



Carolynn Howsley (LCA)

**From:** Dan Rosen  
**Sent:** Tuesday, March 14, 1995 1:42 PM  
**To:** allenwi; bfox; petern; thomasre; tornj; warrand  
**Cc:** cassieg  
**Subject:** Netscape

Based on input from Peter, Barb, and others, I decided that we shouldn't send the LOI to Netscape at this time. I spoke with Jim Barksdale about our decision and reasoning. We agreed (verbally) to the following:

- 1) Thomas will go ahead with the SSL endorsement as planned.
- 2) We will engage as soon as MS is ready on STT, progressing toward a license and announcement.
- 3) We have his personal commitment that they will behave in a honorable way given that we have untied the two agreements.

I believe that we must QUICKLY decide on our direction and strategy on the Internet secure transaction business. I believe that we have to know what we want out of our negotiations with Netscape (currently the industry leader and gaining momentum) before we engage again, and that our window for reengagement is about 2 weeks.

Dan

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