

~~Exhibit~~

3/6/97

- Microsoft / IBM / Oracle / Bony / Brian / Ted / Best

- APC → IBM first chain in exchange FOR system located w/ office
- I.E. → in exchange - Netware system + SOFT dollars
- KPC → in exchange for Netware system
- ① - Self Center - WHQL
- ② - Escalation point
- ③ - Review NT source on site
- ④ - work on MS/IBM future products
- ⑤ - have engineers work together
- new Access to use ES & Backstage
- Partially type in Address & File Y.1
- done The rest

→ for the Publishing business

* X MS wants IBM to exclusively function I.E. & Active Desktop

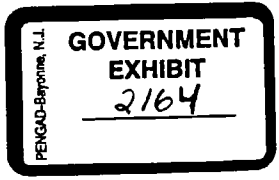
** X No NETSCAPE & rescue more MDA & ACRES, the PC Co.

→ some elements on a BILATERAL

→ CERBIT →

TRYING TO SHUT DOWN STORE BRANDS

How do we move from APP with dealers to Retailers.



Thursday

3/6/87 → ms/DAM continued

** Action on I.E. → Most one week from today on whether we can move forward to jointly "promote" I.E. 40 exclusively if not MDA Repression.

→ Further is coming very fast right now
→ more focused on Germany

(2) → BPC

Issue → How do we come to market

Best → Smarter, Win/Loss, not remove obstructions BPs & make the system make

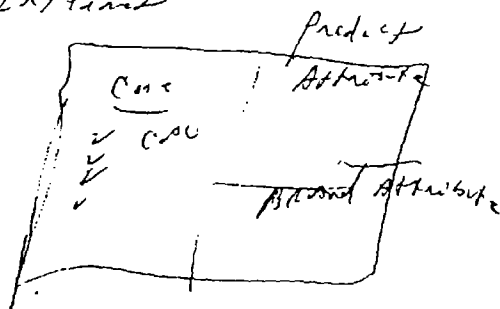
* User Definition = EPG
BPC defines EPG - Electronic Programming Guide.

① Device in living room = BPC
② Home Server

Use as PC, TV, & Internet

At home

WinHEC



RPC → Max 5k.

3/6/87 -

RPC → DOLLARS might make the difference

ACTION

W.P. Games, Internet, Finance, Sharepoint

(1) * CAN we come up with a compelling financial offer

(2) If cannot work then we still interested in "fact check"

(3) One week →
~~A RPC →~~

(1) ON CAT - NFW be Neutral System

(2) Engagement in field is a 2nd opportunity

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1/2/11