

Document Separator Sheet

Plaintiff's Exhibit

6846_C

Comes v. Microsoft

MS/CR 0051442

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Microsoft Office XP Professional

Product Name: Microsoft Office XP Professional

US Est. Retail Price: \$579.00
Rebate: No
Microsoft Ship Date: Est. 5/17/2001
Retail Part No. 269-04508
UPC: 659556582135

VUP Est. Retail Price: \$329.00
Rebate: No
Microsoft Ship Date: Est. 5/17/2001
Retail Part No. 269-04593
UPC: 659556616618

SKU Grid (if applicable)

Product Name	Type	MS Part #	UPC	Estimated Retail Price (\$US)	Rebate (\$US)
Office XP Professional	FPP	269-04508	659556582135	\$579.00	No
Office XP Professional	VUP	269-04593	659556616618	\$329.00	No
Office XP Professional	AE	269-04592	659556616601	\$199.00	No

Category & Genre: Business Productivity Software

Target Customer: Business Professionals & Office Knowledge Workers
Office XP will be primarily targeted to the Business Professionals & Office Knowledge Workers. Generally speaking, knowledge workers also have the following characteristics:

- They spend a majority of their time creating, analyzing, manipulating, reporting, and otherwise "touching" information as their primary function at work.
- They have a job which entails doing work for which there is no set process. The tasks are not prescribed in advance; rather they are determined as a "just-in-time" in response to issues, opportunities or problems as they arise.
- They gather, analyze, modify, and add value to information, then communicate and share that information with others.

Tagline: There will not be a specific tagline, but there will be a variety of messaging around the Office "experience" (TBD)

Introducing Microsoft Office XP

Microsoft® Office XP was designed around and built for end users and will be a trend-setting product in many ways. With this major release of Office, Microsoft will deliver advancements to simplify the way people work, introduce customers to .NET services, implement new anti-piracy measures, and provide benefits to individuals and teams, as well as organizations of all sizes.

Customer Needs and Product Vision Areas

Microsoft is committed to listening to its worldwide customers. The customer needs identified in research were reflected in the "Office XP Product Vision Areas," defined for the development process. These core vision areas are discussed below.

Simplify the Way People Work The future of productivity affords many exciting possibilities, and the Office development team is committed to improving the most common tasks that our users perform to get their jobs done. Through advanced technological research methodologies, we gained insight into which

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tools and functions are used most in prior versions of Office, and we worked to improve and simplify these tasks for our customers. Office XP will advance individual users' productivity, enabling them to use more of the product. Office XP provides users with new functionality that helps them be more productive. Anyone can become a "power user" by taking advantage of the new the Office Task Pane and Smart Tag technology, which simplifies discovering and using new and existing features in Office XP. Because this technology provides timely exposure of relevant features, individuals can easily complete the most common tasks with fewer steps.

Access to People and Information With this release of Office, advancements continue to be made to address our customers' need to connect with the information they require, wherever they are. Office XP makes it easier for users to connect to their coworkers, colleagues, and clients around the world, addressing the users' desire to make more effective use of the Web. By using the Web with Office XP, customers can continuously extend the value and feature set of the product. Office customers, on a global basis, access, organize, and analyze various forms of information to influence and make business decisions. With Office XP, users will be delighted to find that accessing information from any location (for example, desktop, Intranet, extranet, and Internet) is streamlined and intuitive. Office XP delivers unique ways to facilitate coordinating and communicating with team members both inside and outside an organization.

Reliability, Security, and Data Recovery A key goal for Office XP was to ensure that users spend their time accomplishing their objectives, rather than worrying about or having to "manage" their software. For example, in the past if an error occurred and data was lost, the user would have had to spend valuable time recreating their work. With the new and improved reliability and data recovery features in Office XP, users can continue to work, even in the unlikely event of an application or system error. A significant portion of the work in Office XP was done to make this release the most stable, the fastest, and the most reliable product developed by the Office team to date. Additionally, not only do Office XP applications have the ability to fix themselves if an error should occur, they can now report any errors to Microsoft so that the product development team can collect, analyze, and prioritize improvement opportunities.

Collaborative Document Creation Office XP takes advantage of the Web to improve the way people can communicate and collaborate with one another. Today, team collaboration consists primarily of e-mail and links to file shares. While commonplace, this existing method of team collaboration is fraught with redundancy and other inefficiencies, and it provides no means of capturing and storing the combined team product. Office XP helps teams share information and work with each other more effectively. This includes collaborating documents and projects, coordinating and connecting team members, and integrating Office with Microsoft SharePoint team Web sites.

Office Solutions Office XP also offers organizations a variety of tools to help lower costs while improving deployment, administration, and management. Additionally, the phenomenon of the "connected" information user had created a need for solutions that integrate messaging with productivity content and scenarios. Microsoft Office XP directly addresses the key needs of the market now and anticipates the future needs of advancing productivity. By delivering on these core vision areas in Office XP, we deliver solutions for the three critical customer segments identified below.

- **Office for Individuals**—Whether you are a small business user, a user in a larger organization, an IT administrator, or a user working from home, Office XP is the essential tool to maximize your productivity. Office XP simplifies the way people work within Office, helps users connect to people and information, and offers a higher level of reliability and security.
- **Office for Teams**—Today, more than ever, working and communicating with teams is critical to success. Whether you are working with one other person on a document, working with a group of coworkers, or working with external partners on a project, Office XP gives you easy solutions that help your team(s) share and collaborate with one another more effectively.
- **Office for Organizations**—Organizations of all shapes and sizes must be assured that the overall investment they make in productivity software is one that offers significant value and return to the organization and its users. With Office XP, this value is realized not only by extensive deployment and management gains, but also by the software's improvements as an enterprise development platform.

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The way our customers work is changing for the better. In the digital future we want to help deliver, information is available to the people when and where they need it, workers have the tools they need to analyze data to make decisions, and meetings are held to make decisions, not to update status. People can work together in virtual teams regardless of time and space constraints and work is less like work because users focus more on solving problems and less on the tools or processes holding them back. The work Microsoft has done in Office XP helps make this possible.

Features & Benefits

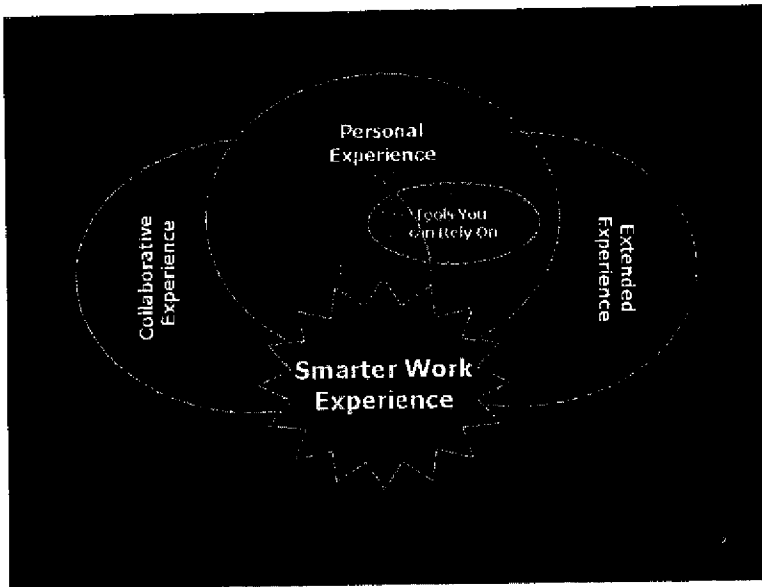
- **Smart Tags** Microsoft Office Smart Tags are a set of buttons that are shared across the Office applications. These buttons appear when the user needs them (such as when a user makes an error in an Excel formula, when Word automatically corrects a user's action, or when a user pastes some data) and gives the user the options they need to change the given action or error.
 - **Paste Options, Smart Tags** - Multiple paste options allow users to decide whether they want to paste their data as they originally copied it, *change* the style so that it fits the style of the document they are pasting the data into, or apply specific characteristics to the data, based on the content.
 - **AutoCorrect Options, Smart Tags** - This feature provides an easy mechanism for users to control and modify automatic behavior that takes place within the Office applications. Users can undo an auto correction, choose to not have that correction take place in the future, or access the AutoCorrect Options dialog box without needing to search for it under the Tools menu.
 - **Smart Tag Extensibility** - In addition to the Smart Tags that will ship as part of Word and Excel, third parties can tie in to the Smart Tag technology to offer their own solutions for Office XP users. For example, an organization can create a Smart Tag that links the user directly to all the organization's customers, orders, prices, and more, when the user simply types in an order number into Excel.
- **Task Panes** Office XP applications give users easy access to their important tasks in a single integrated view. From the Task Pane, which appears on the right side of the screen, users can perform searches, open or start a new document, view the contents of the clipboard, format their documents and presentations, or even access translation and template services via the Web.
 - **File New** - As part of the Task Pane, creating a new file or opening an existing file is made simpler. Not only can users quickly open a new file from within the task pane, but they can also create a new document from a template that lives on the Web, create a new document from an existing document, or get a list of their most recently used templates or documents.
 - **Office Clipboard** - An improved clipboard enables users to copy up to 24 pieces of information at once across all the Office applications or the Web and store them on the Task Pane. The Task Pane gives users a visual representation of the copied data and a sample of the text, so they can easily distinguish between items as they transfer them to other documents.
 - **Search** - As part of the Task Pane, the new search capabilities of Office XP make it simple to find text in a document. Users can also find files or folders - regardless of where they are stored - without needing to leave the document they are working on. Furthermore, users can index the files on their machine. The result is faster and more comprehensive searches.
- **Speech** - Office XP increases user productivity by supplementing traditional mouse and keyboard execution with voice commands. Users can dictate text, make direct formatting changes, and navigate menus using speech and voice commands.

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- **Document Recovery** - Microsoft Word, Excel, Access and PowerPoint give users the option of saving their current files at the time an error occurs in an application. As a result, users spend less time recreating their documents, spreadsheets, databases, and presentations.
- **Send for Review** - Office understands each user's specific role in the review cycle and gives each user the tools needed to successfully collaborate on documents. When a document is sent for review (from the File > Send To menu), the correct reviewing tools are automatically turned on for others to review. Furthermore, when the document is sent back, users can merge the changes back into the original document.

Office XP Messaging



The Smarter Work Experience		
PERSONAL EXPERIENCE	COLLABORATIVE EXPERIENCE	EXTENDED EXPERIENCE
<ul style="list-style-type: none"> • Get information where and when you need it with new smart tags • Simplify the way you work with new Task Panes • Create professional looking documents with enhanced formatting and editing features • Access and analyze information easily from business knowledge sources and the Web 	<ul style="list-style-type: none"> • Simplify the collaborative process with Send for Review • Share information with the integration with SharePoint Team Services • Manage your communication with integrated messaging • Stay connected through improved Calendaring, Scheduling and Reminders 	<ul style="list-style-type: none"> • Retrieve relevant information from multiple locations with extensible smart tags • Work efficiently with improved Search and Find • Enhance your work with the Web

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- | | | |
|---|--|--|
| <ul style="list-style-type: none">• Work with tools you can rely on | | |
|---|--|--|

PERSONAL EXPERIENCE

Office XP enables individuals to experience a smarter way of working by presenting the tools you need as you work, offering greater control over the way Office works, and ensuring that you don't lose the information you're working on.

Reason 1. Smart Tags

Get information when and where you need it. As you're working, smart tags alert you to important actions such as selecting formatting for pasted information, correcting errors in formulas, or AutoCorrect options for bulleted lists, capitalization, fractions, and more. Whether it's on your PC, company intranet, or the Web, context-sensitive smart tags provide relevant options that help you access the information you need quickly and easily.

Features: Paste Options, AutoCorrect Options (Office), Context Sensitive (such as Person names, Dates, Places, Addresses), AutoFill Options, Error Checking Options, Insert Options (Excel), AutoLayout Options, AutoFit Options (PowerPoint)

Reason 2. Task Panes

Accomplish more with the new Task Pane. The new Task Pane puts relevant features just a click away - making it simpler to use even more of the tools in Office. Find files more quickly, format content more easily, and work more efficiently - the power of Office is within easy reach.

Features: Styles & Formatting (Word), Mail Merge Task Pane (Word), Clip Art (Word), Slide Design (PowerPoint), Slide Layout (PowerPoint), Animation Task Panes (PowerPoint), Clipboard Task Pane (Office), Search Task Pane (Office)

Reason 3. Access and analyze information easily from business knowledge sources and the Web

Get the data you need for decisions. Now it's even easier to get refreshable data from the Web into Excel for viewing and analysis. Use the new browser-like interface to visually select tables on Web pages for import into Excel, or copy data from a Web page and create a refreshable query. Also Microsoft Access introduces PivotTable and PivotChart views to tables, queries, views, stored procedures, functions, and forms. You can now perform data analysis and build rich PivotTable and PivotChart view solutions more quickly than ever before

Features: Refreshable Web Query (Excel), PivotChart and PivotTable views (Access), XML Support (Excel & Access), Real Time Data (Excel)

Reason 4. Creative expression of your ideas

Express your ideas in powerful and compelling ways. Create professional looking documents with enhanced formatting, editing and input features. Superior integration between the Office programs makes it easy to bring a variety of information together, organize it, and create effective documents to capture and convey your ideas. Even use speech recognition to select menu, toolbar, dialog box, and task pane items with your voice.

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Features: Styles & Formatting (Word), Insert Clip Art (Word), Drawing Canvas (Office), Slide Design (PowerPoint), Custom Animation (PowerPoint), Speech Recognition (Office)

Reason 5. Work with tools you can rely on

Spend time creating, not re-creating. With Document Recovery, you now have the option to automatically save your current document, spreadsheet or presentation, at the time an application stops responding – so you don't lose a moment's work. You can further protect your work by using the AutoRecover feature in Word, PowerPoint and Excel to automatically save the document you're working on at specified intervals.

Features: Document Recovery, AutoRecover, Application Recovery, Digital Signatures, Enhanced E-mail Security (All Office)

COLLABORATIVE EXPERIENCE

Office XP enables you to experience working more effectively with others by revolutionizing the document editing and review process; brings your communication tools like MSN Hotmail and MSN Messenger Service, together in one place with your calendar and contact information; and allows you to efficiently manage team projects and activities with a pre-built Web site called SharePoint Team Services.

Reason 6. Send for Review (Document Collaboration)

Compare and merge changes easily. As the author of a document, use Send for Review to collect and automatically combine revisions such as insertions, deletions, formatting changes, and comments from multiple reviewers into a single document. (Word, Excel, PowerPoint).

Features: Send for Review, Compare and Merge, Reviewing Toolbar, Markup

Reason 7. Integrated Messaging

Manage your messages in one place. Now with Microsoft Outlook you can access, send, and receive e-mails from multiple accounts, including work, personal, or Web-based e-mail such as MSN Hotmail within a single view as well as send and receive instant messages with MSN Messenger.

Features: Multiple E-mail account support, MSN Messenger Integration, AutoSuggest E-mail addresses, Improved WordMail (All Outlook)

Reason 8. SharePoint Team Services

Work together-no matter where you are. Integration with SharePoint Team Services allows you to seamlessly share information between Office XP applications and your team Web site. Both you and your team members can contribute content to the Web site, upload documents to document libraries, and participate in discussions and surveys.

Features: SharePoint Team Service Integration

Reason 9. Improved Calendaring, Scheduling, and Reminders

Coordinate schedules and activities easily. Efficiently manage all of your appointment or task

reminders in a single, consolidated Reminders Window. And now, if you receive a meeting request and you're unavailable, you can quickly see all other invitees' schedules and suggest a new meeting time in your response. You can even, create Group Schedules for your team and the people you meet regularly view their calendars and set up meetings with ease.

Features: Group Schedules, Propose New Time, Calendar Coloring, New Reminders Window (All Outlook)

EXTENDED EXPERIENCE

Continuously extend the value of the Office XP experience. Use Office XP as your "information hub" to harness information from multiple locations. Office XP links you to relevant resources when you need them, helping you find information more easily through advanced search capabilities, and offering integrated Web services to add more value to Office.

Reason 10. Extensible smart tags

Microsoft and its partners such your favorite websites, other business applications you are using inside your company and many other information sources make information "come alive" with context relevant custom smart tags displaying appropriate actions. Import data, link to real time data, find relevant or related information, even provide custom reports all directly within Office.

Features: MSN MoneyCentral financial symbols, MSN Expedia maps, (more 3rd party smart tags to come)

Reason 11. Improved Search and Find

Find the information you need. You can use the Search in Microsoft Office XP to find files wherever you work: on your computer hard drive, your local network, your Microsoft Outlook mailbox, and your network places. You can also find e-mail messages, meetings, and other information that are stored in your Outlook mailbox folders.

Features: Search Task Pane (Office), Enhance Find Toolbar (Outlook), Ask A Question (Office)

Reason 12. Enhance your work with the Web

Access the Web for more Office tools. Get your work done faster by starting from a professionally authored template, or enhance your documents, with one of the thousands of images, sounds, photos, and animations and extend your Office with services from Microsoft Office Tools on the Web.

Features: Microsoft Office Tools on the Web, New Web site (microsoft.com/office), Design Gallery Live, Clips Online, MSN File Cabinet support, Microsoft Office Internet Free/Busy Service

Microsoft Office Professional - Specifics

The professional edition of Office XP is the flagship product of the Office family and will be the product that will be promoted a *significant majority* of the time. This suite will get the most exposure as all mass-market promotional programs will feature Office XP Professional

Office XP Professional is the world's leading Productivity Suite of Software that consists of 5 applications: Microsoft Word (Word Processing), Microsoft Excel (Spreadsheet), Microsoft Outlook (Personal email and Information Manager), Microsoft PowerPoint (Presentation Graphics), and Microsoft Access (Database Management System). Professional is the essential set of tools to streamline the process of working with people and information, making it easier for everyone create, share, and analyze important data.

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Reseller Why to Assort

Microsoft Office is the leading seller of Productivity Applications that provide the experience and effectiveness that Users demand for simplified and efficient productivity.

Category Description

Office represents an \$8 billion dollar business for Microsoft today in Business Productivity software sales.

Marketing Support:

- SMG/SDG Activities:
 - 2/21 EU Event Demand Gen. Begins
 - 4/2 Retail Coming soon
 - 4/9 – 4/27 User Group Tour
 - 5/17 End User Trial Program & Road Shows
 - 6/1 Rolling Thunder Event Continues – End User Events

- PR Activities:
 - National Advertising Campaign
 - 3/1-5/17 Rolling Thunder Campaign
 - 4/2 EU Preview Program Announce
 - 5/17 Availability Announce
 - 5/17 Launch Advertising

Awards, Reviews, Quotes, & Endorsements

- CNET - Office XP, "will be easier to use and better equipped than ever for collaborative and online chores." The opening paragraph includes the lines, "Office is in a class by itself." and "from the looks of the latest version. . .it's still eons ahead of the competition."
- WinMag - "Microsoft's venerable Office suite is undergoing some new and exciting changes..... what I sawand have worked with.....is quite impressive."

Advertising Descriptions

- Include a XP word product description. - TBD
- Include a 25 word (or less) description of your product for use in advertisements. - TBD
- Include a 50 word (or less) description of your product for use in advertisements. Include a 50 word (or less) description of your product for use in advertisements. - TBD

System Requirements

To use Microsoft Office XP the recommended system is Windows 2000 Professional on a computer with a Pentium III processor and 128MB of RAM. The minimum system requirements include:

Windows operating system Microsoft Windows 98, Windows 98 Second Edition, Windows Me, Windows NT 4.0 with Service Pack 6 or greater, or Windows 2000. On systems running Windows NT 4.0 with Service Pack 6, the version of Internet Explorer must be upgraded to at least 4.01 with Service Pack 1.

Random Access Memory RAM requirements for Office XP depend upon the operating system used, plus an additional 8 MB of RAM for each Office application running simultaneously: for Windows 98 and Windows 98 Second Edition, 24 MB of RAM for the operating system; for Windows Me, 32 MB of RAM for the operating system; for Windows NT Workstation or Server 4.0, 32 MB of RAM for the operating system; for Windows 2000 Professional, 64 MB of RAM for the operating system. Operating system RAM requirements assume default Windows installations, and running additional utilities or applications may require additional RAM.

Storage requirements Hard-disk space requirements will vary depending on configuration. 245 MB of available hard-disk space is required for the default configuration

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of Office XP with 115 MB on the hard disk where the operating system is installed. Customers without Windows 2000, Windows Me or Office 2000 SR1 will require an extra 50 MB of hard-disk space for the Office System Pack. Custom installation choices may require more or less hard-disk space. A CD-ROM drive is required for installation.

Monitor Super VGA (800x600) or higher-resolution monitor. 256 colors or more required.

Pointing device Microsoft Mouse, Microsoft IntelliMouse®, or compatible pointing device.

Processor Pentium 133 MHz or higher processor.

Additional requirements for specific features

Some Office XP <SKU HERE> features have additional requirements:

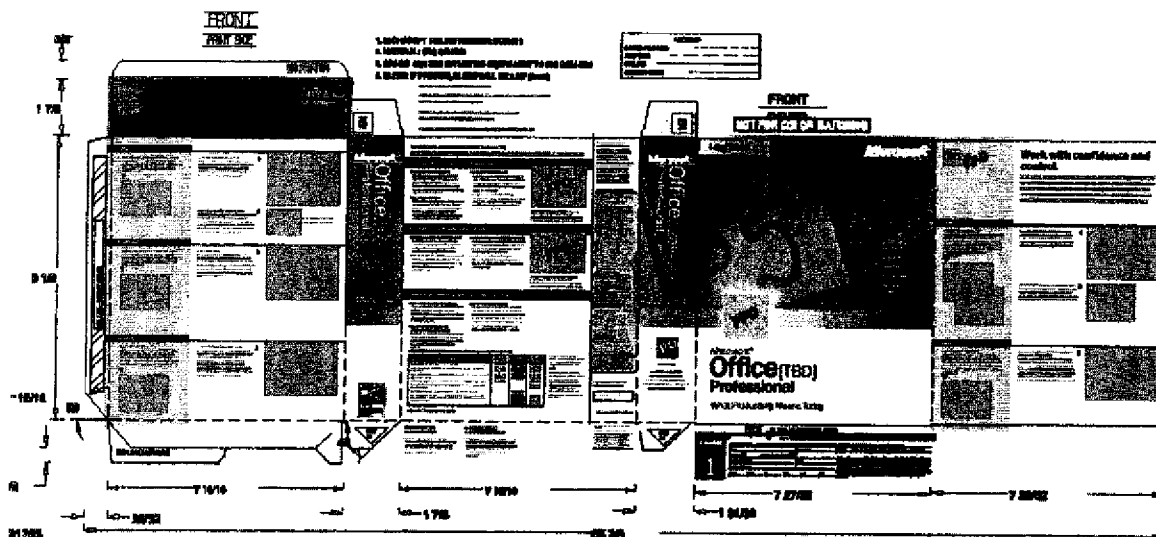
Multimedia Multimedia computer required for sound and other multimedia effects. A hardware accelerated video card or MMX processor will provide improved graphical rendering performance. Pentium II 400MHz or higher processor, 128 or more MB of RAM, close-talk microphone and audio output device required for speech recognition.

E-mail & Internet Microsoft Exchange, Internet SMTP/POP3, IMAP4, or other MAPI-compliant messaging software for e-mail; Microsoft Exchange Server required for certain advanced collaboration functionality in Microsoft Outlook; some Internet functionality may require Internet access via a 14.4kbs or greater modem or a high speed connection, and payment of a separate fee to a service provider; local charges may apply.

Handwriting Graphics tablet recommended for handwriting input features.

PowerPoint broadcasts Windows Media Encoder compatible video camera for broadcasts including video; Microsoft Exchange Chat server to enable chats during live broadcasts; Microsoft Windows Media Server to enable multicasts of live broadcasts to more than XP audience members.

Packaging (Currently may be under NDA)



Box & Master Pack Info: Dimensions are the same as Office2000 Professional (Contact TJordan for details).

- **Box Dimensions** Same as Office2000
- **Box Weight** Same as Office2000

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- **Master Pack Quantity** Same as Office2000
- **Master Pack Weight** Same as Office2000
- **Master Pack Dimensions** Same as Office2000

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