From: Steven Sinofsky
Sent: Monday, January 20, 1997 5:24 PM
To: Bill Gates
Subject: FW: Netscape: and Corel to Provide Integrated Software Optimized for Network-Centric Environment

I sent this to aaron:

W

COJ.doc

it is also http://officeweb/public/javaoffice

-----Original Message-----
From: Robert (Robbie) Bach
Sent: Monday, January 20, 1997 4:50 PM
To: Bill Gates
Cc: Richard Fade; Jon DeVaan; Brad Silverberg; Steven Sinofsky; Michael Hebert; Michael Graff; Brad Chase
Subject: RE: Netscape: and Corel to Provide Integrated Software Optimized for Network-Centric Environment

You mentioned this in the MYR today...we are following up and calling analysts to get their info on the Netscape/Corel relationship...MikeHeb will forward as soon as we have it. SteveSi is also looking at the latest Corel Java apps they posted.

Thanks

Robbie

> -----Original Message-----
> **From:** **Bill Gates**
> **Sent:** Friday, January 17, 1997 12:56 PM
> **To:** Robert (Robbie) Bach
> **Cc:** Richard Fade; Jon DeVaan; Brad Silverberg
> **Subject:** RE: Netscape: and Corel to Provide Integrated Software Optimized for Network-Centric Environment
>
> I guess the Groupwise relationship with Novell was structured so that Corel could just ignore it since this attacks that directly. I thought Corel had committed a bunch of royalties for Groupwise and loyalty to Novell. We should have Novell analysts probe this issue.
>
> I do wonder how the pricing between the 2 companies work since they both want to make revenue on these products. We should get Netscape and Corel analysts to probe this issue.
>
> We do need to get our people to evaluate these JAVA products again. I look forward to seeing what the analysis comes up with.
>
> With Netscape and Corel working together its nice that we organized ourselves so the group attacking Netscape and the group attacking Corel are under common leadership! I agree their relationship could get stronger over time with Netscape buying Corel. It would be complex but if they pulled it off it would strengthen them.
>
> > -----Original Message-----
> > **From:** **Robert (Robbie) Bach**
> > **Sent:** Friday, January 17, 1997 8:50 AM
> > **To:** Bill Gates
> > **Subject:** FW: Netscape: and Corel to Provide Integrated Software Optimized for Network-Centric Environment
> >
> > Per our discussion in the hotel room...this press release actually says they are "jointly developing WordPerfect 8" and integrating Communicator into that. Combine that with the Corel Java work and I think this does make Netscape a key competitor....
> >
> > Robbie
> >
> > -----Original Message-----
> > **From:** **Library News Service**