

The Microsoft Corporate Organization

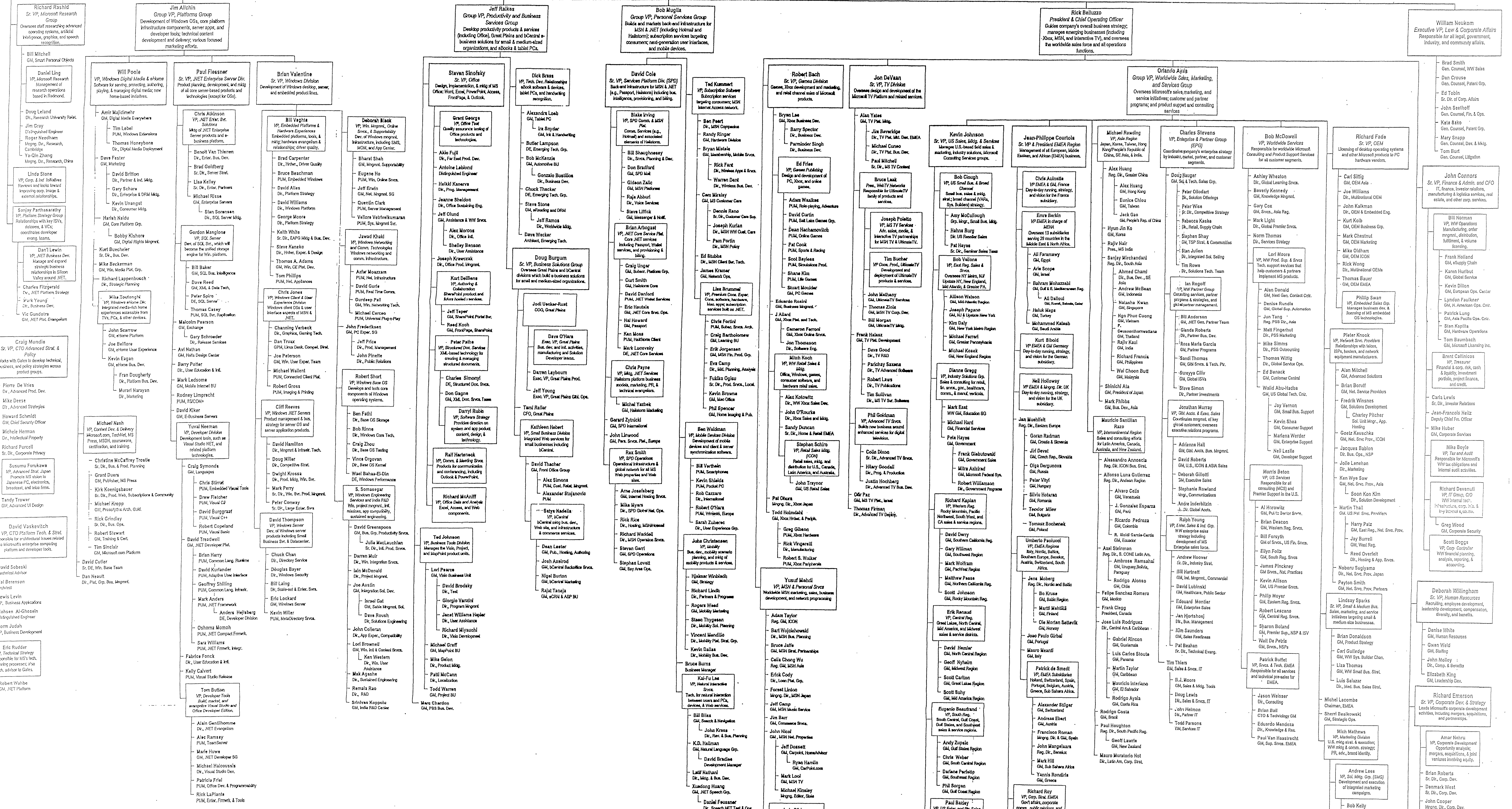
OCTOBER 2001

Directions

www.DirectionsOnMicrosoft.com

Chairman & Chief Software Architect
Formulates overall technical strategy and oversees software development efforts throughout the company.

Chief Executive Officer (CEO)
Oversees all product, sales, operations, marketing and support, administration, business development, and finance groups.



You've Just Scratched the Surface!

Besides helping you navigate Microsoft with our executive OrgCharts, Directions On Microsoft can help you:

- Keep up with what's going on throughout the company. Thousands inside MS rely on our monthly Update newsletter to keep current on MS's strategic shifts, upcoming products, and more. [Get your own personal Directions subscription.](#)
- Inform customers & partners. Sales and marketing teams throughout MS use Directions subscriptions to keep key accounts current across the full breadth of MS activities and to boost customer satisfaction scores. [Sponsor Directions subscriptions on behalf of your key accounts.](#)
- Train your team on key technologies & strategies. Groups throughout MS — in areas including operations, sales, marketing, and support — use Directions analysts to help educate their teams. [Have Directions present at your group's next offsite.](#)
- Refine your pitch. Are you responsible for presentations or communications strategies aimed at customers, partners, or industry analysts? Want feedback from technology and communications experts? [Let Directions help you sharpen your pitch.](#)

For more information, email v-jeffpa@visit <http://mslibrary/news/elecpub/domis/products/index.html>

Legend

Acronyms	Meaning	Acronyms	Meaning	Acronyms	Meaning
Accts	Accounts	Franchise	Franchise	P&B	Productivity and Business Services
Adm	Administration	Gen	General	Perf	Performance
Am	Americas	GM	Group Manager	Plan	Planning
App	Applications	GM	Group Manager	PR	Public Relations
Arch	Architecture	Grp	Group	Prod	Production
ASAP	As Soon As Possible	Grp	Group	Prog	Program
Bus	Business	HCN	Home, Content, and Network	Prgr	Program
Bus	Business	Ind	Industry	Prgr	Program
Bus	Business	Int	International	Prgr	Program
Bus	Business	Int	International	Prgr	Program
Bus	Business	Int	International	Prgr	Program

Directions

on Microsoft
THE INDEPENDENT VIEW OF MICROSOFT TECHNOLOGY AND STRATEGY

MS-PCIA 5108136
HIGHLY CONFIDENTIAL

MS-CC-ADDL
000006