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PLAINTIFF'S
EXHIBIT
2998
Comes v. Microsoft

Office 2000

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Road Map Review

Presentation Outline

- Office 2000 Paradigm Shift
- Impacts
- Competitive Landscape
- Potential Responses
- Next Steps

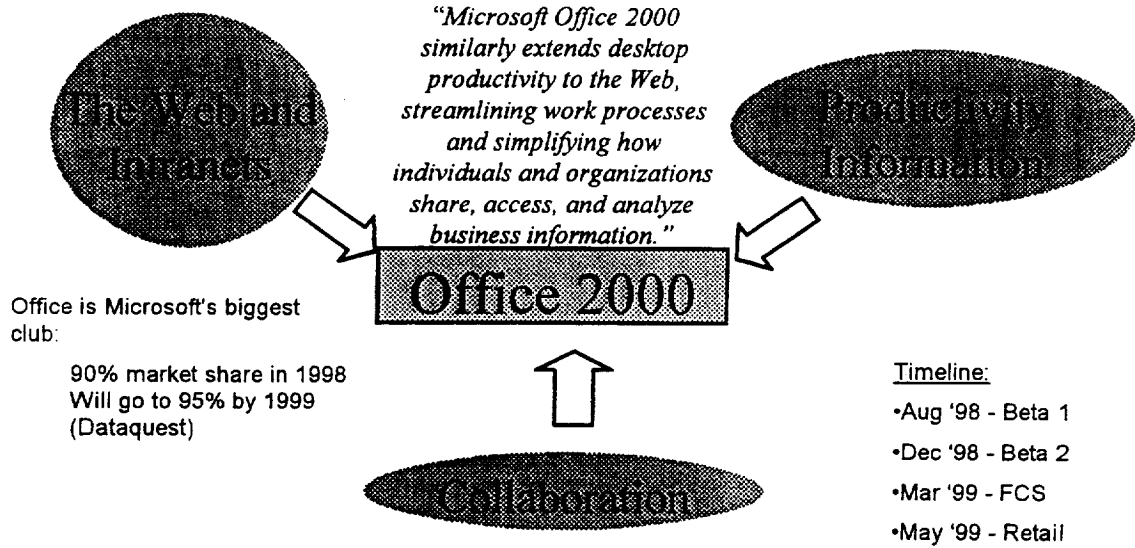
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Office 2000: a new Paradigm



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Suites

Standard	Small Business	Developer	Professional	Premium (new!)
Excel	Excel	Excel	Excel	Excel
Word	Word	Word	Word	Word
Outlook	Outlook	Outlook	Outlook	Outlook
Power Point			Power Point	Power Point
		Access	Access	Access
	Publisher		Publisher	Publisher
	Small bus. tools		Small bus. tools	Small bus. tools
				Photo Draw
				Front Page

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Messages and features

1) Improve deployment, administration, and maintenance

➤ *Install on demand (MSI); ➤ self-repairing; ➤ disable user interface (system policy editor); ➤ customizable alerts; ➤ roaming user profiles (digital persona); ➤ template manager*

2) Enhance collaboration

➤ *Outlook 2000; ➤ threaded Web discussions; ➤ save to the Web; ➤ subscriptions and notifications; ➤ NetMeeting integration; ➤ Web page preview; ➤ Link repair; ➤ HTML affinity/roundtrip; ➤ XML; ➤ themes and design templates; ➤ digital signatures; ➤ front page extensions; ➤  provide web authentication.*

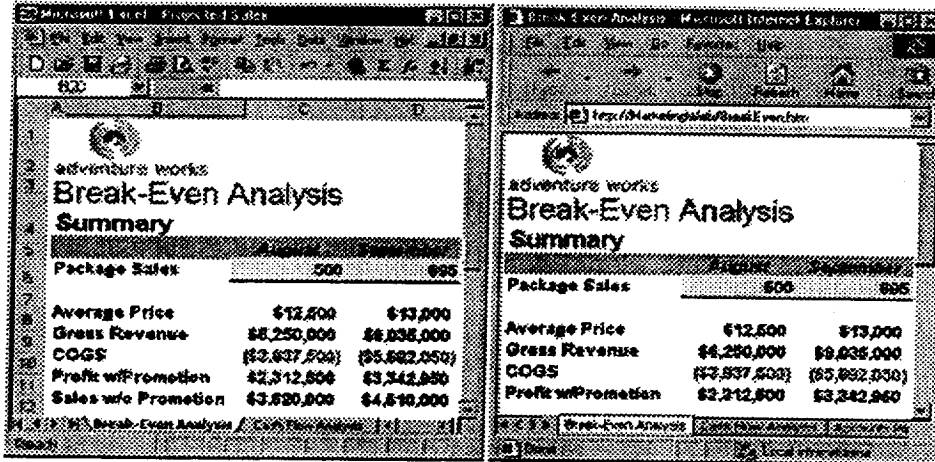
3) Enhance data access and analysis

➤ *Spreadsheets, pivot tables, charts all active from browser (using XML and Active X); ➤ Data Access Pages (Active Server Pages) automate creation of dynamic web sites; ➤ Client/server added to Excel*

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Web Publishing and Consumption

Using XML, Active X, and Internet Explorer, Office 2000 removes the barriers between HTML and Proprietary formats



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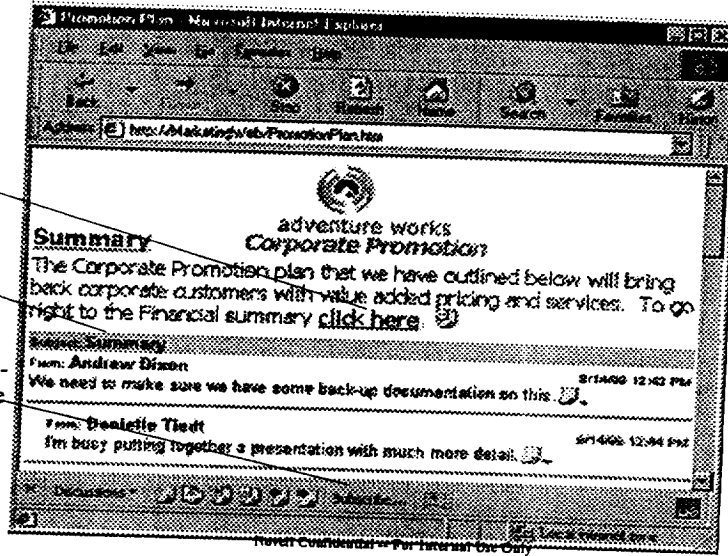
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Collaboration

Threaded discussions in documents - Microsoft FrontPage Server Extensions required for this functionality
Trigger E-mail or Internet Explorer channel updates when a document or related discussion is added, changed, or deleted

- Access document
- Note the threaded discussions
- Subscribe to receive e-mail when updates are made



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SWOT

	Novell	Microsoft
Strengths	<ul style="list-style-type: none"> ✓ NDS lead/momentum ✓ ZEN ✓ NetWare 5 momentum, shipping ✓ Recovering image ✓ Installed base ✓ Entrenched and popular security services 	<ul style="list-style-type: none"> ✓ Office dominance/monopoly ✓ Windows dominance ✓ Huge resources ✓ NT growth ✓ Killer brand ✓ Front page ubiquity
Weaknesses	<ul style="list-style-type: none"> ➤ Late to the game on Web ➤ Less money from cash cow ➤ Behind on O2K response ➤ Lacking security infrastructure to properly exploit NDS 	<ul style="list-style-type: none"> ➤ Windows 2000 not shipping yet, migration is a gamble. Y2K scare could slow deployment ➤ Have to migrate huge Office install base ➤ Single vendor story less attractive and credible ➤ Security services weak ➤ Late to the game on directory



Microsoft Opportunities

- Co-opt GW, ZEN, NW, Border with Office
 - Microsoft's strongest product
 - Redefine computing paradigm
- Use O2K to drive W2K, IIS acceptance, generate huge revenues
- Use Front Page Extensions to corner web serving
- Increase breadth and depth in corporate accounts
- Kill Netscape Navigator
- Position Java as a language only

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Deployment

Threats	<ul style="list-style-type: none">• NAL becomes immaterial; Microsoft integrates equivalent functionality in Office• Office 2000 acceptance drives Active Directory, hurts NDS• Remaining ZEN functionality and vision subsumed by Office 2000
Opportunities	<ol style="list-style-type: none">1. Help move Microsoft to Office 2000 faster than they are ready to handle it. Create a product line that adds value where MS has holes (NDS security, collaboration) and entrench NDS. Generate new revenue streams \$\$\$ from these solutions. Make O2K even more appealing to customers.2. Leverage ZEN to accelerate deployment. Embrace MSI, tie it to NDS.3. Use NDS to manage user profiles and configuration information4. Use collaboration components to migration Office '97 users to O2K.

Collaboration

Threats	<ul style="list-style-type: none"> • NetWare becomes legacy file server, key documents are published to Web (NCP loses, HTTP moves forward) • Outlook 2000 and Web collaboration get user mind-share, GroupWise becomes immaterial • Front Page Extensions kill Enterprise server before it even gets started • Extra credit: kill Netscape browser • Extra credit: push Java into programming language niche; position Active X as network computing framework and populate with Microsoft-dominated products
Opportunities	<ol style="list-style-type: none"> 1. Use NDS and security services to provide single sign on for Office 2000 users publishing on Web (MS currently uses NTLM) 2. Push Novell access control into Office user base. NDS already manages the users and groups that need to collaborate. 3. Make NetWare the most scalable (6-pack), fault tolerant (Orion) and functionally rich (HTTP, Webdav, Front Page Extensions) back end for Office 4. Focus collaboration products one back-end; cede front-end to MS (Magellan; Curacao) 5. Serve Front Page Extensions to maintain parity

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Reporting

Threats	<ul style="list-style-type: none">• Microsoft flanks IT department by appealing directly to users. Users believe they are networking experts.• Increase number of controls Border Manager can't cache
Opportunities	<ol style="list-style-type: none">1. Leverage Shadow, Mybook; pull user preferences into NDS.2. Integrate Console WEB components3. Create tools to help cross-functional teams use O2K more effectively. For example, statistical tools to show who has reviewed documents, and how many comments they added.4. Create O2K-based reporting tools that show Novell products in a favorable light. Focus these tools on exec and user base, who would like to consider themselves networking experts. (executive and user eye-candy)

Using tools at hand

Survival Kit

- Front Page Extensions
- Native HTTP, WebDav support on NetWare
- Halcyon (Active Server Pages)
- Free for NW5, sell to NW4

Office 2000 Acceleration Suite;

- Generates revenue
- Security Services (single sign-on, authentication)
- ZEN K2 - focus on O2K migration and management
- Magellan - drive O2K migration, improve web collaboration
- Curacao - improve Office 2000 user experience
- Enterprise Server - support dynamic web site creation, intranet solutions

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Next Steps

- Tactical
 - Create a core and extended team
 - Assign engineers to help investigate
 - Road map, PRD, IPP for survival response (early-mid '99)
 - Make Novell IS&T early O2K adopters
- Strategic
 - Strongly suggest: Office '97 and O2K early adopter CI project
 - Define value-add suite
 - Road map, PRD, IPP for product suite