From: Doug Glen
Sent: Thursday, August 03, 2000 10:57 AM
To: Mike Moskowitz
Subject: RE: Meeting Notes: Real / Burst 8.2.00

Great!

-----Original Message-----
From: **Mike Moskowitz**
Sent: Thursday, August 03, 2000 10:56 AM
To: Doug Glen
Subject: FW: Meeting Notes: Real / Burst 8.2.00

fyi

-----Original Message-----
From: Mike Moskowitz
Sent: Thursday, August 03, 2000 10:47 AM
To: 'kevinf@real.com'
Subject: Meeting Notes: Real / Burst 8.2.00

Hi Kevin,

We are very charged-up to move forward after yesterday's meeting - I thought some excellent discussions took place.

Please look this over and make any changes you want - I will distribute the agreed-upon notes to all participants after that.

Thanks,
Mike

When: 8.2.00, 11:00AM - 1:30PM
Location: Real Networks, Seattle, WA
Attendees: Burst: Doug Glen, Mike Moskowitz; Real: Rob Glaser, Martin Plaehn, Kevin Foreman, Marty Roberts, Shelli Myhre

Discussion Summary:

"Real Conductor"
Real has strong customer demand for a product that provides seamless server-to-server failover capabilities for the Real Server. Thus, the concept of a "Real Conductor", a product composed of a RealServer-side plug-in, as well as a client-side plug-in, was welcomed.
A consideration is for Burst to work with Real on product positioning compared to the server-side offering from FastForward Networks.
Although a TCP/IP implementation would not be totally out of the question, a strong preference for an RTSP-based solution was expressed - Burst replied that this is very possible.
Next steps: a prototype system is to be built/spec'd out by Burst, and a subsequent Real-Burst meeting to work on this will be scheduled.
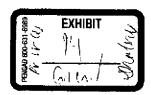
"Burst Plug-In for Real Player"
Burst discussed promising results of initial work with Real SDK.

Real asked why Burst waited until now, and Burst replied that the SDK has "language that very specifically prohibited 3rd party servers from doing exactly what we are doing".
Real replied that this can be worked around, and advised us to continue work in this area.
As per Rob G., Real is willing to look at the acceptance of a Burst Plug-In for the Real Player.
Gating items to productization: performance (Rob), integration with RealServer - what functionality does it give, what

l

BUR0075489

BUR0075489

3p-DEPEX 003638

does the integration entail, what new markets does it open (Martin/Kevin).
Immediate action - Mike to send initial Burst-Real plug-in to Real, along with URLs pointing to Burstserver delivery of Real content.

Rob encouraged Burst to put this out to the market soon. Mike & Kevin to work on product definition that works for both parties.

Other Action Items:

- Send Burst network efficiency calculations, Exodus and Interzest measurements to Real
(MM)

- Send Burst-WMP URLs to Real for comparison with Real delivery of similar content
(MM)

2

3p-DEPEX 003639