WIN11REL.SAM ..... Forwarded by Steve Hopley/CAM/Lotus on 03/23/01 02:02 PM ----

Lotus Press Release

Lotus Announces Smart Suite

Contact: Bryan Simmons
                 Lotus Development Corporation
                 617-693-1697

FOR IMMEDIATE RELEASE
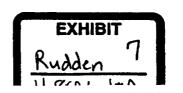
Lotus Announces SmartSuite for Windows
New desktop suite offering provides full applications solution for Windows environment

CAMBRIDGE, Mass., April 6, 1992 — Lotus Development Corp. today announced SmartSuite for Windows, a complete Windows solution that includes the latest versions of Lotus 1-2-3, Freelance Graphics, Ami Pro, and a cc:Mail Single User Pack. SmartSuite will provide Windows users with a simple means of purchasing, installing and supporting a suite of integrated applications. Lotus will begin shipping the product later this month at a suggested list price of $795.

The applications included in SmartSuite are designed to be used together. minimizing training time and maximizing productivity. The products are similar in their appearance, behavior and compatibility. Ami Pro, Freelance Graphics and cc:Mail are tightly integrated with all cross-platform versions of 1-2-3, reading its graph file format, and Ami Pro outlines can be copied into Freelance's outliner to automatically generate presentations. "Launching" icons for all of the SmartSuite applications allows users to move easily between applications without interrupting sessions. In addition, customers using cc:Mail for Windows Release 1.1 can send mail from within any SmartSuite application.

Consistent features across the suite include SmartIcons, mail enabling, WYSIWYG display, and Adobe Type Manager support. Printing, opening files, getting help, and selecting colors or fonts are all done using the same controls across the suite of applications.

"Windows customers want a simple and economical way to minimize their investment by

purchasing the best possible applications at the best price from a single vendor. And they want to get productive with these products as quickly as possible," said Bob Weiler, Lotus' senior vice president, North American Business Group. "SmartSuite represents our commitment to help customers get the most from Windows and discover the rewards of using these products together. Lotus' Windows applications are designed to work together and to add more value when used in tandem."

SmartSuite Products

Lotus 1-2-3 for Windows Release 1.1 is an update to the Windows version of the world's most popular spreadsheet. It delivers industry-leading technologies including 3D worksheet capabilities, Solver and BackSolver advanced goal-seeking tools, and external data access capabilities through DataLens. 1-2-3 for Windows Release 1.1 is compatible with Lotus' spreadsheets for other platforms.

Ami Pro is Lotus' award-winning visual word processor, designed for Windows. Ami Pro offers such leading-edge functionality as outlining, master documents and an enhanced macro language.

Freelance Graphics for Windows is a presentation graphics software program designed to help users create professional-looking presentations easily. Freelance Graphics features SmartMasters, collections of ready-made presentation pages that guide users in creating presentations by prompting them to place their text, charts and graphics in specified areas of each page.

cc:Mail is the most popular LAN-based electronic mail package, with nearly 1.5 million users worldwide. The cc:Mail Single User Pack included in SmartSuite can be used to add one user to a cc:Mail network. Customers purchasing 10 SmartSuite units will receive a cc:Mail Platform Pack free of charge, allowing them to install cc:Mail and ten mailboxes on a LAN.

SmartSuite will also include a Windows 3.1 tutorial developed by Personal Training Systems, Inc. Designed to help users quickly develop competency in Windows, the tutorial teaches users how to manage files, use multiple windows, add printer drivers and perform other key functions. It is delivered in a 90-minute audio cassette, practice disk and command summary card. For a limited period, Lotus is providing this $100 value to SmartSuite customers free of charge.

Pricing and Availability

SmartSuite for Windows will be available from Lotus Authorized Resellers for a suggested retail price of $795 (half the price of the products purchased separately) through September 30, 1992. SmartSuite products are licensed for use on a single desktop or by a single user on a local area network.

Lotus will offer an upgrade to SmartSuite from DOS, Windows or OS/2 versions of Lotus 1-2-3, Freelance Graphics, Ami Pro, Symphony, Manuscript and any release of cc:Mail user software at a suggested retail price of $595 through September 30, 1992.

Lotus Development Corporation (NASDAQ::LOTS), founded in 1982, develops, markets and supports business software and CD-ROM databases that help users access, analyze, communicate and share information. The company's first product, Lotus 1-2-3, is the most popular personal computer software program in the world, with more than 16 million users. Lotus markets its broad range of products in more than 65 countries and offers users comprehensive support options including 24 hour-a-day, seven day-a-week support in the U.S. for PC versions of its 1-2-3 spreadsheet.

All prices and terms are for the U.S. only.