

PX0222

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	<u>2155</u>
	Comes v. Microsoft

From: Bob Frankston (franksto)  
 Sent: Wednesday, October 05, 1994 11:53 AM  
 To: Peter Pathe; Steven Sinofsky  
 Subject: RE: Frankenberg speech at Agenda

What's the action item on this? In addition to Word (office) "online", there do seem to be a number of projects including the new O'Hara (Internet tools in Chicago (a more appropriate name in this context)) in addition to the plumbing work in both 'NT and '95. MOS seems to not be in this arena though Craig was least seen speaking to an Service Provider in the UK. Is there any coordination?

From: Peter Pathe  
 To: Peter Pathe's Direct Reports  
 Cc: Bob Frankston; Steven Sinofsky  
 Subject: FW: Frankenberg speech at Agenda  
 Date: Wednesday, October 05, 1994 10:24

From: Bill Gates <billg@microsoft.com>  
 To: bobfr  
 Cc: brianf; chrisp; jimalt; mikemap; nathanm; paulma; peteh; ppathe; tomev  
 Subject: Frankenberg speech at Agenda  
 Date: Tue, Oct 4, 1994 11:08PM

He talked about Wave systems, security, importance of content, publishing tools HTML, WPD, Envoy, SGML. I was impressed with the clarity of their tools discussion including the role of the different formats. They will not be in the content business. They will do lots of tools. They see the key highways being: Internet and ANCS. They think they can add value to both of these. They view their work with AT&T (ANCS) as the key alternative to the Internet and saying it will be huge because of their partnership with the major PTTS in the world, its global directory. ANCS will be a superset strictly of the Internet.

Corsair was demoed. Cross platform including API(mac, unix, Windows, etc.), Multiprotocol, WordWide Web, Virtual World. Unified views! Browser is called ferret. 3-D view. Started out with an Office picture. Used Internet connection with Intel modem card across cable system in hotel. Clicked on desk with financial quotes and went out and got today's stock prices on a server, launched WP 6.1 and showed how its Hypertext capability lets you navigate around the world using URLs!!! Clicked on door to navigate his Lan and got an elevator panel with listing of resources. Picked Human resources which showed a new image that had links to all of the services offered by HR. Dove in a saw all of the forms, choose employee referral form and filled it out and submitted it online. Could have taken it back to their office or dropped it anywhere. Went back to Windows and used click to go out a a city type view that had lots of buildings. Each hot spot showed a cursor when he was over it. He picked some business park building and starting to show all the companies listed on the Internet (not sure what this had to do with Envoy or if it was just WEB). The Wordperfect home page he showed is very cool showing all the services and products they offer. He selected Envoy and ordered the product online. He says they will make it very easy with their tools to allow their resellers and others to do the same things - do home pages, and allow orders. They get >20k hits per day to their home page they say. He went back to the city display and selected the Infoworld building and showed their home page.

Basicly Corsair is a shell that includes a WWW browser with some APIs. This emphasizes the importance of our shell integration.

Novell is a lot more aware of how the world is changing than I thought they were. They will give ANCS a lot of visibility based on their penetration of current networks. They will move their customers to TCP/IP fairly rapidly.

Frankenberg comes across well.

EXHIBIT # 21  
 WITNESS Gates  
 DATE 5-19-09  
 ZOYA SPENCER (206)382-9895

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	<u>307</u>