

From: bens
Sent: Thursday, September 28, 1995 10:17 AM
To: johnlu; chrisjo
Subject: RE: Internet concern

Maybe I should go down and visit the Intel VP in Oregon after all?

From: johnlu
Sent: Tuesday, September 26, 1995 8:49 AM
To: bens; chrisjo
Subject: FW: Internet concern

just fyi. i sent mail to paul saying my worst nightmare was a netscape/intel alliance

From: "Paul Maritz (Exchange)" [SMTP: paulma@exchange.microsoft.com]
Sent: Tuesday, September 26, 1995 8:31 AM
To: johnlu@MICROSOFT.com
Subject: FW: Internet concern

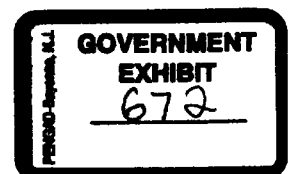
No response to this mail as of yet (sent Friday)..

From: Paul Maritz (Exchange)
Sent: Friday, September 22, 1995 4:58 PM
To: 'Frank Gill (Intel)'
Subject: Internet concern

This is probably just nervousness on my part. I have pushed our guys to take up the challenge to "sell" Intel on our Internet software - they say that they have made at least one "sales call" and are shipping beta's etc to relevant Intel folk.

But they say that the Intel has been pretty closed mouthed in return, which makes me nervous about whether decisions have already been made, and makes me worry whether there is a "surprise" in the offing. Again, I am more than willing to admit to paranoia, but it is a paranoia born of the importance we attach to the Internet. It has become "Job #1" for us. So any feedback would be much appreciated.

Beyond that I would like to schedule a meeting in early November, or so, to give you an update on our overall Internet thinking, and to get that briefing on Intel's communications products/business so that I can be better equipped to know how to see relationship.



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