UNITED STATES DISTRICT COURT FOR THE DISTRICT OF COLUMBIA

UNITED STATES OF AMERICA,

PLAINTIFF,

V.

: C.A. NO. 98-1232

MICROSOFT CORPORATION,

DEFENDANT.

- - - - - - - - - - - -STATE OF NEW YORK, ET AL.,

PLAINTIFFS,

v.

: C.A. NO. 98-1223

MICROSOFT CORPORATION,

DEFENDANT.

- - - - - - - - - - - - - - - - X

MICROSOFT CORPORATION,

COUNTERCLAIM-PLAINTIFF,

V.

DENNIS C. VACCO, ET AL.,

COUNTERCLAIM-DEFENDANTS. : JANUARY 13, 1999 ----- WASHINGTON, D.C.

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TRANSCRIBED DEPOSITION EXCERPTS

COURT REPORTER:

DAVID A. KASDAN, RMR

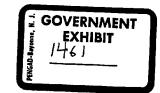
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| - 11 | |
|------|---|
| 1 | (DEPOSITION EXCERPTS OF SCOTT VESEY.) |
| 2 | Q. DO YOU UNDERSTAND THAT MICROSOFT IS |
| 3 | TAKING YOUR DEPOSITION TODAY BECAUSE THE |
| 4 | DEPARTMENT OF JUSTICE LISTED YOU AS ONE OF ITS 12 |
| 5 | WITNESSES IN THE UPCOMING CASE OF THE DEPARTMENT |
| 6 | OF JUSTICE AND VARIOUS STATES AGAINST THE UNITED |
| 7 | STATES? |
| 8 | A. YES. |
| 9 | Q. I'M SORRY. AGAINST MICROSOFT. |
| 10 | A. RIGHT. |
| 11 | Q. WHEN DID YOU FIRST LEARN, YOURSELF, |
| 12 | THAT THE DEPARTMENT OF JUSTICE WAS LISTING YOU AS |
| 13 | A WITNESS? |
| 14 | A. IN THE NEWSPAPER. SOFRONT PAGE OF |
| 15 | THE NEWSPAPER, WHAT, THREE WEEKS AGO? |
| 16 | Q. OKAY. |
| 17 | A. SATURDAY MORNING. |
| 18 | Q. ON THE DAY THAT THE WITNESS LISTS WERE |
| 19 | PUBLISHED IN THE PAPER ON A SATURDAY, DID YOU |
| 20 | SAY? |
| 21 | A. YEAH. |
| 22 | (EXCERPT.) |
| 23 | Q. OKAY. AND WHATWHO WAS THE PUBLISHER |
| 24 | OR DEVELOPER OF THE SOFTWARE THAT BOEING USED |

INITIALLY?

25

| 1 | A. THE INITIAL BROWSER THAT BOEING USED |
|----|---|
| 2 | WAS NCSA MOSAIC. |
| 3 | Q. AND DID BOEING CONTINUE USING A VERSION |
| 4 | OF MOSAIC UNTIL IT ADOPTED NETSCAPE NAVIGATOR? |
| 5 | A. YES. |
| 6 | Q. AND WHAT IS YOUR CURRENT POSITION AT |
| 7 | BOEING? |
| 8 | A. MY CURRENT POSITION IS I AM THE WINDOWS |
| 9 | WEB BROWSER PRODUCT MANAGER. |
| 10 | Q. WHEN DID YOU TAKE THAT POSITION? |
| 11 | A. I TOOK THAT POSITION IN AUGUST OF 1996. |
| 12 | (EXCERPT.) |
| 13 | Q. OKAY. I TAKE IT THAT BOEING IS A |
| 14 | MULTI-PLATFORM COMPANY AND THAT IT SUPPORTS |
| 15 | COMPUTERS THAT OPERATE WITH A NUMBER OF DIFFERENT |
| 16 | OPERATING SYSTEMS? |
| 17 | A. YES, WE DO. |
| 18 | (EXCERPT.) |
| 19 | Q. OKAY. AND IS IT CORRECT THAT THERE ARE |
| 20 | SOMEWHEREAGAIN, REALIZING THIS IS AN |
| 21 | ESTIMATEBUT SOMEWHERE IN THE NATURE OF ABOUT |
| 22 | 240,000 DESKTOP COMPUTERS AT BOEING? |
| 23 | A. YES, THAT WOULD BE THE TOTAL NUMBER OF |
| 24 | DESKTOP WORK STATIONS. |
| 25 | Q. OKAY. AND OF THOSE THERE ARE ABOUT |

| - 1 | |
|-----|--|
| 1 | 170,000 THAT ARE PC'S; IS THAT RIGHT? |
| 2 | A. YES. |
| 3 | Q. AND ABOUT 41,000 THAT ARE UNIX WORK |
| 4 | STATIONS? |
| 5 | A. YES. |
| 6 | Q. AND ABOUT 38,000 THAT ARE TERMINAL |
| 7 | DEVICES; IS THAT RIGHT? |
| 8 | A. YES. |
| 9 | Q. OKAY. AND OF THE 170,000 PC'S, ARE THE |
| 10 | MAJORITY OF THOSEDO THEY RUN WITH THE MICROSOFT |
| 11 | WINDOWS 95 OPERATING SYSTEM? |
| 12 | A. YES, THE MAJORITY WOULD BE WINDOWS 95 |
| 13 | WORK STATIONS. |
| 14 | Q. OKAY. WHAT OTHER OPERATING SYSTEMS |
| 15 | WOULD BE INCLUDED AMONG THAT 170,000? |
| 16 | A. THERE WOULD BE A FEW INSTANCES OF |
| 17 | WINDOWS FOR WORK GROUPS, WINDOWSSO WINDOWS 3.1. |
| 18 | AND THERE WOULD BE SOME INSTANCES OF NT 3.51, |
| 19 | SOME INSTANCES OF NT 4.0. |
| 20 | Q. OKAY. IN ADDITION, DOES THE COMPANY |
| 21 | HAVE SOME PC'S THAT ARE APPLE MACINTOSH PC'S? |
| 22 | A. YES, YEAH. THE APPLE MACINTOSH |
| 23 | COMPUTERS WOULD BE INCLUDED IN THAT WORK STATION |
| 24 | COUNT. THE NUMBERS ARE PROBABLY FAIRLY LOW. |
| 25 | O. PRIOR TO THE TIME THAT BOEING MERGED |

WITH MCDONNELL DOUGLAS, WOULD YOU ESTIMATE THERE
WERE SOMEWHERE IN THE NEIGHBORHOOD OF 2500
MACINTOSH MACHINES?

- A. THAT WAS THE ESTIMATE THAT WE GOT, YES. (EXCERPT.)
- Q. DO YOU HAVE AN UNDERSTANDING AS TO WHY
 THE COMPANY DECIDED TO STANDARDIZE ON NETSCAPE
 2.02?
 - A. YES, I DO.
- Q. AND WHAT'S YOUR UNDERSTANDING OF THE REASON FOR THAT?
- A. MY UNDERSTANDING OF THE REASON FOR STANDARDIZING ON NETSCAPE 2.02 HAD TO DO WITH PROBLEMS THAT WE WERE HAVING WITH THE NCSA MOSAIC BROWSER ON THE WINDOWS DESKTOP. IT REQUIRED SOME CHANGES IN OUR NETWORK PROTOCOL STACK THAT REQUIRED THE INSTALLATION OF WIN 3.2S.

AND THEN THERE WERE ALSO CONSIDERATIONS
GIVEN TO THE FACT THAT THE NETSCAPE BROWSER WAS A
PRODUCT THAT WE COULD RUN ACROSS ALL OF THE
PLATFORMS THAT WE HAD CURRENTLY INSTALLED IN THE
BOEING COMPANY BOTH WINDOWS, MACINTOSH AND UNIX
WORK STATIONS USING A COMMON SOFTWARE PRODUCT
WITH COMMON USER INTERFACE.

Q. IT IS TRUE, MR. VESEY, THAT THE ABILITY

OF A SINGLE BROWSER TECHNOLOGY TO WORK ACROSS ALL PLATFORMS YOU HAVE AT BOEING HAS BEEN THE MOST SIGNIFICANT FACTOR DRIVING THE ADOPTION OF ANY PARTICULAR BROWSER SOFTWARE AT THE COMPANY?

- A. I'D SAY IT'S BEEN A VERY SIGNIFICANT
 FACTOR IN THE ADOPTION OF BROWSER TECHNOLOGY. I
 MEAN, THE WAY THAT WE STATE IT OR THE WAY THAT
 THE WEB TEAM STATES THAT THAT IS THAT WE BELIEVE
 THAT THE SINGLE DEFINING QUALITY OF THE WEB IS TO
 BE ABLE TO PUT AN ELECTRONIC DOCUMENT IN ONE
 PLACE AND HAVE IT BE ACCESSIBLE BY VIRTUALLY
 ANYBODY IRRESPECTIVE OF PLATFORM.
- Q. OKAY. AND THAT'S THE VALUE OF THE WEB
 TO THE BOEING COMPANY; CORRECT?
 - A. YES. THAT'S WHAT WE BELIEVE.
- Q. AND YOU WOULD AGREE, WOULD YOU NOT,

 THAT THERE MIGHT BE DIFFERENT VALUES OR DIFFERENT

 ADVANTAGES OR USES OF WEB TECHNOLOGY FOR OTHER

 COMPANIES IN OTHER SITUATIONS; RIGHT?
 - A. YES.

MR. MALONE: OBJECTION. FOUNDATION. BY MR. BURT:

Q. WELL, BASED ON YOUR KNOWLEDGE OF THOSE TECHNOLOGIES AND THE CONSIDERATIONS THAT YOU BALANCE IN EVALUATING THOSE TECHNOLOGIES FOR

BOEING, WOULD YOU AGREE THAT OTHER COMPANIES IN OTHER SITUATIONS WITH OTHER PLATFORMS AND SO FORTH MIGHT BALANCE THOSE CONSIDERATIONS IN A DIFFERENT WAY?

MR. MALONE: SAME OBJECTION.

MR. BURT: YOU CAN ANSWER.

THE WITNESS: I ANSWER THE QUESTION.
SO THE OBJECTION IS JUST NOTED?

BY MR. BURT:

- Q. THAT'S CORRECT.
- A. OKAY. YES I CAN SEE THAT OTHER

 COMPANIES COULD USE DIFFERENT CRITERIA TO

 EVALUATE THE WEB BROWSER AND COME TO A DIFFERENT

 CONCLUSION.

(EXCERPT.)

- Q. OKAY. DOES THE ADOPTION OF A SOFTWARE PACKAGE AS A STANDARD AT BOEING MEAN THAT BOEING EMPLOYEES ARE PROHIBITED FROM USING ANY OTHER COMPETING SOFTWARE?
- A. NO. THERE'S NO SPECIFIC PROHIBITION

 AGAINST INSTALLING NONSTANDARD SOFTWARE. THERE

 IS, HOWEVER, A COMPANY POLICY THAT DICTATES THAT

 SOFTWARE THAT'S INSTALLED ON BOEING ON THE

 COMPUTERS MUST BE PROCURED THROUGH PROPER

 MATERIAL CHANNELS. IN OTHER WORDS, IT NEEDS TO

BE PURCHASED THROUGH PROPER PURCHASING PROCEDURE.

Q. AND THAT, IN PART, IS TO INSURE THAT
THE SOFTWARE THAT'S IN OPERATION AT BOEING IS
PROPERLY LICENSED SOFTWARE?

A. PROPERLY LICENSED.

AND THAT CONSTRAINT ALSO--MATERIAL, IF
THEY GET A REQUEST FOR A PIECE OF SOFTWARE THAT'S
NOT STANDARD, THEY, IN SOME CASES, WOULD CONTACT
THE PRODUCT MANAGER FOR THAT CATEGORY AND ASK
THEM TO SAY--OR ASK THEM TO DETERMINE WHETHER OR
NOT THAT PACKAGE MIGHT POSE SOME SORT OF RISK TO
BOEING IN GENERAL.

- Q. AT BOEING, ARE THERE SOME USERS AT BOEING WHO ARE UTILIZING MICROSOFT INTERNET EXPLORER TECHNOLOGY?
 - A. THERE ARE SOME INSTALLATIONS, YES.
- Q. WOULD YOU ESTIMATE THAT, AS OF THE END OF 1997, THAT THERE WERE SOMEWHERE IN THE RANGE OF THREE TO 5,000?
- A. I THINK THAT--YEAH. WE COUNT--WE DID A BROWSER COUNT AT ABOUT THE END OF '97. I BELIEVE THAT WE WERE COUNTING APPROXIMATELY THREE PERCENT OF THE BROWSERS WERE SHOWING UP AS INTERNET EXPLORER DERIVATIVES, EITHER 3.0 OR 4.0.

THAT WOULD PUT THAT NUMBER--BASED ON

OUR ESTIMATES AT THAT TIME, WE THOUGHT THAT WE HAD ABOUT 100,000 BROWSER INSTALLATIONS ON CLIENTS. THAT WOULD PUT THE VALUE AT SOMEWHERE AROUND THREE THOUSAND--BETWEEN 3,000 AND 5,000. (EXCERPT.)

- Q. OKAY. AND TO BE CLEAR, THE FIRST BLOCK OF NUMBERS THAT LIST PC (PRIMARILY WINDOWS 95)

 170,000; WORK STATIONS (UNIX VARIANTS) 41,000;

 AND XTERM/TERMINAL DEVICES 38,000--THOSE ARE THE TOTAL NUMBER OF WORK STATIONS IN EACH OF THOSE CATEGORIES AT ALL OF THE BOEING COMPANY AS IT EXISTS TODAY; CORRECT?
 - A. TO THE BEST OF OUR KNOWLEDGE, YES.
- Q. OKAY. AND AS YOU TESTIFIED ABOUT EARLIER, INCLUDED WITHIN THE PC CATEGORY ARE OTHER MICROSOFT OPERATING SYSTEMS AS WELL AS APPLE MACINTOSH SYSTEMS; IS THAT RIGHT?
 - A. YES.
- Q. OKAY. AND INCLUDED--I DIDN'T ASK YOU
 THIS EARLIER, BUT INCLUDED WITHIN THE UNIX
 VARIANTS COUNT OF 41,000, HOW MANY DIFFERENT
 VERSIONS AND TYPES OF UNIX ARE IN OPERATION AT
 BOEING?
- A. THERE WOULD BE FOUR PRIMARY VARIANTS OF UNIX IN USE--AIX; SUN/SOLARIS; HP-UX; AND, I

| 1 | BELIEVE, SGI. SGI UNIX. |
|----|--|
| 2 | BEYOND THAT, THERE WOULD BEWELL, |
| 3 | WITHIN BOEING, BECAUSE IT'S SUCH A LARGE |
| 4 | CORPORATION, THERE WOULD BE ALMOST ANY POSSIBLE, |
| 5 | YOU KNOW, COMBINATION OF HARDWARE/SOFTWARE THAT |
| 6 | YOU COULD IMAGINE. |
| 7 | SO, YOU KNOW, THOSE ARE THE FOUR |
| 8 | PRIMARY VARIANTS. THERE ARE INSTANCES OF ALMOST |
| 9 | ANY OTHER TYPE OF UNIX IMAGINABLE. |
| 10 | (EXCERPT.) |
| 11 | Q. NOW, THE VERSION OF WINDOWS 95 THAT |
| 12 | BOEING USES WHEN IT BUILDS ITS IMAGE IS THE |
| 13 | ORIGINAL SO-CALLED GOLD WINDOWS 95 RETAIL CODE; |
| 14 | CORRECT? |
| 15 | A. YES, I BELIEVE SO. |
| 16 | Q. AND THAT WAS CODE THAT NEVER HAD ANY |
| 17 | INTERNET EXPLORER COMPONENTS INCLUDED IN IT AT |
| 18 | ALL; CORRECT? |
| 19 | A. I DON'T BELIEVE SO. |
| 20 | (EXCERPT.) |
| 21 | Q. OKAY. CHANGE SUBJECTS A LITTLE BIT, |
| 22 | MR. VESEY. |
| 23 | NOW, YOU TESTIFIED EARLIER YOU'RE NOT |
| 24 | PERSONALLY INVOLVED IN THE DECISION TO DECLARE |

NETSCAPE NAVIGATOR 2.02 AS STANDARD AT BOEING;

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| | 277 |
|----|--|
| 1 | CORRECT? |
| 2 | A. RIGHT. |
| 3 | (EXCERPT.) |
| 4 | Q. ALL RIGHT. NOW, THE CURRENT |
| 5 | RECOMMENDATION YOUR CURRENT RECOMMENDATION AT |
| 6 | BOEING IS TO STANDARDIZE ON NETSCAPE'S 4.05 |
| 7 | TECHNOLOGY; IS THAT RIGHT? |
| 8 | A. YES. |
| 9 | Q. AND IN CONSIDERING THAT RECOMMENDATION |
| 10 | YOU ALSO EVALUATED MICROSOFT INTERNET EXPLORER 4 |
| 11 | TECHNOLOGY? |
| 12 | A. YES, I DID. |
| 13 | Q. AND YOU'VE LOOKED AT THE VERSION KNOWN |
| 14 | AS INTERNET EXPLORER VERSION 4.01? |
| 15 | A. YES, I HAVE. |
| 16 | Q. IF YOU WERE STARTING AT BOEING WITH A |
| 17 | CLEAN SLATE IN WHICH THERE HAD BEEN NO PRIOR |
| 18 | ADOPTION OR STANDARDIZATION OF INTERNET-BROWSING |
| 19 | TECHNOLOGIES BUT YOU STILL HAD A MIX OF UNIX AND |
| 20 | WINDOWS WORK STATIONS, YOU WOULD STILL, DO YOU |
| 21 | BELIEVE, RECOMMEND THE ADOPTION OF NETSCAPE 4.05 |
| 22 | AS THE STANDARD? |
| 23 | A. YES, I WOULD. |
| 24 | (EXCERPT.) |

Q. OKAY. IF YOU WERE, AGAIN, STARTING

25

| 1 | WITH A CLEAN SLATE BUT BOEING HAD DECIDED TO |
|----|---|
| 2 | ADOPT AND HAD ADOPTED ALL WINDOWSMICROSOFT |
| 3 | WINDOWS OPERATING SYSTEM WORK STATIONS, WOULD YOU |
| 4 | CONSIDERING (SIC) RECOMMENDING THE ADOPTION OF |
| 5 | INTERNET EXPLORER TECHNOLOGIES AS A STANDARD? |
| 6 | A. IT WOULD BE A MUCH STRONGER |
| 7 | CONSIDERATION. IT WOULD REMOVE ONE OF THE KEY |
| 8 | REASONS FOR NOT STANDARDIZING ON INTERNET |
| 9 | EXPLORER 4. THERE WOULD STILL BE OTHER |
| 10 | CONSIDERATIONS THAT WOULD HAVE TO BE EVALUATED. |
| 11 | Q. OKAY. AND I TAKE IT THAT YOU HAVEN'T |
| 12 | DONE THAT EVALUATION TO THE POINT THAT YOU HAVE |
| 13 | AN OPINION RIGHT NOW AS TO WHETHER YOU WOULD |
| 14 | RECOMMEND INTERNET EXPLORER OR NOT; IS THAT |
| 15 | RIGHT? |
| 16 | A. IN A CLEAN-SLATE ENVIRONMENT, NO, I |
| 17 | HAVEN'T SPECIFICALLY DONE THAT. |
| 18 | (EXCERPT.) |
| 19 | Q. YOU DON'T HAVE ANY UNDERSTANDING AS TO |
| 20 | WHETHER YOUR EVALUATION OF THE INTERNET EXPLORER |
| 21 | TECHNOLOGIES WAS A KEY CONSIDERATION IN DECIDING |
| 22 | WHETHER OR NOT TO ADOPT WINDOWS 98? |
| 23 | A. NO, I DON'T. |
| 24 | (EXCERPT.) |
| 25 | Q. OKAY. AND GIVEN THAT PACE OF CHANGE |

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AND THE PACE OF DEVELOPMENT OF WEB TECHNOLOGIES

GENERALLY, I TAKE IT THAT IT'S YOUR VIEW THAT ANY

RECOMMENDATION AS TO WHAT TECHNOLOGIES TO ADOPT

EVEN JUST 12 MONTHS FROM NOW WILL HAVE TO BE

REVISITED PROBABLY MANY TIMES BETWEEN NOW AND 12

MONTHS FROM NOW; IS THAT RIGHT?

A. THEY VERY LIKELY WILL NEED TO BE REVISITED, YES.

(EXCERPT.)

- Q. OKAY. HAVE YOU REVIEWED--I THINK I'VE ASKED YOU THIS EARLIER, AND I APOLOGIZE IF I'M REPEATING MYSELF, BUT I TAKE IT THAT YOU HAVE REVIEWED THE INTERNET EXPLORER TECHNOLOGIES AS INTEGRATED IN WINDOWS 98; CORRECT?
 - A. YES, I HAVE.
- Q. AND DO YOU BELIEVE THAT THE INTEGRATION
 OF THOSE TECHNOLOGIES INTO THE OPERATING SYSTEM
 PROVIDES END USERS WITH BENEFITS?
- A. YEAH. THERE ARE SOME BENEFITS TO THAT INTEGRATION CAPABILITY.

(EXCERPT.)

Q. AND YOU SAY THAT THE REASONS--THE MAIN
REASONS FOR MOVING TO INTERNET EXPLORER 5.0 IN
THE SECOND OR THIRD QUARTER OF 1999 ARE--AND THEN
YOU LIST A NUMBER OF REASONS THAT GO OVER THE

| 1 | NEXT SEVERAL PAGES; CORRECT? |
|----|---|
| 2 | A. YES. |
| 3 | Q. OKAY. AND THE FIRST ONE IS YOU SAY, |
| 4 | "WE DON'T HAVE A CHOICE," AND YOU EXPLAIN WHY YOU |
| 5 | THINK YOU DON'T HAVE A CHOICE; IS THAT RIGHT? |
| 6 | A. YES. |
| 7 | Q. OKAY. BUT ONE CHOICE THAT BOEING HAD |
| 8 | WOULD BE TO CONTINUE WITH WINDOWS 95; IS THAT |
| 9 | CORRECT? |
| 10 | A. IN THE SHORT TERM, YES. WE WOULD |
| 11 | CONTINUE TO DEPLOY AND, INDEED, WE MAY, INDEED, |
| 12 | ACTUALLY CONTINUE TO DEPLOY WINDOWS 95. |
| 13 | BUT IN THE LONG TERM, WE ARE EVENTUALLY |
| 14 | GOING TO HAVE TO MOVE FORWARD IN A NEW OPERATING |
| 15 | SYSTEM VERSION AS HARDWARE IS NOT SUPPORTED BY |
| 16 | WINDOWS 95. |
| 17 | Q. OKAY. SO, AS THE OPERATING SYSTEM |
| 18 | EVOLVES TO SUPPORT NEW HARDWARE ADVANCES, BOEING |
| 19 | MAY WANT TO GET THE ADVANTAGE OF THAT NEW |
| 20 | HARDWARE; IS THAT RIGHT? |
| 21 | A. YES. |
| 22 | Q. OKAY. I TAKE IT AS OPERATING SYSTEMS |
| 23 | EVOLVE TO INCORPORATE NEW SOFTWARE ADVANCES, |
| 24 | BOEING MIGHT ALSO WANT TO GET THE ADVANTAGES OF |
| 25 | THOSE NEW SOFTWARE ADVANCES; IS THAT RIGHT? |

A. YES.

- Q. SO, WHEN YOU SAY YOU DON'T HAVE A
 CHOICE HERE, IS WHAT YOU MEAN THAT IF YOU ADOPT
 EITHER WINDOWS 98 OR WINDOWS NT 5.0, IT'S YOUR
 UNDERSTANDING THAT THE INTERNET EXPLORER
 TECHNOLOGIES ARE GOING TO BE INTEGRATED INTO
 THOSE TECHNOLOGIES?
 - A. YES, THAT IS MY UNDERSTANDING.
- Q. AND THAT THEY WOULD BE INTEGRATED IN A WAY THAT CAN'T BE, AS YOU SAY HERE, FULLY DISABLED; IS THAT CORRECT?
 - A. THAT'S MY UNDERSTANDING.
- Q. AND THEN YOU SET FORTH AN ANALOGY. YOU SAY, "FROM MICROSOFT'S PERSPECTIVE, ASKING THEM TO REMOVE INTERNET EXPLORER FROM THE DESKTOP AND ALLOW AN ALTERNATIVE MANUFACTURER'S BROWSER TO PROVIDE THE EQUIVALENT FUNCTIONALITY WOULD BE ANALOGOUS TO ONE OF OUR AIRLINE CUSTOMERS SAYING, 'WE LIKE THE BOEING AIRPLANE'S WINGS, FUSELAGE, CONTROL SYSTEMS, AND INFRASTRUCTURE, BUT WE WANT TO USE AN AIR BUS COCKPIT TO CONTROL THE AIRPLANE.'"

IS THAT WHAT YOU WROTE?

- A. THAT'S WHAT I WROTE.
- Q. OKAY. AND WAS THAT YOUR VIEW OF AN

APPROPRIATE ANALOGY AT THE TIME YOU WROTE THE MEMO?

- A. THE--THAT ANALOGY WAS A RESPONSE TO SOME COMMENT THAT HAD BEEN PASSED TO ME THAT WASN'T AN ACCURATE ANALOGY REGARDING INTERNET EXPLORER AND ITS INTEGRATION. THIS, I FELT, WOULD BE A RESPONSE TO THAT SPECIFIC ANALOGY.
- Q. OKAY. IN A WAY THAT YOU THOUGHT WOULD--
- A. I THOUGHT WAS MORE MEANINGFUL TO THE PEOPLE WHO WERE, YOU KNOW, LOOKING AT THIS INFORMATION AT THAT TIME.
- Q. OKAY. LET ME BACKTRACK FOR A MOMENT.
 YOU SAID YOU MADE YOUR RECOMMENDATION
 ABOUT THE ADOPTION OF THE INTEGRATED TECHNOLOGIES
 WHEN THE COMPANY MIGRATED TO A NEW GENERATION
 OPERATING SYSTEM.

WHEN YOU MADE THAT RECOMMENDATION, DID
YOU EVER HEAR WHETHER THAT RECOMMENDATION HAD
BEEN ADOPTED OR APPROVED OF BY SENIOR MANAGEMENT?

- A. AT THIS TIME IT APPEARS THAT SENIOR MANAGEMENT HAS DETERMINED THAT THAT RECOMMENDATION WAS NOT ACCEPTED.
 - Q. OKAY. AND WERE YOU--WHEN YOU--DID

| 1 | YOUDID THERE COME A POINT IN TIME WHEN YOU |
|----|---|
| 2 | HEARD FROM SENIOR MANAGEMENT THAT THEY HAD NOT |
| 3 | ACCEPTED YOUR RECOMMENDATION IN THAT REGARD? |
| 4 | A. YEAH. VERBALLY, I'VE HEARD THAT, YES. |
| 5 | Q. AND WERE YOU ASKED FOR SOME ADDITIONAL |
| 6 | INFORMATION SUPPORTING YOUR RECOMMENDATION? |
| 7 | A. THAT WAS THIS DOCUMENT. |
| 8 | Q. SO, THE DOCUMENT WE'RE LOOKING AT, |
| 9 | EXHIBIT 6, IS ADDITIONAL INFORMATION YOU PROVIDED |
| LO | TO MANAGEMENT SUPPORTING YOUR ANALYSIS AND YOUR |
| Lı | RECOMMENDATION AFTER YOU HEARD VERBALLY THAT YOUR |
| 12 | INITIAL RECOMMENDATION HAD NOT BEEN ADOPTED? |
| L3 | A. THAT WAS THE INTENTION OF THIS |
| 4 | DOCUMENT. |
| L5 | Q. OKAY. HAVE YOU HEARD ANYTHING MORE |
| ۱6 | FROM MANAGEMENT SINCE THE TIME YOU PROVIDED THIS |
| ١7 | DOCUMENT ABOUT THE 18-MONTH TACTICAL PLAN |
| ١8 | RECOMMENDATION? |
| ۱9 | A. NO, I DID NOT. |
| 20 | Q. SO, YOU DON'T KNOW WHETHER THE |
| 21 | RECOMMENDATION HAS BEEN REVISITED, ONE WAY OR THE |
| 22 | OTHER? |
| 23 | A. I HAVE NOT HEARD ANYTHING. |
| 24 | (EXCERPT.) |
| 25 | Q. YOU HAVEN'T HAD ANY PROBLEMS WITH |

| AVAILABILITY OF | 7 | NETSCAPE | 4 | . 05 | TO | BOEING? |
|-----------------|---|----------|---|------|----|---------|
|-----------------|---|----------|---|------|----|---------|

A. NO, I HAVEN'T.

(EXCERPT.)

- Q. NOW, AS I UNDERSTAND WHAT YOU'VE
 TESTIFIED TO SO FAR, AN IMPORTANT PART OF YOUR
 JOB IS COMPARING AND EVALUATING DIFFERENT WEB
 BROWSERS FOR BOEING'S USE; IS THAT FAIR?
 - A. YES, IT IS.
- Q. IS HAVING A CHOICE OF DIFFERENT WEB
 BROWSERS FROM DIFFERENT PROVIDERS SOMETHING
 THAT'S IMPORTANT TO BOEING?
- A. YES, I THINK IT IS. BEING ABLE TO
 CHOOSE THE PRODUCT THAT WE'RE USING, I THINK, IS
 IMPORTANT TO BOEING, YES.
- Q. WHEN YOU EVALUATED NAVIGATOR 3 AND

 IE 3, NAVIGATOR 4 AND INTERNET EXPLORER 4, DO YOU

 CONSIDER THOSE WEB BROWSERS TO BE PRODUCTS

 SEPARATE FROM OPERATING SYSTEM PRODUCTS?

MR. BURT: SAME OBJECTION, AND COMPOUND.

THE WITNESS: YES, I BELIEVE THEM TO BE SEPARATE PRODUCTS. FROM MY PERSPECTIVE, THEY ARE SOFTWARE APPLICATIONS.

BY MR. MALONE:

Q. AND WHY DO YOU SAY THAT? WHAT LEADS

| | _ |
|--|---|

YOU TO THAT CONCLUSION?

- A. FROM--AGAIN, FROM MY PERSPECTIVE, I
 WOULD VIEW THEM AS SOFTWARE APPLICATIONS BECAUSE
 THEY ARE TOOLS THAT ARE USED TO INTERPRET DATA
 RATHER THAN WHAT I WOULD NORMALLY VIEW AS THE
 OPERATING SYSTEM, WHICH IS THE COMPONENTS OF
 SOFTWARE THAT ARE USED TO DIRECTLY MANIPULATE THE
 HARDWARE THAT FORMS THAT PC. THE APPLICATIONS
 ARE USED TO INTERPRET OR PARSE DATA.
- Q. OKAY. LET ME BACK UP ONE STEP AND JUST HAVE YOU EXPLAIN.

WHY IS IT TO YOU AT BOEING HAVING A CHOICE AMONG DIFFERENT BROWSERS WHEN YOU MAKE THESE EVALUATIONS AND DECISIONS IS IMPORTANT?

A. WELL, FROM THE PERSPECTIVE OF MY WORK
AT BOEING, I BELIEVE THAT THAT'S IMPORTANT
BECAUSE WE WANT TO--WE WANT TO DEPLOY TECHNOLOGY
THAT ALLOWS US TO PRODUCE AIRPLANES. THAT'S OUR
BUSINESS.

AND SO, IN DETERMINING WHAT SOFTWARE WE'RE GOING TO USE, WE NEED TO MEASURE THAT AGAINST HOW WE'RE GOING TO USE IT TO BUILD AIRPLANES, ESSENTIALLY, ULTIMATELY.

AND SO THE REQUIREMENTS THAT ARE
GENERATED BY OUR BUSINESS OF BUILDING AIRPLANES

WELL-DOCUMENTED, PUBLICLY DOCUMENTED STANDARD
TECHNOLOGIES WITHOUT--YEAH.
(EXCERPT.)

Q. AND I BELIEVE THERE WAS A QUESTION
ABOUT WHETHER THE EXISTENCE OF THOSE TWO VERSIONS
OF NAVIGATOR CREATED CONFUSION OR EXTRA SUPPORT.

DO YOU RECALL THAT?

- A. UMM-HMM, YES.
- Q. AND YOU DESCRIBED ANY ADDITIONAL SUPPORT OR CONFUSION AS NEGLIGIBLE; I BELIEVE?
- A. YES, I WOULD DESCRIBE IT AS BEING
 NEGLIGIBLE. THE USER INTERPHASES (SIC) BETWEEN
 THE TWO PRODUCTS ARE FAIRLY CONSISTENT. THERE
 ARE FAIRLY MINOR DIFFERENCES, AND MOST OF THE
 DIFFERENCES WOULDN'T--WOULD HAVE FAIRLY LOW
 LEVELS OF IMPACT ON THE END USER, SO--
- Q. ARE THE DIFFERENCES BETWEEN--OR I'M SORRY.

ARE THE NEGLIGIBLE CONFUSION AND

NEGLIGIBLE SUPPORT COSTS OF HAVING TWO DIFFERENT

VERSIONS OF NAVIGATOR DIFFERENT FROM ANY USER

CONFUSION AND SUPPORT COSTS THAT WOULD ARISE FROM

HAVING BOTH NETSCAPE NAVIGATOR AND INTERNET

EXPLORER DEPLOYED WITHIN BOEING?

A. YEAH. I BELIEVE THE COSTS AND SUPPORT

DIFFICULTIES WOULD BE DIFFERENT, YES.

- Q. OKAY. IN THE CASE OF HAVING--IF YOU HAD BOTH NAVIGATOR AND INTERNET EXPLORER DEPLOYED, WOULD THOSE COSTS BE HIGHER?
 - A. I BELIEVE THEY'D BE HIGHER.
- Q. OKAY. AND WHY IS THAT? CAN YOU EXPLAIN THAT A BIT.
- A. I WOULD SUGGEST THAT THEY'D BE HIGHER

 DUE TO A COUPLE OF THINGS. PROBABLY FIRST AND

 FOREMOST WOULD BE THAT THE POTENTIAL FOR A WEB

 APPLICATION DEVELOPER TO DEVELOP AN APPLICATION

 THAT DEPENDED SPECIFICALLY ON A PARTICULAR SITE,

 FROM THE END USER PERSPECTIVE THAT WOULD POSSIBLY

 BE THE BIGGEST IMPACT.

THEY WOULD HAVE TO KNOW, OH, WHEN I'M
ASSESSING THIS PARTICULAR WEB SITE, I HAVE TO USE
THIS PARTICULAR BROWSER. AND THEN IF THEY TRIED
TO GO TO THAT SITE WITH AN ALTERNATIVE BROWSER,
THEY WOULDN'T BE ABLE TO RENDER WHATEVER CONTENT
WAS AVAILABLE THERE.

THE OTHER REASON, THE OTHER ESSENTIAL REASON, WOULD HAVE TO DO WITH, YOU KNOW, ESSENTIALLY THE LOCAL USE OF THE SOFTWARE.

ON THE WINDOWS 95 DESKTOP THERE IS A DEFAULT BROWSER SETTING. AND THE DEFAULT BROWSER

BEHAVIOR, GENERALLY SPEAKING, WHEN YOU HAVE IE 4
AND NETSCAPE 4 INSTALLED, YOU CAN ALTERNATE
BETWEEN HAVING EITHER SET AS THE DEFAULT BROWSER.

IN SOME CASES, THOSE DEFAULT BROWSER
SETTINGS DO BECOME CONFUSED AND CAN MAKE IT
DIFFICULT FOR THE USER TO GET A PARTICULAR
BROWSER CONFIGURED AS THE DEFAULT BROWSER. SO
THAT CAN BECOME CONFUSING FOR END USERS.

SO THOSE WOULD PROBABLY BE THE TWO MAIN REASONS. CERTAINLY, THERE WOULD BE, YOU KNOW, MORE REASONS WE COULD PROBABLY THINK OF.

(EXCERPT.)

- Q. IF THE VERSION OF WINDOWS 95 THAT YOU STARTED WITH TO CREATE YOUR STANDARD IMAGE OR STANDARD LOAD HAD AN INTERNET EXPLORER ICON ON THE DESKTOP, WOULD YOU DELETE THAT ICON AS WELL AS THE WAY YOU DO THE MSN AND OTHER ICONS NOW?
 - A. YES, I BELIEVE WE PROBABLY WOULD.
 - Q. WHY WOULD YOU DO THAT?
- A. AS WE'VE SAID, NETSCAPE NAVIGATOR OR
 NETSCAPE COMMUNICATOR 4.05 CURRENTLY, AS OUR
 STANDARD WEB BROWSER, WE WOULD WANT TO ENCOURAGE
 THE USE OF THAT WEB BROWSER RATHER THAN AN
 ALTERNATIVE PRODUCT.

SO WE WOULD BE SEEKING TO, YOU KNOW,

MAKE IT AS OBVIOUS A CHOICE FOR END USER AS
POSSIBLE FOR THEM TO USE THE PRODUCT THAT WE HAD
CERTIFIED AS BEING STANDARD.

- Q. WHAT, IF ANY, CONCERNS WOULD YOU HAVE
 ABOUT END-USER CONFUSION IF THE INTERNET EXPLORER
 ICON WAS LEFT ON THE DESKTOP AND, AS IT DOES,
 BOEING STANDARDIZED ON NETSCAPE NAVIGATOR?
- A. HAVING BOTH ICONS ON THE DESKTOP,

 AGAIN, ESSENTIALLY GETS BACK TO HAVING END USERS

 HAVE EITHER, YOU KNOW, APPLICATIONS OR SITES THAT

 REQUIRE A PARTICULAR BROWSER, THAT ISSUE.

YOU WOULD ALSO PROBABLY RUN INTO
INSTANCES WHERE SPECIFIC CONFIGURATION SETTINGS,
YOU KNOW, DIDN'T WORK WITHIN ONE BROWSER OR THE
OTHER.

OR THEY MAY HAVE AN EXPECTATION THAT,
YOU KNOW, A PARTICULAR BROWSER WOULD FUNCTION IN
A PARTICULAR WAY, THAT IT WAS BASED ON EXPERIENCE
WITH ONE OF THOSE BROWSERS AND FIND THAT NOT TO
BE TRUE. I COULDN'T THINK OF ANY SPECIFIC
SCENARIOS THAT WOULD, YOU KNOW, OUTLINE THAT.
(EXCERPT.)

Q. FROM YOUR STANDPOINT, WOULD BOEING LIKE
TO HAVE A CHOICE AS IT MOVES TO WINDOWS NT 5
ABOUT WHETHER OR NOT TO USE INTERNET EXPLORER 5

AS ITS WEB BROWSER?

- A. I WOULD STILL PREFER THAT WE HAD THAT
 CHOICE TO MAKE. I WOULD STILL PREFER WE HAD THE
 ABILITY TO CHOOSE BETWEEN THE NETSCAPE BROWSER AS
 THE DEFAULT OR AS THE STANDARD WEB BROWSER FOR
 THE NT 5 OPERATING SYSTEM AND INTERNET EXPLORER.
 WE MAKE THAT CHOICE EXPLICITLY RATHER THAN HAVE
 TO GO IN AND MODIFY THE BASE INSTALLATION TO MAKE
 THE BROWSER SO THAT IT WOULD BE LESS VISIBLE.
- Q. LET ME ASK YOU A FEW QUESTIONS ABOUT
 THE ANALOGY THAT YOU HAVE HERE THAT MR. BURT
 ASKED YOU ABOUT. I THINK YOU SAID THIS WAS IN
 RESPONSE TO SOMEONE'S COMMENT THAT CONTAINED AN
 INACCURATE OR LESS ACCURATE ANALOGY?
- A. YES. I FELT IT WAS A LESS--WHAT I HEARD WAS WHAT I FELT TO BE A LESS ACCURATE ANALOGY. I WROTE THIS ANALOGY INSTEAD.
- Q. LET ME EXPLORE THIS. THE LET ME

 EXPLORE THIS--THE APPLICABILITY, IF YOU WILL, OF

 THIS ANALOGY A BIT.

YOU COMPARE HERE TO A SITUATION TO ONE
OF YOUR AIRLINE CUSTOMERS SAYING, "WE LIKE THE
BOEING AIRPLANES, WINGS, FUSELAGE, CONTROL
SYSTEMS AND INFRASTRUCTURE, BUT WE WANT TO USE AN
AIRBUS COCKPIT TO CONTROL THE AIRPLANE."

IS IT--IS IT COMMON OR DOES IT HAPPEN
IN THE AIRLINE INDUSTRY THAT AN AIRLINE WILL
PURCHASE THE COCKPIT FOR A NEW AIRPLANE
SEPARATELY FROM THE WINGS, FUSELAGE, CONTROL
SYSTEMS AND INFRASTRUCTURE?

- A. NO, NO, WOULDN'T BE COMMON.
- Q. IS THAT A DIFFERENCE BETWEEN THIS PART
 OF YOUR ANALOGY AND, AT LEAST, BOEING'S
 EXPERIENCE IN BUYING WEB BROWSERS SEPARATELY FROM
 OPERATING SYSTEMS?

MR. BURT: OBJECTION. LEADING.

THE WITNESS: YES, THAT WOULD BE, YOU KNOW, THE DIFFERENCE. I MEAN, NORMALLY WE WOULD EXPECT TO BE ABLE TO BUY THAT AS A COMPONENT, AND IT WOULD WORK WITH WHATEVER OPERATING SYSTEM THAT WE WERE CURRENTLY USING.

BY MR. MALONE:

- Q. AND TO TRY TO ADDRESS MR. BURT'S
 OBJECTION, IS THAT THE SAME AS OR DIFFERENT THAN
 THE SITUATION YOU DESCRIBE HERE IN YOUR ANALOGY
 OF WHAT AIRLINE CUSTOMERS WANT TO DO WITH THE
 COCKPIT?
- A. OH, YES, THAT WOULD BE DIFFERENT.

 BECAUSE AN AIRLINE CUSTOMER, TYPICALLY, IF

 THEY'RE BUYING A BOEING AIRPLANE, WOULD PROBABLY

WANT A BOEING COCKPIT.

- Q. ARE YOU AWARE OF A BOEING AIRLINE
 CUSTOMER EVER WANTING TO BUY AN AIRBUS COCKPIT TO
 USE IN A BOEING AIRPLANE?
- A. I CAN'T SAY THAT I'VE EVER HEARD OF ANYBODY DESIRING THAT.
- Q. NOW, YOU SAY RIGHT BELOW THE ANALOGY
 THERE THAT THE CHOICE WE WILL HAVE TO MAKE IS
 WHETHER WE WILL INSTALL A NETSCAPE BROWSER IN
 ADDITION TO INTERNET EXPLORER AND HOW INTERNET
 EXPLORER WILL BE CONFIGURED.

DO YOU SEE THAT?

- A. YES.
- Q. AND THEN YOU REFER TO THE RISKS SECTION BELOW. AND THAT'S TOWARD THE BOTTOM OF PAGE TWO?
 - A. YEAH.
- Q. AND THERE YOU SAY, "THE MAIN RISK FOR THIS STRATEGY"--AND I ASSUME BY "STRATEGY" HERE YOU MEAN MAKING IE 5 BE THE BOEING STANDARD BROWSER?
- A. LET'S SEE. THE INTENT THERE, I
 BELIEVE, WAS TO THE STRATEGY-YES, MAKING IE THE
 STANDARD BROWSER WAS THE STRATEGY THAT I WAS
 TALKING ABOUT.
 - Q. "THE MAIN RISK FOR THIS STRATEGY IS

THAT IT MAY CAUSE US TO INSTALL A SECOND BROWSER
ON THESE DESKTOPS IN ORDER TO SUPPORT SPECIFIC
CAPABILITIES ON SPECIFIC WEB SYSTEMS."

TELL ME IN THIS SPECIFIC CONTEXT WHY
YOU VIEWED INSTALLING A SECOND BROWSER ON BOEING
DESKTOPS AS A RISK OR THE MAIN RISK, AS YOU SAY
HERE.

A. YEAH, IT GETS TO--OR IT INCREASES THE COMPLEXITY OF THE SOFTWARE ON THE DESKTOP, MAKE IT MORE DIFFICULT TO SUPPORT. YOU GET BACK INTO A LITTLE BIT WHAT I TALKED ABOUT BEFORE IN TERMS OF DEFAULT-BROWSER BEHAVIORS.

THE ASSOCIATIONS ON A DESKTOP FOR
DIFFERENT CONTENT TYPES, WHEN YOU CLICK ON A
LINK, DOES IT BRING UP WHICH BROWSER? IT BRINGS
UP THE DEFAULT BROWSER. WELL, WHICH ONE IS
CURRENTLY DEFAULT?

AS THAT GETS TOGGLED BACK AND FORTH,

THERE COULD BE SOME CONFUSION IN THE OPERATING

SYSTEM. AND EVENTUALLY, IT MAY FAIL TO CHANGE IT

BACK AND FORTH ANY LONGER.

THAT'S--YOU KNOW, THAT'S AN EXAMPLE OF
THE RISK. IT ESSENTIALLY INCREASES THE
COMPLEXITY OF THE DESKTOP.
(EXCERPT.)

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Q. AND CAN YOU JUST TELL ME GENERALLY THE SUBJECT MATTER OF EXHIBIT 8.

- A. THIS WAS AN ATTEMPT TO DOCUMENT AND CAPTURE SOME OF THE PROBLEMS THAT I PERCEIVED WITH THE INSTALLATION OF IE 4.
- Q. ABOUT A THIRD OF THE WAY DOWN THE FIRST PAGE THERE'S A HEADING THAT SAYS, "PROBLEMS WITH IE 4." AND THEN THE NEXT PARAGRAPH SAYS, "MICROSOFT INTERNET EXPLORER 4.0 MAKES CHANGES TO UNDERLYING WINDOWS 95 OPERATION SYSTEM DYNAMIC LINK LIBRARIES (DLL). THESE MODIFICATIONS MAY CAUSE UNEXPECTED SIDE EFFECTS FOR EXISTING WINDOWS 95 APPLICATION SOFTWARE."

WHAT WERE YOU REFERRING TO THERE? WHAT DID YOU MEAN?

A. AGAIN, BECAUSE YOU'RE MODIFYING OR
BECAUSE INTERNET EXPLORER MODIFIES DLL'S THAT
OTHER APPLICATIONS USE FOR SERVICES, THE IMPACT
OF THAT MODIFICATION COULD BE TO CAUSE THE
APPLICANTS TO BREAK. AND IN SOME CASES, THERE
WERE SPECIFIC EXAMPLES OF THOSE BEHAVIORS.

NOT SPECIFICALLY RELATED TO INTERNET

EXPLORER, BUT RATHER A COUPLE OF OTHER PRODUCTS,

I HAVE SOME SPECIFIC EXAMPLES OF INSTANCES WHERE

DLL CONTENTION CAUSES APPLICATIONS TO FAIL.

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I--THE--OF THE ONES THAT ARE DOCUMENTED
IN THIS DOCUMENT, NONE OF THOSE OCCURRED WITHIN
BOEING. BUT MY ASSERTION WAS THAT WE COULDN'T
PREDICT WHETHER OR NOT THERE WOULD BE OTHER
APPLICATIONS THAT WOULD EXPOSE THESE KINDS OF
PROBLEMS. AND THAT UNCERTAINTY IS ENOUGH TO--TO
MY MIND, THAT UNCERTAINTY IS ENOUGH TO WARRANT
NOTING THAT AS A PROBLEM OR CONCERN.
(EXCERPT.)

- Q. OKAY. AND DO I UNDERSTAND CORRECTLY

 THAT NO ONE AT BOEING HAS EVER DONE ANY TESTING

 OR EVALUATION TO DETERMINE WHETHER, IN FACT,

 THERE WERE ANY INTERNAL BOEING APPLICATIONS THAT

 WOULD BE AFFECTED BY THOSE CHANGES?
- A. NO. THERE HAS NOT BEEN ANY EXTENSIVE TESTING OF THAT SPECIFIC RISK.

 (EXCERPT.)
- Q. OKAY. AND ARE YOU AWARE OF ANY OTHER CONFLICTS WITH INTERNET EXPLORER 4 MODIFYING DLL'S IN A WAY THAT IT HAS ANY IMPLICATION ON COMMERCIALLY AVAILABLE SOFTWARE?
 - A. NO, I'M NOT.
- Q. OKAY. AND YOU ALREADY TESTIFIED IN
 THIS SERIES OF QUESTIONS BY ME THAT YOU ARE NOT
 AWARE TODAY OF ANY SPECIFIC CONFLICTS WITH ANY

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|----------|-------|-------|------|---------|------|-------|-------|
| Α. | NO, | I'M | NOT | AWARE | OF | ANY. | |

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