

3/27/97 - Microsoft/IBM mtg.

Microsoft → Kenjo, Akmalad, Merdi, Koib, Martin, Haroon
IBM → Arzel, FitzPatrick, Osborne, Cotton, Nassis
Dubinsky, Romero, Bauderick

- Dynamic HTML supports multiple clients
- Customization of features can be cached through
- Polling of applications runs continuously

→ OEM capability to Alter GUI?

→ used COMPACT 270 5200

→ Link to ISP's

→ MSNINVESTOR.COM

→ What can you do with the Channels

→ Can we Alter the B-Talk to do customization

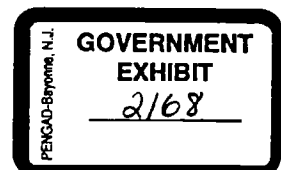
Available AT end of September
Not in the BOX

ms covers CIGS until month
+ 60 days

Custom Content for selected
27 LANGUAGES OR VANILLA

Initiative for Content Summit
Named in future release

Channel Content & IE4
within 30 days



3/27/97 Meeting with Geoff Alexander
Ted Hannum, Romeo, Pinkney, Nosen, Osborne

(1)
I.E.
4.0

Best, "we have a problem if
you 'LOAD AMERICAS'"

Prominent position at launch

"Exclusively" promote I.E. 4.0

→ January → pre-launch

→ promote ease of use

→ this will put up dollars

→ memo of understanding in
two weeks → April 1997

people you work with

→ Get MANCOM

Consumer }
Special → Retail }

End user - Quicks → end user

quick manner → consumer - small business

Corey Pull → enterprise

→ Best will be in launch in
mid-April for promote 4.0

He would like to meet with David

Emerging markets → India &
Latin America

→
1

3/27/91 → MS meetings

② ~~Broadcast PC~~ ~~Product~~ ~~per~~
NEUTRAL systems → to MS =

- WP ✓ Word 99
- Spread ✓ works 4.0. ^{spread} DATA base ^{EDITOR} } Get the list
- REF X ENCHANT 99 } OUT OF YOUR
- FIN ✓ Greenway's workshp } HAVE PC
- Brunson ✓ I.E. 3.0. then 4.0
- Games ✓ MS Arcade * HOME ESSENTIALS
- ✓ FURY 3, wings 7 2

↓ money
→ U.S. Only At this time, NO
Graphics? Everywhere except Europe

→ Below \$10 across Alpha's
\$220 on the shelf with a 840 Rev.

• "Common" NO deal if must be
ENCHANT

John Stacy → Edmark, Penn. Rev

→ ENCHANT has been localized
France, Germany, US ~~and~~ UNKISH

③ Broadcast PC

→ SP/AD TO members →
ALTERNATIVES

(A) does company invest in BPC

3/27 →

2) Weekly docs of Mentis we
don't get

3) Announcement of RSC

On new print collators we
produce new → this will appear
to

4) KPC

5) Criteria

① Payment
②

6) Provide to