

Plaintiff's Exhibit

4530_C

Comes v. Microsoft

From chrisp Wed Jun 19 15:06:48 1991
To: billg jeffr mikemap
Subject: FW: What do users do with WinWord??
Date: Wed Jun 19 15:06:40 PDT 1991
Mail-Flags: 0000

More fuel for the question "Why do people buy big fancy apps when all they need is little simple apps"? The reg base is skewed towards more sophisticated users!

>From elainew Mon Jun 17 07:50:35 1991
To: wobu
Cc: reedk
Subject: What do users do with WinWord??
Date: Sun Jun 17 07:04:17 PDT 1990

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Got some interesting data from our Word for Windows Reg Base survey about what our users do with Word for Windows.

What do they write?

- Letters 55%
- Memos 44%
- Reports 40%
- Technical Papers 18%
- Newsletters 8%
- Articles 7%
- Contracts 7%
- Proposals 5%

How long are their documents??

89% of the Reg Base users say their typical document is less than 10 pages. 54% averaged less than 4 pages.

Do they integrate from other packages??

- 66% get data from spreadsheets.
- 60% get graphs from spreadsheets.
- 55% get info from databases.
- 54% use graphics.
- 61% put in a logo or letterhead.
- 64% use standard boilerplate text.

What do they like??

- 30% like ease of use.
- 14% care about GUI.
- WYSIWYG 8%.
- They don't care much about Power 1%.

Remember the reg base skews the results toward more sophisticated users, so our typical user would tend to write shorter documents with fewer charts, and info from database, etc.

If you are interested in finding out more from the Reg Base study, just let me know.

Thanks,
Elaine

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