Date: Sun, 23 Jun 1996 09:32:08 -0700
From: Diana Gingrich <dianag@netscape.com>
Organization: Netscape Communications
MIME-Version: 1.0

CONFIDENTIAL

CC: pmarca@netscape.com, mikeh@netscape.com
Subject: [Fwd: MSFT predatory tactics/ADSK]

and Marc,
not sure that this is explicit enough to be useful, but I thought you would find it interesting, at the least.

REDACTED

As you know, we have a good relationship with Autodesk as a developer partner. Autodesk is pretty serious about delivering Internet-enabled solutions to their customers, and they've chosen the Netscape platform to do so. We went public with our relationship in April, by participating in a press event at which they announced their Internet strategy. Apparently, since then, MSFT has been badgering and pursuing ADSK no end. While this is not surprising, the last paragraph in Gary's note below (in response to my question about their new support for IE) seems to hint they're crossing the line.

I would ask you to consider this confidential information from an important partner, as I know Gary did not send this info to me expecting it to end up public. I'm currently the primary relationship manager for Autodesk, so please let me know if they'll receive any contact as a result of this forward. Thanks!

-Diana

GOVERNMENT EXHIBIT 76
PENGAD Bayonne, N.J.

//////////////////////////////////

Diana Gingrich
Developer Relations
Netscape Communications
dianag@netscape.com

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

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 MAA11539 for <dianag@starfish.mcom.com>; Fri, 14 Jun 1996 12:00:44 -0700
From:
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 LAA02795 for <dianag@netscape.com>; Fri, 14 Jun 1996 11:59:33 -0700
Received: from adeskgate.autodesk.com (adeskgate.autodesk.com [198.93.152.11]) by ns.netscape.com (8.7.3/8.7.3) with ESMTP id LAA06524 for <dianag@netscape.com>; Fri, 14 Jun 1996 11:58:50 -0700 (PDT)
Received: from autodesk.autodesk.com by adeskgate.autodesk.com (8.6.12/SMI-5.3) with ESMTP id

06/25/96 TUE 11:03 FAX 415 528 4123 NETSCAPE-LEGAL

LAA13316; Fri, 14 Jun 1996 11:59:47 -0700
Received: from hqhubmu1.autodesk.com by autodesk.autodesk.com (8.6.8/4.4BSD) with ESMTP id LAA25595; Fri, 14 Jun 1996 11:59:35 -0700
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Received: from ccMail by smtpcc1.autodesk.com (SMTPLINK V2.11.01)
id AA834779086; Fri, 14 Jun 96 11:45:45 PST
Date: Fri, 14 Jun 96 11:45:45 PST
Message-Id: <9605148347.AA834779086@smtpcc1.autodesk.com>
To: dianag@netscape.com
Subject: IE Support for WHIP
X-Mozilla-Status: 0001

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Diana -

We were surprised when we went to a trade show and saw them demo WHIP! since we didn't really help them set it up although we've been trying real hard (same as the ShockWave folks of course) to do something in their launch.

Since we had originally written it as an OCX last Fall for the NCompass/Excite browser - and now it runs with the NCompass OCX plugin) ago, the Internet Tools and Platforms Division Product Mgr. at MS who used to be an AutoCAD prod. mgr. just tried the raw OCX and it worked, I think. I am not sure whether they are using the plugin ActiveX control or just our OCX.

We need to be on their browser to get the 5% who use it and to kiss the ass of a few MS people who help us sell 3DS and AutoCAD. I am sure NS understands.

But believe me, I'm taking a lot of grief (phone calls, email threats, etc.) from them for working so closely with you guys and doing it with good reason, I feel. It's actualiyu unseemly of them at times... you should hear some of these phone calls. Unbelievable. I continue to feel that, other than an improving browser and a nice server with no supporting tools, MS has no story that can make the net work for us.

Hope this helps.

-g

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