Erik Stevenson (LCA)

From: Brad Silverberg [bradsi]
Sent: Friday, January 12, 1996 2:37 PM
To: cameronm@microsoft.com
Subject: FW: Steve Case - AOL

fyi

From: Christine Turner[SMTP:christu@msg.microsoft.com]
Sent: Friday, January 12, 1996 11:24 AM
To: Bill Gates
Cc: Paul Maritz (Xenix); John Ludwig; Brad Silverberg (Xenix); Christine Turner
Subject: RE: Steve Case - AOL

He phoned this a.m. on his way to catch a flight to Hawaii. He left the number where he'll be until Tuesday. I'll block out some time for you to call him on Monday unless you want to try and call him this weekend.

I asked him what works best for him next Wednesday, and he said technology meetings the first half of the day and then perhaps you and him could have dinner together that evening (you're open). Once he's had a chance to discuss itinerary with you, he'll determine who from AOL will accompany him for the meetings.

Hawaii phone number (after 8:00pm this evening): 808-293-9911. this is his grandparents home; hawaii is three hours behind us.

From: Christine Turner
Sent: Thursday, January 11, 1996 11:40 AM
To: Bill Gates; Brad Silverberg (Xenix)
Cc: Paul Maritz (Xenix); John Ludwig; Christine Turner
Subject: RE: Steve Case - AOL

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His office phoned today and said he can be here January 17. I told his asst. we'd plan on him being here then and will adjust our schedules accordingly.

Bill, Steve will phone you (he's currently on his way out West) to discuss details. Paulma's divisional three year plan meetings are scheduled for that afternoon 1:00-6:00, so morning would be ideal if it works for Steve.

From: Brad Silverberg (Xenix)
Sent: Monday, January 08, 1996 7:49 PM
To: Bill Gates
Cc: Paul Maritz (Xenix); Christine Turner; John Ludwig
Subject: RE: Steve Case - AOL

thanks for giving it your best shot. let's hope he calls. we will be creative but reasonable.

GOVERNMENT EXHIBIT 879
PENGAD-Bayonne, N.J.

From: Bill Gates[SMTP:billg@msg.microsoft.com]
Sent: Monday, January 08, 1996 7:30 PM
To: Brad Silverberg (Xenix)
Cc: Paul Maritz (Xenix); John Ludwig; Christine Turner
Subject: Steve Case - AOL

I talked to him this afternoon. He said they are on a path to close with Netscape before the end of the month. I told him I wanted to convince him to pay a visit and really talk about our goals. I said I wasn't going to be able to put AOL in the Windows box except in the sense that with a few strings typed in the user would be able to connect to AOL.

He said he views us technically as behind Netscape but credible enough to do a very good job. I said integration with Windows will be great for his users. I said we would give him a lot of ability to tell us how the browser can fit his needs the agenda and the ability to get at source code and distribute a customized browser of his own. I said it will be free to him.

He said Netscape is giving him marketing. I said that there has to be an economic value to this. I said I wasn't closed minded to jointly announcing them as the lead technical partner (not at MSN's expense) for the browser. I said I would be glad to do joint ads about it. I said we could fund some of their marketing. I reminded him they did a good job on marketing. I said ads on Netscape have to have a value. He sort of suggested he was influencing AOL not to form their own online service or to team up in some bad way with any of this competitors. I don't think he really is getting much from them. Netscape can't give away their home page and even getting all the ads for a year isn't worth that much.

I said the bottom line was that he should come out and talk to us. I said you and I would be the key people. I said he should feel welcome to explore other topics when he is out.

He said he would think about it. If he comes out it will be late this week or next week since they need to make a decision. He said he will get back to me in the next few days if he wants to come.

I again said he SHOULD COME OUT and he SHOULD work with us. I did my best. I hope he calls.

Christine - if he is going to come out we will have to arrange my schedule to make sure I get 90 minutes with him. Brad can be the primary host and talk to him for the first hour or so but I do need to give a chunk of time to this.

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