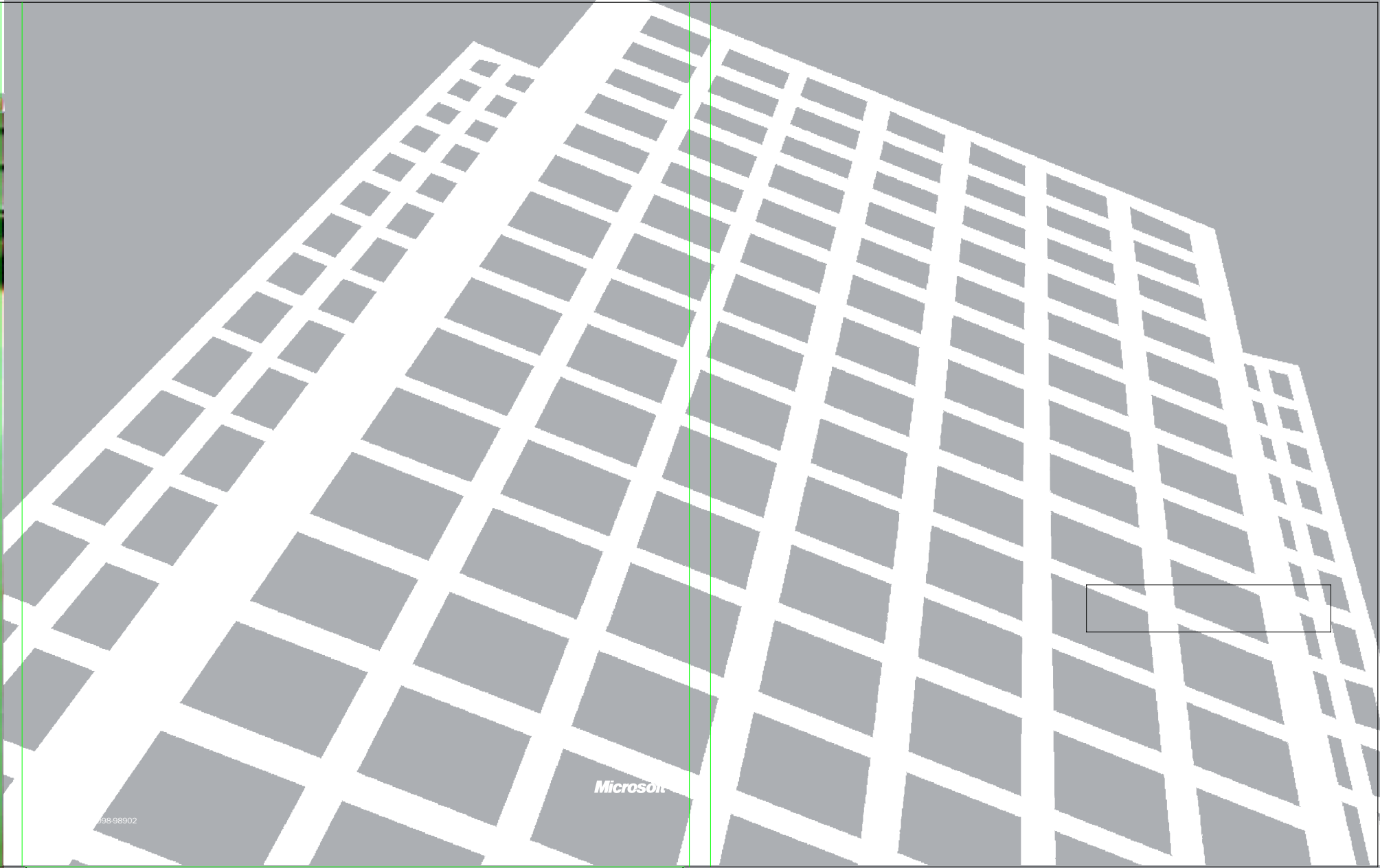




Partner Solutions Value Portfolio

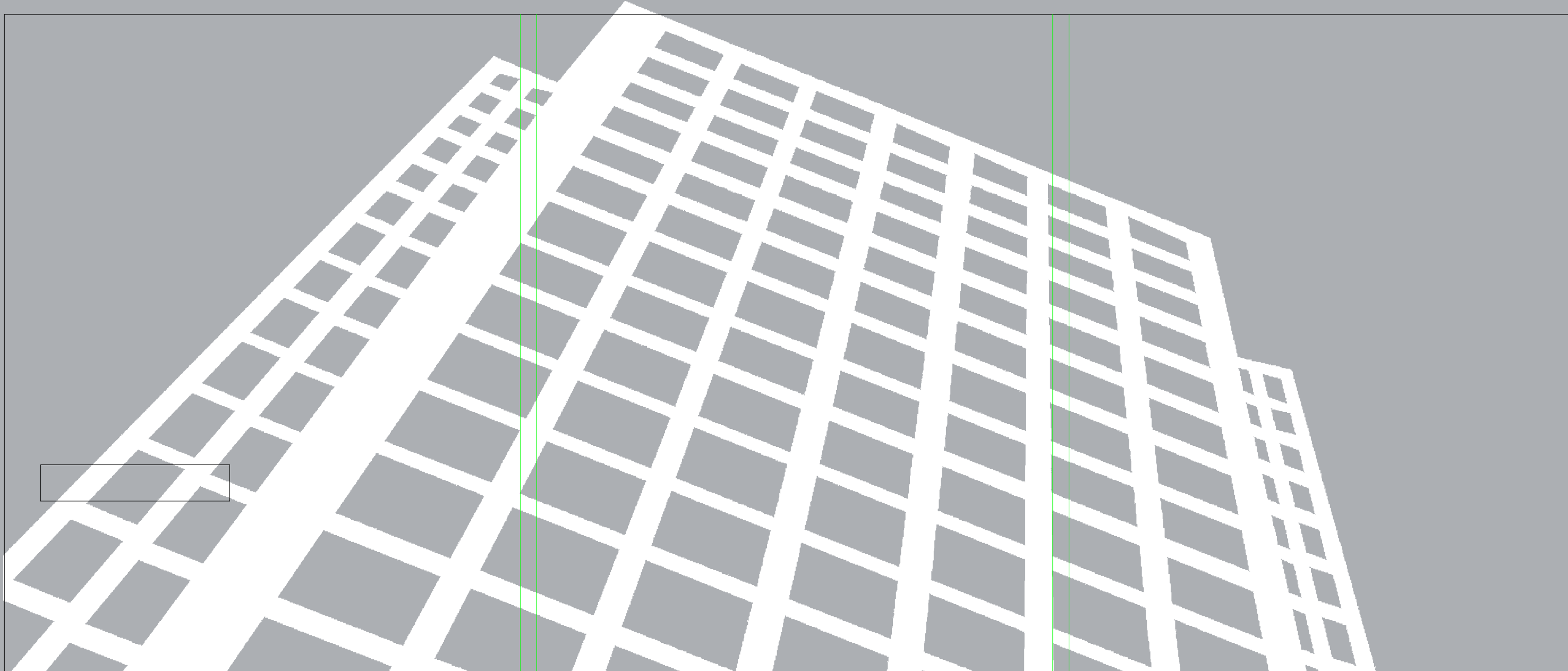


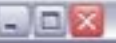
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Microsoft







Partners supporting the
Microsoft Office System:

Accenture
Accord
Amazon.com
Apprentice Systems
Avanade
Brightmail
BrightWork
British Telecom
CGEY
Citrix Systems
Coextant
CSC
Dell
Descartes
Decision Support Panel
eDial
EDS
EMC
Factiva
Fenestrae
Fujitsu
Getronics
Groove
Habañero
HP
Immedient
Intel
KeyLogix
KVS
MCI
media-stream.com
OneSource
PM Solutions
Pcubed
Quilogy
RADVISION
ScanSoft
Siemens
SourceCode
Standard Register
Sybari
Symantec
Teemplate
Thompson Financial
U.S. Postal Service
Venali
Vertex
Wipro Technologies
Xerox Global Services



Dear Partners,

Microsoft is proud to announce the availability of the new Microsoft® Office System.

For the past two decades, our Partners have played a vital role in Microsoft's success. I take this opportunity to express our appreciation for all that you have done for us and all that you will help us accomplish in the future.

We believe that by working with a skilled and multi-faceted group such as yourselves, Microsoft can offer cutting-edge products and technologies that can empower you to create the solutions and provide the services that help our customers succeed in today's hyper-competitive marketplace.

The Microsoft Office System includes desktop programs, servers, services, and tools that enable you to more effectively connect people and organizations to information, business processes, and to each other. With millions of Microsoft Office users in 175 countries, the Microsoft Office System provides a compelling opportunity for you to create business solutions that have a far-reaching impact on our customers. Together, our opportunities are virtually limitless.

Building on this strong foundation, some Partners have already created groundbreaking solutions that are being implemented in virtually every industry around the world. We salute their commitment, dedication, and focus.

With assistance from all of our Partners, we believe that the future of business productivity is bright.

Toward a brilliant future,

A handwritten signature in black ink, appearing to read 'Joe Eschbach'. The signature is fluid and cursive.

Joe Eschbach

*Corporate Vice President
Information Worker Product Management Group
Microsoft Corporation*

a new era in business productivity

Introducing the Microsoft Office System

Microsoft has rebuilt from the ground up the world's most widely used applications suite enabling the next generation of business productivity. Through integrated innovation, an end-to-end platform coupling desktop productivity programs, innovative XML-based programs, cutting-edge servers, services, and tools has been created.

Microsoft Office System components are designed to work together seamlessly to enable:

- *Great transformation by improving personal productivity.*
- *Great utilization by providing faster and more ubiquitous access to information.*
- *Great collaboration by facilitating more effective teamwork.*
- *Great integration by streamlining business processes.*

The Microsoft Office System provides Partners with a more complete and unified platform to build business solutions. Customers are already harnessing the power of these new Partner-driven solutions and are achieving quantum leaps in business performance.

"The collaborative presentation builder solution built on the Microsoft Office System will reduce cycle time for creating presentations by more than 40 percent and ensure that the most recent information is reflected in our presentations. Presentation development effort is expected to decline by more than 70 percent."

– *Srinivasulu R. Kota*
IT Director
Deutsche Asset Management

Partner-Driven Solutions

The Microsoft Office System

Core Programs	Programs and Services		Servers and Services
Microsoft Office 2003 Editions (may include the following): Microsoft Office Word 2003 Microsoft Office Excel 2003 Microsoft Office PowerPoint® 2003 Microsoft Office Outlook® 2003 Business Contact Manager for Outlook 2003 (add-in) Microsoft Office Access 2003	Microsoft Office InfoPath™ 2003 <i>Information gathering and management program</i>	Microsoft Office FrontPage® 2003 <i>Web site creation and management program</i>	Microsoft Windows Server™ 2003 Microsoft Windows® SharePoint™ Services Microsoft Exchange® Server 2003 <i>Messaging and collaboration server</i>
	Microsoft Office OneNote™ 2003 <i>Note-taking and management program</i>	Microsoft Office Publisher 2003 <i>Desktop publishing program</i>	Microsoft Office SharePoint Portal Server 2003 <i>Collaboration and information sharing portal</i>
	Microsoft Office Visio® 2003 <i>Business diagramming solution</i>	Microsoft Office Project 2003 <i>Project management programs and solutions</i>	Microsoft Office Project Server 2003 <i>Project management programs and solutions</i>
	Microsoft Office Online	Microsoft Office Live Meeting <i>Web conferencing service</i>	Microsoft Office Live Communications Server 2003 <i>Enterprise communications server</i>

XML and Web services and development tools such as Microsoft Visual Studio® .NET

"The Microsoft Office System sets the new gold standard in productivity applications that can revolutionize workflow processes and transform any organization into a flexible and nimble business. At Cap Gemini Ernst & Young, we utilize the cutting-edge capabilities of the Microsoft Office System to address the productivity and agility challenges that face our clients in today's competitive marketplace."

– John Parkinson, Americas Chief Technology Officer, CGE&Y

the last mile of information worker productivity

Capture the Most Lucrative Part of Your Value Chain

Solutions linking people, information, and business processes create a compelling value chain that translates into significant benefits for companies of any size in any industry. Many Partners have already developed solutions based on the Microsoft Office System.

Business value studies based on the Gartner Total Value of Opportunity (TVO) methodology and financial analyses conducted by independent third-parties attest to the business value that customers are experiencing *right now*.

Business value studies at more than 25 organizations in five key solution areas—collaboration and portals, work management, business intelligence, enterprise integration, and personal productivity—have identified:

- *A median payback period of 8 months.*
- *A median internal rate of return of 151%.*
- *A median net present value of \$3,000 per user.*

These results demonstrate the compelling value of the Microsoft Office System to customers. Partners can leverage the rich capabilities provided by the Microsoft Office System to create customer-specific solutions by role such as finance, operations, sales and human resources, targeted to specific industry segments. This leads to improved service economics, new market opportunities, and a renewed focus on high-value customer engagements.

Partnering with Microsoft is more than just great technology—it's access to market leadership, a long-term vision, and a commitment to information worker productivity.

Who: European financial services company with more than 10,000 desktops

What: Improved cross-selling and up-selling opportunities through great collaboration

Results: Expected new revenue of \$1,304 per desktop per year





the next frontier of business opportunity

A Market That is Projected to Exceed \$100 Billion by 2006

The Microsoft Office System is the most effective and powerful means for Partners to capitalize on a huge market opportunity. By building solutions that meet customer needs, Partners can tap into a rapidly growing services market that is projected to exceed \$100 billion by 2006.

The widespread use of XML changes the solutions paradigm resulting in these key opportunities to create new business:

- *Intelligent applications that enable users to incorporate information from multiple sources*
- *Connections between the desktop and back-end data that put corporate information at the fingertips of any information worker*
- *Capture and reuse of previously inaccessible information*

Combining Microsoft Windows Server 2003 and related server-based technologies with the Microsoft Office System promotes increased information worker productivity.

"Having the right information at the right time is the lifeblood of our company. The document management system that we built with the Microsoft Office System enables us to maintain our award-winning performance record more cost-effectively and ensure that we exceed customer expectations."

– John Stelly, Managing Director, Technology, Continental Airlines

Who: European telecom company with more than 21,000 desktops

What: Increased personal productivity and reduced product training costs through great integration

Results: Expected productivity benefit of \$658 and decreased training costs of \$767 per desktop per year

Who: U.S.-based state government with more than 25,000 desktops

What: Improved security and productivity plus reduced IT costs through great transformation

Results: Expected productivity benefit of \$1,487 per desktop per year and reduced risk exposure of 15 percent

"The ubiquitous use of XML in the Microsoft Office System will enable us to more easily and quickly access back-end data and import it into familiar Office applications. This will make the information more actionable for our business executives."

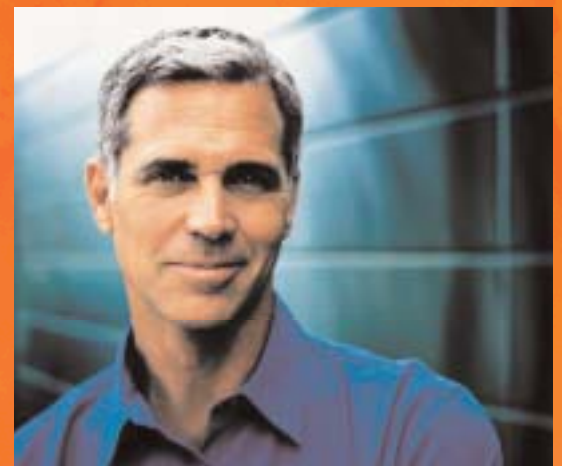
– Art G. Huggard, Director Digital Strategy, Solutia, Inc.

scale new heights

Great Transformation

In today's demanding business environment, it is critical that people are empowered to be all they can be. By using the Microsoft Office System, Partners can help information workers have greater personal impact by providing familiar programs that enable them to better manage, prioritize, and collaborate on increasing volumes of information.

A leading global clinical trials management firm piloted a solution that enables clinicians to capture data onsite electronically and download it to a database for analysis. The company reduced clinical trial cycle time by 50 percent and the time spent finding, correcting, and validating data entry errors by 40 percent. The company has effectively helped customers to increase the time that their pharmaceutical products can be sold in the market. The company expects an internal rate of return of 100 percent and a payback period of less than 6 months on its investment.





unearth the unexpected

Great Utilization

Providing workers with better access to information helps them get deeper insight into business data, identify new opportunities more effectively, and take more decisive action. Solutions based on the Microsoft Office System empower information workers to easily access and analyze information across line of business systems, which can result in greater business productivity.

A leading Asian bank with more than 10,000 desktops piloted a contract management system that enables users to manage and track information more efficiently through its business processes. A Gartner-assessed TVO analysis estimates that the bank can realize improved customer responsiveness measured as a cost savings of \$174 per desktop per year.

"The Microsoft Office System gives Accenture a new way to build and deploy solutions for our clients, solutions that solve their business needs today and prepare them for growth tomorrow."

– Scott Rose, Director of Development, Accenture Technology Labs

Who: U.S.-based information publisher with more than 100,000 online customers

What: Improved information access through great utilization

Results: Customers gained 35 percent quicker access to data, while the company expanded opportunities for new subscribers and lowered operating costs



Who: Leading global bank with more than 10,000 desktops

What: Improved the sales opportunity process through great collaboration

Results: Expected new revenue of \$1,559 per desktop per year

unite great minds

Great Collaboration

With globalization, increasingly dispersed workforces, and cross-organizational initiatives, effective collaboration is an essential way that organizations can capitalize on opportunities with speed and agility.

Organizations across many sectors are already reaping the benefits of Microsoft Office System-based solutions. A prominent public school district in the United States has piloted an online learning platform. District officials expect that this solution can provide teachers with an additional hour per day for lesson planning, give parents student-related feedback 60 percent more quickly, and enable students to access their educational information from a single online source. The school expects that more efficient use of educational and human resources can result in a graduation rate of nearly 100 percent in five years.

"Accessing information and improving collaboration all within context of familiar applications is the most powerful means to enable companies to work smarter, faster, and more productively. We see tremendous value for our customers in deploying solutions built on the new Microsoft Office System to help them streamline their document intensive business processes."

-Jim Joyce, President, Xerox Global Services, Inc.



“Wipro has delivered tangible business value to customers by providing seamless access to information using the Microsoft Office System. This has simplified workflow and reduced IT dependencies. Partnering with Microsoft in the information worker space has helped us create compelling solutions for our customers.”

– P.R. Chandrasekar, Vice President, New Business Development, Wipro Technologies

order from chaos

Great Integration

Effective process management enables organizations to better anticipate and respond to change. The Microsoft Office System helps companies capitalize on market opportunities more effectively by harmonizing critical business processes.

A U.S.-based international airline created a comprehensive document management solution that integrates existing documentation systems seamlessly and improves operational efficiency of meeting federal regulations. This workflow solution has already reduced the cost of producing maintenance advisory bulletins by nearly 50 percent.

Who: Leading global bank with more than 100,000 desktops

What: Improved loan provisioning process through great integration

Results: Expected productivity benefit of \$382 per desktop per year



a new era

Call to Action

The Microsoft Office System presents an unprecedented opportunity for Partners to become market leaders by developing solutions that address the key challenges facing businesses today.

Who: Leading global bank with more than 100,000 desktops

What: Accelerated sales cycle through great integration

Results: Expected improvement in sales valued at \$1,085 per desktop per year

➔ *Get ready.*

- Learn about the Microsoft Office System.
- Participate in Partner programs and regional training events.

➔ *Get set.*

- Identify your company's service offerings.
- Prepare relevant sales and marketing collateral.

➔ *Go!*

- Engage with your local Microsoft subsidiary or district.
- Profile your solutions on <http://www.iwsolve.com>
- Promote your solutions on <http://office.microsoft.com/marketplace/omp.aspx>

➔ *To discover how you can participate in these and other exciting Partner opportunities, refer to the enclosed CD.*

"Creating solutions with the Microsoft Office System is as much about vision and innovation as it is about technology leadership. Our trustworthy business partnership and results place Microsoft in the top tier of Fujitsu global alliance partners."

*– Michael Poehner, Chief Executive Officer
Fujitsu Consulting*



what's on the CD

The CD contains information of interest to both business and technical decision makers about Microsoft Office System-based solutions. Case studies showcase the business value of solutions that have already been implemented in a wide range of companies that represent many industries, including the financial benefits presented in this brochure. White papers and demonstrations provide details about the technologies that are part of the Microsoft Office System.

resources

- Microsoft Office–<http://www.microsoft.com/office/>
- Microsoft Office Developer Center–<http://msdn.microsoft.com/office>
- Microsoft TechNet–<http://www.microsoft.com/technet/office>
- Microsoft training and certification–<http://www.microsoft.com/traincert>
- Microsoft Office System Solution Directory–<http://www.iwsolve.com>
- Microsoft Office Marketplace–<http://office.microsoft.com/marketplace>
- Microsoft Office Online–<http://office.microsoft.com/home/default.aspx>

System Requirements

- PC with Pentium 133-megahertz (MHz) or higher processor (Pentium III is recommended.)
- Microsoft Windows 2000 with Service Pack 3 or Windows XP or later operating system
- For Windows 2000 and Windows XP operating systems:
 - 64 megabytes (MB) of RAM for the operating system (128 MB is recommended) and an additional 8 MB of RAM for each application running simultaneously.
 - 245 MB of available hard disk space with 115 MB on the hard disk on which the operating system is installed. Hard disk usage will vary depending on configuration. Custom installation choices may require more or less hard disk space.



- CD-ROM drive
- Super VGA 800 x 600 or higher-resolution monitor with 256 colors.
- Microsoft mouse, Microsoft IntelliMouse®, or compatible pointing device.

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