From: Paul Maritz
Sent: Thursday, January 09, 1997 10:31 AM
To: Brad Chase; Ben Waldman; Brad Silverberg
Cc: Greg Maffei
Subject: RE: Netscape: Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

Greg was the one that did the "negotiating". In conversation with me, Hancock implied that they wanted to work out the "right way" to do both - equal choice and bundling.

—Original Message—
From: Brad Chase
Sent: Thursday, January 09, 1997 9:27 AM
To: Ben Waldman; Brad Silverberg
Cc: Paul Maritz
Subject: RE: Netscape: Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

the exact lanaguage she used was equal choice. she claimed that is what paul agreed to. she said we should work the details over the next few weeks and then do a release.

—Original Message—
From: Ben Waldman
Sent: Wednesday, January 08, 1997 10:00 AM
To: Brad Silverberg
Cc: Brad Chase
Subject: RE: Netscape: Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

Bradc talked to ellen and tried to pin her down on details; she would commit only to "Equal access," meaning (I think) that wherever they offered Netscape, they'd offer IE too. So, I don't think they'll bundle IE on all macs.

Ben

-----Original Message-----
From: **Brad Silverberg**
Sent: Wednesday, January 08, 1997 9:41 AM
To: Internet Explorer Marketing; Don Bradford
Cc: Ben Waldman
Subject: RE: Netscape: Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

can we get a press release from apple that acknowledges they will be bundling?

—Original Message—
From: Dave Fester
Sent: Wednesday,January 08,1997 12:00 AM
To: IE 4.0 War team; Internet Explorer Marketing; Brad Silverberg
Subject: RE: Netscape: Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

Although they made this announcement - down here at MacWorld - everyone is saying "Where is Netscape?" as they don't have a booth which really exemplifies their committment to the Mac platform. We are really making great progress down here with the MacUser Editor's choice Award, the very successful Launch event (we expected about 250 attendees and had over 500) and Gil (Apple CEO) and his staff were there at our party and came on stage to talk about IE bundling as well as ActiveX support. The crowd was very pleased with the technology we showed.

From: Brad Silverberg
Sent: Tuesday, January 07, 1997 3:10 PM
To: IE 4.0 War team; Internet Explorer Marketing
Subject: FW: Netscape: Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

—Original Message—
From: Library News Service
Sent: Tuesday,January 07,1997 2:42 PM
To: Daily Newswire Subscribers
Subject: Netscape: Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

Netscape Announces Plans to Offer Netscape Communicator for Apple's Next-Generation Operating System

MOUNTAIN VIEW, Calif., Jan. 7 /PRNewswire/ -- Netscape Communications Corporation (Nasdaq: NSCP) today announced that it plans to make its new Netscape Communicator(TM) client software available on Apple Computer's next-generation operating system, code-named Rhapsody, when it becomes available. In addition, Netscape and Apple are working together to continue to integrate Apple technologies such as Cyberdog and the Meta Content Format (MCF) with Netscape's software products.

"Since the first release of Netscape Navigator(TM), Netscape has been committed to supporting Apple users by making Netscape client software available for the Mac OS," said Jim Barksdale, president and chief executive officer of Netscape. "Today, we extend that support to Apple's next-generation environment when it becomes available. Apple users can feel confident that they will be able to take advantage of the power and ease-of-use of Netscape Communicator on the upcoming Rhapsody operating system."

Netscape and Apple have worked together on a variety of initiatives over the past two years. Last August, Netscape agreed to support Apple's Cyberdog and QuickTime technologies with its client software products. In addition, Apple distributes the popular Netscape Navigator client software with its Mac OS. Today Netscape announced its intention to integrate Apple's MCF into a future version of "Constellation", a technology that Netscape plans to make a future component of Netscape Communicator.

Netscape Communicator is Netscape's new integrated suite of client software for open email, groupware, editing, calendaring and Web browsing. The standard version of the software includes five components: Netscape Navigator 4.0, the next-generation of Netscape's powerful and easy-to-use software for navigating Intranets and the Internet; Netscape Composer(TM) software, which allows users to create and publish rich HTML documents; Netscape Messenger(TM) software, which enables users to compose, send and receive rich Web-based email; Netscape Collabra(TM) software, offering discussion capabilities that allow users to share and track information efficiently; and Netscape Conference(TM) software, providing Internet telephony, shared whiteboard, file transfer and chat capabilities. The beta version of Netscape Communicator is now available for downloading from the Netscape Internet site at http://home.netscape.com.

Netscape Communications Corporation is a leading provider of open software for linking people and information over enterprise networks and the Internet. The company offers a full line of clients, servers, development tools and commercial applications to create a complete platform for next-generation, live online applications. Traded on Nasdaq under the symbol "NSCP," Netscape Communications Corporation is based in Mountain View, California.

NOTE: Additional information on Netscape Communications Corporation is available on the Internet at http://home.netscape.com, by sending email to info@netscape.com, or by calling 415-937-2555 (corporations) or 415-937-3777 (individuals).

Netscape Communications, the Netscape Communications Corporation logo, Netscape, Netscape Navigator, Netscape Communicator, Netscape Composer, Netscape, Messenger, Netscape Collabra and Netscape Conference are trademarks of Netscape Communications Corporation. All other product names are trademarks of their respective companies.

/CONTACT: Donna Sokolsky of Netscape Communications Corp., 415-937-3858, or sokolsky@netscape.com/

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