

Product/F (All)
OEM Prod (All)
Apps Analysis

Date	OEM Product	Quarter		Customer Type		Q1999-2 Total		Q2000-2 Total		% Growth
		Multinational	Named	Multinational	Named	Multinational	Named	Multinational	Named	
Rev	Desktop OS	849,130,385	283,190,687	270,846,824	1,403,187,686	943,901,987	312,070,128	243,789,888	1,496,772,013	7%
	Office SBE/Pro	69,847,952	40,801,874	46,927,510	159,376,836	153,875,376	21,365,600	87,834,501	282,875,876	85%
	Single Office Apps	5,479,144	5,303,825	3,403,195	14,165,964	14,030,370	5,820,971	2,692,849	22,543,991	59%
	Works Suite	10,709,893	4,502,823	5,293,041	20,505,957	9,650,517	6,091,024	3,196,165	18,937,705	-8%
	Works	3,711,887	5,014,724	4,297,139	13,023,730	8,746,208	4,785,780	2,039,824	15,541,564	19%
Lic	Desktop OS	14,911,823	4,417,564	3,055,539	22,084,828	16,480,568	4,959,822	2,805,219	24,254,410	10%
	Office SBE/Pro	701,934	281,508	245,402	1,229,542	1,108,228	129,187	434,961	1,872,256	36%
	Single Office Apps	1,193,985	447,888	54,424	1,698,097	2,808,087	820,852	55,287	3,565,326	111%
	Works Suite	557,915	136,465	77,913	771,993	1,066,275	192,075	46,869	1,307,239	89%
	Works	1,919,416	992,813	183,787	3,092,816	3,786,248	1,177,026	91,134	5,030,410	83%
Total Rev		936,679,041	338,613,833	332,787,509	1,610,280,183	1,130,004,468	350,103,683	339,382,828	1,819,470,980	
Total Lic		16,881,773	6,275,838	3,816,785	28,874,374	25,344,407	7,077,844	3,433,360	35,855,641	
Attach rates - Units										
	Office SBE/Pro	4.8%	6.4%	6.0%	5.6%	6.7%	2.9%	19.5%	6.9%	40.9%
	Single Office Apps	8.2%	10.1%	1.6%	7.7%	12.6%	12.5%	2.0%	14.9%	123.0%
	Works Suite	3.8%	3.1%	2.5%	3.5%	3.5%	3.9%	1.7%	5.4%	123.6%
	Works	13.1%	22.5%	6.0%	14.0%	22.9%	23.7%	3.2%	20.6%	105.6%
\$/Lic										
	Office SBE/Pro	99.55	144.23	199.38	129.73	138.87	165.41	201.52	157.08	193.0%
	Single Office Apps	4.59	11.65	82.53	9.36	4.82	9.37	48.70	6.29	123.6%
	Works Suite	19.20	33.00	86.20	26.56	9.03	31.71	68.16	14.49	125.4%
	Works	1.94	5.05	23.38	4.21	2.32	4.04	22.38	3.09	105.6%

Office is healthy with attach rate up over 1% and average rate up \$27 (higher Pro mix, MVA rates up). The emphasis on Office in the OEM channel is obvious with the attach rate almost doubling. Micron accounts for 74% of the drop in Named Office units. 90% of the increase in Single Office Apps is due to Compaq and its WordWorks bundle on Consumer machines. This also accounts for most of the Works increase. Dell and GW each had a 215K unit increase in Works Suite and big rate drops - GW from \$10 to \$8; Dell from \$17 to \$10.