



From: Ben Slivka
Sent: Sunday, January 19, 1997 7:28 PM
To: Brad Silverberg; Jim Allchin (Exchange)
Cc: Paul Maritz
Subject: answering phone calls from direct competitors

DavidMs (works on AFC graphics) got a phone call from someone at JavaSoft asking about how to design stuff in Java to work best on Windows. JavaSoft had called the NT GDI group originally, but they (luckily) forwarded it "to the Java team". See e-mail thread below on Collaboration for another incident.

I'm concerned that our direct competitors may be calling in to random people within MS and getting insight into our strategic efforts. Is there any way we can communicate to your groups that contacts from Sun, Netscape, etc. need to be funneled to some central group so we can avoid leaks?

--bens

-----Original Message-----

From: Charles Fitzgerald
Sent: Thursday, January 16, 1997 1:47 PM
To: Curt Smith; Blake Irving's Direct Reports; Blake Irving
Cc: Ben Slivka; Erich Andersen (LCA)
Subject: RE: Whoa! Corel is getting into the internet video phone business...

Sun seems to be calling in a lot.

-----Original Message-----

From: Curt Smith
Sent: Thursday, January 16, 1997 1:44 PM
To: Blake Irving's Direct Reports; Blake Irving
Subject: FW: Whoa! Corel is getting into the internet video phone business...

unnamed pm: "oh, yes, i answered a bunch of questions from this guy at sun."

i've had recent conversations w/ people who give information to 3rd parties over the phone and there's little sensitivity among some of the folks who get calls from outside the company about giving away competitive information. let's not make it easy for the clear competitors.

sun, netscape, (corel to a lesser extent), ibm: when they call just get their questions, don't answer any questions, take some notes, send email about what they were looking for, don't call back. if they pester you, tell them your manager needs to return the call.

-----Original Message-----

From: Curt Smith
Sent: Thursday, January 16, 1997 1:24 PM
To: Steve Liffick
Subject: RE: Whoa! Corel is getting into the internet video phone business

what's your point here? that we should be talking to competitors when they call up asking questions? i hope not. these companies want us to die. don't give them useful information when there's not a chance in the world they're going to ally with us.

what do you think would happen if you called up sun, netscape or corel to ask them about what they're doing in the conferencing space?

it's important to know what the competition is doing, but please don't give away our strategy or product plans by answering random technical questions when people call you up. hackies should raise on the back of your neck when you get a call from one of these 3 companies.

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interop events, shows, etc., are the place to learn about the competition.

From: Steve Liffick
Sent: Thursday, January 16, 1997 12:42 PM
To: Max Morris; Laura Butler; Conferencing Partner Information; Charles Fitzgerald; Curt Smith
Subject: RE: 'Whoa!' Corel is getting into the internet video phone business

I'm a little late jumping in on this thread - but here's another bit of info. Thru PictureTel, Vivo (and thus Corel) is in a position to ship full featured multipoint application sharing (+wb +chat +ft) that is compatible with NetMeeting.

If a deal is struck we should reiterate to Ptel/Vivo that we view Corel as competitive with us and the terms of any license should not include source code.

..stevl

From: Curt Smith
Sent: Thursday, January 16, 1997 10:05 AM
To: Max Morris; Laura Butler; Conferencing Partner Information; Charles Fitzgerald
Subject: RE: 'Whoa!' Corel is getting into the internet video phone business...

don't engage w/ people from corel, netscape or sun. not at all. don't return their call, don't reply to email with information.

-----Original Message-----

From: Max Morris
Sent: Thursday, January 16, 1997 9:57 AM
To: Laura Butler; Conferencing Partner Information; Charles Fitzgerald
Subject: RE: 'Whoa!' Corel is getting into the internet video phone business..

i figured as much, but he wants info on how to use our api's and our video stuff, i figure that's innocuous enough. he won't get anything more than that out of me. and who knows, maybe that's what they use, since our friends way down south don't seem to have anything with video yet.

From: Charles Fitzgerald
Sent: Thursday, January 16, 1997 9:55 AM
To: Max Morris; Laura Butler; Conferencing Partner Information
Subject: RE: 'Whoa!' Corel is getting into the internet video phone business...

corel had been investing in some weird analog videoconferencing stuff for about the last two years. I read this as them dropping it.

not sure I would spend a lot of time with them on NetMeeting. they have hard aligned against and are shipping communicator with their suite. they may be just fishing for info.

-----Original Message-----

From: Max Morris
Sent: Thursday, January 15, 1997 9:49 AM
To: Laura Butler; Conferencing Partner Information
Subject: RE: 'Whoa!' Corel is getting into the internet video phone business...

They've been in touch with me about using NetMeeting for this...

From: Laura Butler
Sent: Wednesday, January 15, 1997 8:33 PM
To: NetMeeting Team; Laura Butler
Subject: RE: 'Whoa!' Corel is getting into the internet video phone business...

I forgot to include a most interesting paragraph:

Corel aims to sell its packages for about \$300. Limits on the technology has kept prices out of the reach of most consumers at \$500 and higher. Corel's package will include the necessary software and camera, but not a modem.

From: Laura Butler
Sent: Wednesday, January 15, 1997 8:32 PM
To: NetMeeting Team
Subject: 'Whoa!' Corel is getting into the internet video phone business...

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Corel is looking to get into the picture telephone business (result of Netscape deal?)''

... as in the late edition of the online Wall Street Journal. For those of you who have not coughed up the \$29 subscription fee, here's both the link to the article and the first couple of paragraphs:

<http://interactive6.wsj.com/edition/current/articles/SB953349840286387500.htm>

Corel Turns Its Attention
To Video-Conferencing

Dow Jones News Services

TORONTO -- Corel Corp., the Ottawa software firm with ambitions to become an industry powerhouse, plans to start marketing picture-telephone equipment for use on the Internet over regular telephone lines by the summer.

Like other firms, Corel is betting that consumers are finally ready to pay for face-to-face conversations when talking on the phone or over the Internet. Significant growth is expected in the consumer video-conferencing market this year because of technological advances and cheaper prices.

Corel is looking at licensing picture-phone software developed by Vivo Software Inc. for its video-conferencing product, and is in talks with PictureTel Corp., a leading video-conferencing company and a partner with Vivo. However, Corel says it might ultimately design the software itself or use another company's technology.

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