



To: Noah Mendelsohn/CAM/Lotus @ LOTUS @ IBM\_INTERNAL  
cc:  
From: Rodney Smith @ RTPNOTES @ IBM\_INTERNAL  
Date: 08/20/96 06:34:44 AM  
Subject:  Re: URGENT: Can I pass on the MS news?

Jeff P. is in the loop here. He's not interested in source but object-code.

Please distributed only selectively -- we do not have a contract close with regards to Navigator for OS/2 and any news like this on the streets would jeopardize the contracts -- not to mention our position with Microsoft. Some folks think this will loosen up NS to close this quicker -- I'm a little more conservative given their recent actions to I'm erring on the side of caution.

Regards,  
Rod

**Re: URGENT: Can I pass on the MS news?**

Subject:  Re: URGENT: Can I pass on the MS news?  
To: Rodney Smith @ RTPNOTES @ IBM\_INTERNAL  
cc:  
From: Noah Mendelsohn/CAM/Lotus @ LOTUS @ IBM\_INTERNAL  
Date: 08/14/96 10:14:05 AM

Rod: does anyone at Lotus know about this? Very important to our direction. Can I pass it on? Thanks.

*Additionally, there is some new news on the Microsoft front. We are pursuing the possibility of jointly working on Java for Win3.1. It appears from this initial discussion Microsoft is becoming concerned enough that we will/could form a stronger partnership with Netscape that they offered us Internet Explorer source code, royalty free with upgrades. While this might not be free as initially offered, it does suggest the level Microsoft will go to sway our alliances.*

*This puts us in a unique position; I suggest we need to navigate a course that offers us a platform & environment that will enable as level a playing field as possible -- and keeps both of these guys on the client side. I think we are all agreed that if Netscape-JavaSoft with us cannot foster a relationship that attracts a majority of the ISV community -- we need to consider the alternative with regards to Microsoft. However, in our current voting position we can demand a lot of shaping to fit our business objectives. In terms of time, I suspect we have less than two months to make this happen. It is clear that given the current directions -- we will have to make a choice on the client side. Netscape & Microsoft are on divergent paths.*

I think Lotus, particularly with our experience in dealing with and competing with MS, along with all the Notes issues, would want to be in the loop on this ASAP. Thanks.

Noah

  
EXHIBIT NO. 16

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