From: Aubrey Edwards
Sent: Tuesday, November 24, 1998 8:27 AM
To: Peter Wise
Cc: Yusuf Mehdi; Alex Sutton
Subject: FW: Countering Enterprise FUD in Commerce

You should factor this into current account threats etc and talk with Mitra and Scott - also is another good reason to make sure we cover NAS in some detail so that we can create some good technical responses or at least get execs worried enough that they task a group to do this, sorry to keep going on about NAS but I fought (unsucessfully) for almost 12 months to get some technical analysis done of this product and all the while the field is still really struggling to respond - aubrey

—Original Message—
From: Mitra Azizirad
Sent: Tuesday, November 24, 1998 8:19 AM
To: Scott Bounds
Cc: Aubrey Edwards; Pat Beahan
Subject: RE: Countering Enterprise FUD in Commerce

Scott,
Please put this competitive information/analysis together as soon as possible so we may send it out to the region so they'll be prepared to handle this kind of issue in front of our customers. Aubrey suggested working with Pat Beahan on this as well.

Thanks,
Mitra

—Original Message—
From: Scott Bounds
Sent: Tuesday, November 24, 1998 9:00 AM
To: Mitra Azizirad; Dianne Gregg; James Moncure
Cc: Aubrey Edwards
Subject: RE: Countering Enterprise FUD in Commerce

I will look into this. I've been asking for a detailed competitive analysis from corporate for some time (I think I started asking last Jan). I do not believe corporate has done anything yet but they are starting to get the message since NT with MTS and MSMQ is not even being considered an application server to compete vs KIVA. We need to get the message out that NT can be a platform for enterprise apps to be developed on. All of the additional functionality we have released for NT4 have bolstered our case but since they are included "for free" in the OS the message to the customer is tending to be lost. I have several bits and pieces of info on Kiva and I will look them up and put something together.

Scott

—Original Message—
From: Mitra Azizirad
Sent: Monday, November 23, 1998 5:09 PM
To: Dianne Gregg; James Moncure; Scott Bounds
Cc: Aubrey Edwards
Subject: RE: Countering Enterprise FUD in Commerce

Scott,
Can you provide some info on this...actually with the announcements on AOL today taking over Netscape - - and especially Sun perhaps licensing use of the the Netscape commerce software (which they acquired from KIVA) from AOL - - this should be a hot issue for any customer who was looking at this solution. There is a huge leap for AOL and Sun to integrate the KIVA solution into their platform. It's not at all like the IBM acquisition of LOTUS where IBM let LOTUS stay their "own company" with it's own identity and go forward because LOTUS had a fully formed solution and strategy.

Netscape never really strategized their KIVA acquisition nor did they ever really integrate it and have a coherent story although they played it for all it was worth. AOL and Sun, as it remains to be seen, will have a lot on their hands to make this a truly integrated and operable solution and it will take some time. We need to play this for all it's worth at this time. Larry should really understand the issues from an industry perspective....Scott understands the technical side.

Aubrey Edwards used to work this angle when he was with CATM as I've met with him on this in the past. Aubrey, who should we deal with on the CATM side for this perspective going forward?

Mitra

—Original Message—

From: [redacted] Gregg
Sent: Monday, November 23, 1998 4:41 PM
To: James Moncure; Mitra Azizirad
Subject: FW: Countering Enterprise FUD in Commerce

Jim and Mitra, I thought I should forward this to you to see if you could help. Also, maybe Larry Gregory should become familiar with this?

——Original Message——
From: Mark Morse
Sent: Thursday, November 19, 1998 10:34 AM
To: Lori Spinosa; William Curry; Baju Margosutjahjo; Jonathan Weinstein (Exchange); Worldwide Electronic Commerce Marketing; eCommerce Champs (Exchange DL); European ECommerce Alias
Cc: eCommerce Product Marketing Team; TSO in Canada
Subject: RE: Countering Enterprise FUD in Commerce

For what it's worth, I'll second that. In North Carolina (First Union, Wachovia, Bank of America/NationsBank), we could really stand some better competitive intelligence on the NAS/KIVA solution. Most accounts are looking at it.

——Original Message——
From: Lori Spinosa
Sent: Thursday, November 19, 1998 9:59 AM
To: William Curry; Baju Margosutjahjo; Jonathan Weinstein (Exchange); Worldwide Electronic Commerce Marketing; eCommerce Champs (Exchange DL); European ECommerce Alias
Cc: eCommerce Product Marketing Team; TSO in Canada
Subject: RE: Countering Enterprise FUD in Commerce

I would be interested in any similar G2 on Netscape NAS/UNIX implementations and problems that may be encountered. Countering a loss in major financial services account. Thx.