

From: Heikki Kanerva
Sent: Wednesday, September 27, 2000 1:40 PM
To: Steven Sinofsky; Antoine Leblond; Arthur De Haan; Brad Weed; Dean Lester; Grant George; Jeanne Sheldon; Jeff Olund; Joseph Krawczak; Kurt DelBene; Michael Angiulo; Ralf Harteneck; Reed Koch; Richard McAniff
Subject: NGO Slides

Here is the deck after today and the added tenets slide in the end. There are most likely tenets that are missing and that will come up but those are what I have to start with.

The next step is to start focusing on what each pillar means to each team. I will work with all of you on the schedule, deadlines etc.



NGO Focus areas and
Tenets.ppt...

Thanks,
-- Heikki

Plaintiff's Exhibit

6840_B

Comes v. Microsoft

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NGO

Focus Areas and Tenets

Office of the Inspector General
U.S. Department of Justice



NGO Focus Areas



- Accessing My Information from Anywhere Any Time
- Creating a Personalized Office Experience
- Building Effective Communities and Teams
- New Opportunities for Office
- Improving Office for Non-Subscribers

Accessing My Information from Anywhere and Any Time



- Providing a central, MS hosted storage for all Office information
 - Documents, web-pages, databases, email and PIM info, templates...
- Offer a full-featured roaming experience from any connected PC
 - Access to Office information, settings and applications
- Support for targeted devices and Office scenarios

Creating a Personalized Office Experience



- Creating a customizable Office and services access-point that roams with the user
- Providing and building the customer relationship
 - Targeted services based on customer needs, usage pattern, interests
 - Personalized support, communities, logon, billing
 - Automatic and always up-to-date client
- Offering a single set of tools for managing work and non-work related tasks
 - Office to accommodate different personas
 - Helping to remove the work and personal life boundary while using the same set of Office tools

Building Effective Communities and Teams



- Providing innovative tools to make communication more effective
 - Making meetings more effective
 - Providing superb note taking capability that integrates with the rest of the Office
 - Enhancing ad-hoc collaboration, IM integration
 - note taking
- Connecting NGO users via web
 - Communities, document collaboration
- Offering out-of-the-box team and project collaboration space

New Opportunities for Office



- Expanding the role of Office in daily work
- Providing rich set of cloud services for individuals and organizations
 - For example, file conversion, virus detection, file de-corruption, list services, analysis services, etc.
- Integrating well with vertical applications out of the box
 - For example, SAP, other widely used legacy systems

Improving Office for Non-Subscribers



- Innovating on user interface and the Office use experience
- Advancing the state-of-the-art application core features for individuals
- Keeping security and privacy as focus areas
- Targeting work for key customer identified issues to un-block upgrade or deployment
- Continuing the momentum and focus on international markets
- Budgeting 20% of the resource investment

NGO Tenets



- NGO services will be hosted by Microsoft but corporations are able to use their logo or branding
- NGO will offer web-based purchase and installation that is possible over modem and very good over DSL
- NGO support will not be universal across all devices but rather targeted on specific devices and Office usage scenarios
- NGO will be a platform for third-party solutions and services
- Although not a specific focus area, deployment and maintenance of NGO will be as good as in the past releases of Office
 - No reboots, no new system files etc.
- Performance will continue to be a focused target area across NGO components
- NGO will take an advantage of the new operating systems and .NET initiatives
 - We will offer features that are not portable or available on lower level platforms
- NGO will be a "balanced" release – not thin or fat, not server-only or client-only
 - Features will be implemented where they make the most sense based on business, customer, performance or other requirements
- NGO will take an advantage of existing infrastructure and .NET initiatives where it makes sense
 - For example, server back-end, passport, communities, hotmail...
- Services may not be identical on all different international markets
 - Services will not scale or be optimized to accommodate low band-width connections
- Off-line use will not be a specific target area except for PIM and email information