barksdale - deal w/ Adobe about publishing -
Homa - what is availability of BB tools
A. Early alpha, Blit avail mid July
Marc A - Interested - Hell yes?
Mike H - what are Catapult APIs
Marc A - why should we do Catapult APIs
when we have already done the work
Mike H - why isn't MSN a super site on the Internet

Demo went well interested.

Barksdale can get to MSN content without
being on MSN provider.
A. There will be a level of MSN content to
avail to all browsers & some that is not.

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(2)

Christo – if we [illegible] Netscape [illegible]

Berkeseldo – not much business for one off browser.
Corp. buyer might be interested in cross platform – [illegible]
You are basically a platform co, but MSN blurs this – it is vertical integrator where we wanted to be w/software (not just provider)
Problem: Whenever your ownership of platform connected to MSN precludes me from competing
Netscape site not a big deal –
Abey – willing to put on table a way in which you can interoperate w/MSN
Mark A – Key key is [illegible] front end software to MSN

A Different revenue model.
Mark B – You will prefer that content provider be hosted on MSN.

Berkeseldo Netsite right could be logically hosted on MSN – billing

MSN has model of cross subsidizing one part of food chain w/another

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6pm Alaska 423 (3)

7:52

Tonite @ 11:45 came home

3:30 am

Mike H - need more info on platform

Bob - if you invite us to participate we will answer quickly - tell us ultimately what you want us to do.

Bob - we want to build a product that your product is essential to - we are being slowed down

- If we had the discussed relationship would this have happened - (7-8)

Marc A - if you had staff as part of platform

Spend most of our time dicking around w/ low level staff that we don't want to deal with.

Mike H - just tell us what is going to be there

Talbot - How critical is NS API -

who writes code (us + others)

Mike H - to extent that we know about what's happening

Ben Rain Shore Telnet that Web will be phenomenal

ONT is preferred server

(Bill nodded & said yes)

Talbot - what if we introduce communication server or Bob Cffro -

Marc A - great - we could stop dealing w/ kernel bugs

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(4)

Mike
Mike H - would you want to buy our comm server
Jeffrey - Draw line between comm product
Mike H - could accelerate adoption of NT overcome
- will optimize to particular platform to extent it makes sense
- could integrate new servers w/ Exchange.
- like Lotus Intra Notes

8 - what would it mean to be part of MSN.
MSN to business customers

Mike H - would Internet A could incorporate
HTM extensions.
Mark - thinks could go back to using it.

1-3 ff - they need terms soon.

Mike H - 1) Tell Netscape plans for client + server platform
2) Draw line as to what is in/out of platform
Barnes Nole - come back to us with the lines.
Mike H - clear picture of Aug would be a great start.
Chris Jo - send us a list at same time of where you would like to draw line
- what services you would like in network

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(5)

Berkeley – what do you think we bring to the party.

Dec. Obj
Cross compatible
Licensing terms

→ Proposal for Dec Obj –
Contents
licensee

MQ&A – Are positioning agent open Doc

Cross platform discussion.

$\boxed{\text{Darrin H – XL web}}$ 6-22-95

Links in XL – ~~[illegible]~~ Esclaw obj + function
~~[illegible]~~ obj – no external reference –
automatic means to create an Esclaw
within on top of a cell(s)
– select cell(s), insert hyperlinks
creates Esclaw obj.
Work is on Duane's schedule

Insert Link dialog –

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