From: Paul Maritz
Sent: Friday, May 02, 1997 2:04 PM
To: Brad Silverberg; Jim Allchin (Exchange); Brad Chase
Subject: FW: Lotus and IE (Papows discussion)

Importance: High
Sensitivity: Confidential

While we should be careful to write the agreement that limits what they can do with code, and we will have to think carefully what we do/do not put into IE going forward, I think we should be very open to doing this deal.

-----Original Message-----
From: **Suzan Fine**
Sent: Friday, May 02, 1997 1:23 PM
To: Brad Silverberg; Paul Maritz
Cc: John Ludwig; David Cole; Brian MacDonald (Exchange); Brad Chase; Will Poole
Subject: Lotus and IE (Papows discussion)
Importance: High
Sensitivity: Confidential

Bradsi, Will and I had a conference call with Jeff Papows this morning to discuss the possibility of Lotus shipping IE as their only browser (with all products, worldwide). Papows has been open to this idea given his frustration with NS. If we agree, Lotus would be willing to be a very vocal supporter of IE. We have a good shot at coming to agreement, but here are the open issues that need further discussion:

1) They want an OS/2 version of IE. IBM would build it all if we give them code base to start from and support. This would likely involve OLE code, so we would need to restrict anything we give them just for use in IE. This could help us in corporate accounts, and would win significant Lotus/IBM backing. It's not clear that this would be a deal breaker either.

Action: Paul and Brad need to address if this is possible. David or John, can you give me a contact for someone who can help define what pieces we would need to give them if we decide to pursue further?

2. They want to have rights to ship NetMeeting. They haven't even seen 2.0 yet, so their fascination came from 1.0. Given current IEAK licensing, they can ship NetMeeting now anyway, and it is the plan of record to allow the same for the IE 4 IEAK. We could restrict any customization if it is critical for our own battle vs Notes.

Action: John and Brian to provide feedback

3. Brad offered them the possibility of using Outlook Express and their low end POP3/SMTP client. They may be willing to use this if we allow them to re-brand.

Action: Suzan to send them a copy.

4. Calendaring API standards. Jeff is more than willing to do whatever it takes for us to develop a mutually agreeable standard. We agree that we should quickly resolve and move the standard forward publically.

Action: Bradsi to send email to engage discussion between the right groups.

5. Develop a clear marketing and PR plan for announcing that we are strong partners on internet client technology and standards.

Action: Suzanf to develop a proposal

I need to take a crack and an MOU to send them next week. I'll put together a first draft of terms on Monday. Papows would like to block other NS efforts to close relationships with IBM, so we need to move quickly. If I could get feedback on these issues ASAP I would appreciate it. Let me know if you have any questions.

-Suzan

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