

DOJ - Legal

From: Brad Chase
To: microsoft!toddw; microsoft!w-rayb; netmail!tomev; wagged!or.wagged.com!rayb
Cc: Brad Chase; CLAIRE@wa.wagged.com; COLLEENL@or.wagged.com;
microsoft!dperry; microsoft!hilarif; microsoft!richf; PAMED@or.wagged.com
Subject: RE: Internet Messages at the EMA
Date: Wednesday, April 13, 1994 6:35PM

Let me suggest we think about this a bit more broadly. We need to be a bit more aggressive about our Internet support, there is too much interest. we n

- 1) We view the internet as an important place where information is disseminated/retrieved. It is open and there is a lot of good info on it
- 2) Windows is a great tool today to retrieve internet information, as bill demonstrated with the Mosaic tool on windows. It will only get better b/c:

In fact, Chicago is a great client for the Internet

Why?

> > We have all the plumbing you need to connect to the Internet built-in to Chicago with robust 32bit TCP/IP support. TCP/IP is the protocol (language) of the internet. The 32-bit TCP/IP driver is already in beta

this means:

- * you can connect directly (if your machine has an IP address) to the internet
- * you can connect via dialup using a Internet provider. Chicago also support PPP which is a dial protocol needed to talk to the providers.
- * you can use publically available apps to use/browse the internet, like Windows Mosaic

- > > We have new utilities to help you take advantage of the Internet
- * Telenet - which allows you to connect to internet servers once you have connected
- * FTP- which allows you to download files

- 3) On top of that, however, we are working to unifying access information, on the desktop, whether it be from the internet or from the human resources group at your company and it is our intent to provide unified framework for the user

Net net - we support the Internet and will do more support the internet. We understand that accessing and managing information, from the Internet and other places, is something our customers want to do so we are responding

From: <netmail!tomev>
To: <microsoft!toddw>; <microsoft!w-rayb>; <wagged!or.wagged.com!rayb>
Cc: <microsoft!bradc>; <CLAIRE@wa.wagged.com>; <COLLEENL@or.wagged.com>; <microsoft!dperry>; <microsoft!hilarif>; <PAMED@or.wagged.com>; <microsoft!richf>
Subject: RE: Internet Messages at the EMA
Date: Tuesday, April 12, 1994 5:36PM

The Mosaic tool is not ours, it is public domain software. We may package and ship it or something like it some day but don't plan to now. Bill is showing it in his role of industry visionary demoing cool stuff. We can be perfectly clear that this was public domain software, not a current or future ms product.

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So this is very open.

The press will notice how interested Bill is in the Internet. But we really aren't going to want to satisfy their curiosity for a while on what ms is doing in this area.

From: waggedlor.wagged.com!rayb
To: toddw; w-rayb
Cc: COLLEENL; PAMED; CLAIRE; bradc; dperry; hillarif; richf; tomev
Subject: RE: Internet Messages at the EMA
Date: Tuesday, April 12, 1994 02:01PM

The level of detail you suggest is fine for EMA inquiries, with a couple of caveats -
o if we call attention to the Mosaic tool, we need a crisp way to describe it - what it does, how it will be packaged, when it will ship - we'll need to be ready to answer these questions next week.
o is there a way to make this feel more open - e.g. are there other examples of third party Windows tools/services that make it easy to access the internet today and/or organize info from the internet? we should mention them and briefly describe - Windows is a great platform for providing access and also creates opps for other companies that sell cool tools to users ...
PS, we shouldn't underestimate the potential press interest in access to the internet - as we all know, a passing mention by Bill at CAMP caused a flurry of inquiries - we need to be really buttoned up on these points before next Tuesday because the press could fixate on this again - twice in three weeks Billg talks publically about access to the internet, which by default will raise press interest in internet-related MS plans.

From: toddw
To: w-rayb
Cc: hillarif; tomev; bradc; dperry; richf
Subject: Internet Messages at the EMA
Date: Tue, Apr 12, 1994 12:27PM

Bill mentioned internet access as a major focus for chicago at CAMP. Unfortunately as we discussed on the phone today, its a little pre-mature given the stability of the technical plans to get this done in time for chicago, and the story is impactful enough that it should be saved to the moment where we can leverage the biggest bang for the workgroup and chicago story. That being said, it makes sense to hold off pitching the NYT on writing a story about how MS is making internet access easier for businesses.

Because bill demos the public domain windows client to internet world wide web services in his talk at ema, and alludes to both the growth of the internet, and the bringing together of information into a single view from the desktop in chicago, we will probably get a few questions about what we are doing on the internet. I suggest the response be:

- 1) We view the internet as an important place where information is disseminated/retrieved
- 2) Windows is a great tool today to retrieve internet information, as bill demonstrated with the Mosaic tool on windows
- 3) The information exchange concept is about unifying access information on the desktop, and it is our intent to provide unified framework for the user

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to navigate the various types of internet services out their: mail, news,
www, etc.

But that we not really go into much more detail or specific technologies or
bundling etc.

do you think this is acceptable? thanks.

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