

Subject: Re: Microsoft Agreement and Guerrino's note  
 Date: 09/05 8:22 AM  
 Received: 09/05 10:56 AM  
 From: Guerrino De Luca, deluca@apple.com  
 To: Kevin Saul, saul.kev@apple.com  
 David Krathwohl, krath@apple.com  
 Jim Gable, gable@apple.com  
 CC: Cindy Hanson Lawrence, cindy.h@apple.com  
 Paul Carmichael, iplaw@apple.com  
 Laurence Clavere, clavere1@apple.com  
 David Roman, roman1@apple.com  
 Phil Schiller, schiller@apple.com  
 Michael Fuller, fuller1@apple.com  
 Dave Billmaier, billmaier1@apple.com  
 Avie Tevanian, avie@apple.com

Kevin, Jim and David,  
 we must ensure we follow up on this. There are several cases in which we currently, and understandably, use other browsers in our demos, events, etc. We must limit or avoid these cases. Please prepare a memo that we could post on our internal website.  
 Thanks  
 Guerrino

>Kevin,  
 >  
 >Just a note to follow up on the MS Contract meeting from last week.  
 >  
 >• Apple will encourage Employees to use MS IE for all Apple  
 > sponsored events - Guerrino DeLuca & Kevin Saul  
 >  
 >You had volunteered to work with Guerrino to get this note out.  
 >It would probably be best to do that in the near term.  
 >  
 >Below I've listed the wording from the contract as it pertains  
 >to the above action item.  
 >  
 >Cindy  
 >  
 >Section 3.2 (page 6)  
 >  
 >3.2 Marketing. For so long as Apple is bundling Internet Explorer for the  
 >Macintosh, Apple will display the Internet Explorer logo on all  
 >Apple-controlled web pages where any browser logo is displayed. Such  
 >display shall be in accordance with Microsoft's reasonable trademark  
 >guidelines for use of such logo, which shall not include any requirements  
 >of particular placement on the web page. [Nile O'Connor, DRI]. In  
 >addition, for so long as Apple is bundling Internet Explorer for the  
 >Macintosh, Apple will encourage its employees to use Microsoft Internet  
 >Explorer for Macintosh for All Apple-sponsored events and will not promote  
 >another browser to its employees. [Guerrino, Kevin].  
 >  
 >  
 >  
 >Cindy Hanson Lawrence

HIGHLY CONFIDENTIAL

MAC10721



>  
>Microsoft Relationship Manager  
>cindy.h@apple.com  
>206-889-7958  
>

**HIGHLY  
CONFIDENTIAL**

MAC10722