Common Questions about Lotus® 1-2-3® v. 4.0/W

Lotus has announced Lotus 1-2-3W 4.0, a new version of their spreadsheet for Windows™, which is expected to ship no earlier than June, 1993. We expect that Lotus 1-2-3 4.0 will be a catch-up release with functionality introduced and refined in past versions of Microsoft Excel. Lotus is focusing on the workgroup features in 1-2-3 4.0 by claiming they make the product "innovative," but the product does not compare in standard spreadsheet areas such as presentations and analysis.

♦ Lotus Claim
The company that introduced spreadsheets redefines spreadsheet innovation with Lotus 1-2-3 4.0 for Windows.

♦ Microsoft® Response
With 1-2-3 4.0 Lotus acknowledges that Microsoft Excel is the spreadsheet innovation leader.

- Lotus 1-2-3 4.0 will be only the second spreadsheet release for Windows from Lotus.
- Most of the features in Lotus 1-2-3 will be catch-up features with Microsoft Excel. As the record shows, we have consistently been the graphical spreadsheet innovators.

While Lotus has been struggling to catch up in the marketplace, we have been moving ahead. Our next release, Microsoft Excel 5.0 will focus on ease of use, creating worksheets and charts, synergy with other Microsoft applications, working with others in your workgroup, and the introduction of more powerful analytical tools. In the table below are features you are likely to see in Lotus 1-2-3 4.0 and the version of Microsoft Excel where they first appeared.

Lotus 1-2-3 4.0 Feature	When the Feature was Introduced in Microsoft Excel
Streamlined GUI interface	Microsoft Excel version 1.0, 1985
Multiple range selection	Microsoft Excel version 1.0, 1985
Number alignment	Microsoft Excel version 1.0, 1985
Reads Microsoft Excel 4.0 files / WKS, WK1	Microsoft Excel version 2.0, 1987
Macro support for GUI	Microsoft Excel version 2.0, 1987
GUI Macro Translator	Microsoft Excel version 2.0, 1987
Cross platform compatibility	Microsoft Excel version 3.0, 1991
OLE client and server	Microsoft Excel version 3.0, 1991
Drawing tools	Microsoft Excel version 3.0, 1991
Macro buttons on worksheets	Microsoft Excel version 3.0, 1991
Quick Menus / Shortcut Menus	Microsoft Excel version 4.0, 1992
Drag & Drop	Microsoft Excel version 4.0, 1992
Multiple, customizable Smarticon palettes	Microsoft Excel version 4.0, 1992
Version Manager / Scenario Manager	Microsoft Excel version 4.0, 1992
Spell checker	Microsoft Excel version 4.0, 1992
In-cell editing	
3-D worksheet tabs	
Direct manipulation of graph objects	
Dynamic status bar	
Thesaurus	

♦ Lotus Claim
Lotus 1-2-3 is the leading spreadsheet for todays computing environment.

♦ Microsoft Response
Microsoft Excel is the leading spreadsheet for Windows.

- Microsoft Excel has approximately 55% of the Windows Spreadsheet market worldwide.
- Two million Lotus users have switched to Microsoft Excel!
- Microsoft Excel has won every major software award including the *NSTL/ Software Digest* Number One Spreadsheet Award, *InfoWorld* Number One Spreadsheet Award (highest rating ever given to a spreadsheet) and a *CRN* Editor's Choice Award.
- More than 50% of the Fortune 100 have chosen Microsoft Office, which includes Microsoft Excel, Word and PowerPoint®

Lotus 1-2-3 4.0 will likely be an adequate spreadsheet for Windows but is "good enough " good enough for your organization?

◆ Lotus Claim

Lotus 1-2-3 v. 4.0 is part of the leading family of applications for Windows, Lotus SmartSuite™

◆ Microsoft Response

The Lotus line of applications does not include a database and is consistent only in superficial ways.

- Microsoft Office leads the Best Seller Lists from the major computer software resellers. For those choosing a suite of applications for Windows, Microsoft Office is the first choice.

- SmartSuite does not include a database. Microsoft Office-DB includes Microsoft Excel, Word, PowerPoint and Microsoft Access®, the leading database for Windows. This is the broadest suite of applications for Windows from one company.

- Lotus has not announced support for in-place editing (OLE 2.0). Their current strategy of modified OLE 1.0 support provides limited integration support. Microsoft has announced that support for in-place editing (OLE 2.0) will appear in all our applications during this calendar year providing the most fully integrated suite of applications available.

- Lotus 1-2-3 4.0 sports different functionality and user interface from their MS-DOS®, Macintosh®, UNIX®, OS/2®, and Improv® versions making their spreadsheet for Windows Lotus' sixth approach to spreadsheet interface design. Microsoft Excel is a core code product meaning the interface, functionally and file formats are the same on both the Windows and Macintosh platforms.

◆ Lotus Claim

Lotus understands workgroup computing better than any other software company. With Version Manager 1-2-3W is the best workgroup enabled spreadsheet.

◆ Microsoft Response

Microsoft understands customer needs as a result of our customer driven development process. Microsoft applications best meet your organizations broad requirements.

- How important should workgroup capabilities be when evaluating a spreadsheet? People today do work in groups. However, they also do many other fundamental things with their applications. Through our customer driven development process we have identified key activity areas such as

- Synergy: is the term we use to describe sharing information and tools between applications as well as working with several applications at once: Microsoft is ahead of its competitors with announced support for technologies such as in-place editing (OLE 2.0) which will allow the seamless sharing of tools and information between Microsoft applications.

- Usability: Usability is a guarantee that our applications make both everyday and more complex tasks easy to accomplish. Customer driven development is our effort to understand how our customers use their software Using instrumented versions of our products, which capture mouse clicks and key strokes, studying our customers work through Activity Based Planning, and testing prototypes of our features in our Usability Lab, all result in consistent and dramatic improvements in our products. Improvements such as the ChartWizard and the Print Merge Helper come directly from you, our customer.

- Workgroup: From studying our customers we know that workgroup activities are broader than scenario management. Common activities include sharing spreadsheet data, working on the same spreadsheet together, and routing spreadsheets. Version Manager is a workgroup enabled feature that does not address such broad customer scenarios. Microsoft is taking a holistic approach to workgroup activity and will provide support throughout Microsoft Excel version 5 0 to address the breadth of customer workgroup requirements. We will also provide support for common workgroup activities through flexible tools such as MAPI (Messaging Application Program Interface). MAPI provides customers with a tool to develop workgroup solutions for their organization. In addition to APIs and visual tools, Microsoft has also announced support for Lotus Notes in future versions of our applications. Regardless of your needs, it is likely Microsoft Excel will provide support for the tools your organization chooses in developing workgroup solutions.

- Data Access: Today, Microsoft Excel users access external databases in a single way using Q+E®. Microsoft Excel 5.0 will provide a refined and innovative end user data access tool which will build on the strengths of the current offering. On the back end, Microsoft is working with other software vendors, including the biggest database developers, to include *seamless access to remote data in a single way*. This technology-called Open Database Connectivity (ODBC)- will be included in all relevant products.

- Programmability: While Microsoft understands customers no one understands your organizations needs like you do. That is why Microsoft has invested heavily in the Microsoft Excel macro language which provides the most robust programmability of any spreadsheet. Programmability allows customers to develop custom or vertical solutions using the powerful tools available in their Microsoft applications. We plan to take this further in the next release of Microsoft Excel. Microsoft is developing *a consistent, shared macro language* that provides developers with the easiest and most advanced means of building solutions from desktop applications. Using tools such as the new macro language and OLE Automation you can develop workgroup and many other solutions in your organization.