From: Brad Chase  
Sent: Thursday, April 17, 1997 10:02 PM  
To: Bill Gates, Pete Higgins, Lewis Levin  
Cc: Paul Mantz, Brad Silverberg, Will Poole  
Subject: FW: Intuit Terms Agreed  

Hi!

We have agreed on all salient terms in our term sheet and are going to contract. Bottom line we give them a fairly standard 2nd tier platinum ICP deal for IE4 and they promote and ship IE3 and IE4 preferentially and in a big way; starting shipments this fall with Quicken 98 and starting PR & promotions as soon as practical.

Here are the highlights:

Intuit obligations:
- Bundle IE3 (Quicken) and IE4 (other products) will all ship new 97 and 98 releases of Intuit products, including Quicken, Quick Books, and Turbotax, on all applicable platforms.
- Include 50MB of introductory Content (from all other Channels) with IE4 on COROM versions of Intuit products
- Build a compelling free-content personal finance channel utilizing DHTML etc. for IE4. Content to be relevant to all Internet users with interests in the personal finance area.
- Exclusivity logo all Intuit sites w/IE
- Not enter into marketing/promo agreements with Other Browser manufacturers for distribution or promotion of Intuit content
- Announce a "Very Public Alignment" with Microsoft technologies, including issuing a joint press release to announce plans to use and deploy products with significant use of Active X, specifically addressing security issues etc.
- Create "Differentiated Content" area for Intuit Channel that is available only to IE users.

Intuit rights:
- World-wide royalty free distribution of IE for 3 years
- May delete MSN Investor Channel & Intro content from versions of IE4 it ships

Microsoft obligations:
- Include Intuit Channel (QFN or alternative icon/URL as second-level Channel of IE4 in US and possibly Canada - being investigated) Channel goes under Microsoft determined category (such as News) placed next to or under MSN Investor Channel icon.
- Include 1MB Intuit content with retail and OEM IE4
- Include Intuit Channel in Microsoft Channel Guide and related marketing promotions

Terms:
- From signing until the later of (i) twelve months following IE4 consumer launch and (ii) October 15, 1998