

From: Christine Chang
Sent: Monday, February 12, 2001 7:03 PM
To: Joseph Krawczak
Subject: Pricing slides

Here you go. Let me know if you have any questions. Thx.



Office XP Price
Summary.ppt

Plaintiff's Exhibit

6928_E

Comes v. Microsoft

**HIGHLY
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Office Global Price Waterfall

Office 2000 Standard

		ERP			Distributor		
		STD	VUP	UA	STD	VUP	UA
FPP		499	249	n/a	405	202	n/a
Open	NL	370	175	226	315	149	184
	C	343	169	226	291	144	184
	A	368	176	224	303	144	181
Select	B	331	171	224	272	141	181
	C	294	167	224	241	137	181
	D	273	161	224	224	133	181

Office 2000 Professional

		ERP			Distributor		
		STD	VUP	UA	STD	VUP	UA
FPP		599	349	n/a	486	283	n/a
Open	NL	445	262	270	378	223	221
	C	412	254	270	350	216	221
	A	443	263	268	364	216	216
Select	B	397	254	268	327	208	216
	C	353	244	268	290	200	216
	D	327	234	268	268	193	216

Office XP Standard

		ERP			Distributor		
		STD	VUP	UA	STD	VUP	UA
FPP		499	249	n/a	405	202	n/a
Open	NL	377	181	226	320	154	184
	C	369	178	226	314	151	184
	A	375	181	224	308	149	181
Select	B	349	180	224	287	147	181
	C	320	177	224	263	146	181
	D	296	176	224	244	144	181

Office XP Professional

		ERP			Distributor		
		STD	VUP	UA	STD	VUP	UA
FPP		599	349	n/a	486	283	n/a
Open	NL	454	271	284	386	230	234
	C	445	266	284	378	225	234
	A	452	271	281	371	223	231
Select	B	420	269	281	346	221	231
	C	385	265	281	317	218	231
	D	357	257	281	293	212	231

Retail & US FPP Pricing

Global Waterfall FPP Prices

Retail Only	ERP	Disti
Office Small Business Subscription	109	88
Office Professional Subscription	159	128
Office Professional Special Edition	499	405

US FPP Prices

	ERP		Distributor	
	STD	VUP	STD	VUP
US FPP Exceptions to GWF				
Office XP Standard	479	239	389	198
Office XP Professional	579	329	470	267