
From: Troy Batterberry
Sent: Wednesday, July 24, 2002 8:50 AM
To: Jim Stewart (NT)
Subject: RE: NetApp/Windows caching solution

Definitely a concern and initially I was a huge skeptic – I'll discuss with you offline regarding some of the details. They are a bit sensitive

-----Original Message-----
From: Jim Stewart (NT)
Sent: Wednesday, July 24, 2002 8:49 AM
To: Troy Batterberry
Subject: RE: NetApp/Windows caching solution

so why are we working with them - is there really the sense that they will deploy on windows in this case rather than linux? Potentially they are just trolling for information?

-----Original Message-----
From: Troy Batterberry
Sent: Wednesday, July 24, 2002 8:38 AM
To: Jim Stewart (NT)
Subject: RE: NetApp/Windows caching solution

They make high performance, easy to manage "plug and play" server appliances and caching devices for things like web servers, SMB file servers, streaming media, etc. They have done very well, and taken tons of business away from the windows server team. Yahoo ripped out all their Windows server boxes and replaced them with Netapp. Similar things are happening in the enterprise space. Between Netapp and Cisco, they are taking a lot of business away from windows servers.

-----Original Message-----
From: Jim Stewart (NT)
Sent: Wednesday, July 24, 2002 8:30 AM
To: Troy Batterberry
Subject: RE: NetApp/Windows caching solution

what exactly is netapp and what is their product line?

-----Original Message-----
From: Troy Batterberry
Sent: Wednesday, July 24, 2002 7:52 AM
To: Troy Batterberry's Direct Reports; Rick Prologo
Cc: Jim Stewart (NT)
Subject: FW: NetApp/Windows caching solution

Let's make sure we give NetApp exceptional turnaround time on any problems they report in Hercules. An obvious concern they will have is whether we are responsive to their needs – with linux and their own caching implementation, they don't have to depend on us for anything. We need to get them running properly on Windows and make them a happy customer – this is a sensitive area right now, and could make jimm totally thrilled if we convert one of the biggest linux shops around over to windows. It would be a huge win for Microsoft, and help us counter the universal server msg from our friends across the lake. Chriskno, you drive.

4/22/2003

Plaintiff's Exhibit

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Comes V. Microsoft

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Keep all of this confidential – this will be a big part of our launch.

-----Original Message-----

From: Gary Schare
Sent: Tuesday, July 23, 2002 10:46 PM
To: 'O'Neill, Mike'
Cc: Jim Fredricksen; Tony Bawcutt; David Misakian; Nancy Narraway; Rahul Auradkar; Troy Batterberry
Subject: RE: NetApp/Windows caching solution

Yes! Tony Bawcutt and I will drive from our side. We will have ironed out the issues I discussed with you last week by then and will be ready to aggressively move forward on a Windows OEM agreement and a plan to jointly announce this effort at the Corona launch.

Looking forward to working with you and the rest of the NetApp team on this initiative.

Gary

-----Original Message-----

From: O'Neill, Mike [mailto:Michael.O'neill@netapp.com]
Sent: Tuesday, July 23, 2002 10:39 PM
To: Gary Schare
Cc: Jim Fredricksen
Subject: NetApp/Windows caching solution

Gary,

I just spent the day in Sunnyvale talking through the opportunity for MS and NetApp to jointly go to market with a Windows based caching solution...and announce the solution at the Win Media launch in September. There is a high level of interest in exploring how we make this happen. Can we set up a time in the next week for you, Will and others needed to meet with myself and Chris Liotta (NetApp Senior VP, CDBU Content Delivery Business Unit) regarding what the solution would look like? Chris has met with Will in the past. Lets align on the problem(s)/issues we need to identify and solve. We'd like to make sure we are delivering a solution that will enable us to jointly make a significant impact in the CDM space. Thanks for the help.

Regards,

Mike

4/22/2003

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