

Office9 Quick Overview

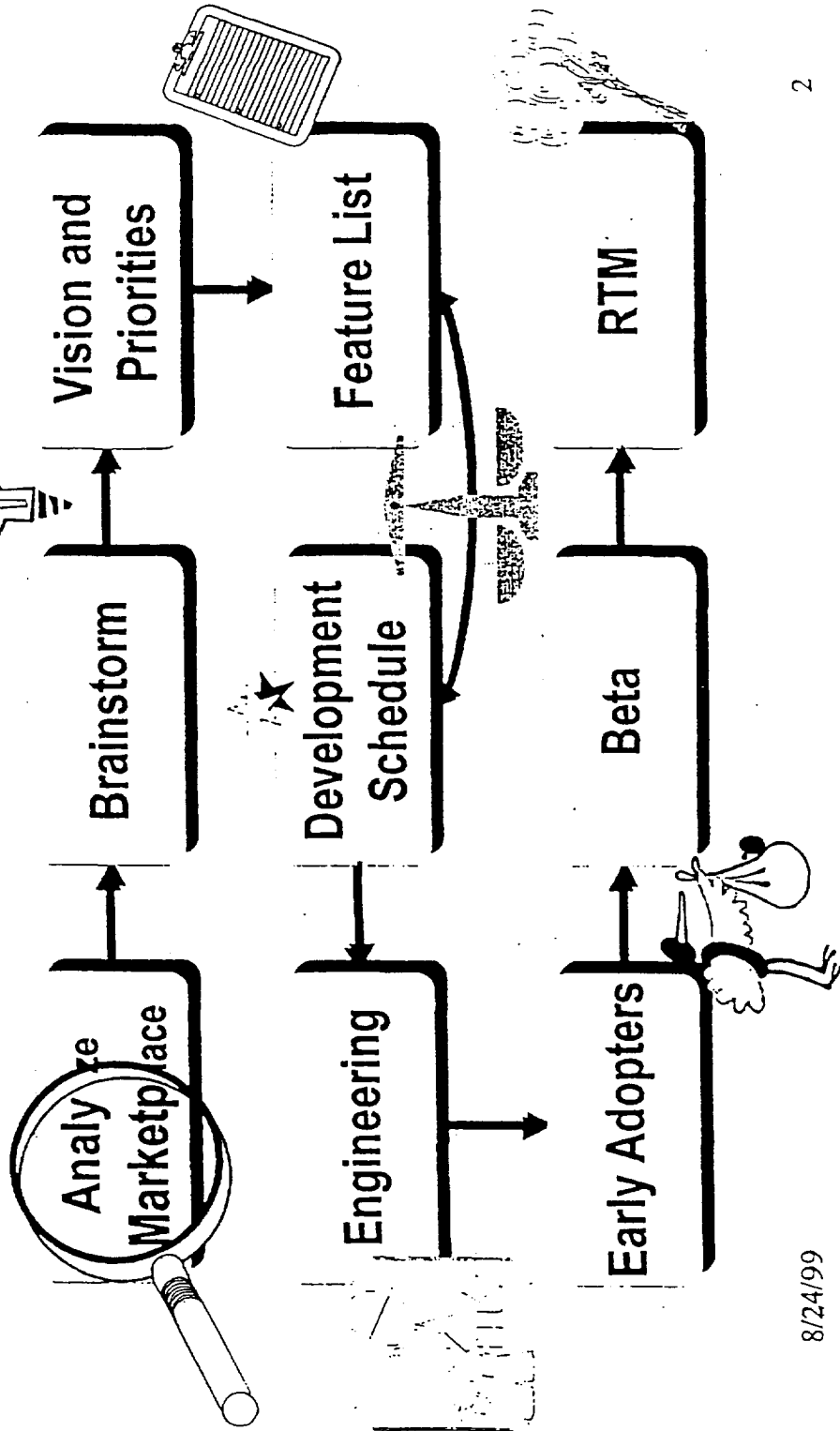
Steven Sinofsky

PLAINTIFF'S
EXHIBIT
3083
Comes v. Microsoft

EXHIBIT
38
Sinofsky 9-25-01

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Creating Office



Where We've Been

Office is where you do your best work

- Rich functionality
- Ease of use and integration
- Standardization
- Essential software for every computer

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Competition: What's Changed?

- We won the old war
- No primary or major competitors in document creation
 - Second order competitors in email and groupware
- Our primary competitor is Office 4.x and hopefully Office 97
- Features just don't cut it any more
- Questioning Office as a strategic element of IT infrastructure (though it is a given)

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Change = New Opportunity

What's Changed?

- Pervasive connectivity
- PC becoming communication device
 - Browsing, email becoming greater focus
 - More communication is digital
- File servers ⇔ Web Servers

New Challenges:

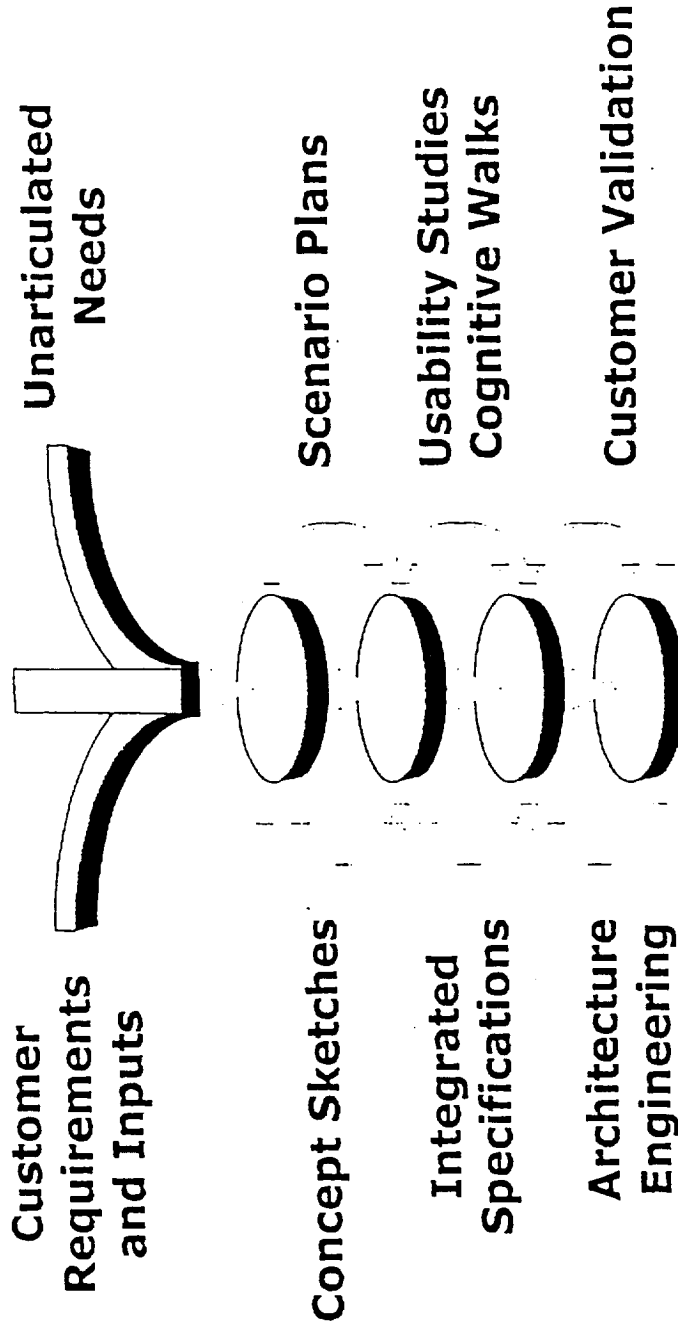
- Web servers are read-only
 - Hard to author, post, index web doc's
- Specialized web tools
- Difficulty organizing information, giving it context

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Designing for Innovation

Technology Bets
and Imperatives



Office 9 Vision

- Best execution of an integrated suite of internet-centric communication and productivity tools:
 - Migration, administration, deployment
 - HTML document creation
 - Outlook and outlook+application integration
 - Web collaboration and solutions
 - Web-based corporate reporting
 - Personal productivity

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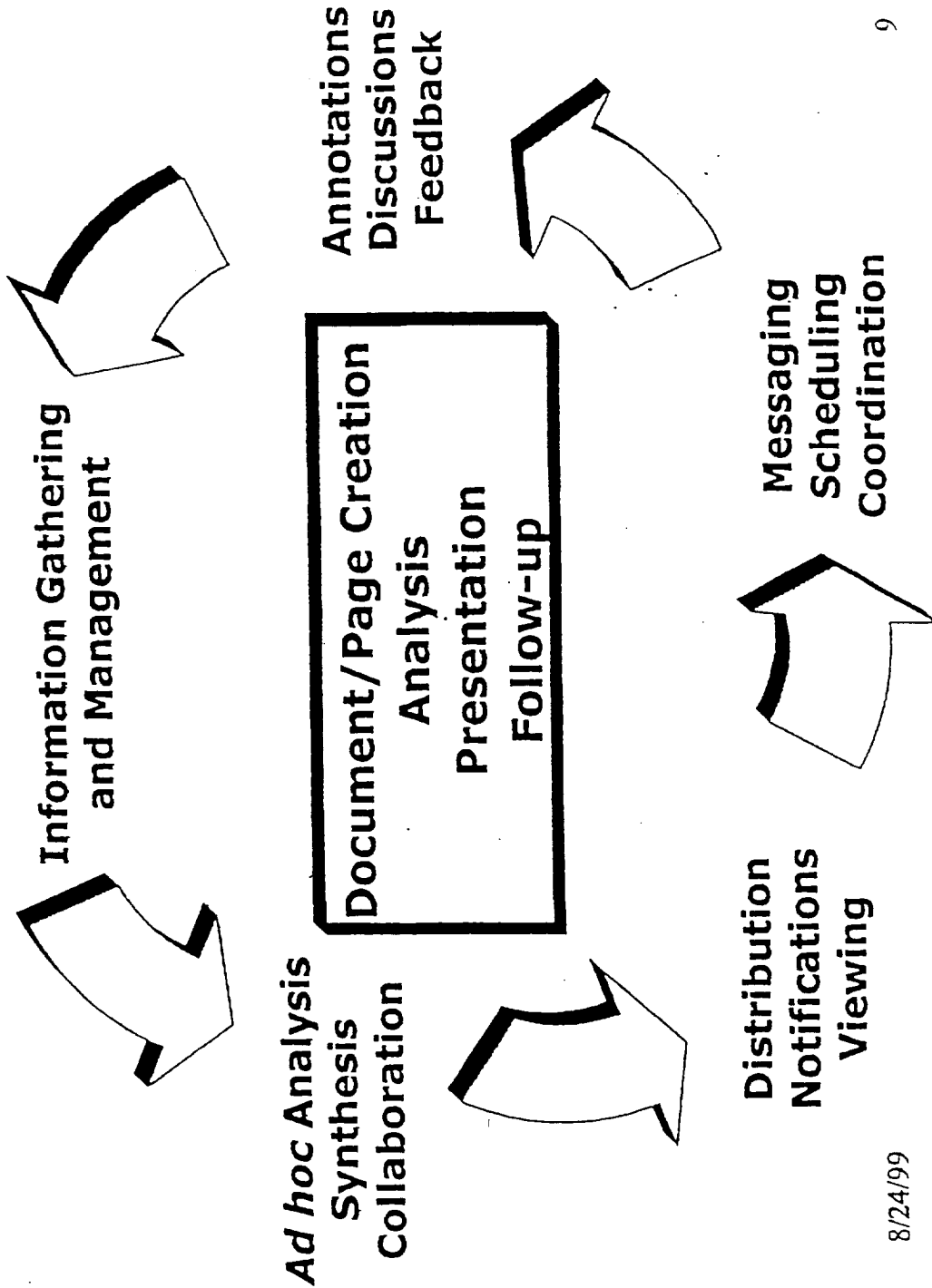
Value Proposition

- End-user: easy, consistent, integrated, and helps get more useful work done
- Administrator: customizable, no-brainer upgrade, easy migration
- IEU: cool, mail+web+Office integration
- Solutions: build standard web solutions
- Influential/CIO: integrates with MS strategy, long term, no h/w upgrade

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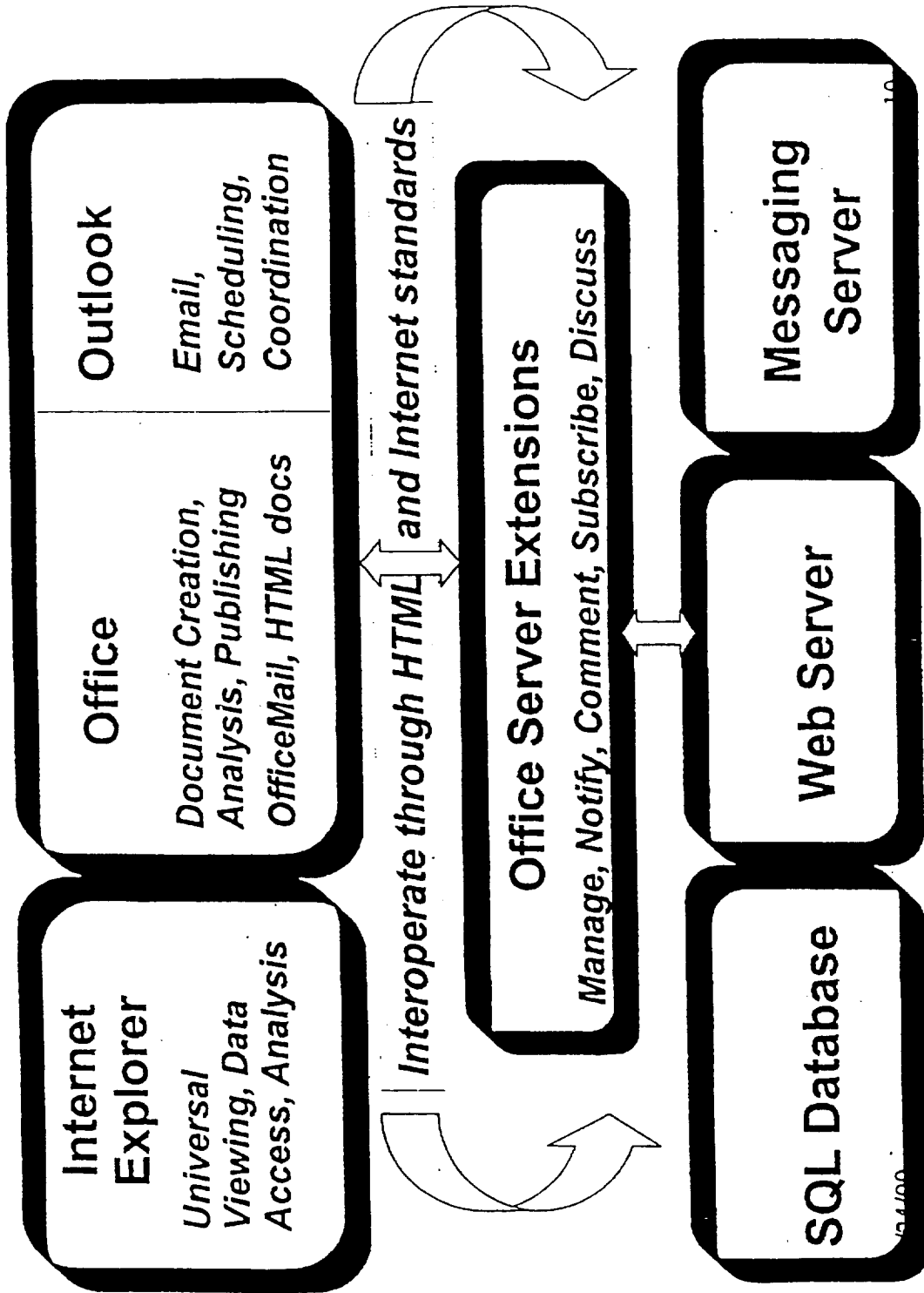
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The Results-Centered Web



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Architecture



Componentized Office

Goal: Simplicity and Lower Cost of Ownership

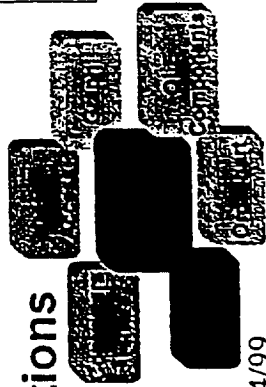
Applications



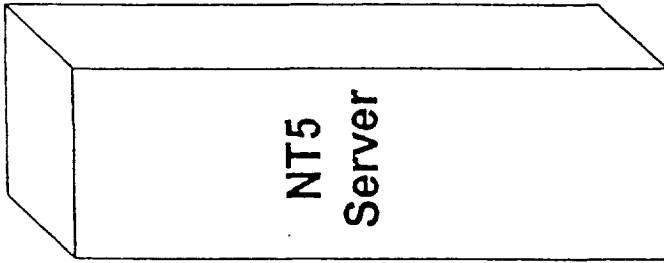
Content



Options



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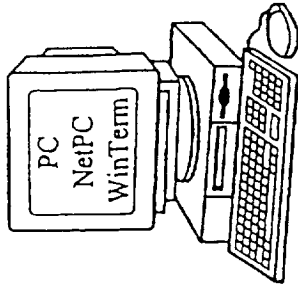
Run from Server



Resilient
Reproducible
Just-in-time
Just-enough
Customizable



Components
on-demand



Big Bets

- Universal viewing
 - HTML is our strategic format
 - Browser as run-time
- Web-centric model of collaboration
 - Departmental web sites
- Microsoft Platform
 - NT5 and IE5 acceptance
- Not building Word 11
 - Feature war is over
- 8/24/92 Leverage existing code base

The Unique Office Approach

- Leverage Microsoft's broad product line
- Focus on internet standards
- Mature development process
- Providing path for customers to build on their investment
- Office is where you do your best work

Office 9 Progress Report

- Goals
 - Improve the development process
 - Get the web stuff done soon
 - Somewhat technology focused release
- Ship August 1998
 - Three milestones scheduled
 - Currently end of MM2
 - Plan on Alpha (OAC, ISVs) and dev team self-host
 - We're doing ok right now

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Demo

