

From: Jon DeVaan  
Sent: Friday, December 03, 1999 9:42 AM  
To: David Heiner (LCA)  
Cc: Ted Kummert; Rick Belluzzo; Bill Gates  
Subject: RE: Apple

Attorney client privileged  
Ted and Rick should know about the request for bidding MSN access and be included in any related correspondence.  
Thanks.

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

From: Bill Gates  
Sent: Thursday, December 02, 1999 11:19 PM  
To: Ben Waldman; Bob Muglia (Exchange); David Heiner (LCA)  
Cc: Steve Ballmer; Paul Maritz; Eric Rudder; Jon DeVaan; David Vaskevitch; David Stutz  
Subject: Apple

Attorney client privileged

Steve and I discussed a lot of stuff. Strange perspective on lawsuit.

The followup areas are:

1. Office. Steve claims that if we are willing to make Office on the Mac or even a subset of it be volume priced for his machines he wouldn't have to bundle on all his machines. He acted like we had never shown any interest in bringing the price down which I know is wrong. In any case we will see what he comes up with on this. I did not commit anything - all I said was that with Appleworks bundled it was not a very good business for us. Steve will make a proposal to me to start with.
2. Browser. Apple is going to try a WebCompanion project. Steve thinks web companions are not going to do well if we keep the Internet moving ahead with formats so he is surprised to see us doing them. However they will do one. Both on this machine and on the Mac itself Steve would like to use our browser control. He asked what do we want in return - something about Instant messaging or Passport or traffic or what? I said we would think about this. Its up to us to make a proposal on this one. Its hard to say who at Microsoft should think this through and come up with something.
3. Streaming. Steve still thinks there must be some things related to formats or protocols or APIs where we could make things better for users. He does spend a lot of engineering he wishes he wouldn't have to. Schaaf is still the business person in this area. He claims Engstrom was pretty tough on them. He says its crazy that Real, Apple and MS all pay CNN to do the same thing and the engineering overhead. I mostly listened on this one. I do wonder if there are things that would be win-win that wouldn't upset anyone there. I will ask Steve if there is someone Anthony can meet with to discuss this.
4. Objective-C. Steve would love to work with us on any extension we are making to C. They would like us to learn from what they did with Objective-C. They would be glad to donate the name. They think it would help us with our C variant to work with them and make it all very open without having to get married on runtime things. I have no idea if Cool could be changed slightly to be positioned as Objective-C V2 in some way. Steve had a lot of energy on this one and I think it does address a problem we have. DavidV should pick someone to talk with Apple on this. Stutz knows the Objective C stuff very well if that would help us know what the story is before we start the discussion.
5. Access. Steve wondered if we wanted to bid on being the access partner on his machine. I will leave it to Jon to decide if we want to pursue this or not.

MS-PCA 2599172

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