



**FY95 USFG Revenue Planning
Channel Guidelines Memo**

Divisions

Mike Maples	3/2021
Tim Breidigan	3/2018
Paul Maritz	4/2137
Brad Silverberg	5/1045
Brad Chase	5/2016
Jim Allchin	1/1045
Rich Tong	3/1008
Pete Higgins	17W/3138
Hank Vigil	17E/2312
Patty Stonesifer	10S/1080
Ruthann Lorentzen	10S/2038
Roger Heinen	25S/3490
Cameron Myhrvold	25S/3479

Sales & Mktg

Jeff Raikes	22/2062
Mike Appe	22/3060
John Neilson	22/1040
Jeff Sanderson	22/4048
David Danford	22/2068

Finance

Mike Brown	8S/2122
John Connors	8N/1296
Jon Anderson	8N/2214
Rick Grindley	3/2024
Mark Nickerson	8N/2296

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Prepared by:
Shawn Rose
Bob McConnachie
Allan Haeffle
Judy Dulcich
4/5/94

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**Plaintiffs' Exhibit
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**FY95 USFG Revenue Planning
Channel Guidelines Memo**

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Overview

The purpose of this memo is describe product attribute issues such as product hierarchy, product type, license type, customer type, and discount rate structure that will impact the channel revenue plan. We will also review channel programs and policies that will affect the plan & briefly outline the FY95 USFG revenue planning process.

The biggest change to the process from last year is that the product groups will be primarily responsible for unit forecasts, pricing, and adjusting the seasonality assumptions to reflect the product release schedule, while the channel has assumed responsibility for pre-loading the budget workbench (BWB) with default mix percentages for product type, license type, and customer type attributes. The default mix percentages are specific to each Product Family/Environment combination, and are based on FY94 actual sales patterns. Included in this memo are the default mix percentages for the "Top 32" revenue streams (see Appendix A for this list). The mix tables in the BWB reflect FY94 actual sales patterns (see Appendix B for FY94 actual mix percentages and monthly run rates). The "Top 32" list represents 93% of the revenue stream in FY94. In addition, the channel has taken the liberty of preparing sales estimates for the Select, Academic Select, MOLP, and Maintenance programs. During the Channel scrub period (April 18-27), the mix percentages in the BWB will be adjusted so that the revenue plan reflects the expected mixes of each product attribute.

Key Dates

4/8	Division Mgt. reviews Product Unit Forecasts with Channel Mgt.
4/11	Budget Workbench (BWB) available, with pre-loaded Discount Rates and mix %'s for Product Type, License Type, and Customer Type attributes.
4/11-4/17	Divisions (PM's) input Prices, Users, adjust Seasonality for Product Release timing
4/18-4/27	Channel scrubs revenue plans
4/28-4/29	Channel Mgt. reviews plan with Division Mgt.
5/2-5/6	Mikemap/Jeffr/Steveb approval

If you have any questions regarding this memo or USFG revenue planning in general, please contact Shawnr or Robertmc.

Product Types

Definitions

For FY95, all USFG budgeted revenue will fall into one of six Product Type categories, as follows:

Code	Description
ACD	Academic Standard
ACU	Academic Competitive Upgrade
ACV	Academic Version Upgrade
CUP	Competitive Upgrade
STD	Standard
VUP	Version Upgrade

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Product Type Mix %

Each product family will have default settings in the BWB for the product type mix percentages based on historical US channel analysis. In addition, for the "Top 32" revenue streams, we have adjusted the mix percentages to reflect expected mix during FY95. Appendix B details the Product/License/Customer Type mix assumptions for each of the "Top 32". Please review these mix percentages carefully to insure that they make sense with respect to releases of new products and new versions of existing products.

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License Types

Definitions

For FY95, all USFG budgeted revenue will fall into one of eleven License Type categories, as follows:

Code	Description
SUL	Single User License
MLP	Microsoft License Pack (Quantity = 1)
MUL	Multi-User License
MCD	Master Copy Distribution
SEL	Select License
MOLP	MOLP License
NSEL	New Select Maintenance License
RSEL	Recurring Select Maintenance License
NOLP	New MOLP Maintenance License
ROLP	Recurring MOLP Maintenance License
RMNT	Recurring non-Select Maintenance License

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License Type Mix %

Each product family will have default settings in the BWB for the license type mix percentages based on historical US channel analysis. Please review the section beginning on page 4 of this memo on Select/MOLP/Maintenance for an in-depth discussion on budgeting these license types.

Customer Types

Definitions

For FY95, all USFG budgeted revenue will fall into one of seven Customer Type categories. See Appendix C for the complete mapping of customer types into the BWB scheme.

Code	Description	
DSF	Distributor/Aggregators	Distributors and Aggregator's such as Merisel and MicroAge.
DIR	Direct Resellers	Resellers with direct purchasing relationships. Includes Egghead, Corporate Software, etc.
EUS	End User/Fulfillment	End User customers purchasing through fulfillment.
LA	Large Accounts	Large Accounts' direct purchases (not Select) from MS.
VAR	Solution Providers	SP's purchasing directly such as EDS and DEC.
EDR	Education Accounts	Education customers such as University of Washington
GOR	Government Reseller	Government Resellers

Customer Type Mix %

During FY95, the Channel expects to reduce the number of direct purchasing FPP reseller accounts. For full packaged product, our direction will be to encourage resellers to acquire their FPP (and MOLP) product through distribution. *Select*, on the other hand, should all be converted to a direct relationship between LAR's and Microsoft (with no involvement from distributors). We will define LAR criteria in the future that includes requirements for EDI reporting, electronic payment and restrict the number of LAR's worldwide to those who can fulfill the needs of the largest Microsoft customers with *Select*. In the US we expect this number to be under 20 in the long term. This transition will begin in the US in July, 1994. Each product family will have default settings in the BWB for the customer type mix percentages based on historical US channel analysis. The default assumptions reflect an expected shift in sales mix during FY95 away from Direct Resellers toward Distributors/Franchisors.

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Discount Rates & SRP's

A proposal to eliminate Suggested Retail Prices is currently under review, however for purposes of FY95 budgeting, we will continue to use the old method where the SRP and discount rate assumptions drive the Average Selling Price (also known as ASP, Gross Revenue per license, or invoice amount). The discount rate is determined by the customer type and the product attributes. The following table shows the discount rate structure that will be used for FY95 planning purposes:

LICENSE TYPE	All License Types Except Select/Maintenance		Select/Maintenance	
	STD, ACD	CUP, ACU VUP, ACV	STD, ACD	CUP, ACU VUP, ACV
CUSTOMER TYPE				
Distributor/Franchisors	46%	20%	N/A	N/A
Direct Resellers	43%	16%	21%	21%
End User/Fulfillment	0%	0%	N/A	N/A
Large Accounts	52%*	46%*	N/A	N/A
VAR/SP	52%*	46%*	N/A	N/A
Education	43%	16%	N/A	N/A
Government Reseller	43%	16%	N/A	N/A

* Actual discounts are determined by contract. For planning purposes, we will use a weighted average discount, based on historical data.

FY95 Product & Pricing Report Level Hierarchy

Product Roll-up Structure

The re-org of the product groups has resulted in a minor change in terminology (Product Group replaced by Division) as well as a new product taxonomy, or roll-up structure. See Appendix D for a complete listing of the product roll-up. Below is a schematic comparing the old FY94 product hierarchy & terminology to the new hierarchy for FY95:

FY94:	Product Group	Business Unit	Product Unit	Family
Example:	Applications	Desktop Apps	Graphics	Powerpoint
FY95:	Division	Business Unit	Product Unit	Family
Example:	Desktop Apps	Office	Graphics	Powerpoint

Pricing Report Level

The Pricing Report Level hierarchy in the BWB is detailed in Appendix E. This hierarchy shows the groupings of Product Type/License Type combinations that appear on various revenue reports available from the BWB.

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Product Release Schedule & Seasonality

The product division managers have released a final version of the Product Release Schedule for FY95. Appendix F contains a complete list of domestic releases from the PRS. The data input for the BWB Seasonality screen is jointly determined by product availability date and channel purchasing cycles. Budgeters should assume a revenue recognition lag time of two months from the planned RTM date. The duration of this lag time has been estimated from analysis of historical PRS and RTM patterns. Appendix G indicates expected beginning revenue recognition timeframes for key product releases during FY95, and provides a summary of historical channel demand by month and by quarter. Budgeters should review this information carefully, and adjust the Seasonality assumptions in the BWB input screen to reflect BOTH variables.

PC Processor Forecast

Projections for domestic PC sales are detailed below. Briefly, MS expects to see 15% unit growth for Intel-based PCs (17% growth for Windows-capable PCs) and 34% unit growth for Mac/PowerPC-based PCs in the US during FY95.

Personal Computer Market						
Hardware: US Processor Forecast						
Units in thousands						

			Forecast	Forecast	Growth		
	FY92	FY93	FY94	FY95	92-93	93-94	94-95
PROCESSOR CONSUMPTION							
Windows Capable	7,696	12,418	15,120	17,636	61%	22%	17%
Other PC	2,213	400	153	0	(82%)	(62%)	(100%)
Total PC	9,909	12,818	15,273	17,636	29%	19%	15%
% Windows Capable	78%	97%	99%	100%	25%	2%	1%
Mac	1,105	1,325	1,657	1,050	20%	25%	(37%)
Power PC	0	0	156	1,384		NM	788%
Total Mac & PPC	1,105	1,325	1,813	2,434	20%	37%	34%
Total PC & Mac	11,014	14,143	17,086	20,071	28%	21%	17%

WINDOWS PENETRATION							
Retail Win Sales - STD	1,217	1,308	778		7%	(41%)	
OEM Win Sales - STD	2,675	8,213	13,230		207%	61%	
Total Win STD Sales	3,892	9,521	14,008		145%	47%	
Penetration Rate	51%	77%	93%				

ASSUMPTIONS:

PC Processor forecast for N.America from OEM, adjusted down by 9% to get US-only estimate

Mac/PPC Processor forecast from Don Pickens (Mac Word Mktg)

Assume H1 mix of 10%/90% Retail/OEM Windows continues in H2-94 & FY95

Windows sales are sum of WFW & Win 3.x - STD only

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Channel Program Forecasts

Overview of Select:

Select MVLP (Microsoft Volume License Pack) and MELP (Microsoft Enterprise License Pack) license types have been engineered to establish a worldwide volume purchasing policy and program for large accounts. Although MVLP and MELP licenses flow through the Finished Goods Retail channel, MVLP and MELP license customers are limited; only customers who enter into a volume purchasing agreement with Microsoft may purchase the licenses.

The target Select MVLP or MELP customer is a Fortune 1000 corporation. The number of corporations with adequate infrastructure to administer the contractual requirements as well as the ability to achieve the volume commitments are finite. Because of this restrictive customer profile, MVLP and MELP revenue budget guidelines have been based on existing agreements and conservative growth assumptions for potential new agreements.

Forecasting Select Licenses & Revenues:

The Select Licensing Group and the North America Controllers Group have developed a forecast of the total number of Select customers. Total customers have been categorized as Existing Customers and New FY95 Customers. Existing Customers are defined as customers who have executed a Master Agreement with MS. New FY95 customers were forecasted, by quarter, based on historical run rates. The historical trends have been adjusted for the impact of the pending introduction of "Passport" (Lotus' equivalent of the Select Program) and potential cannibalization of smaller Select customers due to the introduction of MOLP in the US.

Total FY95 revenues for the MELP/MVLP license types were forecast based upon the following factors:

- 1) Total number of agreements (by quarter)
- 2) Average quarterly revenue per Master Agreement
- 3) Usage patterns
- 4) Timing variance between consumption of licenses and revenue reporting.

The factors listed above were forecast based upon historical experience with existing Select customers, adjusted for anomalies in the historical data and expected changes for FY95.

MELP/MVLP revenues have been divided between the Corporate and Academic programs and allocated between License Types and Product Families at the Detailed BWB Report Level. This allocation was also based upon historical trends adjusted for anticipated changes in the programs. Such "adjustments" were necessary to better reflect expectations surrounding products that do not have sales history in the Select program. The average \$/license for each family and license were estimated at the MVLP-C price level. MVLP-C was selected because it is the highest volume and lowest price of the various price levels offered in the Select Program and will produce a conservative revenue forecast. The reseller discount percentage for Select has historically been set at 16% off US SRP.

Table A on the following page shows a summary of the Select Revenue forecast. For further details regarding Select product revenues by license type, the breakdown of new versus recurring maintenance, and quarterly revenue and units, please see Appendix H.

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FY95 Select Forecast

Family	Environment	CORPORATE SELECT				ACADEMIC SELECT		TOTAL SELECT	
		Units	FY95 Revenues	Units	FY95 Revenues	Units	Revenues	Units	Revenues
Access	WIN	17,717	3,322,730	11,860	148,250	5,248	138,448	34,825	3,607,428
Excel	MAC	5,473	957,350	27,896	348,700	1,369	35,594	34,798	1,341,644
Excel	WIN	69,366	12,725,700	98,174	1,227,175	18,224	473,824	185,764	14,426,699
FoxPro	WIN	3,027	585,966	N/A	N/A	1,549	40,274	4,576	626,240
Mail Client	DOS	44,140	1,388,340	N/A	N/A	4,570	100,540	48,710	1,488,880
Visual C++	DOS	3,270	878,036	N/A	N/A	32	2,304	3,302	881,340
MS-DOS	DOS	163,917	5,278,127	205,152	1,265,788	27,380	602,360	396,449	7,146,275
NTAS	WNT	1,775	1,851,621	659	49,425	34	5,270	2,468	2,006,316
Office	MAC	39,607	10,826,939	114,502	2,833,884	2,019	76,773	156,128	13,837,596
Office	WIN	372,776	98,349,178	263,325	8,716,045	18,615	692,249	654,716	105,757,472
Office Professional	MAC	688	174,838	N/A	N/A	174	7,584	862	182,422
Office Professional	WIN	41,813	11,552,538	7,662	236,930	12,694	510,472	62,189	12,299,940
PowerPoint	MAC	1,209	234,352	4,865	60,813	427	11,102	6,500	306,267
PowerPoint	WIN	9,631	1,719,482	7,027	87,838	3,203	81,598	19,861	1,888,918
Project	MAC	1,745	474,640	8,817	154,298	65	1,755	10,627	655,693
Project	WIN	20,212	5,388,892	19,463	340,603	751	20,277	40,426	5,749,772
Schedule +	MAC	704	21,824	N/A	N/A	123	2,706	827	24,530
Schedule +	WIN	43,435	1,348,485	N/A	N/A	7,710	169,620	51,145	1,516,105
VB	WNT	61	186,278	N/A	N/A	6	3,738	67	190,016
SOL for NT	WNT	431	969,245	N/A	N/A	0	0	431	969,245
Windows	WIN	202,052	11,729,084	394,078	4,369,591	40,189	884,158	636,319	16,982,833
Windows for Workgroups	WIN	58,488	2,932,184	44,900	505,125	2,974	59,600	106,362	3,496,909
Windows NT	WNT	9,525	1,660,602	994	30,804	231	8,778	10,750	1,700,184
Word	DOS	5,802	1,125,588	N/A	N/A	3,016	76,540	8,818	1,202,128
Word	MAC	4,882	808,898	26,587	332,338	1,901	47,550	33,350	1,188,804
Word	WIN	87,635	15,657,946	106,899	1,336,238	35,847	911,314	230,381	17,905,498
Works	DOS	15,637	922,583	N/A	N/A	7,186	158,092	22,823	1,080,675
Works	MAC	2,232	218,736	N/A	N/A	1,703	37,466	3,935	256,202
Works	WIN	25,463	1,986,114	N/A	N/A	15,471	340,362	40,934	2,326,476
Total Select Program		1,252,692	195,455,384	1,342,860	20,043,842	212,711	5,498,346	2,767,329	220,997,584

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TABLE A

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Overview of MOLP:

MOLP (Microsoft Open License Pack) is designed to extend many of the Select program benefits into the large and rapidly growing medium-sized business segment. MOLP is an entry level volume licensing program with lower volume requirements than those of the Select Program and negligible implementation costs. The target customers are medium-sized organizations which tend to specialize in one line of business and have a relatively unsophisticated IS staff. This market is fragmented between many vertical lines of business and highly dependent on VAR solutions and services. MOLP is designed to capture reseller and Solution Provider mind share and make it beneficial for them to actively sell MS software to the medium sized organization.

Forecasting MOLP Licenses & Revenues:

The Select Licensing Group and the North America Controllers Group have developed a forecast of the total FY95 MOLP units and revenues. The US MOLP forecast is based on the assumption that MOLP will cannibalize existing license share from the MS MUL, MMLP, and MVLP-A licensing programs as well as generate incremental new licenses. MOLP was introduced in Europe in November, 1993. The assumptions are based upon information gathered from the European MOLP program and other high level assumptions.

Cannibalization of existing Licensing Programs:

The forecast anticipates ~51% of FY95 MOLP revenues will result from cannibalization of existing license share from MUL, MMLP, and MVLP-A licensing programs. Specifically, MOLP is expected to completely replace large MMLP licenses (100 and 500 packs). Because MOLP allows different products to be combined in a single transaction, MOLP was forecasted to replace ~40% of MMLP 20 & 25 packs. Due to the relatively simple implementation of MOLP versus the Select program the forecast also anticipates cannibalizing ~10% of potential new MVLP-A customers.

Incremental New Customers & Maintenance:

MOLP is targeted towards medium-sized organizations, a market segment that has comparatively low Windows penetration. The relatively low penetration indicates that there is a greater potential for new user and competitive upgrade sales via MOLP. In total, ~34% of forecasted FY95 MOLP revenues are expected to come from incremental new users. This assumption was based upon levels experienced in Europe during the first six months of the program. Finally ~15% of the FY95 MOLP revenues are forecasted to come through Maintenance sales. This assumption was also derived from the experience in Europe.

Forecasted MOLP revenues have been divided between the Corporate and Academic programs and allocated amongst License Types and Product Families at the Detailed BWB Report Level. These allocations were based upon a combination of several factors including FY94 experience in large MMLP and MUL licenses, actual FY94 MOLP data from Europe and historical trends from the Select program. The average \$/license for each family and license were estimated at the MOLP-C price. MOLP-C was selected because it is anticipated to be the highest volume and is lowest price of the various price levels offered in the MOLP Program. The discount percentage for MOLP is set at 20% off US SRP. MOLP maintenance revenues are prepaid. Thus, all MOLP maintenance revenue and units have been budgeted as new. This assumes that recognition of revenue will be at payment and not deferred over the term of the MOLP agreement. A more detailed description of the Maintenance accounting policy will be available from the Corporate Controller in the next couple of days.

Table B on the following page shows a summary of the MOLP revenue forecast. For further details regarding MOLP revenues by license type, the maintenance units and revenues, and the quarterly growth in program participation, please see Appendix I.

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FY95 MOLP Forecast

Family	Environment	CORPORATE MOLP				ACADEMIC MOLP		TOTAL MOLP	
		Units	FY95 Revenues	Units	FY95 Revenues	Units	Revenues	Units	Revenues
Access	WIN	1,828	387,992	1,376	137,600	964	204,698	4,168	730,280
Excel	MAC	582	115,232	3,212	321,200	268	53,080	4,062	489,512
Excel	WIN	7,289	1,538,110	11,388	1,138,800	3,381	713,520	22,058	3,390,430
FoxPro	WIN	842	191,048			264	59,960	1,106	251,008
Matt Client	DOS	132,808	11,952,720			1,682	151,380	134,490	12,104,100
Visual C++	DOS	1,753	477,998			149	40,806	1,802	518,804
MS-DOS	DOS	601,920	18,069,120			25,215	907,740	553,795	18,976,860
NTAS	WNT	1,405	952,240	151	90,600	10	6,880	2,196	1,049,720
Office	MAC	3,949	1,328,112	11,378	2,571,428	341	114,805	8,698	4,014,345
Office	WIN	36,992	11,964,750	26,660	6,025,160	3,222	1,042,200	46,826	19,032,110
Office Professional	MAC	0	0	781	210,870	0	0	0	210,870
Office Professional	WIN	5,351	2,108,290			1,972	776,230	17,819	2,882,520
PowerPoint	MAC	504	114,912	4,408	55,100	72	16,416	433,324	186,428
PowerPoint	WIN	4,141	841,842	6,612	82,650	599	122,058	94,555	1,046,550
Project	MAC	280	75,920	1,573	27,528	5	1,600	3,247	105,048
Project	WIN	2,821	879,350	10,498	183,680	94	29,700	27,899	1,092,730
Schedule +	MAC	3,303	122,211			111	4,107	3,414	126,318
Schedule +	WIN	203,208	7,518,696			6,908	255,596	210,116	7,774,292
VB	WNT	2,284	478,320			195	41,060	2,479	519,380
SQL for NT	WNT	0	0			0	0	0	0
Windows	WIN	164,510	11,320,548	432,748	4,868,415	19,360	1,332,240	911,618	17,521,201
Windows for Workgroups	WIN	69,120	3,672,000	88,815	1,010,419	1,688	89,652	70,808	4,772,071
Windows NT	WNT	2,052	405,092	2,982	91,822	63	12,447	2,115	509,361
Word	DOS	1,032	235,296			436	99,408	1,468	334,704
Word	MAC	911	168,532	24,984	312,300	384	71,032	1,295	551,864
Word	WIN	16,088	3,273,944	99,204	1,240,050	6,821	1,388,100	22,909	5,902,094
Works	DOS	75,154	5,185,826			3,452	238,188	78,606	5,423,814
Works	MAC	10,698	1,230,270			490	56,350	11,188	1,286,620
Works	WIN	121,330	11,162,360			5,573	512,716	126,903	11,675,076
Total MOLP Program		1,372,155	95,768,529	727,748	18,367,621	83,719	8,341,958	2,672,161	122,478,109

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TABLE B

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FY95 Revenue Plan: "TOP 32" Analysis Focus

FAMILY Level Detail

Division	Business Unit	Product Unit	Family	Env	Page No.
Desktop Applications	Office	Office	MS Office	Win	10
Desktop Applications	Office	Office	MS Office Pro	Win	14
Desktop Applications	Office	Office	MS Office	Mac	18
Desktop Applications	Office	Excel	Excel	Win	22
Desktop Applications	Office	Excel	Excel	Mac	26
Desktop Applications	Office	Word	Word	Win	30
Desktop Applications	Office	Word	Word	Mac	34
Desktop Applications	Office	Graphics	Powerpoint	Win	38
Desktop Applications	Office	Graphics	Powerpoint	Mac	42
Desktop Applications	Access	Access	Access	Win	46
Desktop Applications	Project	Project	Project	Win	50
Desktop Applications	Project	Project	Project	Mac	54
Personal Operating Systems	MS-DOS	MS-DOS	MS-DOS	DOS	58
Personal Operating Systems	Windows	Windows	Windows	Win	62
Personal Operating Systems	Windows	Windows	WFW Software	Win	66
Business Systems	Windows NT	Windows NT	Windows NT	Win NT	70
Business Systems	Server Operating Systems	Server Operating Systems	Windows NTAS	Win NT	74
Developer	Desktop Database & Tools	Fox	FoxPro	DOS	78
Developer	Desktop Database & Tools	Fox	FoxPro	Win	82
Developer	Desktop Database & Tools	Visual Basic	Visual Basic Pro	Win	86
Developer	Languages	C++	Visual C++	Win	90

BUSINESS UNIT/PRODUCT UNIT Level Detail

Division	Business Unit	Product Unit	Page No.
Consumer	Reference	All	94
Consumer	Input Device	All	98
Consumer	Kids/Games	All	102
Consumer	Lifestyles	All	106
Consumer	Personal Tools	All	110
Consumer	Transactions	All	114
Consumer	Works	All	118
At Work	Digital Office Systems	All	122
Developer	Developer Kits	All	126
Business Systems	Server Applications	SQL	130
Business Systems	Server Applications	Workgroup	134

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Division: Desktop Applications
 Business Unit: Office
 Product Unit: Office
 Product Family: MS Office
 Environment: WIN

PRODUCT TYPE MIX TABLE:

Product Type (Mk. No.)	Total
ACD	8.1%
ACV	8.1%
CLM	38.1%
STD	31.2%
VAR	14.5%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type (Mk. No.)	Customer Type							Grand Total
	DB	DISP	EUR	EUR	GOR	LA	VAR	
ACD	31.7%	44.3%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
ACV	1.0%	11.4%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
CLM	34.3%	61.0%	0.0%	0.0%	0.1%	0.3%	0.0%	100.0%
STD	37.9%	34.0%	0.0%	0.1%	0.0%	10.0%	0.0%	100.0%
VAR	31.1%	13.3%	0.1%	0.0%	0.0%	34.1%	0.1%	100.0%
Grand Total	31.0%	49.0%	0.1%	0.1%	0.3%	14.1%	0.4%	100.0%

LICENSE TYPE MIX TABLE:

License Type (Mk. No.)	Customer Type	License Type											Grand Total	
		MCD	ISP	SLA	MSRT	MSL	MSPT	ESP	SLI	SLA	SLA	SLA		
ACD	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
ACV	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
CLM	DB	0.0%	1.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
EUR	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
GOR	DB	0.0%	12.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	12.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
LA	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
VAR	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	DB	1.2%	15.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	41.1%	41.1%	0.0%	0.0%	100.0%
	DISP	0.0%	15.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	41.1%	41.1%	0.0%	0.0%	100.0%
EUR	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
GOR	DB	0.0%	41.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	41.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
LA	DB	0.0%	27.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	27.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
VAR	DB	0.0%	13.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	13.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
VAR	DB	0.0%	0.1%	0.0%	45.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.1%	0.0%	45.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
EUR	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
GOR	DB	0.0%	1.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	1.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
LA	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
VAR	DB	0.0%	1.1%	0.0%	45.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DISP	0.0%	1.1%	0.0%	45.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
Grand Total		1.2%	15.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	41.1%	41.1%	0.0%	0.0%	100.0%

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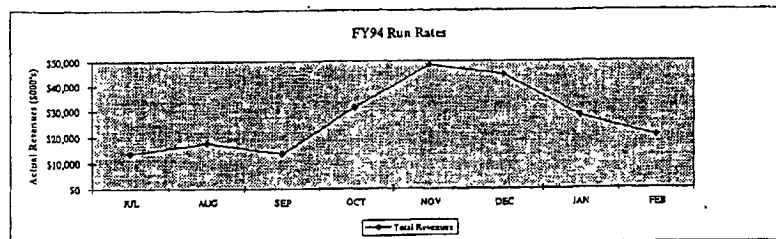
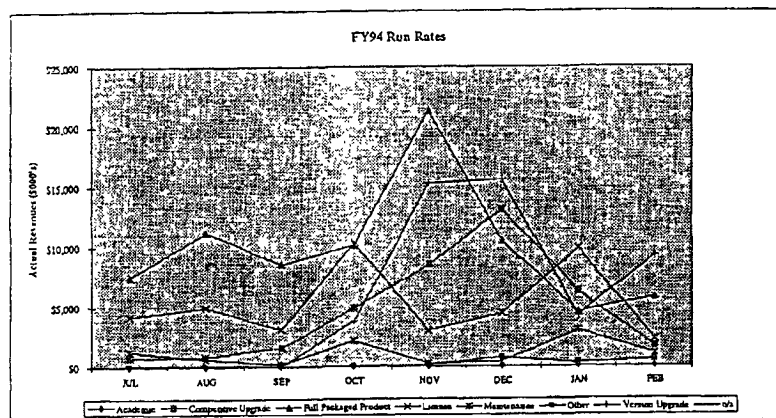
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REVENUES

Business Unit: Office
 Product Unit: Office
 Product Family: MS Office
 Environment: WIN
 Product Type: (AB)
 License Type: (AR)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academe	\$0	\$0	\$0	\$0	\$0	\$10	\$11	\$1	\$22
Concurrent Upgrade	\$676	\$817	\$1,651	\$4,882	\$1,558	\$13,051	\$6,247	\$1,642	\$37,484
Full Packaged Product	\$7,448	\$11,167	\$8,553	\$10,129	\$21,278	\$10,592	\$4,546	\$5,767	\$79,281
License	\$4,186	\$4,950	\$3,119	\$10,290	\$2,975	\$4,437	\$9,834	\$2,237	\$42,016
Maintenance	\$1,240	\$619	\$186	\$215	\$234	\$407	\$3,004	\$1,056	\$8,899
Other	\$49	\$74	\$33	\$40	\$164	\$745	\$294	\$526	\$1,904
Version Upgrade	\$1	\$0	\$0	\$3,775	\$15,303	\$15,524	\$4,179	\$9,218	\$47,900
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$13,699	\$17,629	\$13,543	\$31,217	\$48,370	\$44,545	\$28,105	\$29,447	\$217,505



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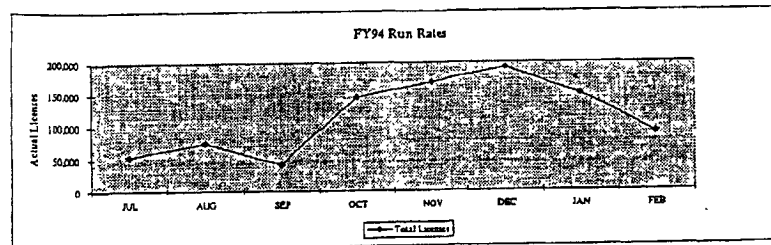
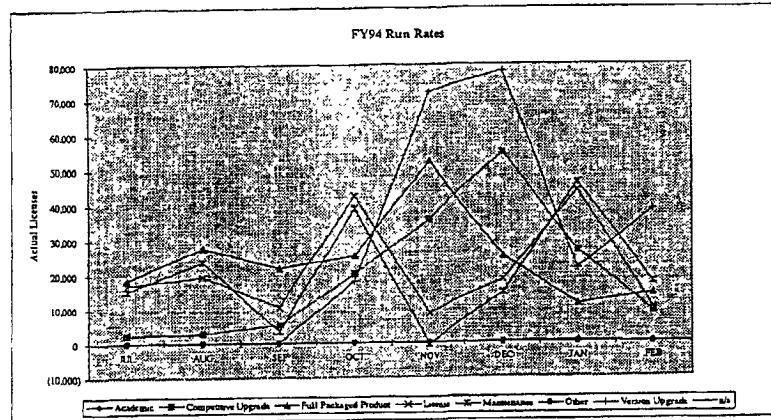
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LICENSES

Business Unit: Office
 Product Unit: Office
 Product Family: MS Office
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	0	0	0	0	0	300	341	25	664
Competitive Upgrade	2,272	2,820	5,365	20,071	15,744	54,690	26,509	9,074	156,545
Full Packaged Product	18,516	27,632	21,932	25,284	52,426	25,134	11,240	14,091	196,235
License	16,845	19,385	10,536	42,478	8,587	18,299	49,864	10,171	169,965
Maintenance	15,305	23,689	3,366	38,893	(587)	14,469	0	0	158,460
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	19	9	16	15,013	72,241	78,086	21,412	38,327	228,133
NA	0	0	0	0	0	0	0	0	0
Total Licenses	52,957	73,534	43,215	144,739	148,414	190,978	149,138	89,055	910,032



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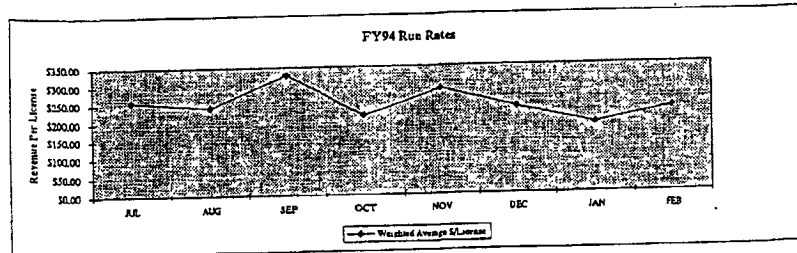
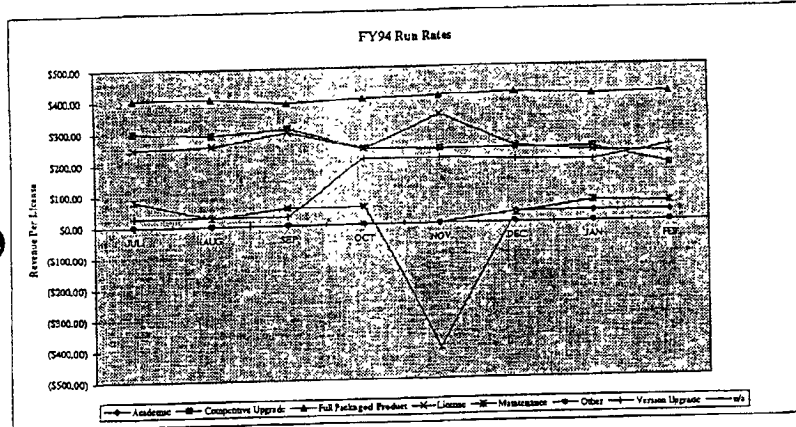
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 CONFIDENTIAL 12

REVENUE PER LICENSE

Business Unit: Office
 Product Unit: Office
 Product Family: MS Office
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$32.00	\$52.81	\$32.00	\$116.81
Competitive Upgrade	\$297.58	\$289.73	\$307.78	\$243.24	\$228.86	\$218.27	\$235.64	\$188.91	\$2,194.44
Full Packaged Product	\$402.25	\$404.15	\$389.97	\$430.62	\$405.87	\$413.45	\$404.46	\$409.30	\$4,039.97
License	\$248.51	\$253.57	\$296.03	\$242.24	\$346.23	\$242.47	\$223.00	\$219.94	\$2,472.21
Maintenance	\$81.02	\$36.15	\$55.18	\$53.30	(\$402.91)	\$28.16	\$65.35	\$60.82	\$56.15
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vernon Upgrade	\$27.47	\$20.00	\$28.38	\$209.58	\$310.45	\$198.80	\$195.17	\$340.51	\$2,099.97
Win	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$254.82	\$239.74	\$328.57	\$316.82	\$287.24	\$333.25	\$188.45	\$227.49	\$329.81



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Division Desktop Applications
 Business Unit Office
 Product Unit Office
 Product Family A&S Office Professional
 Environment WIN

PRODUCT TYPE MIX TABLE

Product Type	Total
ACD	1.0%
CLP	1.5%
STD	86.4%
VLP	1.0%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE

Product Type	Customer Type							Grand Total
	DB	DIP	DR	DRP	GOR	LA	VAR	
ACD	0.5%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%
CLP	11.5%	11.5%	0.0%	0.0%	0.0%	0.0%	0.0%	23.0%
STD	11.0%	66.7%	0.1%	0.4%	0.7%	0.1%	1.5%	100.5%
VLP	0.0%	7.0%	0.0%	1.0%	0.0%	0.0%	0.0%	8.0%
Grand Total	23.0%	85.7%	0.1%	1.4%	0.7%	0.1%	1.5%	100.5%

LICENSE TYPE MIX TABLE

Product Type	Customer Type	License Type							Grand Total
		SDP	MSL	BLAT	RPL	SR	SL		
ACD	DB	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
CLP	DB	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
STD	DB	18.1%	0.0%	0.0%	0.0%	0.0%	33.6%	48.3%	100.0%
	DIP	26.2%	0.0%	0.0%	0.0%	0.0%	2.6%	71.8%	100.0%
	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	DRP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	LA	18.7%	0.0%	0.0%	0.0%	0.0%	0.0%	60.3%	100.0%
	VAR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
VLP	DB	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%	0.0%	1.0%
	DIP	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
Grand Total	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	DIP	15.9%	1.0%	0.0%	0.0%	0.0%	21.3%	77.8%	100.0%

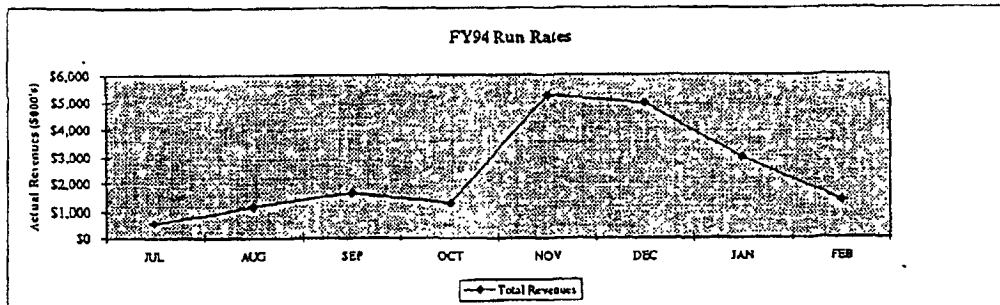
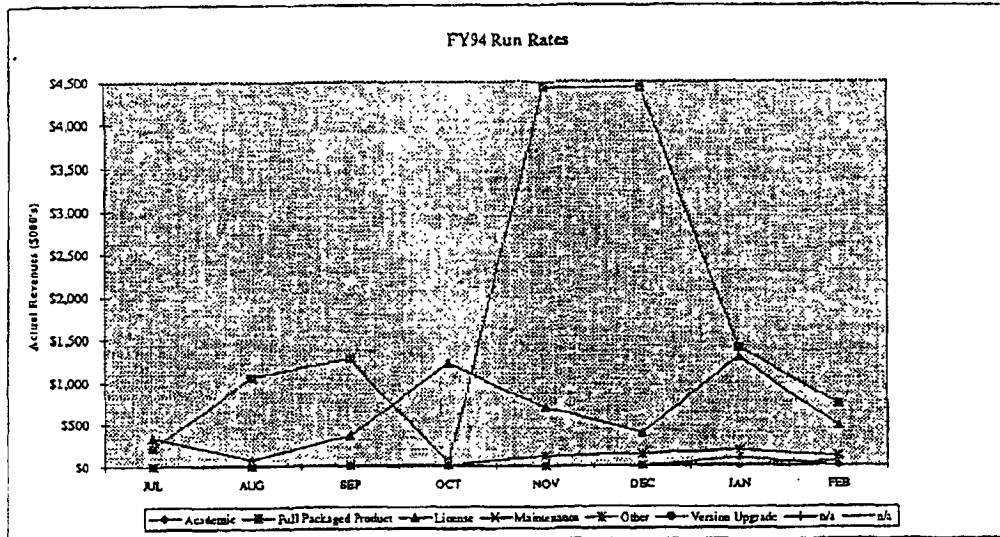
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MS 0104539
CONFIDENTIAL 1/4

REVENUES

Business Unit: Office
 Product Unit: Office
 Product Family: MS Office Professional
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0	\$0	\$0	\$0	\$0	\$0	\$90	\$1	\$91
Full Packaged Product	\$214	\$1,060	\$1,270	\$41	\$4,433	\$4,417	\$1,354	\$741	\$13,570
License	\$329	\$78	\$154	\$1,214	\$695	\$384	\$1,282	\$466	\$4,804
Maintenance	\$0	\$0	\$0	\$9	\$2	\$8	\$21	\$50	\$90
Other	\$4	\$22	\$19	\$17	\$14	\$137	\$182	\$108	\$602
Version Upgrade	\$1	\$1	\$1	\$0	\$0	\$0	\$5	\$0	\$8
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$548	\$1,141	\$1,444	\$1,282	\$5,145	\$4,945	\$2,973	\$1,344	\$19,145

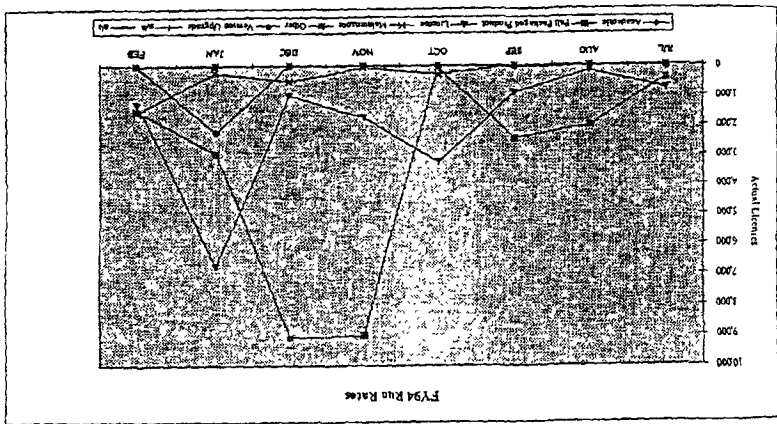
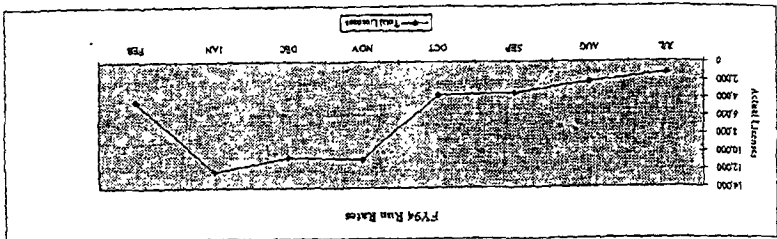


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Month	Academic	Full Packaged Product	Lifetime	License	Version Upgrade	Other	MS Office Professionals	MS Office Professionals - MS Office	MS Office Professionals - MS Office (All)	MS Office Professionals - MS Office (All) - MS Office	MS Office Professionals - MS Office (All) - MS Office (All)	MS Office Professionals - MS Office (All) - MS Office (All) - MS Office	MS Office Professionals - MS Office (All) - MS Office (All) - MS Office (All)
FEB	0	0	0	0	0	0	0	0	0	0	0	0	0
MAR	0	0	0	0	0	0	0	0	0	0	0	0	0
APR	0	0	0	0	0	0	0	0	0	0	0	0	0
MAY	0	0	0	0	0	0	0	0	0	0	0	0	0
JUN	0	0	0	0	0	0	0	0	0	0	0	0	0
JUL	0	0	0	0	0	0	0	0	0	0	0	0	0
AUG	0	0	0	0	0	0	0	0	0	0	0	0	0
SEP	0	0	0	0	0	0	0	0	0	0	0	0	0
OCT	0	0	0	0	0	0	0	0	0	0	0	0	0
NOV	0	0	0	0	0	0	0	0	0	0	0	0	0
DEC	0	0	0	0	0	0	0	0	0	0	0	0	0
JAN	0	0	0	0	0	0	0	0	0	0	0	0	0
FEB	0	0	0	0	0	0	0	0	0	0	0	0	0
Grand Total	0	0	0	0	0	0	0	0	0	0	0	0	0

Business Unit Office
Product Family: MS Office Professionals
Data Source: WFIN
Product Type (All)
License Type (All)

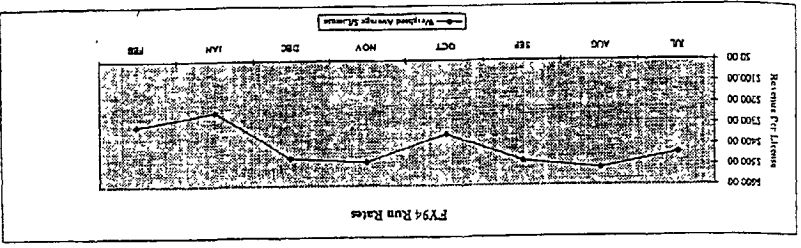
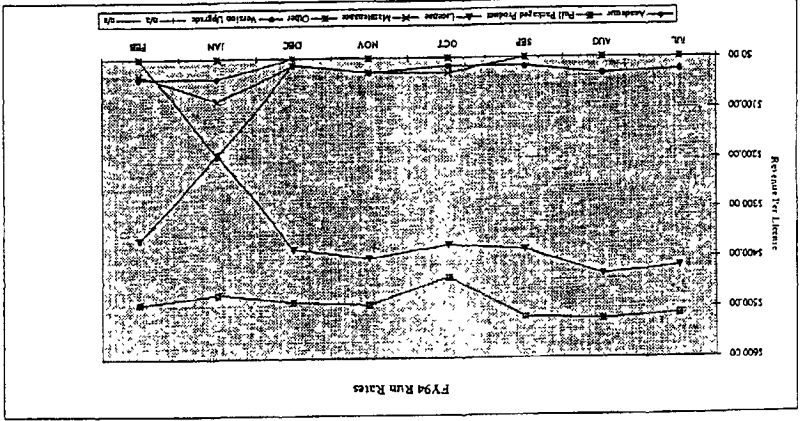
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REVENUE PER LICENSE

Business Unit: Office
 Product Unit: Office
 Product Family: MIS Office (Professional)
 Environment: NTN
 Product Type: (All)
 License Type: (All)

Month	Academic	Full Package Product	License	Other	Version Upgrade	MS	Weighted Average License
JUL	\$0.00	\$512.22	\$572.59	\$411.81	\$419.22	\$412.99	\$412.99
AUG	\$0.00	\$511.93	\$573.65	\$384.28	\$411.81	\$511.48	\$511.48
SEP	\$0.00	\$512.76	\$572.60	\$384.28	\$411.81	\$481.55	\$481.55
OCT	\$0.00	\$478.76	\$572.60	\$384.28	\$411.81	\$349.83	\$349.83
NOV	\$0.00	\$478.76	\$572.60	\$384.28	\$411.81	\$444.57	\$444.57
DEC	\$0.00	\$478.76	\$572.60	\$384.28	\$411.81	\$465.58	\$465.58
JAN	\$0.00	\$478.76	\$572.60	\$384.28	\$411.81	\$344.86	\$344.86
FEB	\$0.00	\$478.76	\$572.60	\$384.28	\$411.81	\$511.70	\$511.70
Grand Total	\$0.00	\$4,820.16	\$5,202.00	\$3,842.80	\$4,118.10	\$3,946.67	\$3,946.67



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Dalhousie Desktop Applications
 Business Unit Office
 Product Family MS/Office
 Environment: NAC

PRODUCT TYPE MIX TABLE

Product Type	Total
ADJ	826
ACU	444
STD	435
VAP	315
Grand Total	1005

CUSTOMER TYPE MIX TABLE

Customer Type	ADJ	ACU	STD	VAP	Grand Total
DOR	315	100	75	65	555
DRS	100	100	100	100	400
DRN	100	100	100	100	400
GRAND TOTAL	515	200	275	265	1005

LICENSE TYPE MIX TABLE

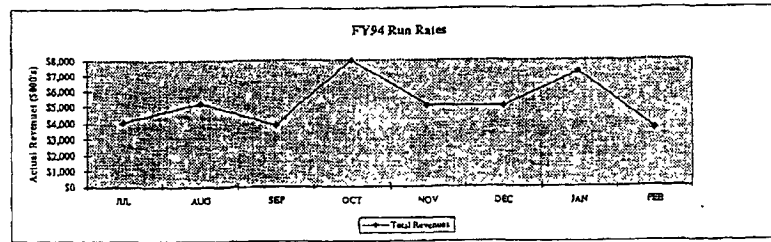
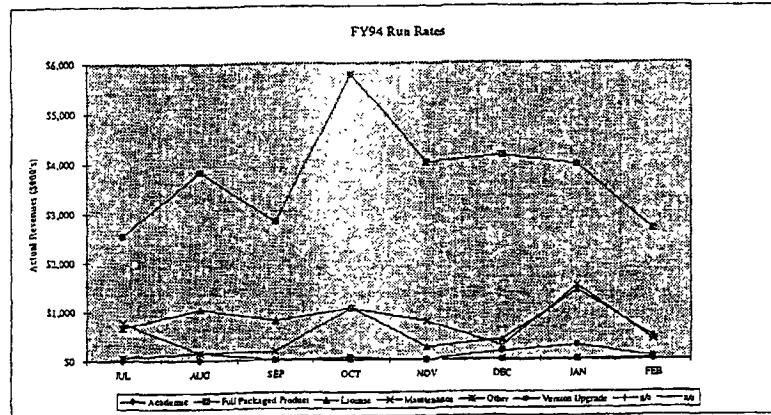
License Type	ADJ	ACU	STD	VAP	Grand Total
DOR	315	100	75	65	555
DRS	100	100	100	100	400
DRN	100	100	100	100	400
GRAND TOTAL	515	200	275	265	1005

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REVENUES

Business Unit: Office
 Product Unit: Office
 Product Family: MS Office
 Environment: M.A.C.
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	\$0	\$0	\$0	\$0	\$0	\$0	\$26	\$1	\$27
Full Packaged Product	\$2,551	\$3,834	\$2,829	\$5,754	\$4,000	\$4,159	\$3,961	\$2,637	\$29,740
License	\$670	\$1,044	\$807	\$1,059	\$262	\$402	\$1,424	\$466	\$6,135
Maintenance	\$75	\$158	\$185	\$1,056	\$783	\$273	\$1,516	\$394	\$5,141
Other	\$67	\$159	\$12	\$15	\$10	\$18	\$16	\$37	\$333
Version Upgrade	\$7	\$10	\$18	\$61	\$7	\$176	\$302	\$62	\$641
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$4,069	\$5,204	\$3,853	\$7,946	\$5,041	\$5,020	\$7,245	\$3,618	\$47,818



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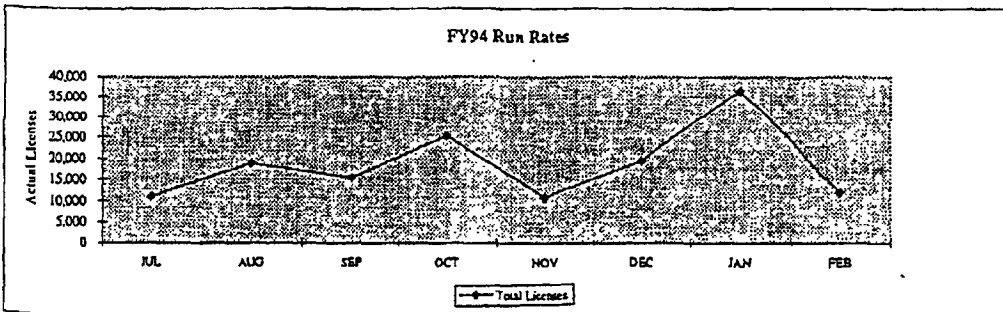
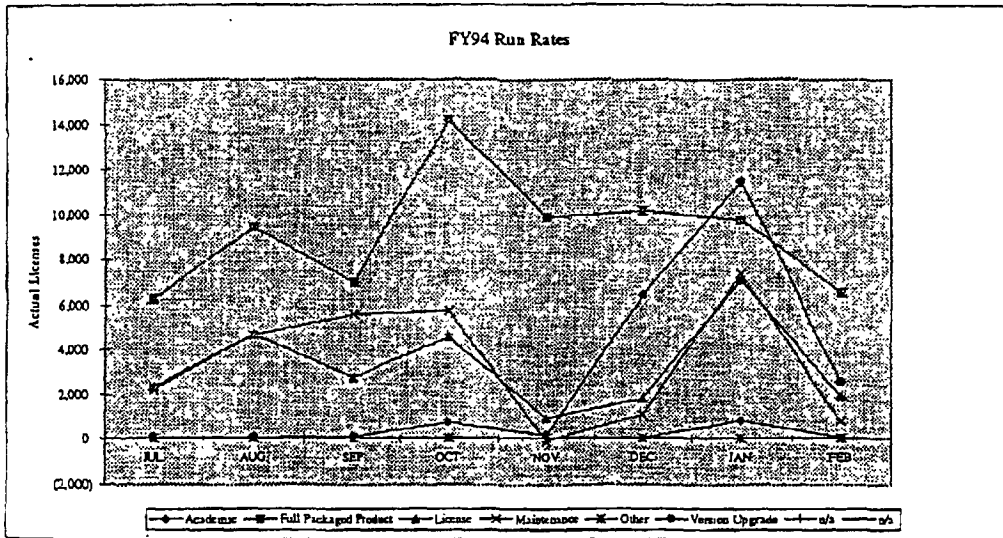
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MS 0104544 10
 CONFIDENTIAL

LICENSES

Business Unit: Office
 Product Unit: Office
 Product Family: MS Office
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	0	0	0	0	0	0	111	46	157
Full Packaged Product	6,279	9,432	6,947	14,172	9,842	10,120	9,752	6,531	73,075
License	2,338	4,690	2,744	4,553	912	1,806	7,072	1,953	26,068
Maintenance	2,195	4,675	5,615	5,756	(161)	1,091	7,342	804	27,317
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	41	45	65	720	123	6,408	11,412	2,565	21,379
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	10,853	18,842	15,371	25,201	10,714	19,425	36,349	11,899	148,694

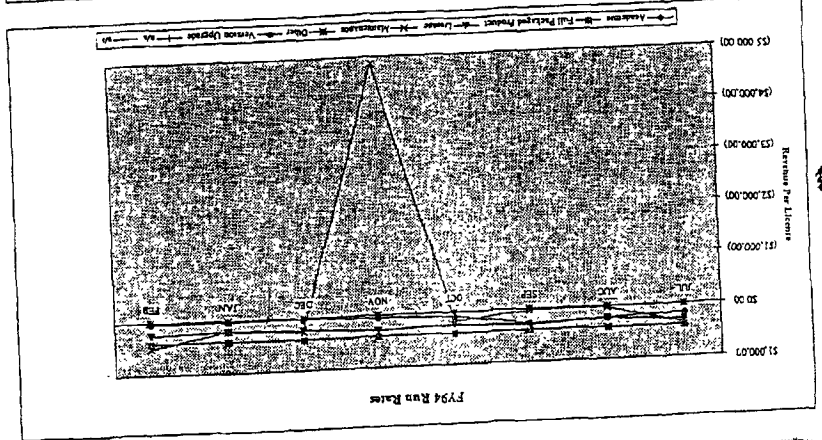
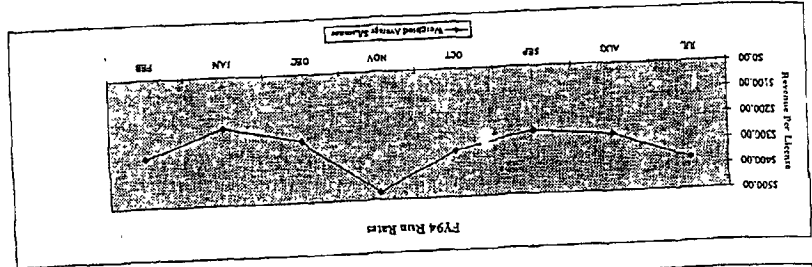


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Month	Full Package Product	Other Products	Weighted Average Licenses
JUL	506.45	50.00	3776.94
AUG	407.24	50.00	3276.19
SEP	1406.29	50.00	526.59
OCT	2272.58	50.00	313.39
NOV	44009.29	50.00	847.18
DEC	3228.66	50.00	258.64
JAN	5406.33	50.00	199.11
FEB	3406.30	50.00	328.58
Grand Total	5406.33	50.00	5406.33

Revenue Unit: Other
Product Unit: Other
Product Family: MS Office
Environment: MAC
Product Type: (All)
License Type: (All)

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Dalhousie Desktop Applications
 Business Units Office
 Product Unit Excel
 Product Research Excel
 Environment NIN

PRODUCT TYPE MIX TABLE:

Product Type	Mix %
ACD	7.6%
ADP	21.9%
ADP	26.3%
ADP	44.1%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type	Mix %
DIR	31.6%
DIR	27.4%
DIR	41.4%
Grand Total	100.0%

LICENSE TYPE MIX TABLE:

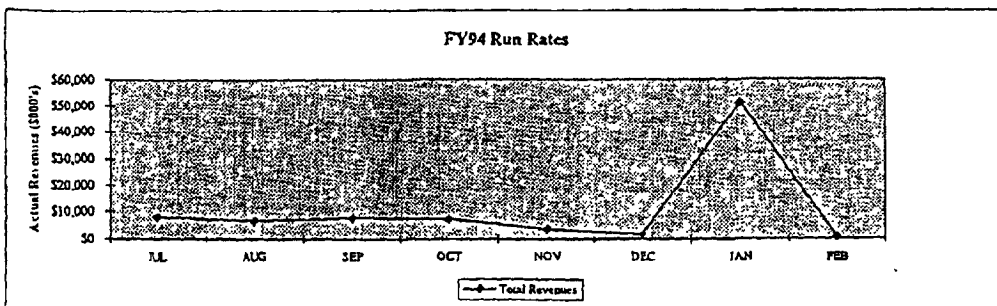
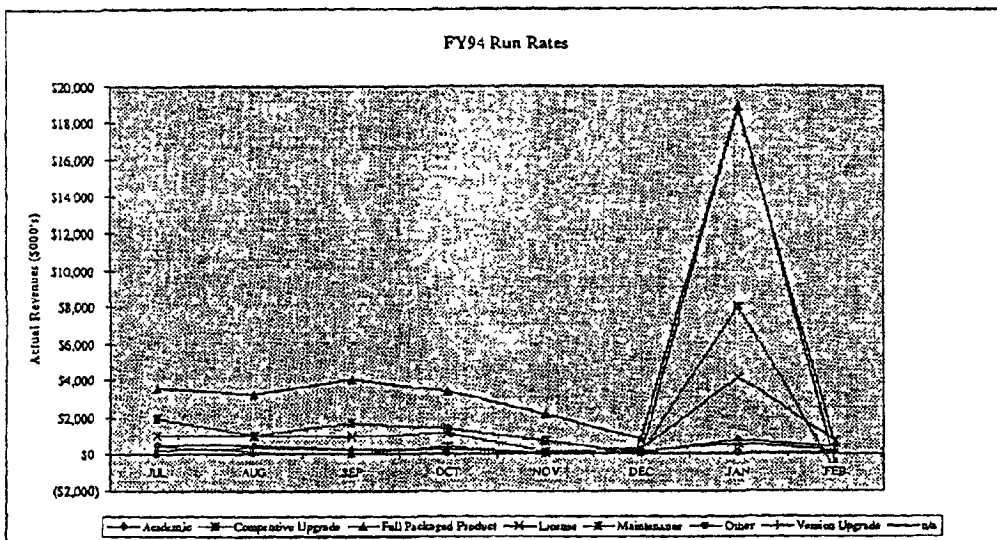
License Type	Mix %
DIR	31.6%
DIR	27.4%
DIR	41.4%
Grand Total	100.0%

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 CONFIDENTIAL 22

REVENUES

Business Unit: Office
 Product Unit: Excel
 Product Family: Excel
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$339	\$509	\$254	\$270	\$107	\$119	\$793	\$381	\$2,473
Competitive Upgrade	\$1,969	\$1,057	\$1,741	\$1,418	\$732	\$75	\$7,965	(\$919)	\$14,037
Full Packaged Product	\$3,555	\$3,219	\$4,027	\$3,363	\$2,185	\$861	\$18,865	(\$530)	\$33,545
License	\$1,094	\$1,025	\$1,015	\$1,174	\$174	\$317	\$4,114	\$774	\$9,687
Maintenance	\$451	\$157	\$49	\$415	\$52	\$181	\$578	\$226	\$2,109
Other	\$40	\$57	\$39	\$49	\$21	\$73	\$88	\$134	\$502
Version Upgrade	\$239	\$372	\$294	\$274	\$96	\$26	\$18,632	\$531	\$20,463
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$7,887	\$4,397	\$7,420	\$4,964	\$3,366	\$1,653	\$51,935	\$397	\$85,317



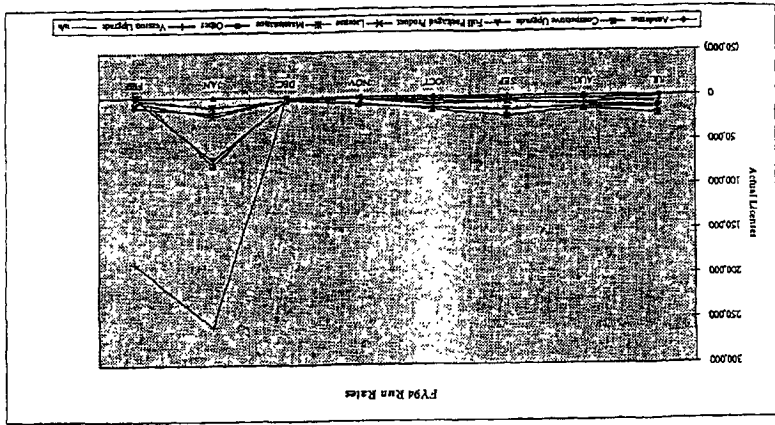
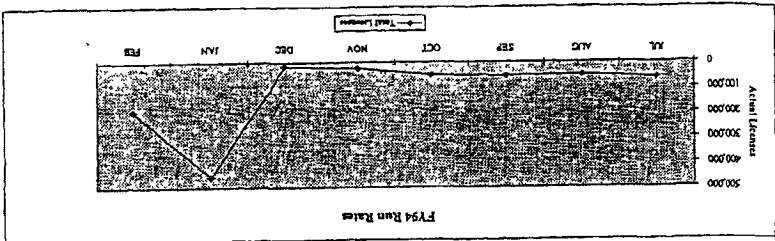
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Month	Andromeda	Composite Upgrade	Full Product Upgrade	License	Maintenance	Other	Vendor License	Total Licenses
JUL	11,248	20,461	14,516	14,516	5,795	8,267	0	61,294
AUG	9,558	14,516	14,516	14,516	5,795	3,740	0	50,678
SEP	5,642	22,249	14,516	14,516	6,808	4,088	0	53,855
OCT	2,245	11,273	14,516	14,516	8,267	8,268	0	51,553
NOV	3,211	67	1,014	1,880	2,464	3,768	0	23,449
DEC	17,721	76,379	70,697	21,774	10,069	1,992	0	145,111
JAN	10,887	64,483	69,953	4,097	2,581	187,126	0	455,468
FEB	10,887	64,483	69,953	4,097	2,581	187,126	0	455,468
Grand Total	64,483	144,266	155,288	56,275	44,919	459,291	0	904,792

Business Units: Other
Product Family: Excel
Product Type: Full
License Type: All

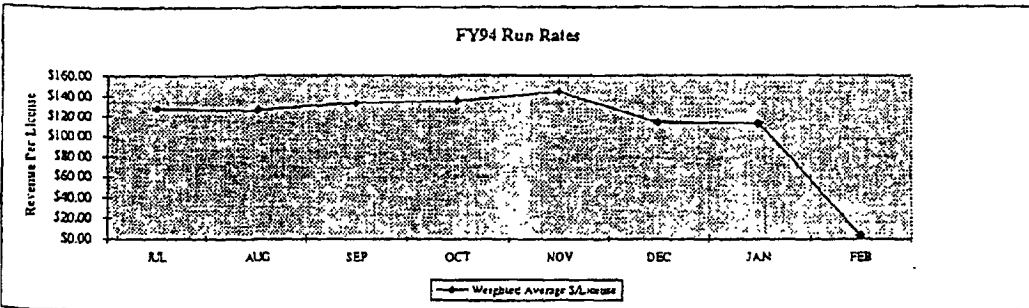
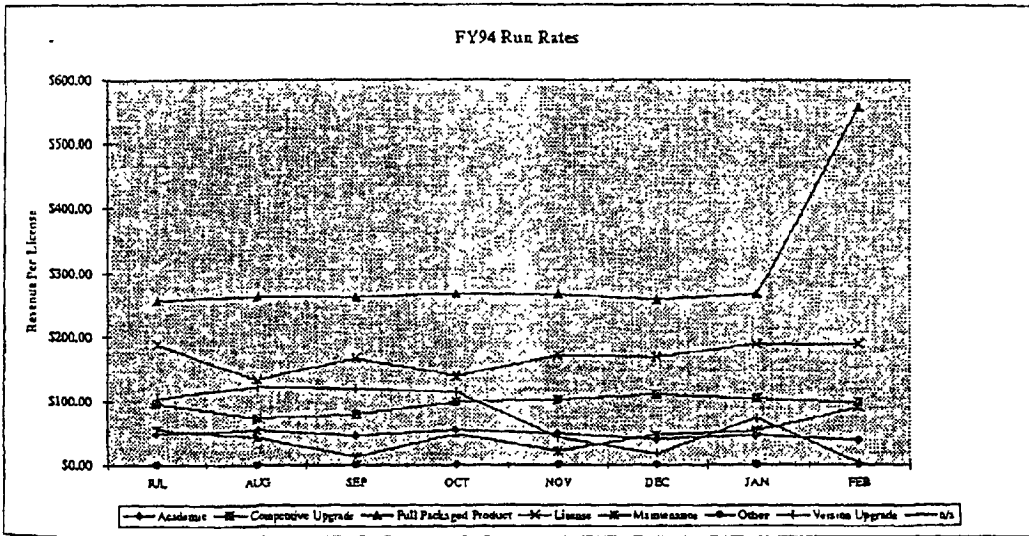
LICENSES

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REVENUE PER LICENSE

Business Unit: Office
 Product Unit: Excel
 Product Family: Excel
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academe	\$47.93	\$53.30	\$45.05	\$55.48	\$47.70	\$39.30	\$44.76	\$37.40	\$45.97
Competitive Upgrade	\$96.21	\$72.83	\$78.23	\$99.16	\$102.65	\$111.32	\$104.28	\$97.77	\$95.94
Full Packaged Product	\$257.08	\$263.29	\$262.31	\$267.22	\$266.26	\$257.37	\$266.84	\$255.92	\$262.74
License	\$188.84	\$134.39	\$167.31	\$158.97	\$171.25	\$168.75	\$188.95	\$188.22	\$170.84
Maintenance	\$53.91	\$41.90	\$12.07	\$47.30	\$21.01	\$45.38	\$52.67	\$89.41	\$46.95
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$103.99	\$123.44	\$119.91	\$114.61	\$41.70	\$16.74	\$72.24	\$2.84	\$44.57
ns	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$127.21	\$124.22	\$132.85	\$135.08	\$144.15	\$113.89	\$112.05	\$3.88	\$94.07



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MS 0104550
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Division: Desktop Applications
 Business Unit: Office
 Product Unit: Excel
 Product Family: Excel
 Environment: NIAC

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PRODUCT TYPE MIX TABLE:

Product Type	Value	Total
ACD	22.0%	100.0%
CLP	0.0%	100.0%
STD	21.0%	100.0%
VLP	43.0%	100.0%
Grand Total	100.0%	100.0%

CUSTOMER TYPE MIX TABLE:

Product Type	Customer Type							Grand Total
	DIR	ISF	NR	BUS	GOR	LA	VAR	
ACD	1.0%	45.0%	11.0%	1.0%	0.0%	0.0%	0.0%	100.0%
CLP	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	18.0%	27.0%	1.0%	0.0%	1.0%	11.0%	0.0%	100.0%
VLP	24.0%	27.0%	1.0%	1.0%	1.0%	10.0%	0.0%	100.0%
Grand Total	10.0%	46.0%	11.0%	0.0%	0.0%	1.0%	0.0%	100.0%

LICENSE TYPE MIX TABLE:

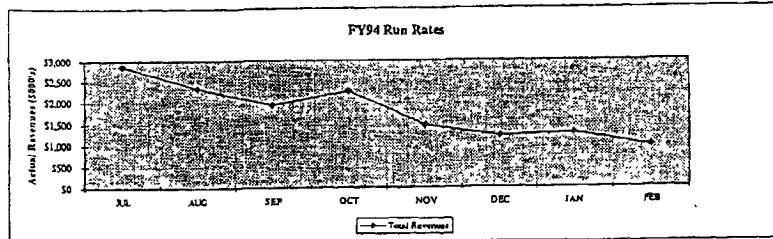
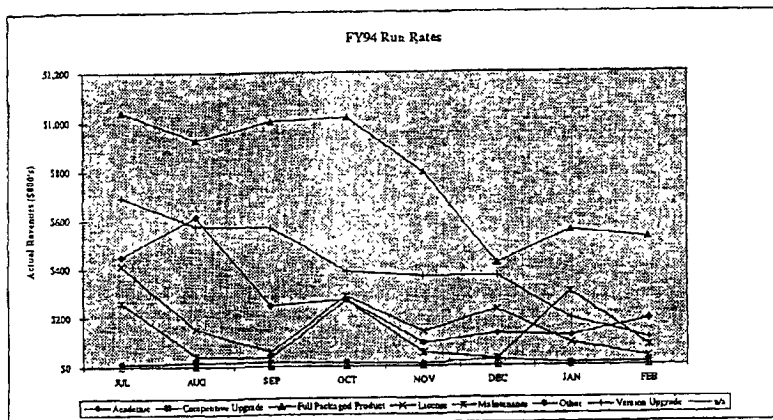
License Type	Product Type	License Type											Grand Total						
		ACD	ISF	NR	BUS	GOR	LA	VAR	DIR	ISF	NR	BUS		GOR	LA	VAR			
ACD	DIR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	ISF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	NR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	BUS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CLP	DIR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	ISF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	NR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	BUS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
STD	DIR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	ISF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	NR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	BUS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VLP	DIR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	ISF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	NR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	BUS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

MS 0104551
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REVENUES

Business Unit: Office
 Product Unit: Execel
 Product Family: Execel
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academe	\$441	\$612	\$248	\$273	\$97	\$130	\$120	\$189	\$2,114
Competitive Upgrade	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Full Packaged Product	\$1,042	\$926	\$1,002	\$1,017	\$794	\$419	\$553	\$504	\$6,278
License	\$412	\$152	\$39	\$288	\$139	\$230	\$90	\$37	\$1,407
Maintenance	\$283	\$43	\$36	\$270	\$54	\$29	\$302	\$80	\$1,077
Other	\$10	\$17	\$16	\$14	\$9	\$25	\$9	\$14	\$113
Version Upgrade	\$493	\$575	\$568	\$368	\$368	\$369	\$193	\$112	\$3,264
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$2,369	\$2,325	\$1,929	\$2,349	\$1,454	\$1,283	\$1,267	\$957	\$14,257



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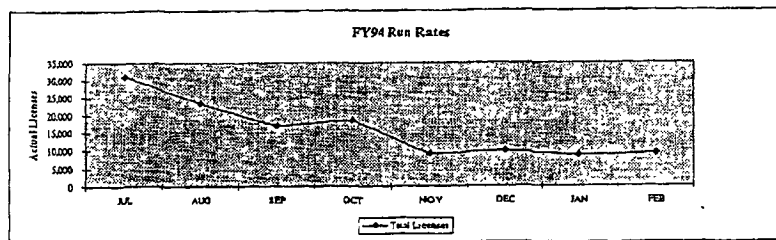
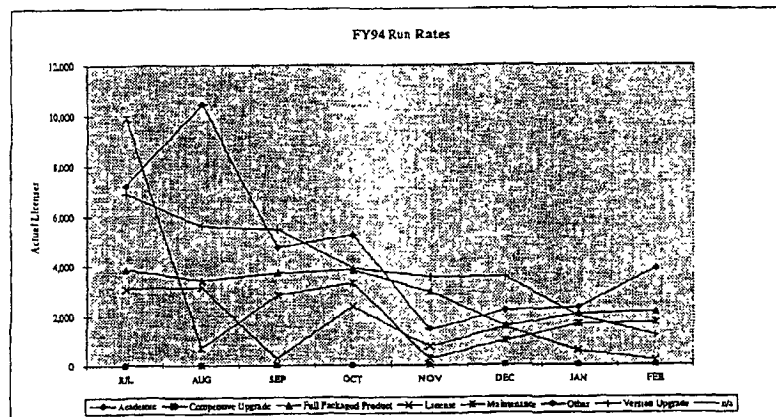
MS 0104552 27
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LICENSES

Business Unit: Office
 Product Unit: Excel
 Product Family: Excel
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academy	7,209	10,470	4,751	5,236	1,461	2,195	2,303	3,578	37,503
Competitive Upgrade	0	0	1	0	0	0	0	0	1
Full Packaged Product	3,864	3,421	3,707	3,836	2,549	1,559	3,050	2,132	23,522
License	3,099	3,161	272	2,389	755	1,536	562	786	11,960
Maintenance	9,937	695	2,874	3,304	273	964	1,658	1,711	21,366
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	6,913	5,607	5,472	3,915	3,550	3,535	1,972	1,198	32,162
Net	0	0	0	0	0	0	0	0	0
Total Licenses	31,024	23,354	17,027	28,449	8,988	9,789	8,548	9,105	126,514



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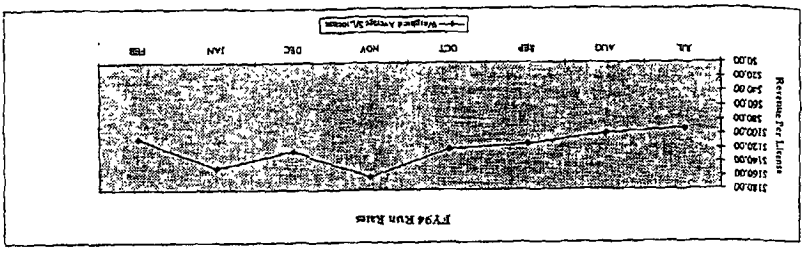
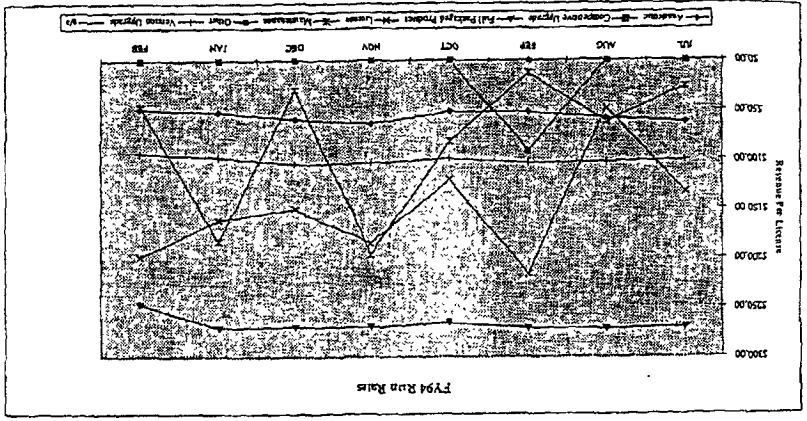
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MS 0104553 23
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REVENUE PER LICENSE

Business Unit: Office
 Product Family: ERM
 Environment: H&C
 Product Type: IAD
 License Type: IAD

Summer Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$82.29	\$59.49	\$52.22	\$52.09	\$48.88	\$39.29	\$52.00	\$48.88	\$559.31
Competitive License	\$0.00	\$0.00	\$91.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$91.50
Full Product License	\$29.00	\$270.64	\$219.39	\$265.18	\$349.28	\$269.06	\$269.92	\$244.01	\$266.93
License	\$129.95	\$48.11	\$216.10	\$182.79	\$182.67	\$149.91	\$160.87	\$198.10	\$117.68
Management	\$26.44	\$61.97	\$12.68	\$81.74	\$196.85	\$29.62	\$122.40	\$46.89	\$50.99
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$100.48	\$103.21	\$103.79	\$99.02	\$105.60	\$104.56	\$97.63	\$93.54	\$101.56
Version Upgrade	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average License	\$27.48	\$93.55	\$113.35	\$133.29	\$142.14	\$122.87	\$144.31	\$105.11	\$122.89



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MS 0104554
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Division: Desktop Applications
 Product Unit: Other
 Product Line: Word
 Product Family: Word
 Environment: VMS

PRODUCT ITEM TABLE

Product Type	Product Line	Product Unit	Product Family	Environment
ADP	ADP	ADP	ADP	ADP
CPY	CPY	CPY	CPY	CPY
VPD	VPD	VPD	VPD	VPD
Grand Total				

CUSTOMER TYPE MIX TABLE

Customer Type	Product Line	Product Unit	Product Family	Environment	ADP	CPY	VPD	Grand Total
ADP	ADP	ADP	ADP	ADP	100.0%	0.0%	0.0%	100.0%
CPY	CPY	CPY	CPY	CPY	0.0%	100.0%	0.0%	100.0%
VPD	VPD	VPD	VPD	VPD	0.0%	0.0%	100.0%	100.0%
Grand Total					100.0%	100.0%	100.0%	300.0%

LICENSE TYPE MIX TABLE

License Type	Product Line	Product Unit	Product Family	Environment	ADP	CPY	VPD	Grand Total
ADP	ADP	ADP	ADP	ADP	100.0%	0.0%	0.0%	100.0%
CPY	CPY	CPY	CPY	CPY	0.0%	100.0%	0.0%	100.0%
VPD	VPD	VPD	VPD	VPD	0.0%	0.0%	100.0%	100.0%
Grand Total					100.0%	100.0%	100.0%	300.0%

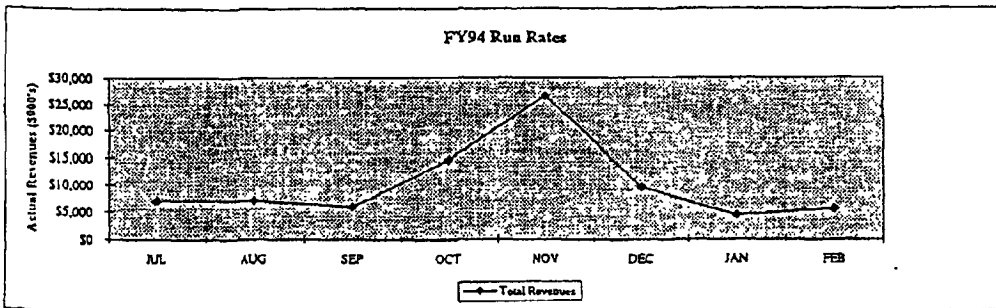
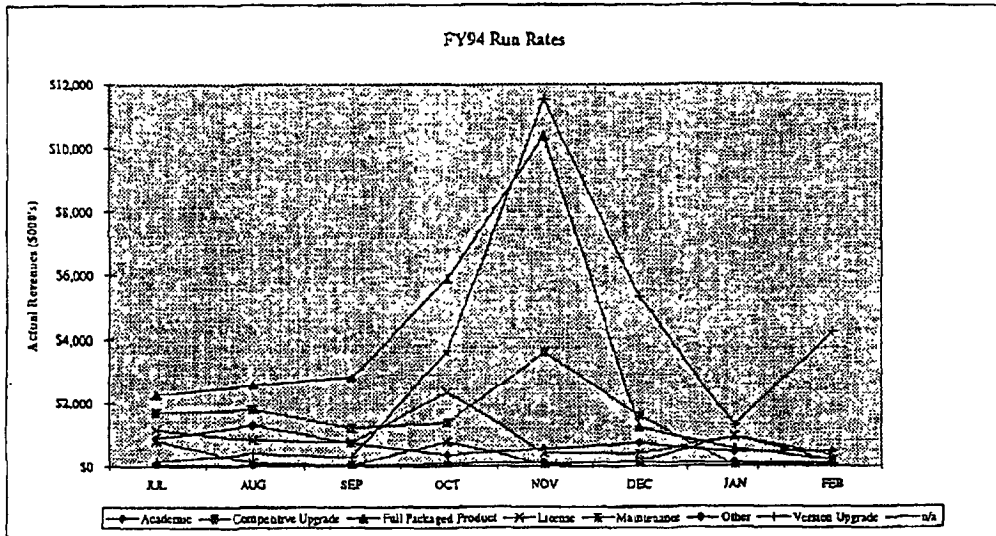
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REVENUES

Business Unit: Office
 Product Unit: Word
 Product Family: Word
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$885	\$1,307	\$743	\$382	\$342	\$744	\$436	\$465	\$5,484
Competitive Upgrade	\$1,738	\$1,800	\$1,212	\$1,379	\$3,606	\$1,592	\$37	\$74	\$11,437
Full Packaged Product	\$2,258	\$2,571	\$2,810	\$5,879	\$10,371	\$1,219	\$554	\$180	\$75,843
License	\$1,149	\$849	\$761	\$2,345	\$405	\$397	\$955	\$331	\$7,191
Maintenance	\$814	\$122	\$33	\$785	\$51	\$167	\$939	\$187	\$3,119
Other	\$54	\$53	\$46	\$97	\$105	\$139	\$113	\$106	\$712
Version Upgrade	\$146	\$413	\$291	\$3,663	\$11,503	\$5,300	\$1,287	\$4,229	\$26,871
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$7,045	\$7,114	\$5,915	\$14,509	\$26,583	\$9,559	\$4,320	\$5,571	\$80,617

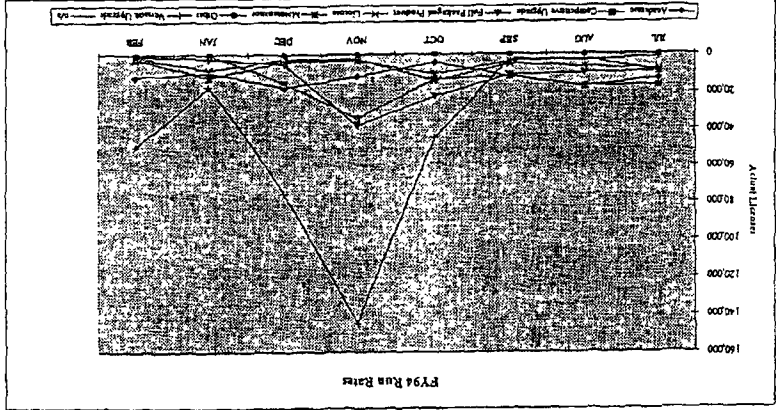
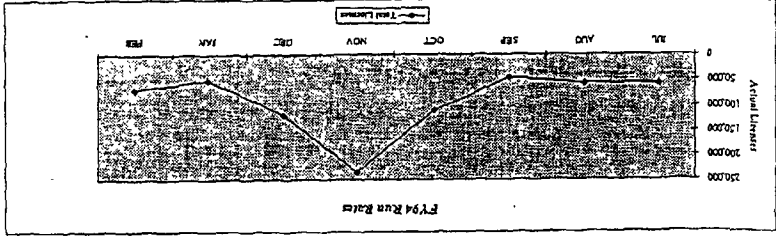


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Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Administrative	13,504	17,201	11,655	4,354	11,897	17,577	8,402	11,922	97,252
Component Upgrade	16,543	17,216	11,508	17,364	34,524	15,203	413	1,667	110,478
Full Packaged Product	9,354	10,027	11,114	22,254	38,520	5,221	2,259	911	99,845
License	7,946	6,294	5,028	14,143	25,870	2,692	8,265	1,819	46,811
Maintenance	9,382	2,666	4,000	10,601	3,908	3,823	12,661	2,386	48,240
Other	0	0	0	0	0	0	0	0	0
Network Upgrade	13,75	3,561	2,570	45,033	146,834	75,828	17,174	49,447	315,782
VM	0	0	0	0	0	0	0	0	0
Total Licenses	57,114	57,220	45,897	109,839	235,643	119,454	50,174	47,216	743,477

Product Unit Code
Product Unit Word
Product Family Word
Environment Word
Product Type (All)
License Type (All)

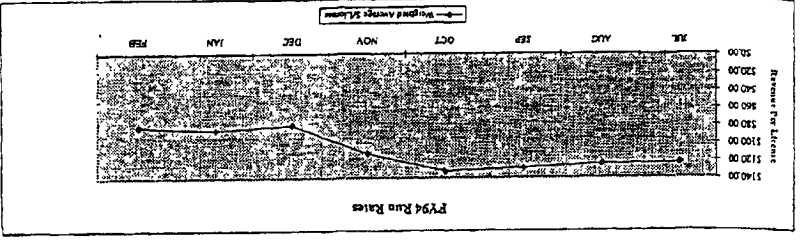
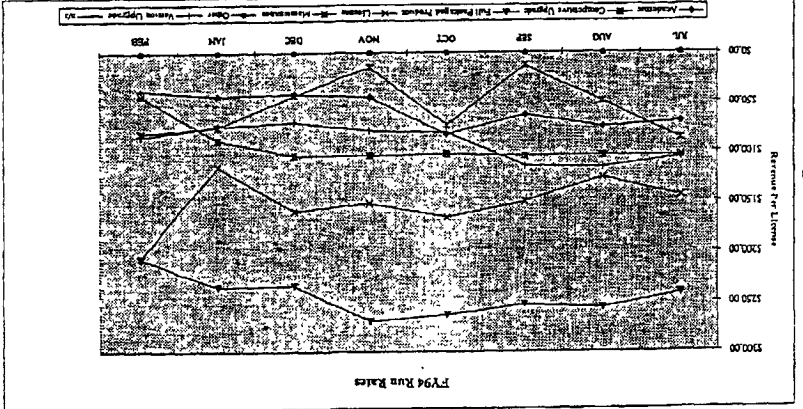
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REVENUE PER LICENSE

Business Unit Office
 Product Unit: Word
 Product Family: Word
 Driver: W2V
 License Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Admission	\$170.23	\$175.53	\$63.92	\$33.66	\$43.57	\$42.11	\$41.47	\$38.88	\$38.88
Component Upgrade	\$105.08	\$104.34	\$105.29	\$103.18	\$104.44	\$104.73	\$104.81	\$104.80	\$104.83
Full Packaged Product	\$241.39	\$255.79	\$252.84	\$253.01	\$151.76	\$139.35	\$115.54	\$205.02	\$147.02
License	\$164.62	\$126.21	\$125.82	\$125.78	\$14.96	\$43.70	\$73.95	\$81.76	\$64.64
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other	\$103.95	\$116.07	\$113.02	\$81.34	\$79.53	\$70.64	\$74.96	\$83.32	\$79.20
Version Upgrade	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$122.32	\$124.12	\$122.88	\$132.11	\$123.81	\$120.02	\$118.76	\$122.12	\$128.43



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Division: Desktop Applications
 Business Unit: COMe
 Product Unit: Word
 Product Family: Word
 Environment: MAC

PRODUCT TYPE MIX TABLE

Product Type Mix Cd	Product Type	Total
ACD		26,746
STD		19,096
VIP		26,338
Grand Total		100,000

CUSTOMER TYPE MIX TABLE

Customer Type Mix Cd	Customer Type	DR	DSP	BSR	BUS	GOV	LA	VAR	Grand Total
ACD		45.3%	32.9%	8.9%	8.0%	0.1%	6.0%	0.0%	100,000
STD		14.3%	8.4%	7.4%	8.3%	1.5%	11.3%	0.3%	100,000
VIP		11.3%	36.4%	5.8%	11.4%	8.3%	11.1%	0.3%	100,000
Grand Total		13.1%	48.9%	19.3%	1.7%	8.3%	4.9%	0.1%	100,000

LICENSE TYPE MIX TABLE

License Type Mix Cd	License Type	DR	DSP	BSR	BUS	GOV	LA	VAR	Grand Total
ACD	DR	0.0%	8.0%	42.3%	8.0%	0.0%	0.0%	0.0%	21.3%
	DSP	0.0%	0.0%	28.3%	8.0%	0.0%	0.0%	0.0%	46.3%
	BSR	0.0%	0.0%	31.4%	8.0%	0.0%	0.0%	0.0%	49.4%
	BUS	0.0%	0.0%	70.3%	8.0%	0.0%	0.0%	0.0%	78.3%
	LA	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	DR	8.0%	12.1%	8.0%	8.0%	0.0%	0.0%	0.0%	36.1%
	DSP	0.0%	15.1%	8.0%	8.0%	0.0%	0.0%	0.0%	31.1%
	BSR	8.0%	8.3%	8.0%	8.0%	0.0%	0.0%	0.0%	32.3%
	BUS	8.0%	70.4%	8.0%	8.0%	0.0%	0.0%	0.0%	94.4%
	GOV	8.0%	7.9%	8.0%	8.0%	0.0%	0.0%	0.0%	31.9%
VIP	DR	79.3%	6.8%	8.0%	8.0%	0.0%	0.0%	0.0%	102.1%
	DSP	8.0%	23.1%	8.0%	28.4%	0.0%	0.0%	0.0%	67.5%
	BSR	8.0%	7.1%	8.0%	8.0%	0.0%	0.0%	0.0%	31.1%
	BUS	8.0%	8.0%	8.0%	78.3%	0.0%	0.0%	0.0%	102.3%
	LA	7.9%	4.3%	8.0%	68.7%	0.0%	0.0%	0.0%	88.9%
Grand Total		1.1%	7.7%	33.2%	3.7%	0.0%	0.0%	0.0%	46.7%

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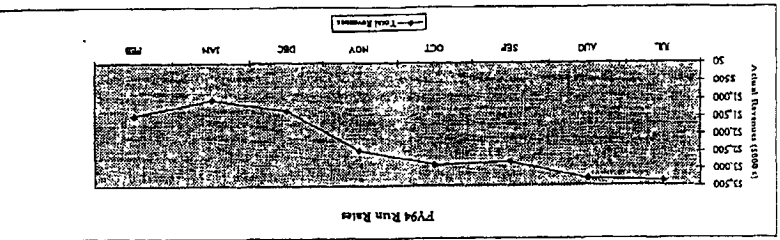
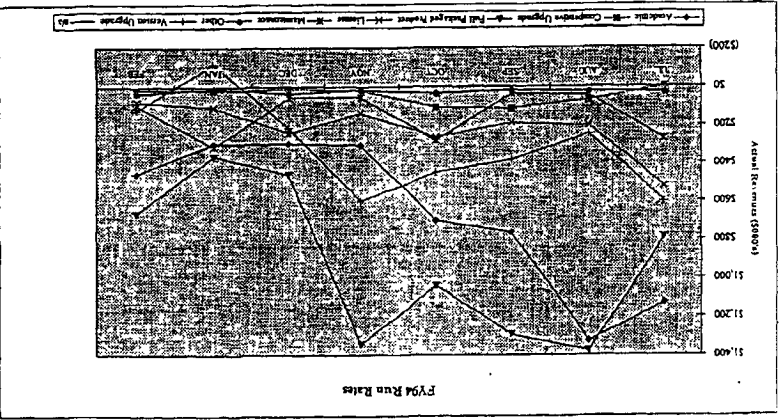
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REVENUES

Business Unit: Office
Product Line: Word
Product Family: Word
Environment: MAC
Product Type: (All)
License Type: (All)

Summit Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	\$1,131	\$1,336	\$765	\$702	\$306	\$299	\$457	\$528	\$5,282
Corporate Upgrade	(82)	572	\$115	\$106	\$18	\$11	\$14	\$35	\$535
Full Priced Product	\$790	\$1,378	\$1,795	\$1,028	\$1,344	\$366	\$665	\$7,317	\$12,677
License	\$524	\$204	\$189	\$254	\$157	\$244	\$54	\$77	\$1,157
Maintenance	\$275	\$282	\$56	\$52	\$54	\$57	\$106	\$77	\$1,157
Other	\$465	\$247	\$384	\$450	\$397	\$216	(\$116)	\$123	\$2,504
Version Upgrade	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$3,349	\$3,293	\$2,801	\$2,877	\$2,472	\$1,132	\$1,094	\$1,664	\$18,584



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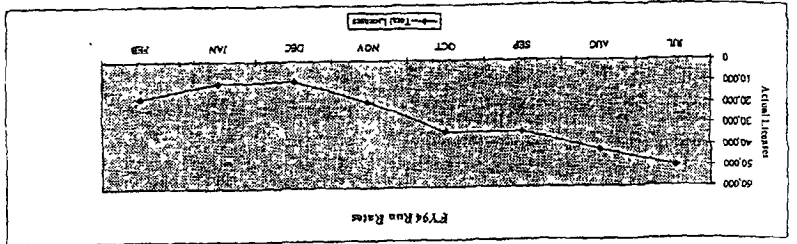
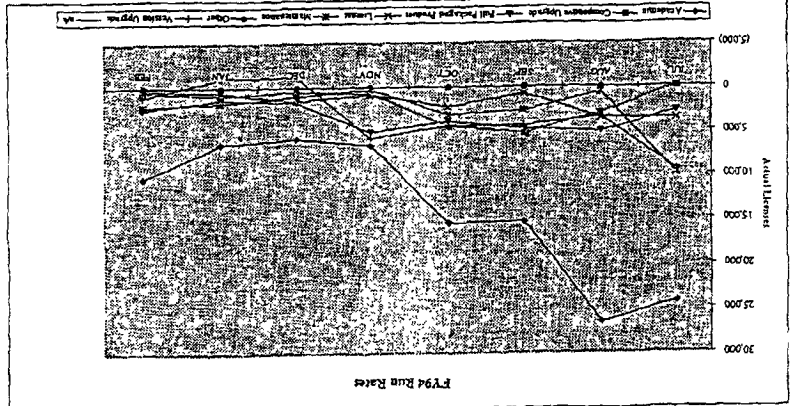
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LICENSES

Business Unit: Other
 Product Unit: Water
 Product Family: Water
 Environmental: FAC
 Product Type (All)
 License Type (All)

Business Unit	JUN	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	24,281	26,566	15,333	12,457	6,524	5,836	6,444	10,462	110,925
Comprehensive License	(19)	2,004	5,370	4,671	766	457	914	564	15,429
Full Package Product	1,674	3,558	862	2,278	828	1,800	623	358	13,771
License	9,933	625	2,740	3,168	275	1,062	1,752	2,205	21,768
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	9,428	3,799	4,406	4,445	5,771	(1,256)	1,134	28,253	28,253
Total Licenses	50,196	42,284	33,415	31,724	19,380	9,399	10,648	17,115	215,541



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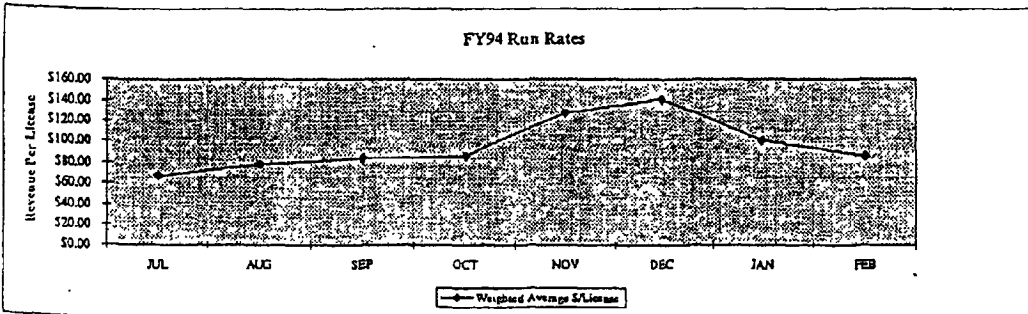
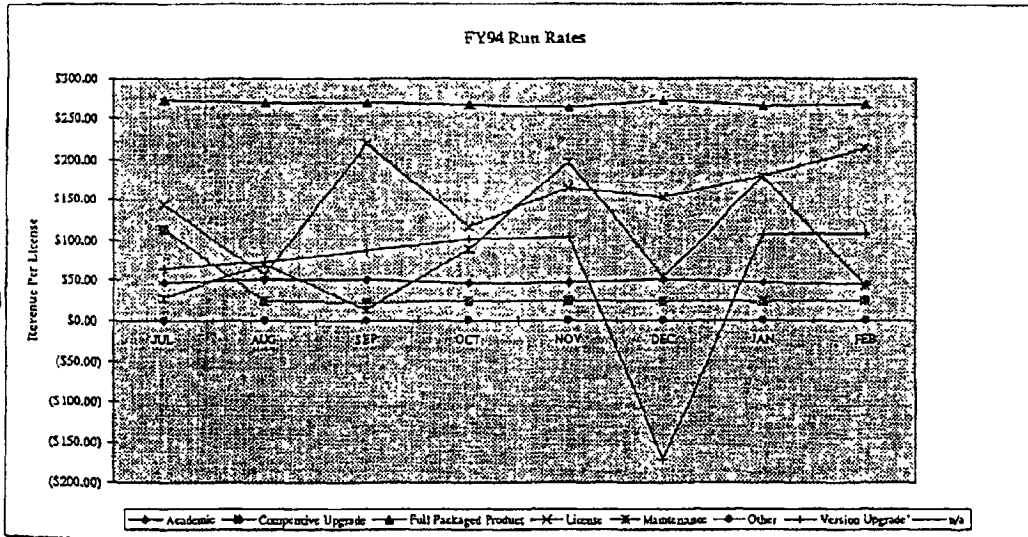
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REVENUE PER LICENSE

Business Unit: Office
 Product Unit: Word
 Product Family: Word
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$46.57	\$49.90	\$49.91	\$45.41	\$46.17	\$50.83	\$46.27	\$44.12	\$47.62
Competitive Upgrade	\$114.15	\$23.88	\$21.91	\$23.66	\$23.90	\$23.74	\$22.61	\$24.61	\$22.98
Full Packaged Product	\$272.73	\$268.54	\$269.26	\$265.88	\$261.21	\$272.13	\$264.90	\$266.99	\$267.63
License	\$142.68	\$57.41	\$218.89	\$116.07	\$163.67	\$152.22	\$178.94	\$214.47	\$126.86
Maintenance	\$27.64	\$68.94	\$13.08	\$68.88	\$196.55	\$53.53	\$178.68	\$42.92	\$53.06
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$63.99	\$72.71	\$87.15	\$101.28	\$103.37	(\$171.72)	\$107.38	\$108.42	\$95.39
nb	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$46.72	\$77.59	\$83.84	\$85.31	\$127.56	\$140.60	\$99.93	\$85.63	\$86.21



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Digital Desktop Applications
 Business Unit: Office
 Product Unit: Graphics
 Product Family: Postscript
 Endmarket: WIN

PRODUCT TYPE MIX TABLE

Product Type	Total
ACD	14.4%
CLP	10.7%
STD	27.1%
VLP	27.1%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE

Customer Type	DB	DSP	EDS	ESU	GOR	LA	VAR	Other	Grand Total
ACD	3.4%	28.2%	42.2%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
CLP	39.4%	41.2%	0.0%	2.0%	2.4%	7.7%	0.1%	0.0%	100.0%
STD	33.6%	38.2%	14.1%	0.0%	0.0%	12.1%	1.0%	0.0%	100.0%
VLP	11.3%	1.9%	14.8%	3.0%	8.1%	11.0%	0.0%	0.0%	100.0%
Grand Total	26.9%	27.2%	14.8%	1.0%	2.1%	14.1%	0.0%	0.0%	100.0%

LICENSE TYPE MIX TABLE

License Type	Customer Type	MSD	SLP	SLL	MDPT	MSL	MSHT	MSL	SL	SLR	Grand Total
ACD	DSP	0.0%	0.0%	27.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ESU	0.0%	0.0%	41.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CLP	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.1%	0.0%	100.0%
	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ESU	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	LA	39.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ESU	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VLP	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ESU	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

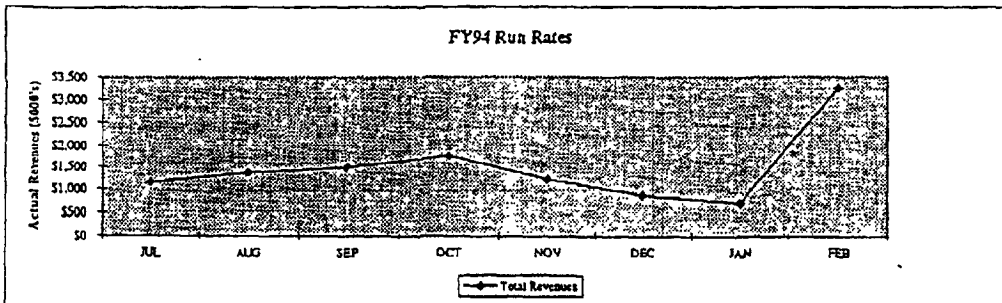
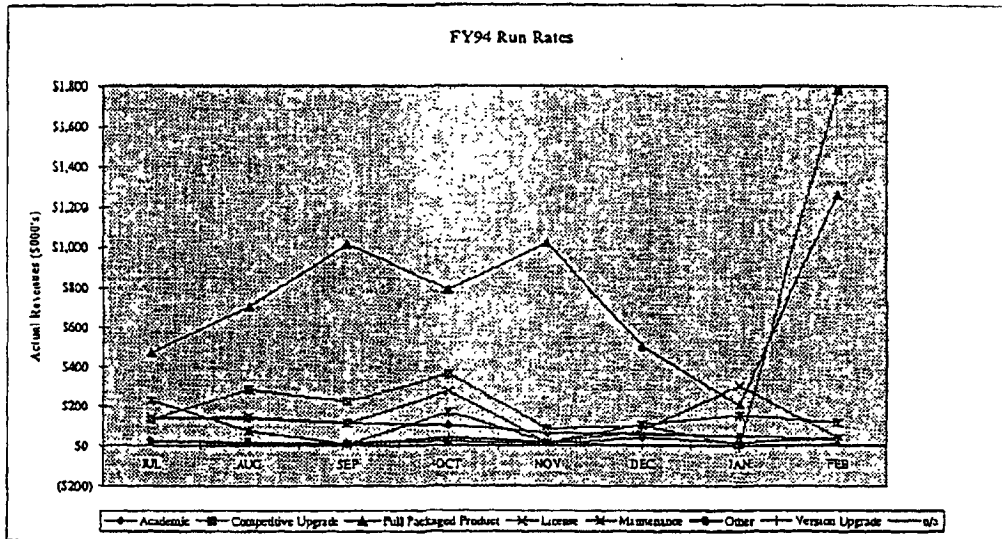
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REVENUES

Business Unit: Office
 Product Unit: Graphics
 Product Family: Powerpoint
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$134	\$135	\$113	\$101	\$65	\$56	\$45	\$25	\$671
Competitive Upgrade	\$129	\$286	\$225	\$364	\$80	\$98	\$1	\$1,776	\$2,959
Full Packaged Product	\$469	\$704	\$1,015	\$790	\$1,019	\$503	\$207	\$1,259	\$5,964
License	\$141	\$145	\$111	\$277	\$12	\$71	\$304	\$37	\$1,097
Maintenance	\$229	\$72	\$7	\$167	\$13	\$102	\$151	\$113	\$855
Other	\$18	\$17	\$10	\$30	\$9	\$37	\$12	\$34	\$156
Version Upgrade	\$18	\$11	\$11	\$37	\$17	(\$0)	(\$12)	\$8	\$91
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$1,137	\$1,370	\$1,490	\$1,757	\$1,212	\$866	\$708	\$3,252	\$11,793



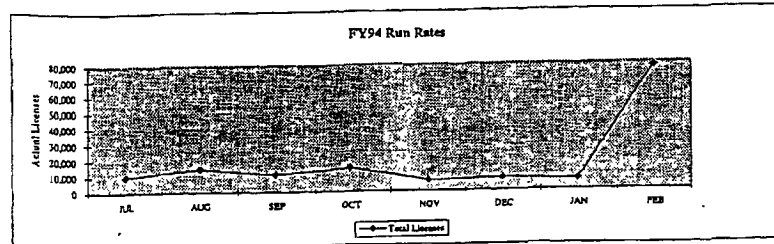
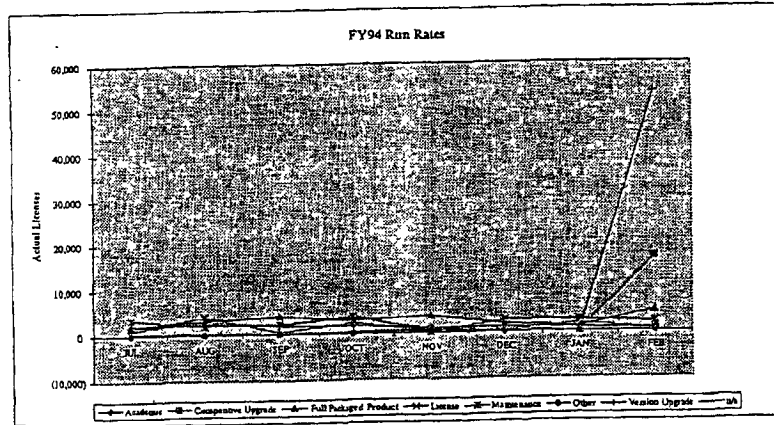
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LICENSES

Business Unit: Office
 Product Unit: Graphics
 Product Family: Powerpoint
 Environment: WIN
 Product Type: (AU)
 License Type: (AU)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	1,838	2,467	1,830	1,724	1,023	1,147	931	570	11,520
Comprehensive Upgrade	1,277	2,479	2,367	3,552	803	943	38	16,569	28,328
Full Packaged Product	1,957	3,188	3,997	2,902	3,740	1,907	1,130	4,571	23,288
License	950	3,977	482	2,477	95	581	1,852	448	10,842
Maintenance	3,499	1,952	2,221	3,804	148	2,701	2,821	2,104	19,050
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	408	255	196	510	415	329	(7)	53,362	55,670
NA	0	0	0	0	0	0	0	0	0
Total Licenses	9,879	14,718	11,015	14,949	6,424	7,604	6,545	77,424	148,799



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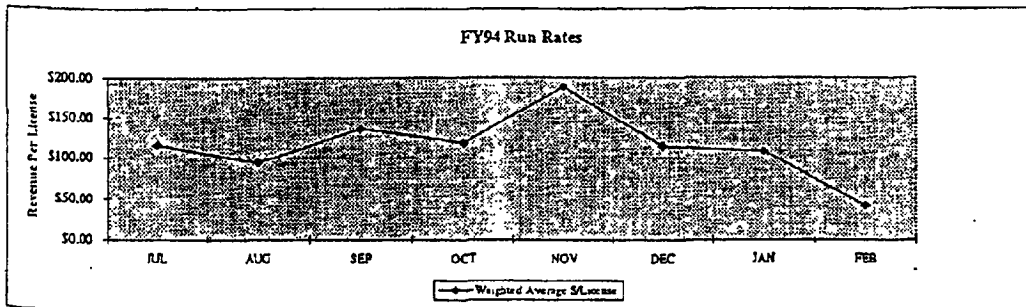
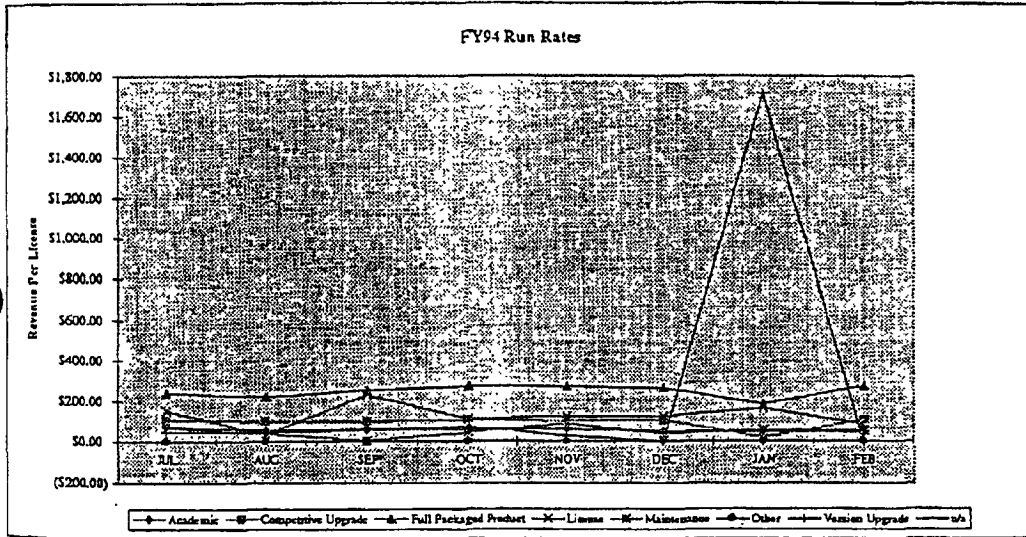
MS 0104565
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REVENUE PER LICENSE

Business Unit: Office
 Product Unit: Graphics
 Product Family: Powerpoint
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$75.87	\$54.72	\$60.83	\$58.45	\$61.13	\$48.63	\$48.32	\$54.51	\$58.21
Competitive Upgrade	\$101.07	\$99.28	\$99.34	\$102.46	\$100.14	\$104.05	\$18.53	\$107.17	\$104.46
Full Packaged Product	\$139.41	\$220.75	\$253.85	\$272.30	\$272.37	\$264.13	\$182.42	\$275.52	\$255.02
License	\$151.12	\$36.54	\$229.35	\$112.00	\$123.52	\$122.38	\$163.90	\$62.19	\$101.19
Maintenance	\$65.55	\$36.73	\$3.02	\$43.97	\$16.73	\$37.83	\$37.80	\$53.74	\$44.86
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$45.25	\$45.06	\$55.90	\$73.43	\$27.71	(\$1.43)	\$1,712.19	\$0.15	\$1.64
na	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$115.14	\$93.07	\$135.38	\$117.38	\$188.74	\$113.94	\$187.78	\$41.89	\$79.26



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JANUARY 1998

Division: Desktop Applications
 Business Unit: Office
 Product Unit: Graphics
 Product Family: Postscript
 Environment: MAC

PRODUCT TYPE MIX TABLE:

Product Type (M/S)	Total
Product Type	21.1%
CLP	33.3%
STD	33.3%
VLP	11.1%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type (M/S)	Customer Type	OSP	OSR	PIH	OCR	LA	VAR	Grand Total
Product Type	OSP	34.4%	41.3%	8.3%	8.8%	4.1%	8.9%	100.0%
ACD	OSP	31.3%	29.1%	8.1%	1.9%	1.3%	4.3%	100.0%
CLP	OSP	16.6%	23.3%	21.3%	0.0%	1.0%	36.8%	100.0%
STD	OSP	11.6%	4.3%	26.3%	4.9%	8.0%	39.9%	100.0%
VLP	OSP	16.6%	27.3%	28.3%	1.4%	1.1%	14.3%	100.0%
Grand Total	OSP	16.6%	27.3%	28.3%	1.4%	1.1%	14.3%	100.0%

LICENSE TYPE MIX TABLE:

License Type (M/S)	Customer Type	License Type	OSP	OSR	PIH	OCR	LA	VAR	Grand Total			
ACD	OSP	DR	0.0%	0.0%	15.7%	8.8%	0.0%	0.0%	0.0%	31.4%		
		DP	0.0%	0.0%	15.7%	8.8%	0.0%	0.0%	0.0%	41.4%		
		DP	0.0%	0.0%	17.8%	8.8%	0.0%	0.0%	0.0%	36.3%		
		DP	0.0%	0.0%	8.8%	8.8%	0.0%	0.0%	0.0%	100.0%		
CLP	OSP	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
STD	OSP	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
VLP	OSP	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		DP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Grand Total			14.3%	1.1%	8.8%	17.1%	0.0%	8.8%	0.0%	1.0%	27.1%	100.0%

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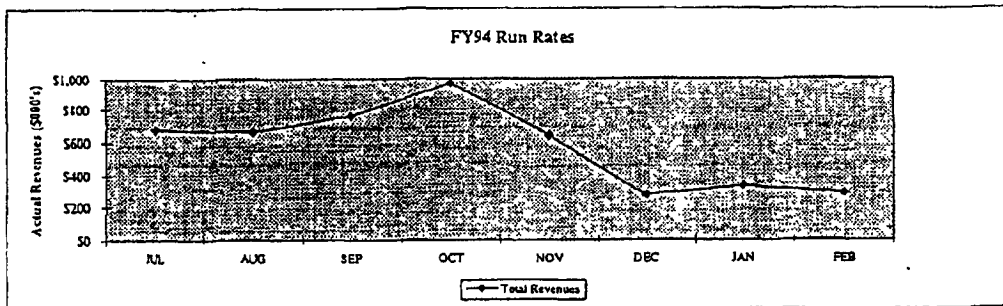
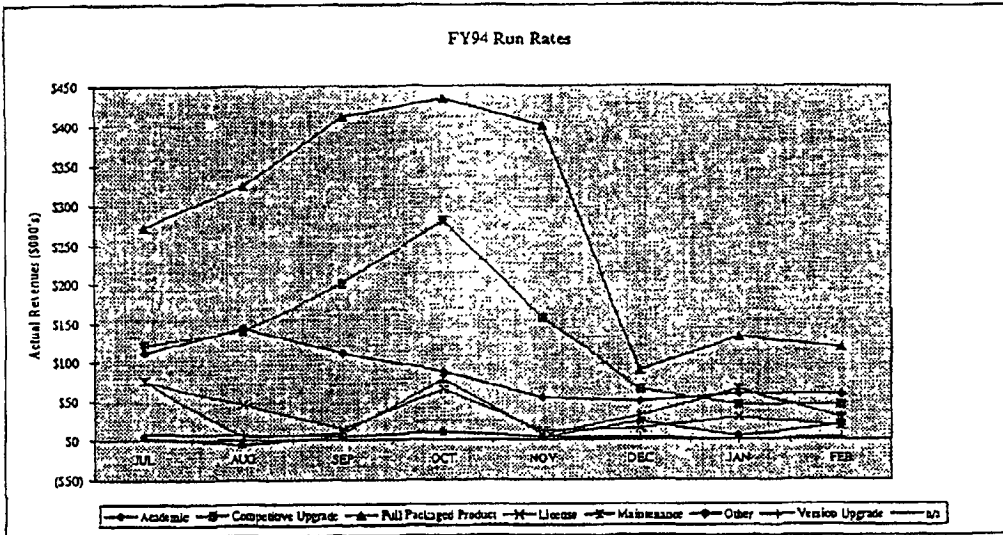
MS 0104567
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REVENUES

Business Unit: Office
 Product Unit: Graphics
 Product Family: Powerpoint
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$112	\$144	\$111	\$87	\$55	\$49	\$59	\$58	\$675
Competitive Upgrade	\$122	\$140	\$201	\$281	\$137	\$65	\$45	\$45	\$1,056
Full Packaged Product	\$273	\$324	\$412	\$434	\$400	\$88	\$132	\$118	\$2,182
License	\$77	\$46	\$14	\$65	\$11	\$14	\$29	\$17	\$273
Maintenance	\$77	\$3	\$9	\$78	\$6	\$31	\$65	\$28	\$297
Other	\$3	(\$6)	\$4	\$9	\$4	\$23	\$4	\$19	\$39
Version Upgrade	\$8	\$7	\$5	\$11	\$3	\$3	\$0	\$3	\$39
nA	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$471	\$458	\$756	\$946	\$636	\$173	\$334	\$287	\$4,542



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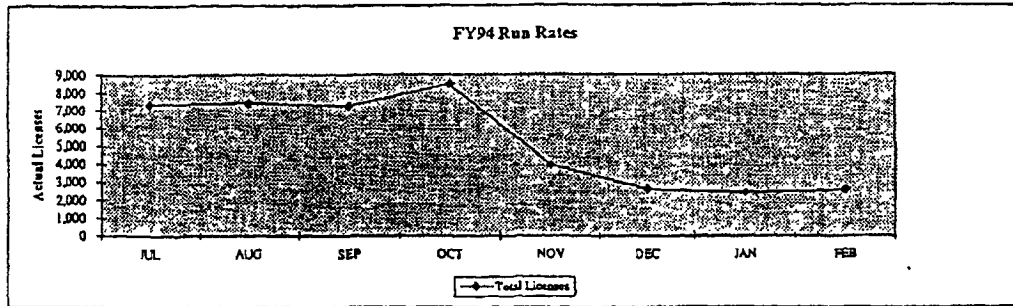
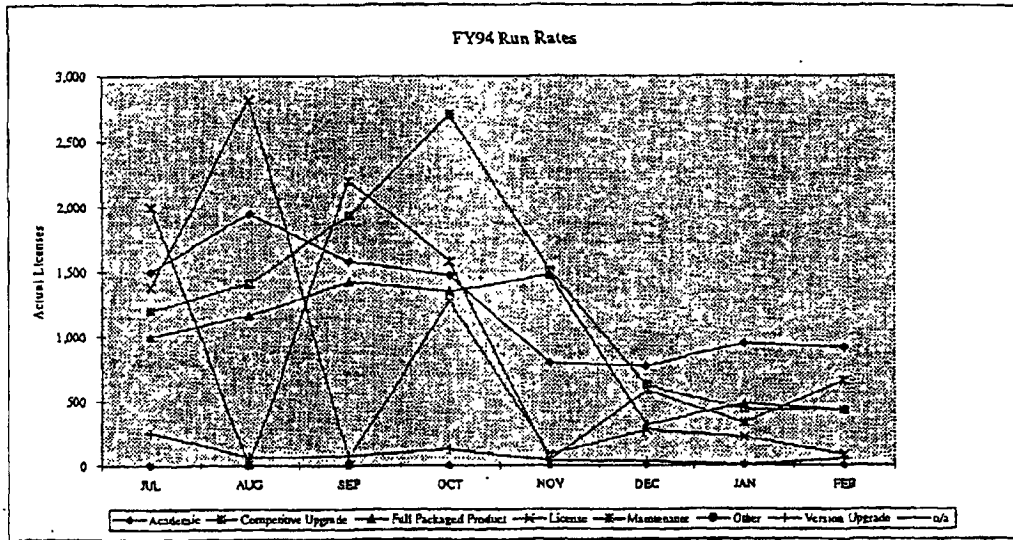
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LICENSES

Business Unit: Office
 Product Unit: Graphics
 Product Family: Powerpoint
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	1,504	1,945	1,576	1,469	196	772	943	916	9,923
Competitive Upgrade	1,211	1,414	1,933	2,709	1,505	626	436	428	10,260
Full Packaged Product	1,004	1,171	1,426	1,355	1,473	315	482	432	7,656
License	1,390	2,820	39	1,279	83	274	213	83	6,201
Maintenance	2,000	15	2,204	1,574	40	590	331	664	7,418
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	252	65	73	122	38	33	7	47	637
na	0	0	0	0	0	0	0	0	0
Total Licenses	7,361	7,430	7,271	8,506	3,935	1,610	2,412	2,570	42,095



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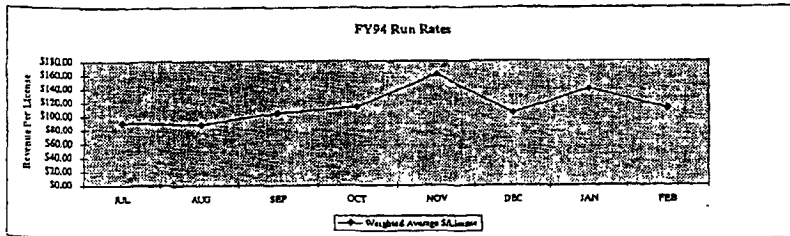
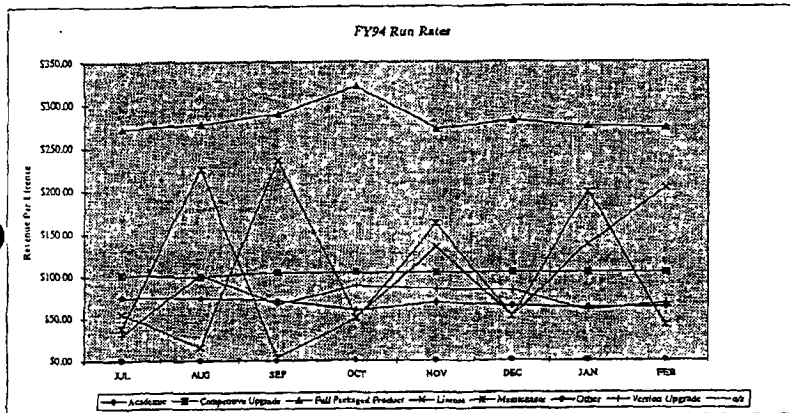
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REVENUE PER LICENSE

Business Unit: Office
 Product Units: Graphics
 Product Family: Powerpoint
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$74.23	\$73.82	\$70.57	\$79.50	\$68.40	\$64.10	\$62.85	\$63.34	\$68.30
Competitive Upgrade	\$108.70	\$99.08	\$104.05	\$103.80	\$104.32	\$103.66	\$104.24	\$104.33	\$102.95
Full Package Product	\$272.85	\$216.92	\$281.88	\$321.04	\$271.57	\$282.88	\$274.43	\$272.19	\$285.08
License	\$55.04	\$14.23	\$235.98	\$51.10	\$134.35	\$52.11	\$136.59	\$202.92	\$44.01
Maintenance	\$84.15	\$221.79	\$7.87	\$49.56	\$161.54	\$52.28	\$197.79	\$42.23	\$40.10
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$29.91	\$101.28	\$66.62	\$84.27	\$84.87	\$81.41	\$79.67	\$67.17	\$61.61
Lt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$91.13	\$88.51	\$102.91	\$113.54	\$161.58	\$184.74	\$139.18	\$111.85	\$108.85



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Division: Desktop Applications
 Product Line: Access
 Product Family: Access
 Environment: WIN

PRODUCT TYPE MIX TABLE:

Product Type	Count
ADP	1000
STN	1184
VAR	2115
Grand Total	10000

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CUSTOMER TYPE MIX TABLE:

Customer Type	DIR	DIS	EDR	BIT	GOR	LA	VAR	Grand Total
ADP	57%	32%	6%	0%	0%	0%	5%	10000
STN	31%	4%	1%	0%	1%	1%	15%	1184
VAR	12%	19%	1%	0%	0%	1%	4%	2115
Grand Total	21%	31%	3%	0%	0%	1%	19%	10000

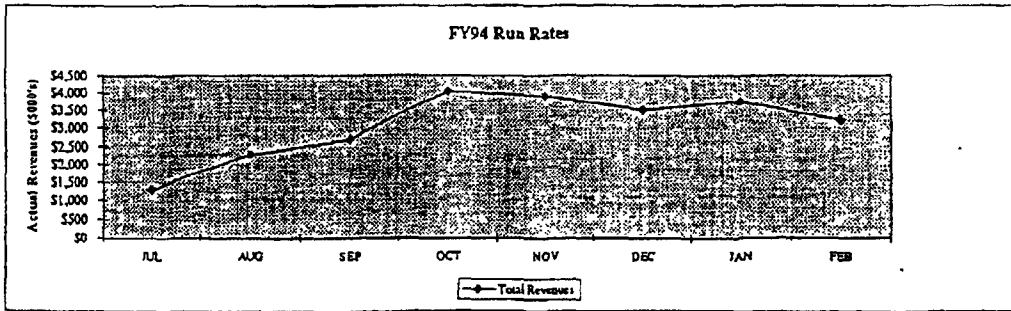
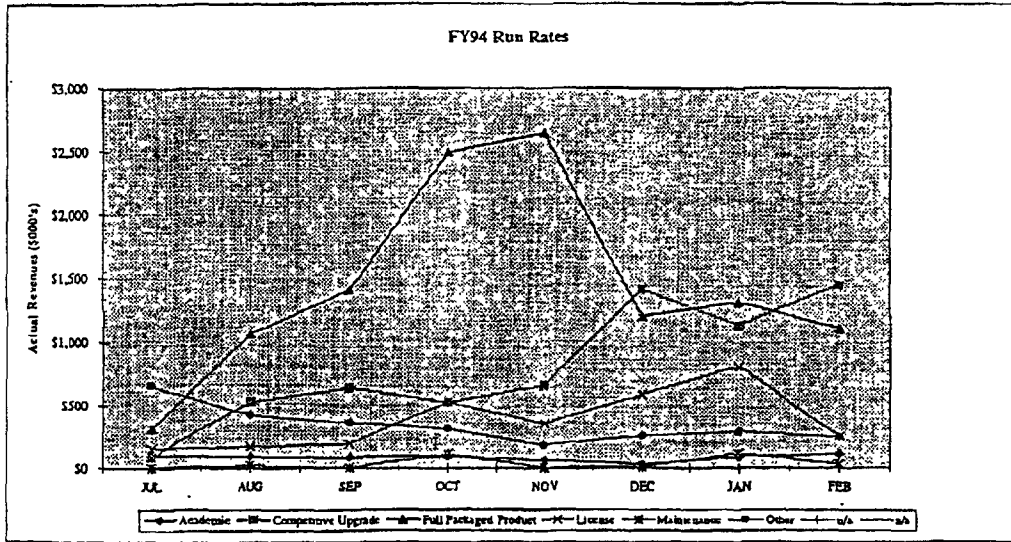
LENDER TYPE MIX TABLE:

Loaner Type	ADP	DIS	EDR	BIT	GOR	LA	VAR	Grand Total
ADP	57%	32%	6%	0%	0%	0%	5%	10000
STN	31%	4%	1%	0%	1%	1%	15%	1184
VAR	12%	19%	1%	0%	0%	1%	4%	2115
Grand Total	21%	31%	3%	0%	0%	1%	19%	10000

REVENUES

Business Unit: Access
 Product Unit: Access
 Product Family: Access
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$99	\$90	\$83	\$90	\$62	\$28	\$65	\$107	\$646
Competitive Upgrade	\$79	\$532	\$643	\$524	\$661	\$1,413	\$1,137	\$1,446	\$6,435
Full Packaged Product	\$307	\$1,068	\$1,410	\$2,491	\$2,640	\$1,204	\$1,310	\$1,111	\$11,541
License	\$147	\$166	\$188	\$527	\$351	\$390	\$807	\$252	\$3,027
Maintenance	\$2	\$25	\$2	\$102	\$4	\$6	\$111	\$31	\$283
Other	\$658	\$420	\$360	\$306	\$175	\$254	\$285	\$245	\$2,764
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$1,291	\$2,380	\$2,668	\$4,840	\$3,493	\$3,496	\$3,736	\$3,191	\$24,634



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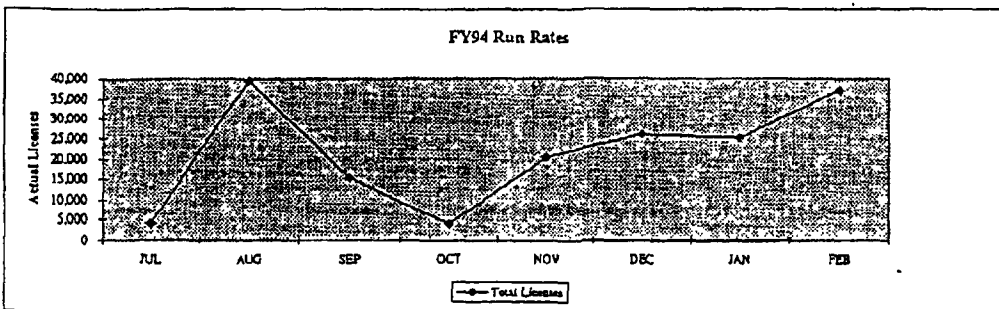
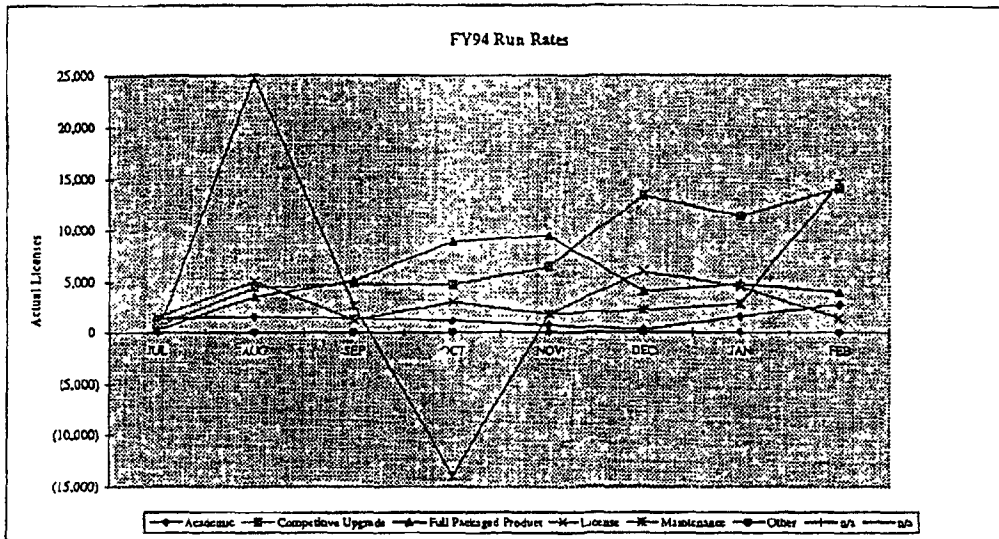
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LICENSES

Business Unit: Access
 Product Unit: Access
 Product Family: Access
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	1,390	1,508	1,423	1,217	783	349	1,616	2,812	11,098
Competitive Upgrade	664	4,469	4,851	4,763	6,408	13,434	11,499	14,137	60,205
Full Packaged Product	269	3,536	5,102	8,898	9,444	4,062	4,768	4,042	40,161
License	1,523	5,076	1,312	3,063	1,869	3,933	4,537	1,464	24,797
Maintenance	215	24,759	2,721	(14,004)	1,862	2,232	2,831	14,652	35,268
Other	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
Total Licenses	4,081	39,348	15,409	3,927	20,366	24,050	25,211	37,107	171,529



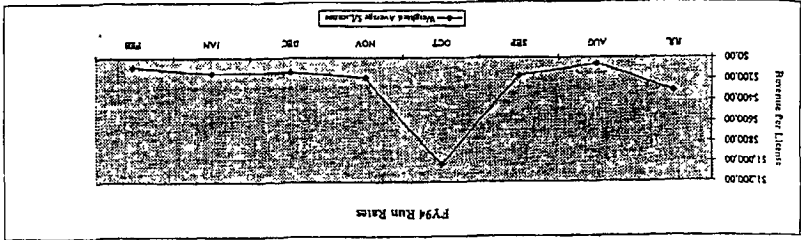
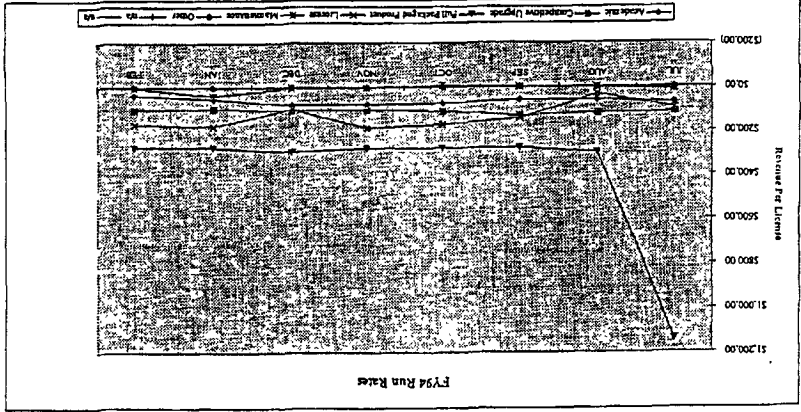
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REVENUE PER LICENSE

Business Unit: Account
 Product Unit: Account
 Product Family: Account
 Environment: VADN
 Product Type: (All)
 License Type: (All)

Summary Report Line	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Acct#	57121	55958	55978	57413	57863	55257	55257	55819	55819
Comptech Upgrade	\$1,1521	\$12,60	\$109,98	\$105,15	\$105,21	\$99,26	\$102,26	\$108,88	\$108,88
Comptech Products	\$1,129,62	\$300,35	\$276,34	\$279,96	\$274,83	\$274,83	\$274,83	\$287,86	\$287,86
License	\$96,39	\$32,65	\$143,27	\$177,98	\$187,99	\$177,85	\$171,86	\$172,08	\$172,08
Maintenance	\$10,87	\$0,99	\$0,75	\$2,14	\$2,74	\$39,27	\$2,14	\$8,09	\$8,09
Other	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
NA	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
NA	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
Weighted Average License	\$316,53	\$58,43	\$174,88	\$1,82,81	\$191,17	\$134,31	\$148,19	\$86,08	\$143,83



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Division: Desktop Applications
 Business Units: Project
 Product Family: Project
 Environment: WIN

PRODUCT TYPE MIX TABLE:

Product Family	Total
ACD	3.6%
CLP	0.0%
STD	71.1%
VIP	24.3%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type	DR	DIP	ERK	BUS	OKR	LA	VAR	Grand Total
ACD	17%	51%	41%	0%	0%	0%	0%	100%
CLP	14%	3%	0%	0%	0%	0%	0%	100%
STD	18%	47%	1%	1%	6%	6%	4%	100%
VIP	19%	17%	1%	0%	0%	0%	0%	100%
Grand Total	18%	32%	1%	1%	1%	1%	1%	100%

LICENSE TYPE MIX TABLE:

License Type	Product Type	Customer Type	DR	DIP	ERK	BUS	OKR	LA	VAR	ESB	BI	31A	Grand Total
ACD	ACD	DR	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%	1%
		DIP	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%	1%
		ERK	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%	1%
		BUS	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%	1%
CLP	CLP	DR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
		DIP	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
		ERK	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
		BUS	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
STD	STD	DR	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
		DIP	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
		ERK	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
		BUS	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
VIP	VIP	DR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
		DIP	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
		ERK	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
		BUS	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Grand Total			100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	

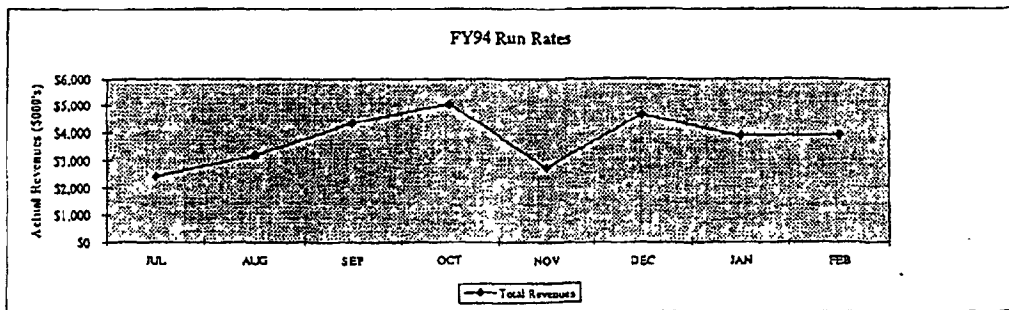
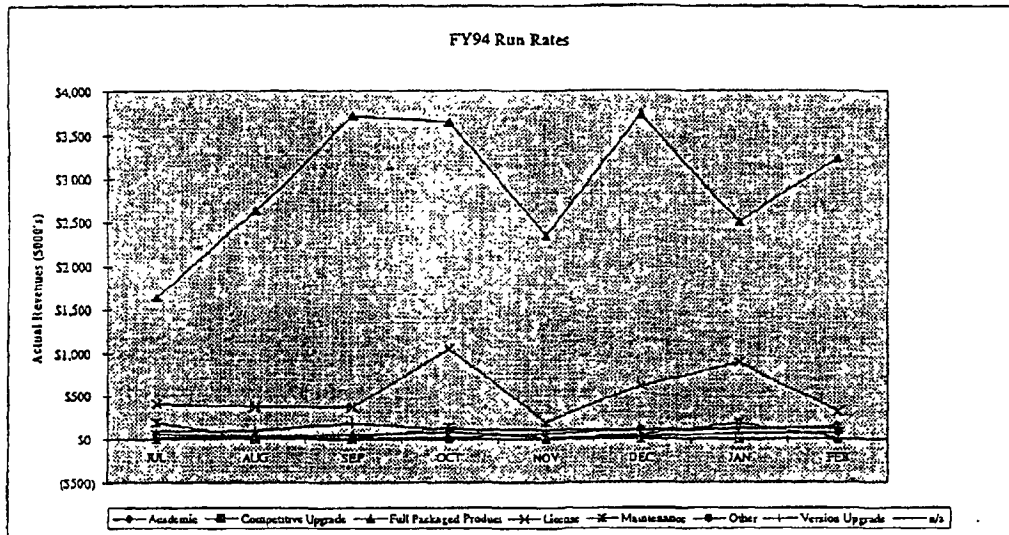
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REVENUES

Business Unit: Project
 Product Unit: Project
 Product Family: Project
 Environment: WE
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$65	\$39	\$54	\$83	\$25	\$29	\$71	\$79	\$445
Competitive Upgrade	(\$0)	(\$0)	(\$2)	(\$2)	\$0	\$0	(\$2)	\$0	(\$6)
Full Packaged Product	\$1,636	\$2,627	\$3,712	\$3,641	\$2,339	\$3,727	\$2,501	\$3,240	\$23,424
License	\$401	\$373	\$373	\$1,050	\$196	\$615	\$896	\$315	\$4,218
Maintenance	\$188	\$24	\$13	\$140	\$13	\$56	\$185	\$17	\$636
Other	\$22	\$22	\$15	\$19	\$70	\$108	\$107	\$151	\$514
Version Upgrade	\$99	\$103	\$187	\$110	\$110	\$105	\$125	\$125	\$964
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$2,412	\$3,188	\$4,351	\$5,041	\$2,753	\$4,639	\$3,884	\$3,927	\$30,195



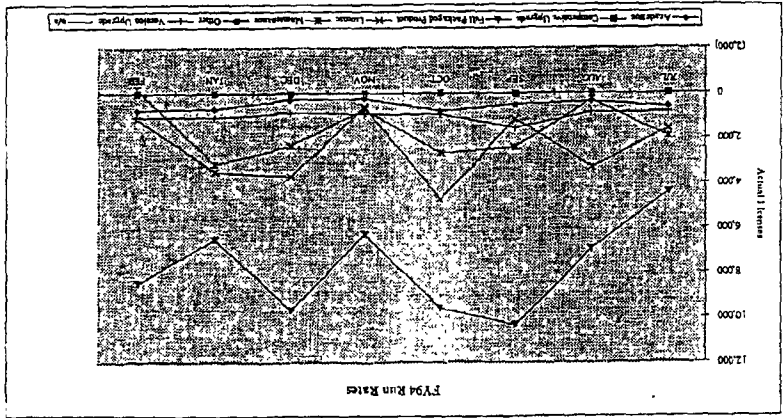
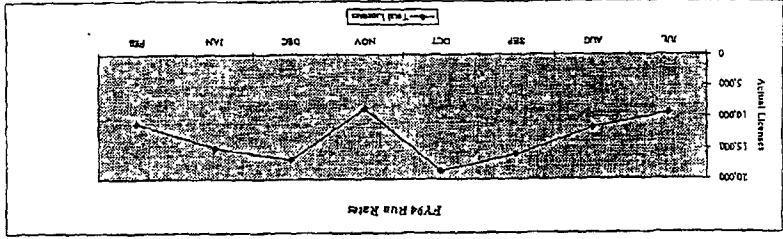
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Category	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Summary Report Level	613	372	508	785	241	311	670	723	4,353
Actuals	(1)	(2)	(10)	0	0	0	0	0	(23)
Contract Uprate	416	675	10,338	9,591	6,296	9,682	6,519	8,464	62,281
Full Package Product	1,585	3,323	1,160	4,735	605	3,705	3,494	1,111	19,778
Balance	1,922	299	2,413	2,651	704	2,349	2,157	(224)	13,271
Other	0	0	0	0	0	0	0	0	0
License	0	0	0	0	0	0	0	0	0
Hardware	0	0	0	0	0	0	0	0	0
Vendor Uprate	838	438	1,544	915	902	857	1,048	1,048	8,011
NA	0	0	0	0	0	0	0	0	0
Total License	9,184	11,935	15,953	18,477	2,742	14,844	14,874	11,132	107,457

Business Unit: Project
Product Line: Project
Environment: W2K
Product Type: (All)
Product Type: (All)
Client Type: (All)

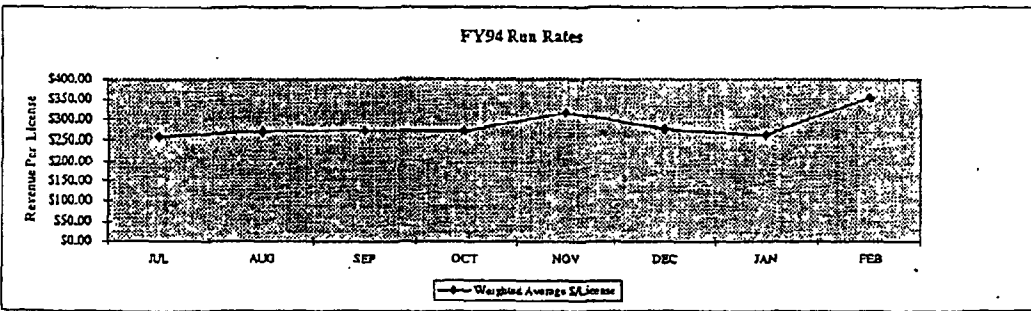
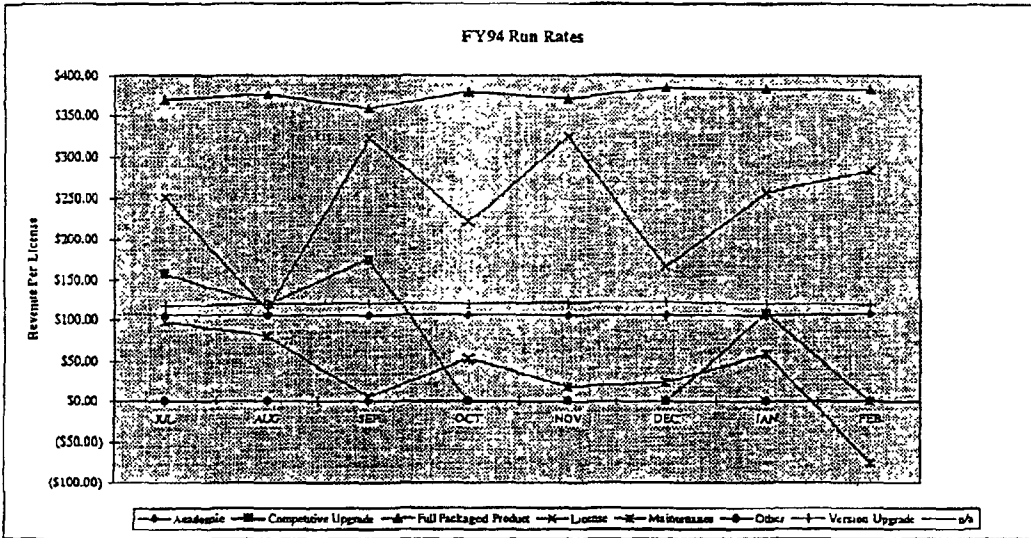
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REVENUE PER LICENSE

Business Unit: Project
 Product Unit: Project
 Product Family: Project
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$106.29	\$105.21	\$105.36	\$106.14	\$105.78	\$105.77	\$105.34	\$107.95	\$106.11
Competitive Upgrade	\$157.85	\$119.40	\$175.50	\$0.00	\$0.00	\$0.00	\$107.90	\$0.00	\$213.35
Full Packaged Product	\$370.54	\$376.67	\$359.08	\$379.66	\$371.45	\$384.94	\$383.54	\$382.81	\$376.10
License	\$251.52	\$112.24	\$321.42	\$221.66	\$320.58	\$165.90	\$258.38	\$283.41	\$213.79
Maintenance	\$97.65	\$80.10	\$3.49	\$52.65	\$16.77	\$23.92	\$58.56	(\$75.93)	\$47.90
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$118.30	\$119.74	\$120.81	\$120.58	\$121.44	\$121.96	\$120.53	\$119.48	\$120.39
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$257.01	\$249.57	\$272.76	\$249.93	\$314.44	\$275.08	\$241.10	\$352.78	\$280.99



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JANUARY 1992

Division: Desktop Applications
 Business Unit: Project
 Product Line: Project
 Product Family: Project
 Environment: MAC

PRODUCT TYPE MIX TABLE

Product Type	Total
ACD	4.7%
CLP	67.1%
STD	28.1%
VIP	0.1%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE

Customer Type	DR	DIP	ED	EU	GOR	LA	VAR	Grand Total
ACD	43.1%	12.1%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
CLP	45.4%	34.8%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	22.3%	43.1%	10.0%	0.0%	1.3%	12.3%	0.0%	100.0%
VIP	18.2%	3.1%	0.0%	1.3%	0.1%	48.3%	0.0%	100.0%
Grand Total	17.0%	32.8%	25.0%	1.3%	0.4%	22.1%	0.0%	100.0%

LICENSE TYPE MIX TABLE

License Type	Customer Type	ACD	DIP	ED	EU	GOR	LA	VAR	Grand Total
ACD	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ED	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CLP	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ED	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
STD	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ED	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VIP	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ED	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
GOR	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ED	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LA	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ED	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VAR	DR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ED	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total		11.8%	1.3%	21.3%	0.0%	0.0%	0.0%	0.0%	100.0%

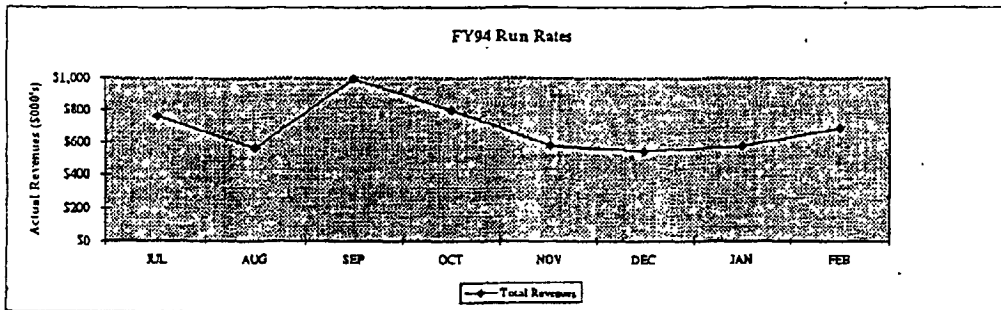
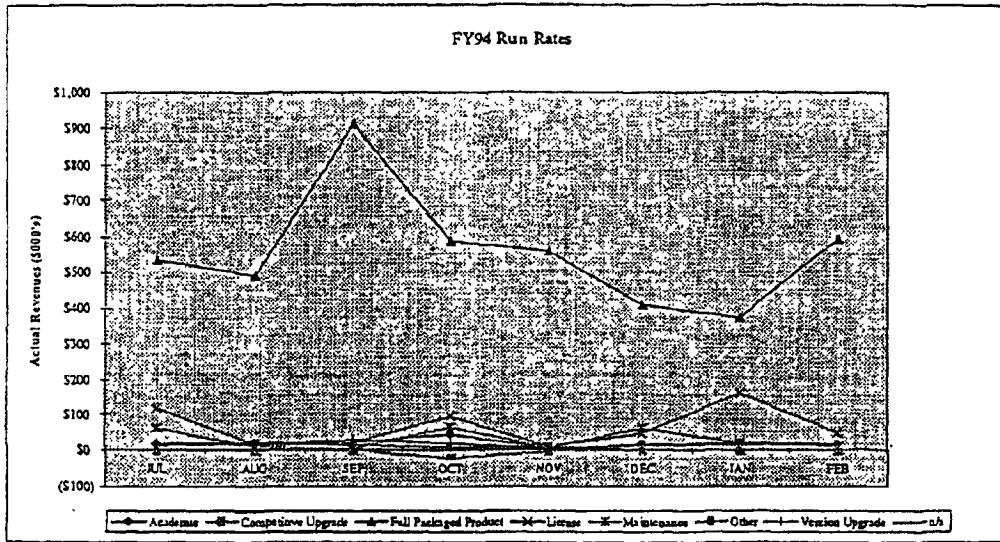
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REVENUES

Business Unit: Project
 Product Unit: Project
 Product Family: Project
 Environment: MAC
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$17	\$20	\$19	\$44	\$2	\$12	\$19	\$16	\$149
Competitive Upgrade	(\$1)	(\$1)	(\$1)	(\$25)	(\$5)	(\$1)	(\$4)	(\$1)	(\$38)
Full Packaged Product	\$534	\$491	\$911	\$586	\$560	\$409	\$373	\$596	\$4,462
License	\$118	\$16	\$19	\$95	\$7	\$46	\$162	\$48	\$512
Maintenance	\$61	\$9	\$2	\$64	\$4	\$61	\$17	\$10	\$230
Other	\$11	\$14	\$12	\$7	\$5	\$13	\$12	\$14	\$89
Version Upgrade	\$16	\$14	\$28	\$18	\$3	\$2	(\$4)	\$2	\$78
ub	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$756	\$543	\$990	\$792	\$576	\$543	\$576	\$485	\$5,482



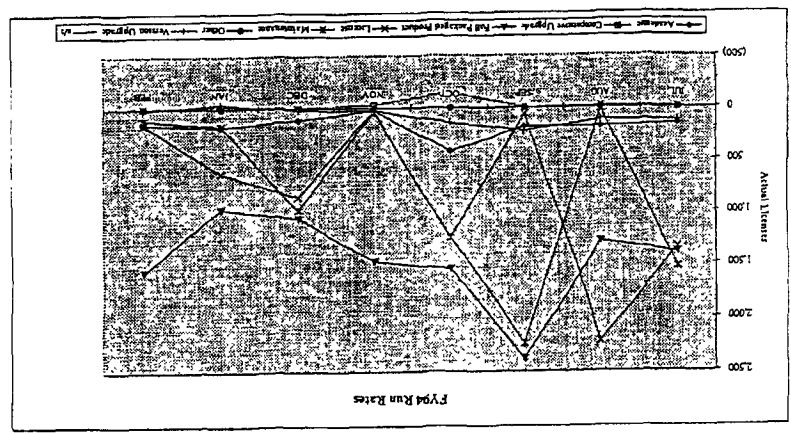
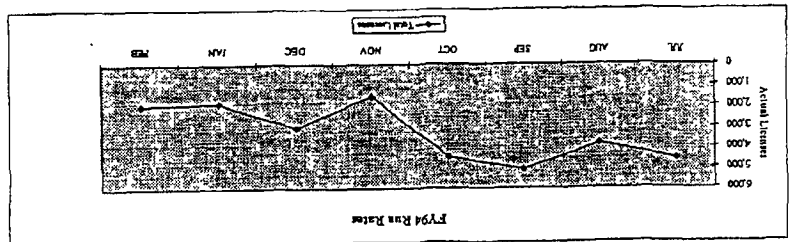
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Category	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Total Licenses	4,563	3,827	5,095	4,448	1,551	3,834	1,858	1,598	24,410
No	0	0	0	0	0	0	0	0	0
Version Upgrade	127	117	226	146	24	18	14	63	633
Other	0	0	0	0	0	0	0	0	0
Maintenance	1,559	20	2,241	1,550	39	964	168	111	6,348
License	1,249	1,234	62	1,253	22	879	628	154	6,552
Full Package Product	1,298	1,290	2,284	1,551	1,724	1,063	972	1,371	11,700
Compassionate License	(5)	(10)	(3)	(44)	(2)	(24)	(4)	(4)	(123)
Academic	159	186	186	186	186	186	186	186	1,416
Summary Report Line									
Grand Total	1,416	1,598	1,858	2,241	2,241	2,241	2,241	2,241	24,410

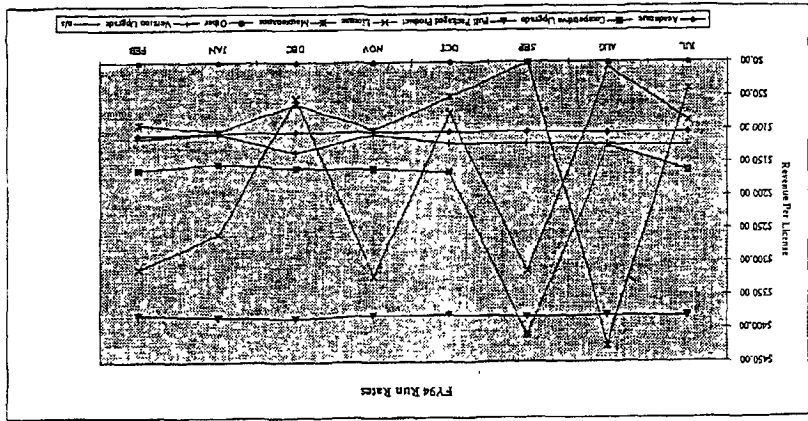
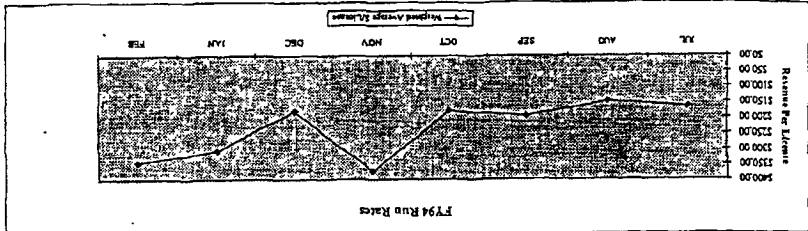
Product Unit: Project
Product Family: Project
Environment: MISC
Product Type: All
License Type: All

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Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Adaptive	\$104.46	\$105.42	\$103.81	\$104.35	\$103.91	\$104.64	\$103.72	\$109.65	\$103.81
Compressive Upgrade	\$161.78	\$175.14	\$140.19	\$165.09	\$159.39	\$152.64	\$161.19	\$164.22	\$161.24
Full Packaged Product	\$381.15	\$380.69	\$379.18	\$379.77	\$379.77	\$384.96	\$387.44	\$379.08	\$381.24
License	\$87.34	\$73.4	\$76.10	\$76.10	\$76.10	\$76.10	\$76.10	\$76.10	\$76.10
Middleware	\$40.03	\$42.56	\$42.97	\$42.54	\$42.54	\$42.54	\$42.54	\$42.54	\$42.54
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vertical Upgrade	\$124.34	\$120.30	\$121.88	\$121.88	\$121.88	\$121.88	\$121.88	\$121.88	\$121.88
Weighted Average Slice	\$154.83	\$147.89	\$147.89	\$147.89	\$147.89	\$147.89	\$147.89	\$147.89	\$147.89

REVENUE PER LICENSE
Business Unit: Project
Product Date: Project
Product Family: Project
Product Type: Project
Environment: MAC
Product Type: All
License Type: All

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Division: Personal Operating Systems
 Business Unit: MS-DOS
 Product Unit: MS-DOS
 Product Family: MS-DOS
 Enhancement: DOS

PRODUCT TYPE MIX TABLE:

Product Type Mix %	Total
ACV	2.9%
STD	0.0%
VIP	16.1%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type Mix %	Customer Type	DUR	DJP	SDR	ELB	GOR	LA	VAR	Grand Total
ACV		1.9%	40.0%	37.0%	1.1%	0.9%	8.0%	8.0%	100.0%
STD		4.7%	10.0%	8.0%	1.4%	8.0%	8.0%	8.0%	100.0%
VIP		26.1%	14.0%	1.1%	8.1%	4.1%	7.1%	6.1%	100.0%
Grand Total		32.7%	64.0%	46.1%	10.6%	13.0%	23.1%	22.1%	100.0%

LICENSE TYPE MIX TABLE:

License Type Mix %	Customer Type	License Type	ICD	ISP	ISE	MSRT	RDIT	RIS	SEL	SIL	Grand Total
ACV	DUR		0.0%	0.0%	10.0%	0.0%	0.0%	0.0%	1.0%	4.0%	100.0%
	DJP		0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	SDR		0.0%	1.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	ELB		0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	DUR		0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DJP		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	100.0%
	SDR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	ELB		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
VIP	DUR		0.0%	14.3%	4.3%	38.6%	0.0%	0.0%	10.6%	31.4%	100.0%
	DJP		0.0%	18.7%	11.3%	3.8%	0.0%	0.0%	3.7%	39.7%	100.0%
	SDR		10.1%	8.0%	1.5%	20.1%	0.0%	0.0%	4.0%	37.4%	100.0%
	ELB		4.0%	11.0%	4.0%	0.0%	0.0%	0.0%	0.0%	21.3%	100.0%
	MSRT		0.0%	39.8%	3.8%	42.8%	0.0%	0.0%	3.8%	14.1%	100.0%
	RDIT		21.7%	8.2%	6.8%	74.9%	0.0%	0.0%	4.0%	4.3%	100.0%
	VAR		0.0%	17.0%	1.0%	21.1%	0.0%	0.0%	0.0%	18.9%	100.0%
Grand Total		3.4%	15.1%	6.7%	71.4%	0.0%	0.0%	7.7%	41.2%	100.0%	

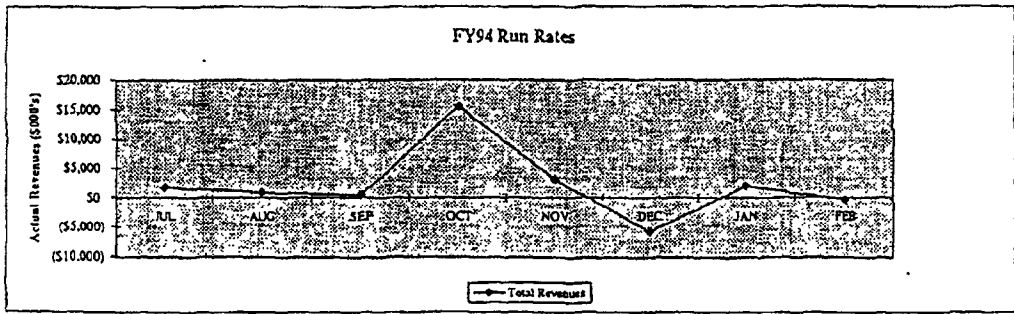
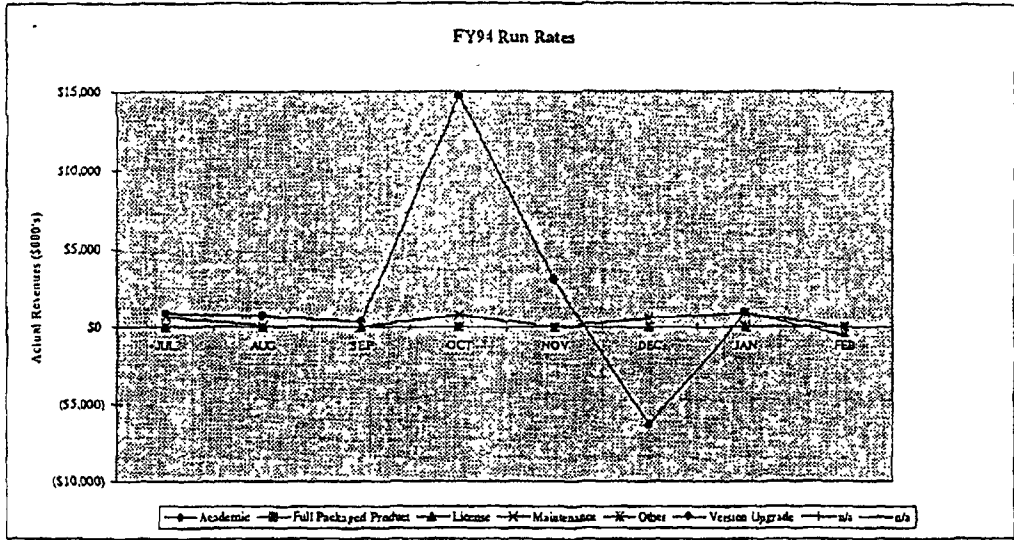
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REVENUES

Business Unit: MS-DOS
 Product Unit: MS-DOS
 Product Family: MS-DOS
 Environment: DOS
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0	\$0	\$0	\$0	\$0	\$0	\$2	\$0	\$2
Full Packaged Product	\$0	\$0	\$0	\$0	\$0	\$0	\$1	\$1	\$3
License	\$0	\$0	(\$0)	\$3	\$2	\$0	\$0	\$0	\$5
Maintenance	\$695	\$127	\$91	\$757	\$57	\$571	\$922	\$16	\$3,296
Other	\$79	\$55	\$41	\$38	\$31	(\$17)	\$69	\$41	\$396
Version Upgrade	\$891	\$708	\$371	\$14,646	\$3,010	(\$6,360)	\$927	(\$529)	\$13,662
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$1,664	\$890	\$502	\$15,443	\$3,100	(\$5,806)	\$1,922	(\$473)	\$17,234



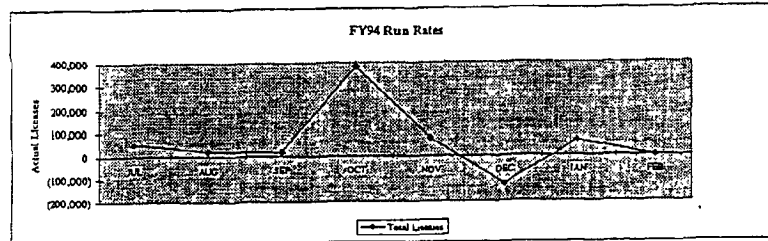
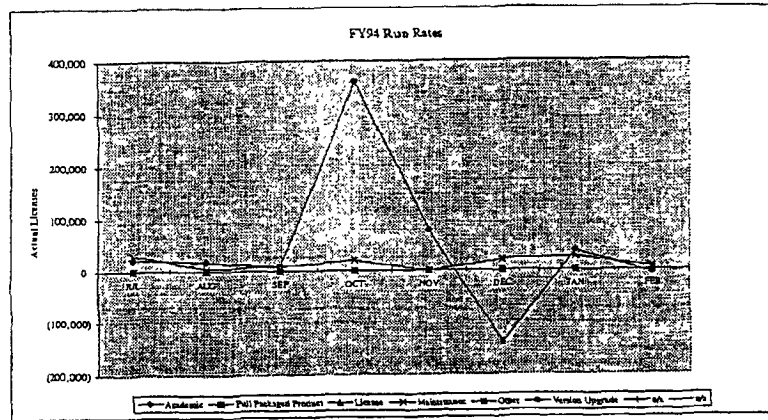
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LICENSES

Business Unit: MS-DOS
 Product Unit: MS-DOS
 Product Family: MS-DOS
 Environment: DOS
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Account	0	0	0	0	0	0	93	0	93
Full Packaged Product	0	1	0	0	0	0	18	12	31
License	(2)	0	(3)	31	26	19,346	15,442	5,667	110,710
Maintenance	30,147	3,897	7,577	19,116	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	20,377	14,505	7,718	360,423	76,987	(141,717)	34,502	(6,587)	370,810
NA	0	0	0	0	0	0	0	0	0
NA	0	0	0	0	0	0	0	0	0
Total Licenses	51,122	28,403	15,492	379,372	76,131	(122,371)	62,055	(908)	481,696



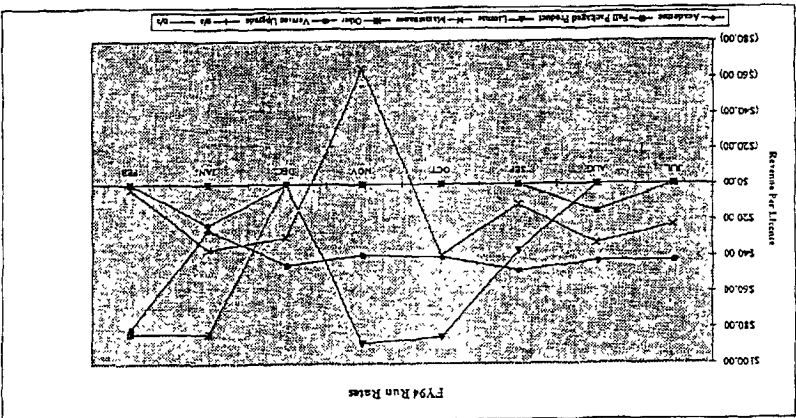
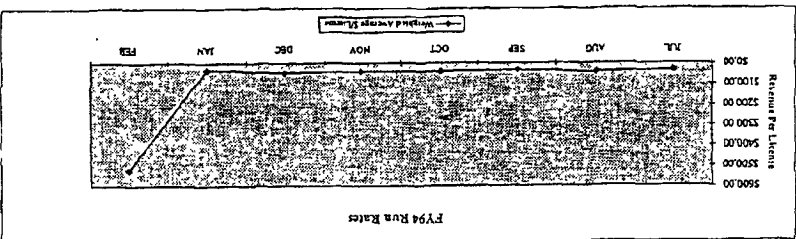
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Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Weighted Average License	\$23.55	\$43.44	\$31.58	\$40.69	\$40.72	\$47.45	\$30.97	\$51.91	\$35.80
MS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
MS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vendor License	\$22.47	\$42.88	\$31.01	\$40.53	\$39.96	\$46.88	\$29.38	\$50.55	\$34.84
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Hardware	\$23.05	\$32.71	\$11.29	\$39.29	(\$64.87)	\$28.50	\$36.33	\$21.75	\$32.20
License	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Full Packaged Product	\$0.00	\$15.00	\$0.00	\$0.00	\$88.27	\$0.00	\$0.00	\$0.00	\$0.00
Academic	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grand Total	\$23.55	\$43.44	\$31.58	\$40.69	\$40.72	\$47.45	\$30.97	\$51.91	\$35.80

REVENUE PER LICENSE
Business Unit: MS-DOS
Product Unit: MS-DOS
Product Family: MS-DOS
Environment: DOS
Product Type: (All)
License Type: (All)

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JANUARY 1988 CONES MIX 64

Division: Personal Operating Systems
 Business Unit: Windows
 Product Unit: Windows
 Product Family: Windows
 Environment: WIN

PRODUCT TYPE MIX TABLE:

Product Type (A-E)	Total
ACD	7.3%
STD	27.1%
VLP	34.1%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type (A-E)	Customer Type							Grand Total
	DSP	EDP	ESB	ESL	GDR	LA	VAR	
ACD	1.5%	26.8%	17.0%	0.1%	0.0%	11.6%	0.0%	100.0%
STD	26.4%	58.7%	1.5%	0.6%	3.4%	5.1%	3.4%	100.0%
VLP	28.0%	41.5%	1.3%	0.7%	1.4%	11.7%	0.1%	100.0%
Grand Total	28.6%	24.0%	1.4%	0.1%	1.1%	5.0%	1.1%	100.0%

LICENSE TYPE MIX TABLE:

License Type (A-E)	Product Type	Customer Type	License Type										Grand Total				
			ACD	DSP	EDP	ESB	ESL	MSB	MSL	MSR	MSU	MSV		MSW			
ACD	ACD	DSP	0.0%	0.0%	19.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	19.3%	100.0%
		EDP	0.0%	0.0%	19.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	19.9%	100.0%
		ESB	0.0%	0.0%	99.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	99.4%	100.0%
		ESL	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
		LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
STD	STD	DSP	0.0%	19.7%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	19.8%	71.3%	100.0%
		EDP	0.0%	14.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	14.2%	51.8%	100.0%
		ESB	34.4%	6.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	40.4%	61.0%	100.0%
		ESL	0.0%	40.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	40.3%	60.7%	100.0%
		LA	0.0%	1.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.3%	1.9%	100.0%
VLP	VLP	DSP	0.0%	12.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	12.7%	34.9%	100.0%
		EDP	0.0%	6.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.1%	17.6%	100.0%
		ESB	0.0%	8.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.0%	22.6%	100.0%
		ESL	0.0%	11.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.0%	31.1%	100.0%
		LA	2.1%	3.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.2%	14.7%	100.0%
Grand Total			2.1%	7.1%	2.9%	15.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	46.4%	100.0%		

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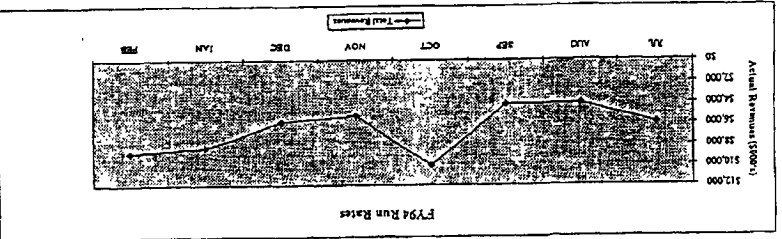
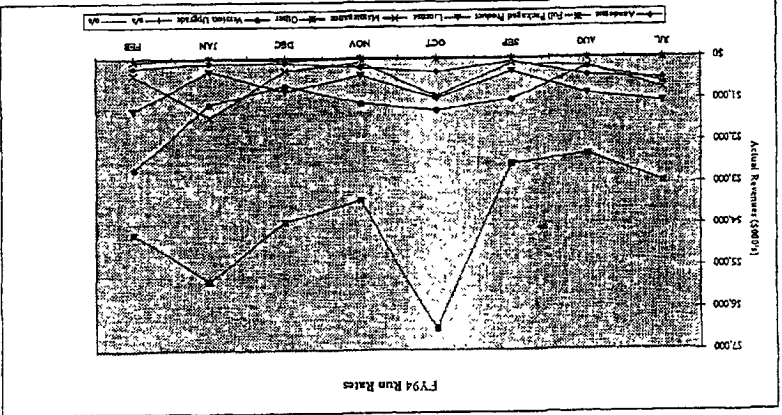
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REVENUES

Business Unit Windows
 Product Unit Windows
 Product Family Windows
 Event Windows
 Product Type (All)
 License Type (All)

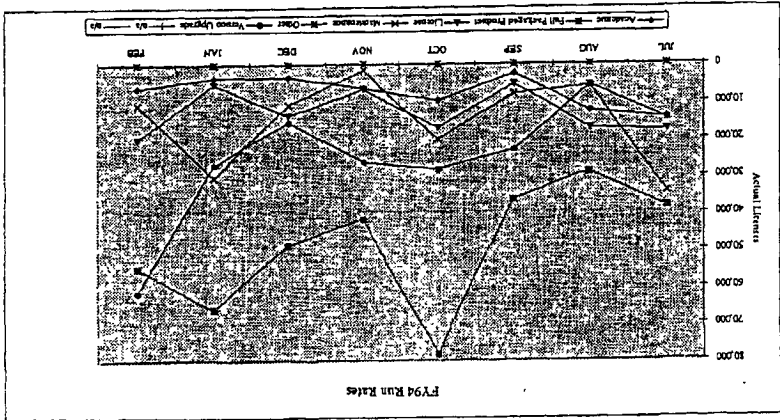
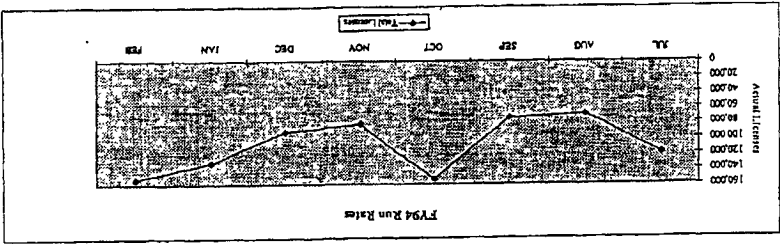
Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Windows	\$310	\$440	\$24	\$24	\$15	\$15	\$150	\$222	\$1,070
Full Packaged Products	\$2,987	\$2,550	\$6,490	\$3,417	\$5,399	\$7,990	\$4,202	\$1,222	\$51,222
Leases	\$1,060	\$1,219	\$1,119	\$415	\$790	\$700	\$1,256	\$4,027	\$4,027
Partitions	\$759	\$720	\$1,411	\$1,061	\$3,005	\$57	\$401	\$4,207	\$4,207
Client	\$24	\$26	\$28	\$35	\$17	\$57	\$66	\$750	\$750
Vendor License	\$622	\$227	\$1,005	\$1,267	\$1,081	\$1,108	\$1,660	\$8,605	\$8,605
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$5,945	\$4,895	\$4,153	\$19,830	\$5,810	\$8,858	\$4,205	\$4,937	\$52,443



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Category	FEB	JAN	DEC	NOV	OCT	SEP	AUG	JUL	Total Licenses
Academy	6,140	3,467	3,566	6,580	9,700	15,110	12,000	14,340	119,300
Full Product	24,854	43,968	48,706	41,835	71,115	56,174	28,740	38,785	49,358
Product	20,644	5,175	13,677	6,671	16,996	5,279	17,117	17,727	69,358
License	121,168	10,688	10,688	1,691	20,156	7,839	5,628	34,286	74,787
Management	0	0	0	0	0	0	0	0	0
Other	61,288	26,885	15,405	26,259	24,146	22,865	5,475	14,563	223,855
Vendor Upgrade	0	0	0	0	0	0	0	0	0
MS	0	0	0	0	0	0	0	0	0
Total Licenses	159,024	131,745	91,758	82,834	153,115	74,787	69,358	119,300	875,923

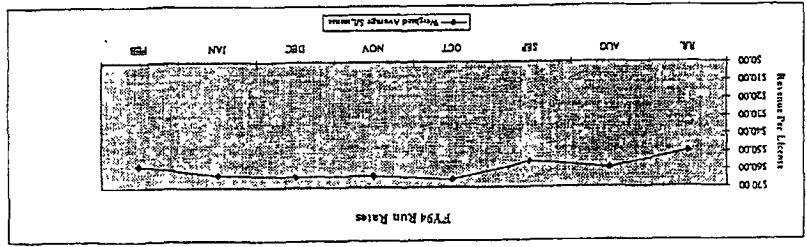
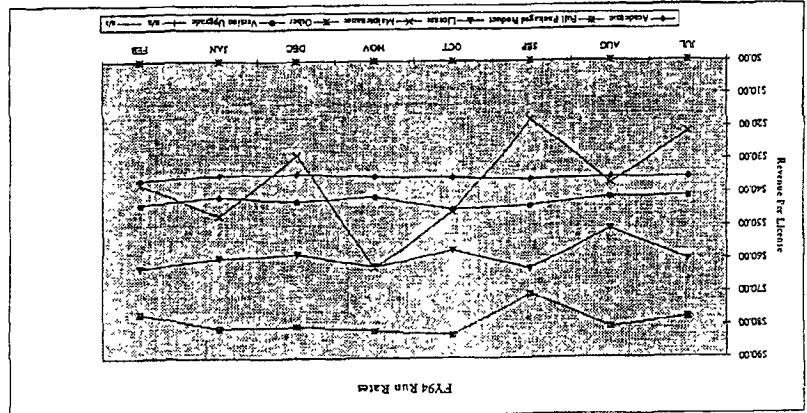
Business Unit, Windows
Product Family, Windows
Product Type, All
License Type, All

LICENSES

REVENUE PER LICENSE

Business Unit: Windows
 Product Line: Windows
 Product Family: Windows
 Environment: WTX
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Revenue	533.77	533.50	530.08	535.64	535.12	534.72	534.74	534.30	535.45
Full Priced Product	377.82	380.68	370.50	381.08	381.68	380.43	380.04	378.59	379.49
License	560.30	551.04	562.95	557.30	562.21	558.47	559.64	561.66	558.79
Maintenance	221.95	217.02	245.74	232.71	246.93	237.49	237.49	237.14	235.14
Other	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
Version Upgrade	841.35	841.42	845.93	841.16	843.59	841.20	841.40	842.83	842.83
Vol	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
Weighted Average License	549.83	559.24	555.51	545.58	543.59	543.75	543.84	543.55	549.87



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Division: Personal Operating Systems
 Business Unit: Windows
 Product Unit: Windows
 Product Family: VFPW Software
 Environment: WIN

PRODUCT TYPE MIX TABLE:

Product Type Mix (%)	Total
ACD	1.4%
ACV	1.3%
STD	26.1%
VFP	70.1%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type Mix (%)	Customer Type	DIF	JDR	KIV	QOR	LA	VAP	Grand Total
Product Type	DIF	39.4%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
ACV	0.5%	61.9%	37.1%	-0.1%	0.0%	-0.0%	0.0%	100.0%
STD	28.1%	68.1%	3.4%	0.5%	0.1%	0.1%	0.1%	100.0%
VFP	34.1%	16.0%	1.1%	12.9%	0.1%	0.1%	0.1%	100.0%
Grand Total	28.7%	27.2%	2.1%	10.4%	0.1%	0.1%	0.1%	100.0%

LICENSE TYPE MIX TABLE:

License Type Mix (%)	License Type	MSF	MLL	NSPT	BBPT	BSL	SL	SL	Grand Total
Product Type	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
ACD	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
ACV	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
VFP	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
Grand Total	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%

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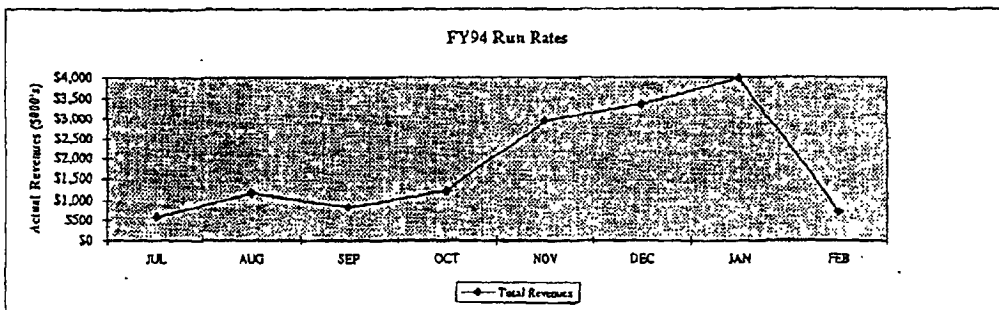
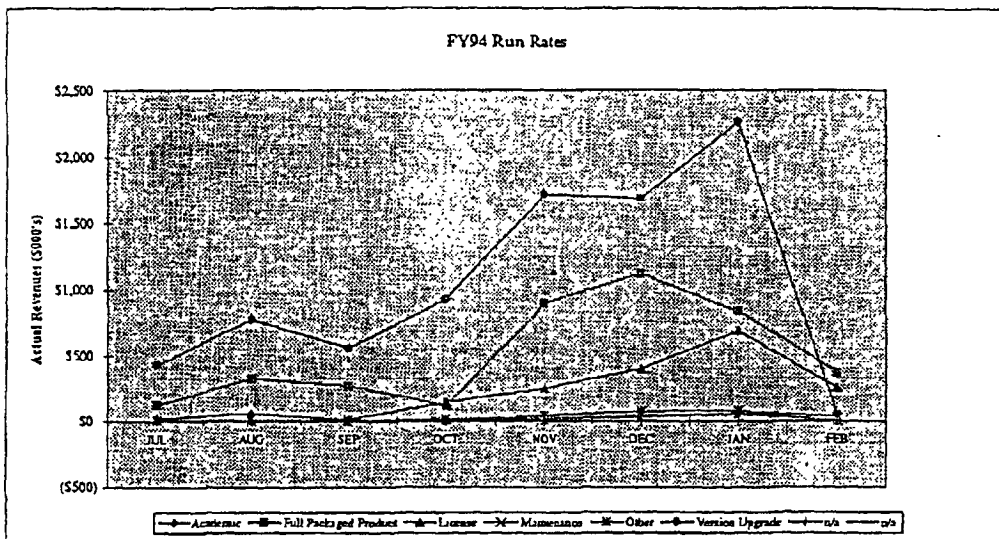
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REVENUES

Business Unit: Windows
 Product Unit: Windows
 Product Family: WFW Software
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0	\$0	\$0	\$0	\$20	\$30	\$62	\$3	\$116
Full Packaged Product	\$125	\$333	\$275	\$120	\$198	\$1,120	\$838	\$378	\$4,086
License	\$77	\$58	\$10	\$143	\$255	\$404	\$690	\$260	\$1,877
Maintenance	\$3	(\$0)	\$0	\$18	\$8	\$35	\$46	\$3	\$111
Other	\$5	\$5	\$6	\$7	\$40	\$76	\$81	\$30	\$249
Version Upgrade	\$432	\$770	\$555	\$926	\$1,720	\$1,686	\$2,261	\$33	\$8,403
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$582	\$1,166	\$847	\$1,213	\$2,940	\$3,350	\$3,978	\$728	\$74,493



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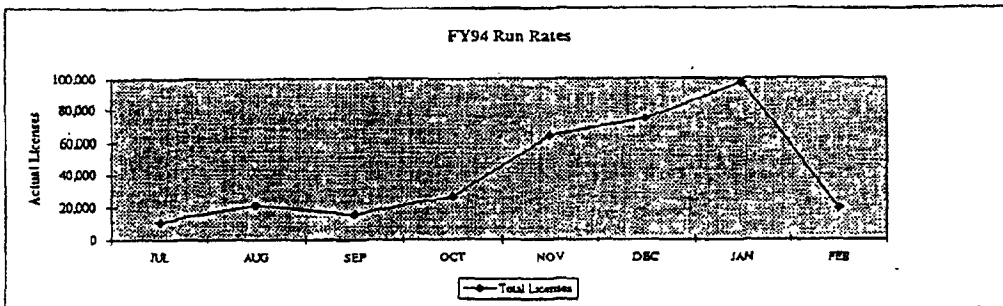
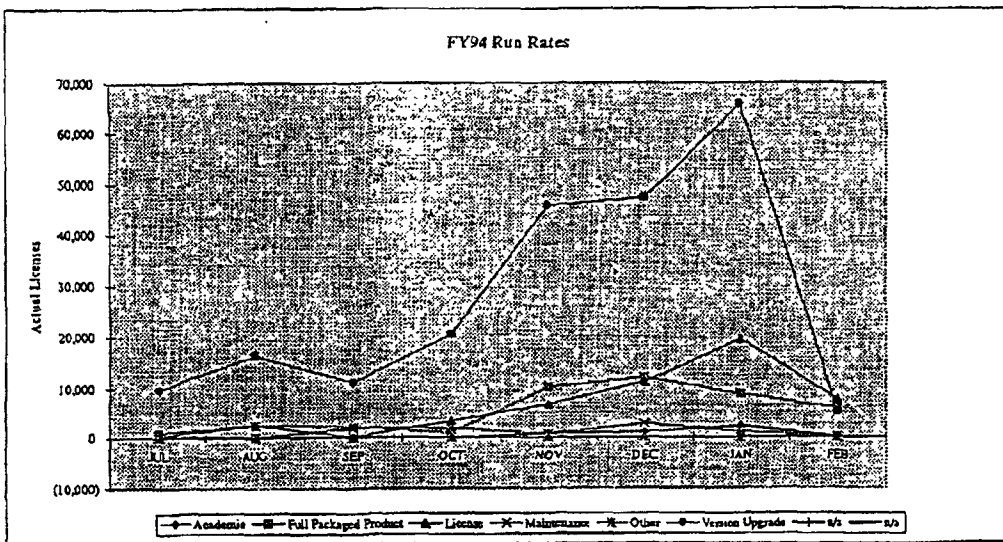
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LICENSES

Business Unit: Windows
 Product Unit: Windows
 Product Family: WFW Software
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	0	0	0	0	834	1,120	2,270	65	4,289
Full Packaged Product	922	2,458	2,131	949	10,191	12,964	8,775	5,989	43,479
License	171	2,376	112	3,357	6,824	11,185	19,570	7,766	51,151
Maintenance	203	(30)	1,923	1,821	672	2,757	1,196	4	8,546
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	9,543	16,251	11,217	20,361	45,673	47,186	65,723	5,117	221,771
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	10,939	21,055	15,343	24,438	64,194	74,312	97,334	18,941	323,644



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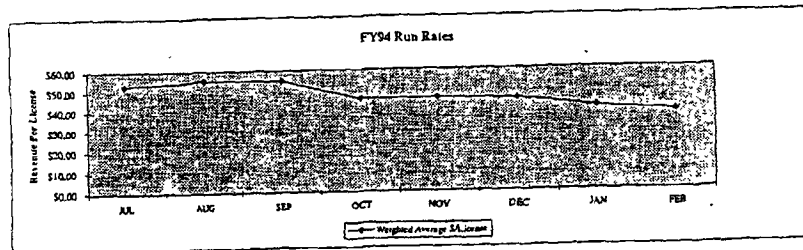
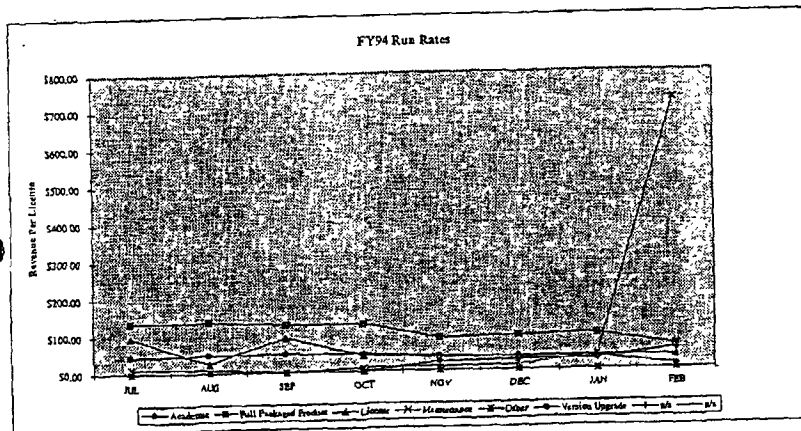
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REVENUE PER LICENSE

Business Unit: Windows
 Product Unit: Windows
 Product Family: WFW Software
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0.00	\$0.00	\$0.00	\$0.00	\$24.29	\$26.56	\$27.45	\$55.33	\$26.99
Full Packaged Product	\$135.12	\$135.29	\$129.12	\$126.38	\$18.09	\$92.81	\$95.50	\$53.17	\$73.98
License	\$97.23	\$24.37	\$92.56	\$42.73	\$37.36	\$34.08	\$35.62	\$35.48	\$15.91
Maintenance	\$13.45	\$4.54	\$0.02	\$9.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$44.87	\$47.41	\$49.52	\$45.45	\$37.65	\$35.72	\$34.40	\$10.44	\$18.00
nA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
nA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$55.14	\$55.26	\$55.03	\$45.81	\$45.89	\$45.08	\$48.87	\$38.45	\$45.94



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JANUARY 1995

Division: Business Systems
Business Unit: Windows NT
Product Unit: Windows NT
Product Family: Windows NT
Environment: VNET

PRODUCT TYPE MIX TABLE:

Product Type	Total
ACD	1.4%
STD	35.1%
YSP	63.5%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type	Customer Type	DSP	ROR	RIS	GOR	LI	VAR	Grand Total
ACD	1.4%	46.2%	11.3%	6.1%	4.0%	0.0%	0.0%	100.0%
STD	35.0%	47.2%	10.7%	11.0%	0.1%	0.1%	0.0%	100.0%
YSP	31.1%	12.6%	6.1%	1.8%	8.0%	11.4%	0.0%	100.0%
Grand Total	31.6%	41.8%	7.7%	5.4%	6.1%	11.4%	0.1%	100.0%

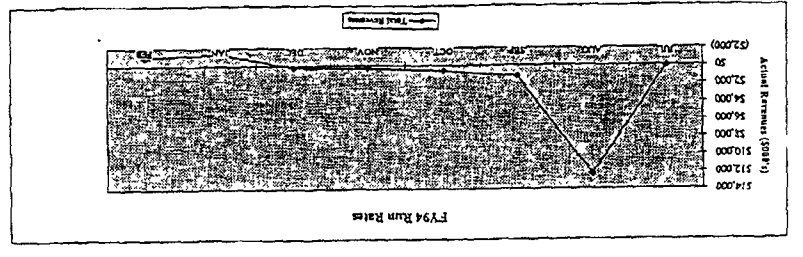
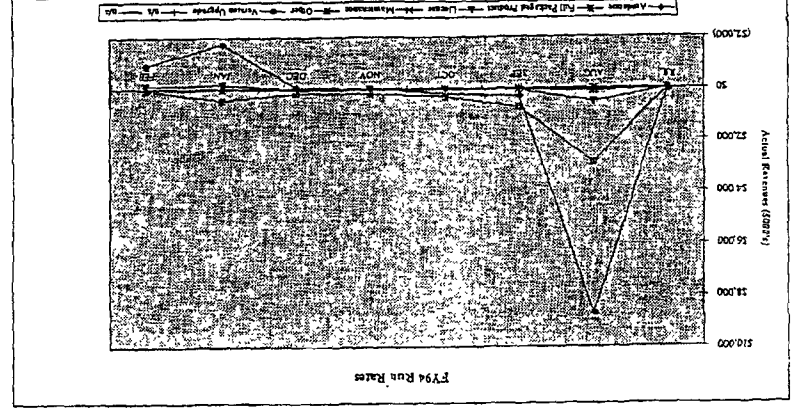
LICENSE TYPE MIX TABLE:

License Type	License Type	YSP	DSP	ROR	RIS	GOR	LI	VAR	Grand Total
ACD	DSP	0.0%	0.0%	43.5%	0.0%	0.0%	0.0%	0.0%	100.0%
	ROR	0.0%	0.0%	46.2%	0.0%	0.0%	0.0%	0.0%	100.0%
	RIS	0.0%	0.0%	23.2%	0.0%	0.0%	0.0%	0.0%	100.0%
	GOR	0.0%	0.0%	200.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	DSP	0.0%	17.3%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	ROR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	RIS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
YSP	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	ROR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	RIS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
Grand Total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	

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REVENUES
 Business Line Windows NT
 Product Line Windows NT
 Product Family Windows NT
 Business Line VMS
 Product Type VMS
 License Type (All)

Month	Actual	Target	Variance
JUL	347	568	221
AUG	568	568	0
SEP	325	526	201
OCT	326	513	187
NOV	327	527	200
DEC	319	516	197
JAN	318	521	203
FEB	320	516	196
Grand Total	3,275	5,200	1,925



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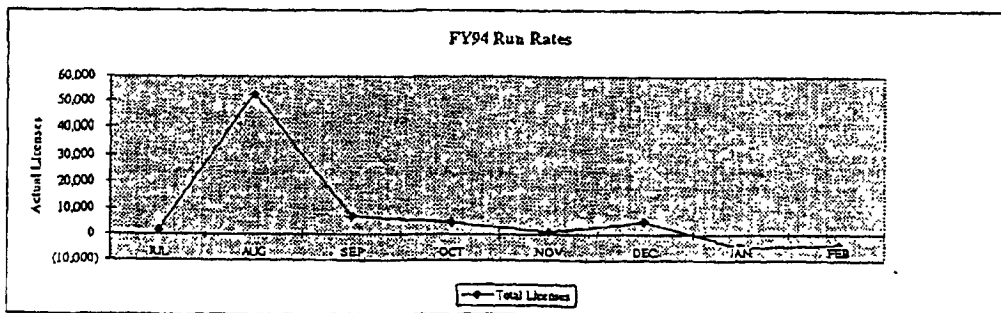
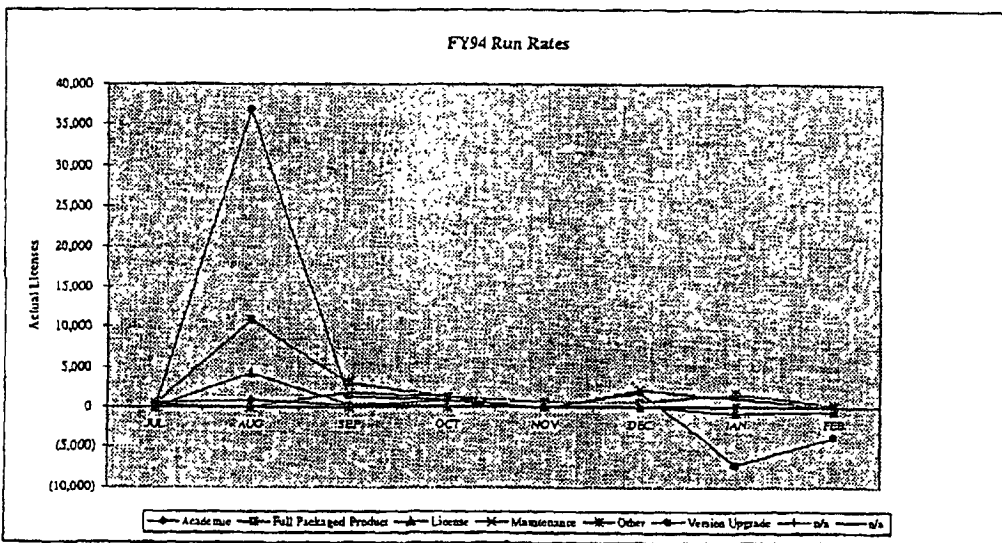
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LICENSES

Business Unit: Windows NT
 Product Unit: Windows NT
 Product Family: Windows NT
 Environment: WNT
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	567	671	272	275	145	254	173	22	2,599
Full Packaged Product	435	10,726	3,078	1,347	724	673	1,737	250	18,970
License	0	4,278	375	790	100	21	(779)	(593)	4,192
Maintenance	339	0	1,675	1,303	0	2,239	1,127	11	6,894
Other	0	0	0	0	0	0	0	0	0
Vernon Upgrade	339	36,769	1,369	969	(37)	1,862	(7,292)	(3,926)	30,053
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	1,700	52,644	6,949	4,684	932	5,049	(5,034)	(4,234)	62,708



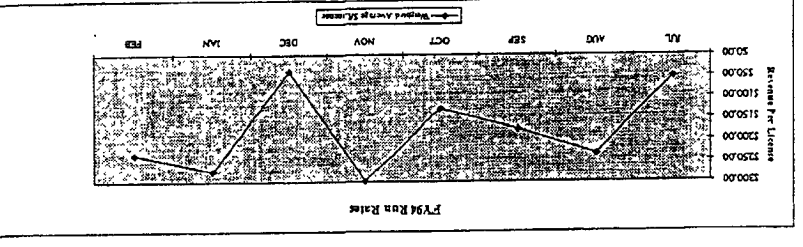
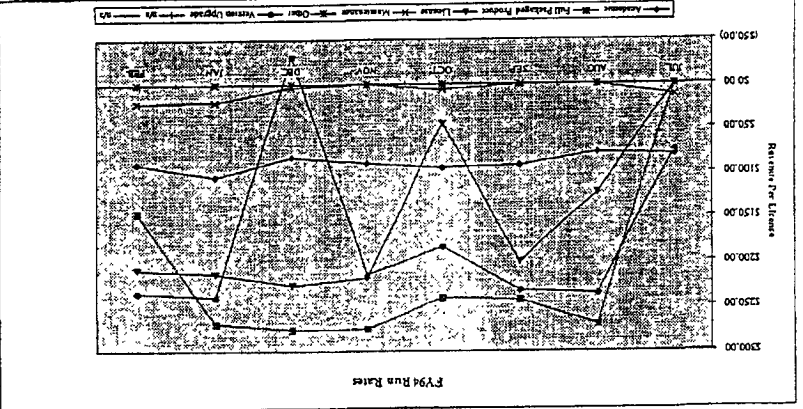
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REVENUE PER LICENSE

Business Unit: Windows NT
 Product Line: Windows NT
 Product Family: Windows NT
 Environment: WNT
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Account	\$79.92	\$73.70	\$82.10	\$84.36	\$89.97	\$82.31	\$104.98	\$90.30	\$64.53
Full Packaged Product	\$0.00	\$270.46	\$243.06	\$240.84	\$275.40	\$226.88	\$213.68	\$209.44	\$756.33
License	\$12.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19.88	\$21.05	\$28.09	\$6.04
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
MySolutions	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$73.92	\$12.10	\$12.15	\$13.94	\$214.61	\$239.45	\$255.25	\$214.94	\$1,394.94
NA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average License	\$51.45	\$332.98	\$175.44	\$178.80	\$197.75	\$188.56	\$274.57	\$234.70	\$195.75



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JANUARY 1998 MIX %

Division: Business Systems
 Business Unit: Server Operating Systems
 Product Unit: Server Operating Systems
 Product Family: Windows NT Advanced Server
 Environment: WNT

PRODUCT TYPE MIX TABLE:

Product Type Mix %	Total
ACD	5.6%
STD	66.4%
VIP	27.9%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type Mix %	Customer Type	DSP	DR	HS	GOR	LA	VAR	Grand Total
ACD	DSP	34.3%	34.7%	8.0%	0.0%	0.0%	0.0%	100.0%
STD	DSP	36.3%	52.3%	8.9%	26.5%	9.0%	0.1%	100.0%
VIP	DSP	37.3%	21.2%	8.1%	1.1%	1.7%	0.7%	100.0%
Grand Total	DSP	33.9%	3.2%	13.8%	0.1%	1.4%	0.1%	100.0%

LICENSE TYPE MIX TABLE:

License Type Mix %	Customer Type	License Type	HS	HLBY	HSR	FSR	LS	SL	Grand Total
ACD	DSP	HS	0.0%	0.0%	0.0%	0.0%	14.0%	84.0%	100.0%
		HSR	0.0%	0.0%	0.0%	0.0%	23.0%	77.0%	100.0%
		FSR	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
STD	DSP	HS	11.0%	0.0%	0.0%	0.0%	2.0%	87.0%	100.0%
		HSR	9.2%	0.0%	0.0%	0.0%	0.1%	90.7%	100.0%
		HSR	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
		GOR	28.8%	0.0%	0.0%	0.0%	0.0%	71.2%	100.0%
		LA	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
VIP	DSP	VAR	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
		HS	11.4%	1.0%	0.1%	0.0%	0.1%	87.4%	100.0%
		DSP	12.4%	0.4%	0.0%	0.0%	0.0%	87.2%	100.0%
		HSR	0.0%	0.0%	0.0%	0.0%	1.0%	100.0%	100.0%
		HS	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
		GOR	0.0%	44.0%	0.0%	0.0%	0.0%	56.0%	100.0%
Grand Total	VAR	HS	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	
		HS	0.1%	0.5%	0.0%	0.0%	0.7%	98.7%	100.0%

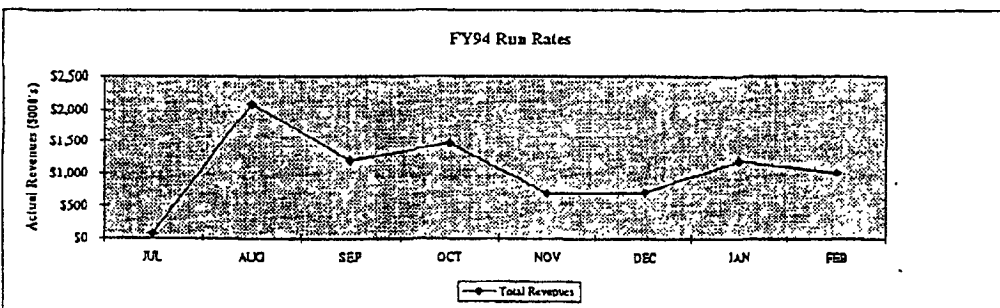
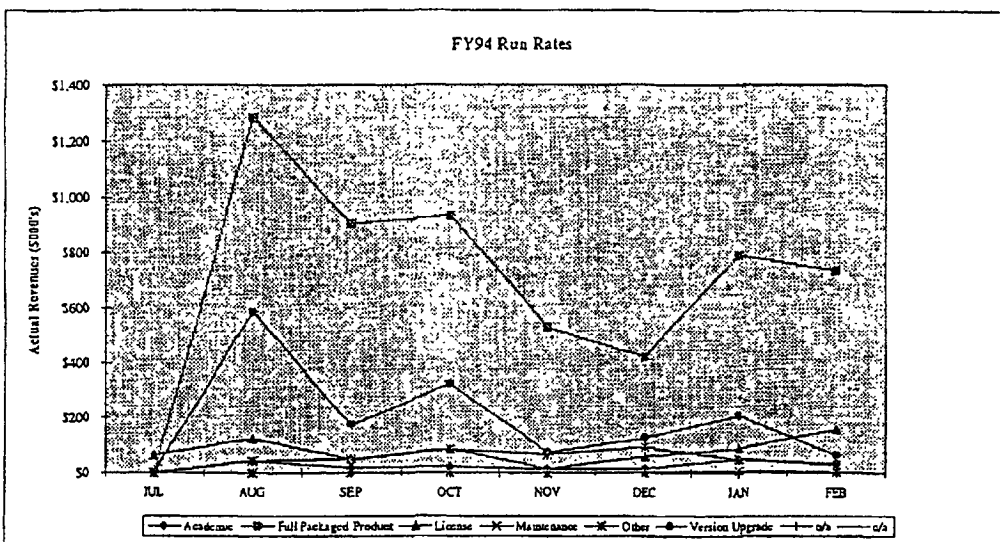
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REVENUES

Business Unit: Server Operating Systems
 Product Unit: Server Operating Systems
 Product Family: Windows NT Advanced Server
 Environment: WNT
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0	\$41	\$19	\$23	\$13	\$16	\$49	\$32	\$193
Full Packaged Product	\$0	\$1,285	\$905	\$934	\$530	\$420	\$790	\$735	\$5,599
License	\$63	\$122	\$49	\$85	\$14	\$58	\$87	\$155	\$635
Maintenance	\$0	\$0	\$0	\$0	\$0	\$1	\$6	\$1	\$9
Other	\$0	\$44	\$47	\$85	\$65	\$92	\$47	\$26	\$404
Version Upgrade	\$0	\$585	\$174	\$323	\$72	\$123	\$208	\$62	\$1,547
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$63	\$2,077	\$1,194	\$1,449	\$694	\$710	\$1,187	\$1,011	\$8,587



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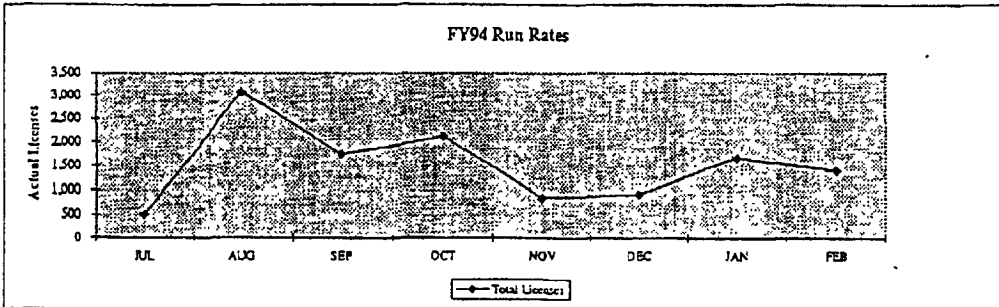
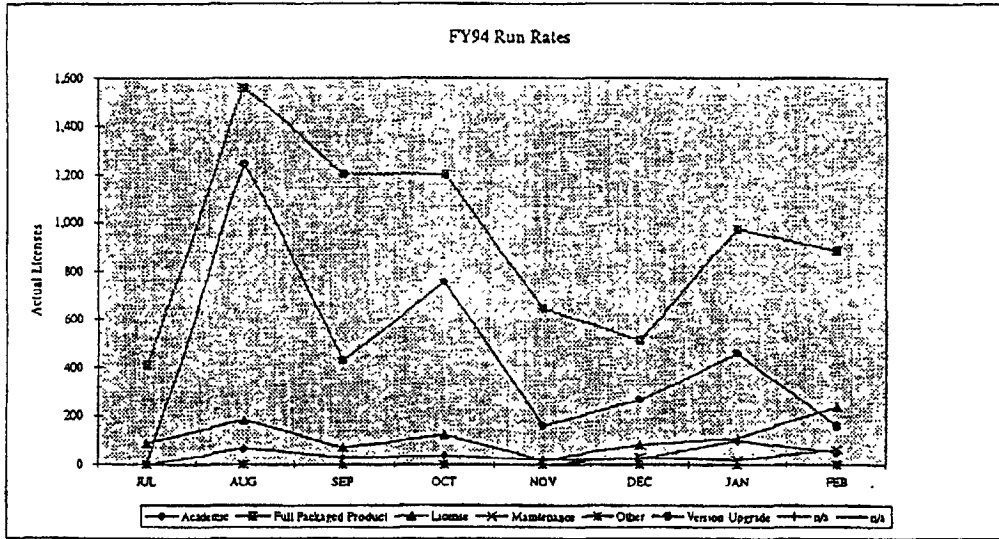
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LICENSES

Business Unit: Server Operating Systems
 Product Unit: Server Operating Systems
 Product Family: Windows NT Advanced Server
 Environment: WNT
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	0	67	31	38	22	26	101	51	336
Full Packaged Product	410	1,558	1,203	1,202	643	513	972	887	7,388
License	90	182	71	123	21	84	112	236	919
Maintenance	0	0	0	0	0	32	21	64	117
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	0	1,243	428	753	160	263	458	157	3,462
nA	0	0	0	0	0	0	0	0	0
nA	0	0	0	0	0	0	0	0	0
Total Licenses	500	3,650	1,733	2,116	846	918	1,664	1,395	17,232



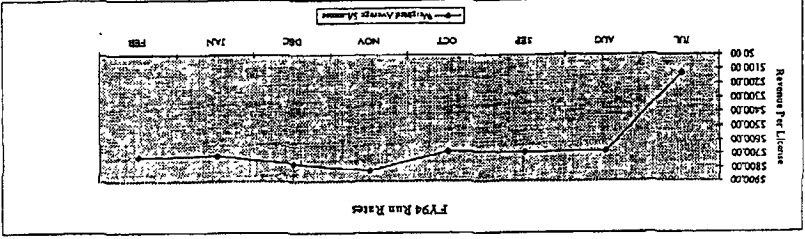
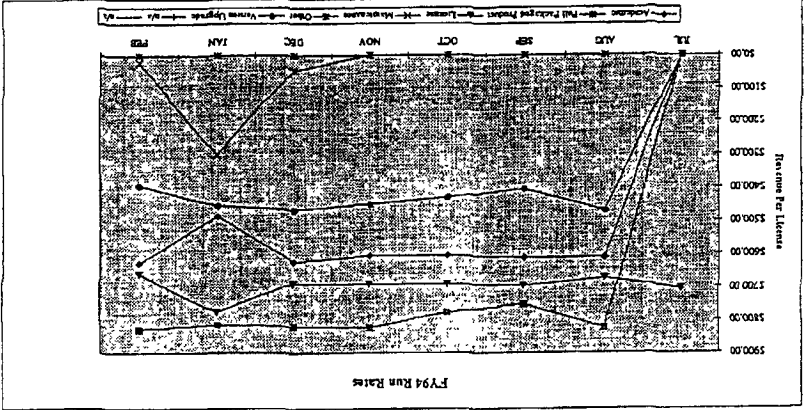
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REVENUE PER LICENSE

Business Unit: Server Operating Systems
 Product Line: Server Operating Systems
 Product Family: Windows NT Advanced Server
 Environment: WNT
 Product Type: All
 License Type: All

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Advanced	\$0.00	\$610.36	\$811.73	\$604.80	\$486.73	\$622.77	\$486.73	\$622.86	\$575.68
Full Packaged Product	\$0.00	\$826.70	\$757.20	\$776.76	\$823.99	\$819.10	\$813.21	\$828.39	\$571.81
License	\$703.50	\$672.46	\$695.75	\$690.72	\$687.80	\$774.75	\$688.52	\$688.52	\$690.50
Assurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$466.84	\$398.84	\$21.40	\$77.94
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$0.00	\$470.99	\$406.27	\$429.33	\$450.16	\$467.88	\$453.41	\$392.93	\$666.83
Net	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average License	\$136.98	\$681.13	\$688.98	\$644.96	\$483.54	\$722.74	\$713.58	\$724.79	\$644.32



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Dhikhan, Developer
 Business Unit Database & Tools
 Product Unit FOX
 Product Family: Parity
 Environment: DOS

PRODUCT TYPE MIX TABLE

Product Type	Prod Mix %	Total
ACB	18.7%	42.3%
CJP	4.1%	9.2%
VLP	24.3%	54.3%
Grand Total	100.0%	100.0%

CUSTOMER TYPE MIX TABLE

Customer Type	Prod Mix %	Customer Type	Prod Mix %	Customer Type	Prod Mix %	Customer Type	Prod Mix %	Customer Type	Prod Mix %
DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%
DIP	14.3%	DIP	14.3%	DIP	14.3%	DIP	14.3%	DIP	14.3%
DR	14.3%	DR	14.3%	DR	14.3%	DR	14.3%	DR	14.3%
DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%
Grand Total	100.0%	Grand Total	100.0%	Grand Total	100.0%	Grand Total	100.0%	Grand Total	100.0%

LICENSE TYPE MIX TABLE

License Type	Prod Mix %	License Type	Prod Mix %	License Type	Prod Mix %	License Type	Prod Mix %	License Type	Prod Mix %
DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%
DIP	14.3%	DIP	14.3%	DIP	14.3%	DIP	14.3%	DIP	14.3%
DR	14.3%	DR	14.3%	DR	14.3%	DR	14.3%	DR	14.3%
DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%	DR	11.7%
Grand Total	100.0%	Grand Total	100.0%	Grand Total	100.0%	Grand Total	100.0%	Grand Total	100.0%

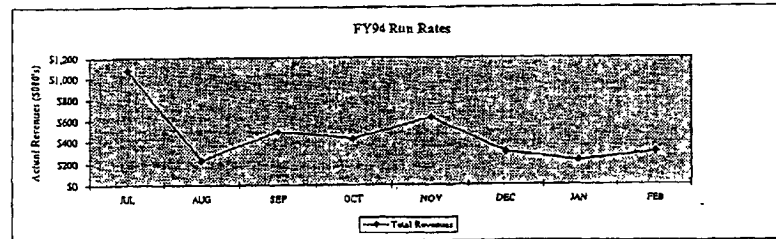
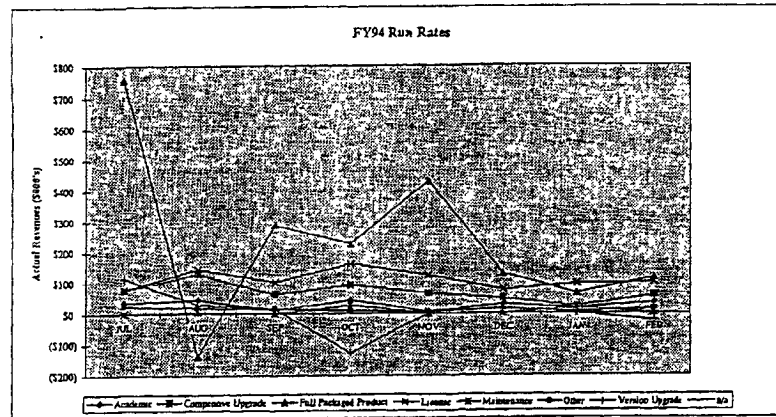
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REVENUES

Business Unit: Desktop Database & Tools
 Product Unit: Fox
 Product Family: FoxPro
 Environment: DOS
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academe	\$34	\$44	\$11	\$43	\$6	\$29	\$16	\$34	\$216
Cooperative Upgrade	\$75	(\$128)	\$62	\$93	\$66	\$48	\$21	\$37	\$350
Full Packaged Product	\$756	(\$199)	\$287	\$226	\$429	\$128	\$64	\$115	\$1,865
License	\$76	\$143	\$102	\$161	\$123	\$77	\$95	\$99	\$875
Maintenance	\$0	\$4	\$0	\$26	(\$0)	\$0	\$18	\$0	\$48
Other	\$23	\$18	\$14	\$8	\$6	\$14	\$5	\$13	\$101
Version Upgrade	\$113	\$30	\$14	(\$129)	(\$2)	\$2	(\$0)	(\$25)	\$3
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$1,077	\$224	\$499	\$428	\$628	\$137	\$219	\$293	\$3,440



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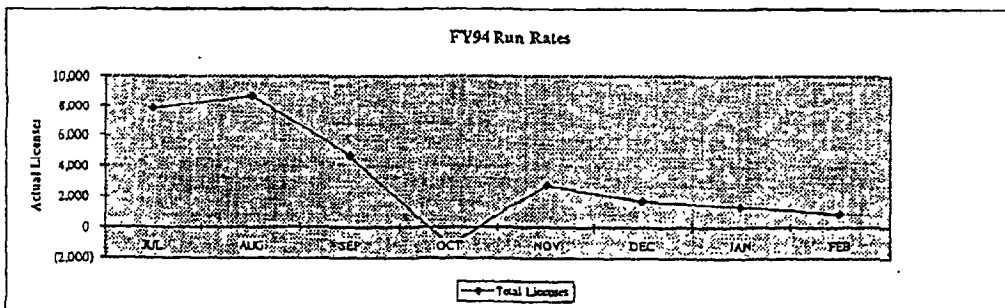
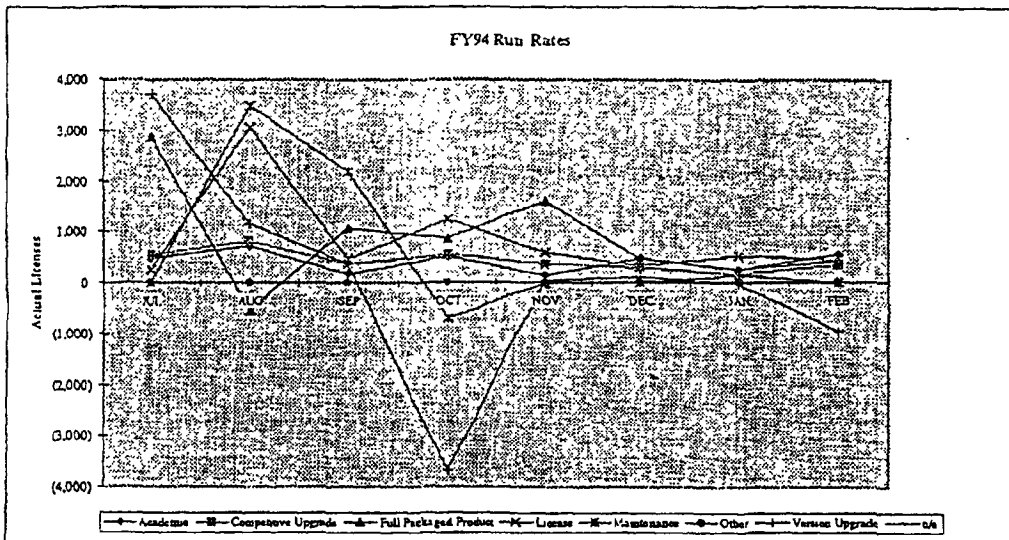
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LICENSES

Business Unit: Desktop Database & Tools
 Product Unit: Fox
 Product Family: FoxPro
 Environment: DOS
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academe	485	714	170	519	145	472	256	533	3,314
Competitive Upgrade	541	814	373	554	371	297	166	356	3,472
Full Packaged Product	2,865	(534)	1,070	867	1,603	470	259	427	7,027
License	259	3,058	464	1,235	586	379	527	446	6,904
Maintenance	0	3,485	2,190	(698)	(15)	0	140	1	5,105
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	3,701	1,152	369	(2,687)	42	117	(35)	(951)	708
na	0	0	0	0	0	0	0	0	0
Total Licenses	7,851	8,889	4,656	(1,210)	2,732	1,685	1,313	832	24,528



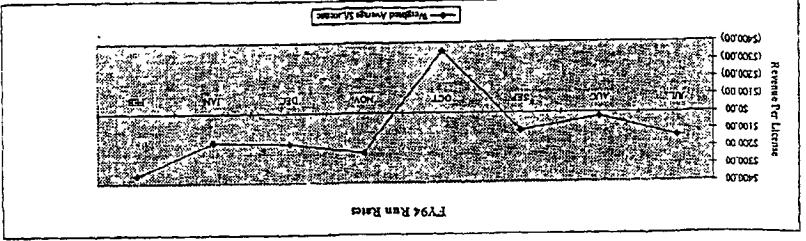
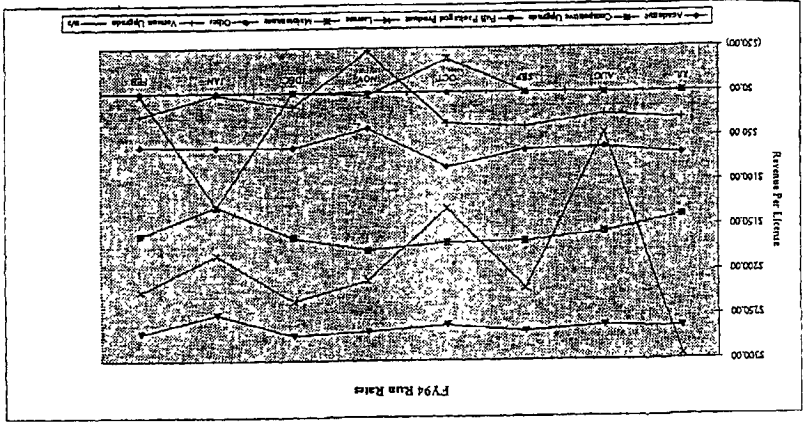
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REVENUE PER LICENSE

Business Unit, Desktop Database & Tools
 Product Unit: PLS
 Product Family: PLS
 Environment: DOS
 Product Type: (All)
 License Type: (All)

Month	Academy	Compressive Upgrade	Full Product Product	License	Maintenance	Other	Vendor Upgrade	Weighted Average License
JUL	\$69.80	\$192.97	\$763.78	\$294.20	\$46.84	\$219.47	\$19.02	\$137.18
AUG	\$61.95	\$157.13	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	\$105.48
SEP	\$63.16	\$167.72	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	\$105.48
OCT	\$63.16	\$167.72	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	(\$353.54)
NOV	\$61.13	\$176.83	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	\$129.73
DEC	\$61.13	\$182.11	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	\$176.47
JAN	\$66.78	\$192.83	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	\$197.81
FEB	\$66.78	\$192.83	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	\$332.19
Grand Total	\$63.72	\$186.21	\$767.83	\$294.20	\$46.84	\$219.47	\$19.02	\$177.95



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JANUARY 1998 MIX %

Division: Developer
 Business Unit: Desktop Database & Tools
 Product Unit: FOX
 Product Family: FoxPro
 Environment: WIN

PRODUCT TYPE MIX TABLE:

Product Type Mix %	Total
ACT	12.7%
CLP	19.1%
STD	58.7%
VLP	19.5%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type Mix %	Customer Type	DSP	EDP	EUR	GOR	LA	VAR	Grand Total
ACT	DSP	31.5%	4.4%	0.4%	0.0%	11.0%	0.7%	100.0%
CLP	DSP	31.5%	4.4%	0.4%	0.0%	11.0%	0.7%	100.0%
STD	DSP	31.5%	4.4%	0.4%	0.0%	11.0%	0.7%	100.0%
VLP	DSP	31.5%	4.4%	0.4%	0.0%	11.0%	0.7%	100.0%
Grand Total	DSP	31.5%	4.4%	0.4%	0.0%	11.0%	0.7%	100.0%

LICENSE TYPE MIX TABLE:

License Type Mix %	Customer Type	EDP	EUR	GOR	LA	VAR	Grand Total
ACT	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EDP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EUR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CLP	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EDP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EUR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
STD	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EDP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EUR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VLP	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EDP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	EUR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GOR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total	DSP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

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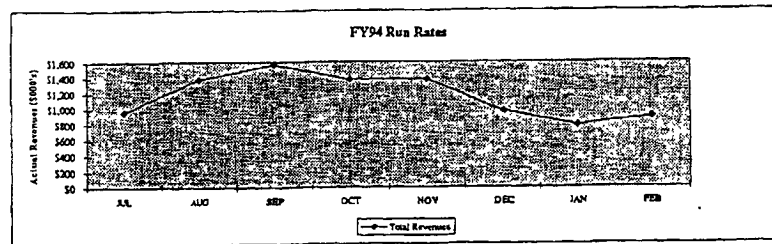
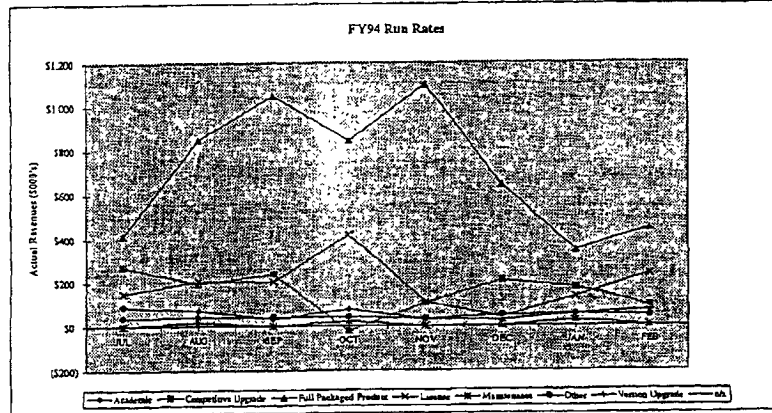
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REVENUES

Business Unit: Desktop Database & Tools
 Product Unit: Fox
 Product Family: FoxPro
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$89	\$72	\$34	\$36	\$30	\$36	\$55	\$70	\$451
Competitive Upgrade	\$172	\$192	\$238	(\$24)	\$106	\$207	\$175	\$90	\$1,256
Full Packaged Product	\$412	\$448	\$1,050	\$844	\$1,100	\$640	\$345	\$442	\$5,681
License	\$149	\$207	\$205	\$414	\$110	\$40	\$133	\$237	\$1,499
Maintenance	\$0	\$18	\$0	\$21	\$0	\$0	\$25	\$0	\$65
Other	\$37	\$41	\$19	\$42	\$34	\$48	\$53	\$46	\$340
Version Upgrade	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$957	\$1,379	\$1,545	\$1,373	\$1,379	\$941	\$784	\$485	\$9,284



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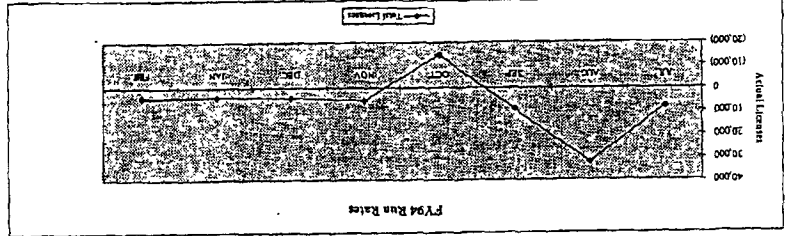
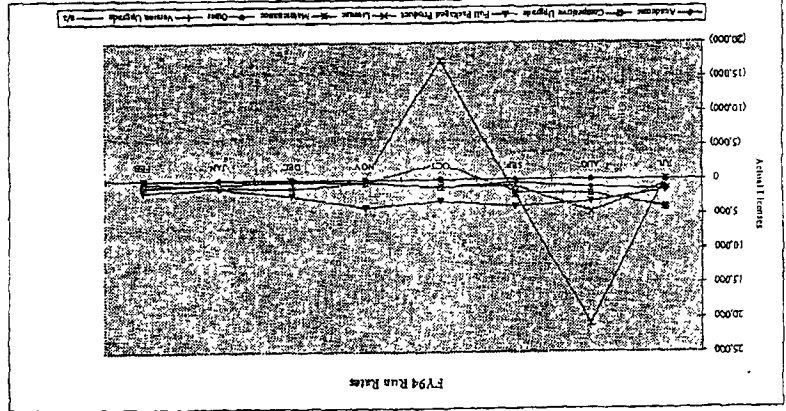
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LICENSES

Business Unit: Backup Database & Tools
 Product Line: Fax
 Product Family: WTN
 Environment: All
 Product Type: All
 License Type: All

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Actuals	1,555	1,265	871	1,156	409	323	617	1,222	6,729
Actuals	1,479	1,065	1,828	(2,425)	471	1,138	395	8,464	
Comprehensive License	1,660	1,065	3,921	3,140	4,990	2,377	1,365	1,701	21,459
Full Package Product	4,757	951	1,310	520	149	797	1,087	10,223	
License	712	20,912	2,175	(17,288)	0	69	194	5,973	
Mastername	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0
Verion Upgrade	0	1	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
Total Licenses	3,068	31,295	9,244	(14,807)	5,499	4,241	3,953	4,217	52,051



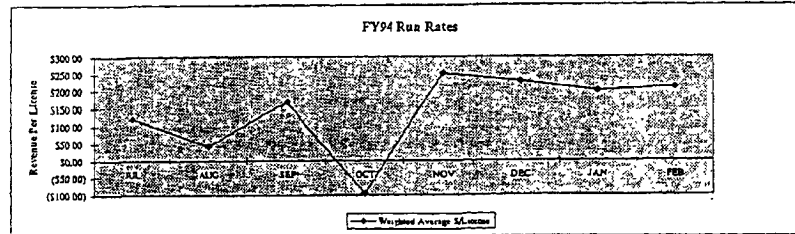
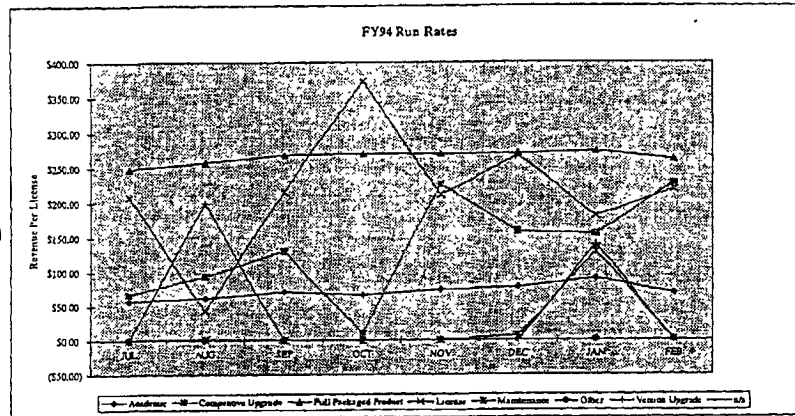
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REVENUE PER LICENSE

Business Unit: Desktop Database & Tools
 Product Unit: Fox
 Product Family: FoxPro
 Environment: VWIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	\$57.00	\$61.55	\$71.30	\$64.00	\$73.62	\$77.13	\$89.32	\$68.56	\$67.04
Consecutive Upgrade	\$66.57	\$93.17	\$120.95	\$9.87	\$225.19	\$157.52	\$154.12	\$227.12	\$141.65
Full Packaged Product	\$248.38	\$256.72	\$267.67	\$264.65	\$268.89	\$269.34	\$272.60	\$260.01	\$264.73
License	\$208.65	\$43.48	\$215.59	\$372.80	\$210.70	\$265.73	\$179.97	\$217.65	\$194.92
Maintenance	\$0.00	\$0.87	\$0.00	(\$1.23)	\$0.00	\$6.12	\$127.88	\$0.27	\$10.85
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$0.00	\$199.00	\$0.00	\$0.00	\$0.00	\$0.00	\$138.28	\$0.00	\$151.52
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$119.37	\$42.82	\$167.44	(\$95.33)	\$251.20	\$274.55	\$194.92	\$209.84	\$175.04



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Division Developer
 Business Unit Drinking Waters & Tools
 Product Unit, Visual Basic
 Product Family: Visual Basic Pro
 Environment: WIN

PRODUCT TYPE MIX TABLE:

Product Type	Count	Percentage
Total	896	100.0%
ACD	139	15.5%
CDP	116	12.9%
STD	146	16.3%
VIP	145	16.2%
Grand Total	896	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type	Count	Percentage	LA	EUR	IBS	OR	LA	Grand Total
Total	896	100.0%	896	896	896	896	896	896
ACD	139	15.5%	139	139	139	139	139	139
CDP	116	12.9%	116	116	116	116	116	116
STD	146	16.3%	146	146	146	146	146	146
VIP	145	16.2%	145	145	145	145	145	145
Grand Total	896	100.0%	896	896	896	896	896	896

LICENSE TYPE MIX TABLE:

License Type	Count	Percentage	IBS	EUR	OR	LA	Grand Total
Total	896	100.0%	896	896	896	896	896
ACD	139	15.5%	139	139	139	139	139
CDP	116	12.9%	116	116	116	116	116
STD	146	16.3%	146	146	146	146	146
VIP	145	16.2%	145	145	145	145	145
Grand Total	896	100.0%	896	896	896	896	896

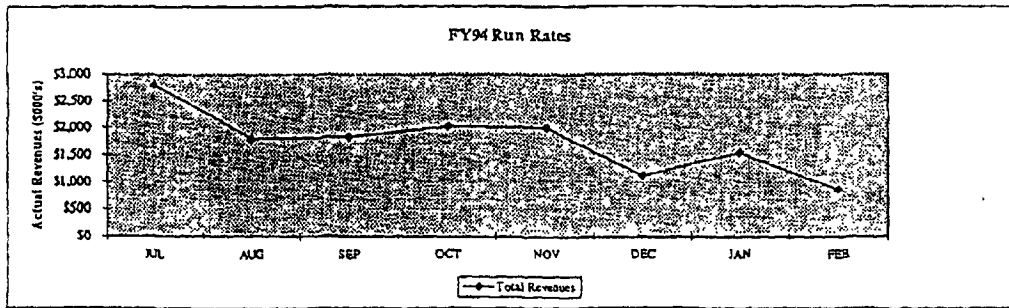
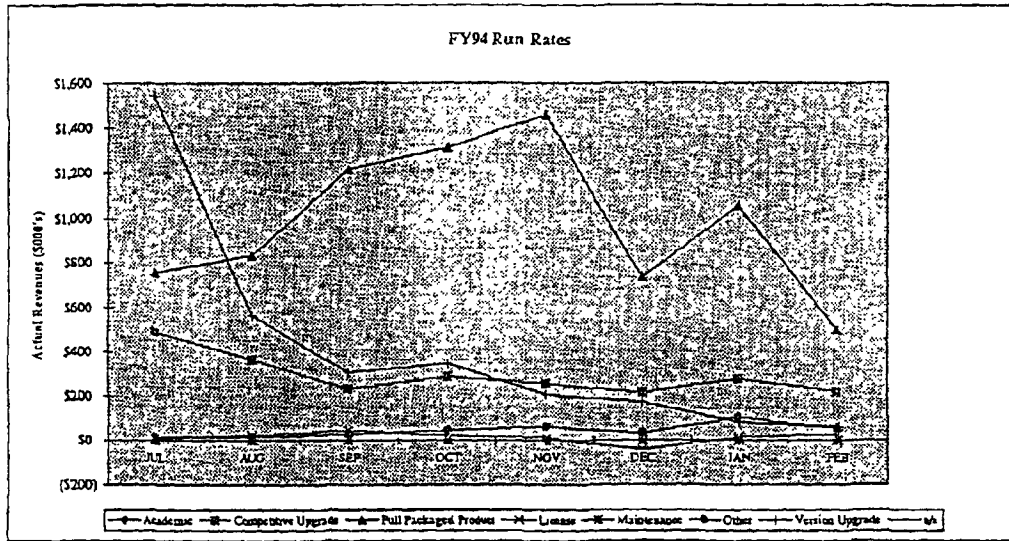
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REVENUES

Business Unit: Desktop Database & Tools
 Product Unit: Visual Basic
 Product Family: Visual Basic Pro
 Environment: WDN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Competitive Upgrade	\$488	\$365	\$231	\$286	\$255	\$214	\$276	\$218	\$2,334
Full Packaged Product	\$755	\$892	\$1,215	\$1,312	\$1,460	\$734	\$1,055	\$496	\$7,860
License	\$7	\$23	\$45	\$21	\$10	(\$43)	\$15	\$28	\$106
Maintenance	\$0	\$0	\$0	\$0	\$0	\$0	\$1	\$0	\$1
Other	\$17	\$14	\$28	\$46	\$63	\$31	\$106	\$53	\$358
Version Upgrade	\$1,541	\$565	\$105	\$346	\$207	\$173	\$83	\$62	\$3,281
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$2,808	\$1,800	\$1,824	\$2,009	\$1,995	\$1,109	\$1,536	\$858	\$13,939



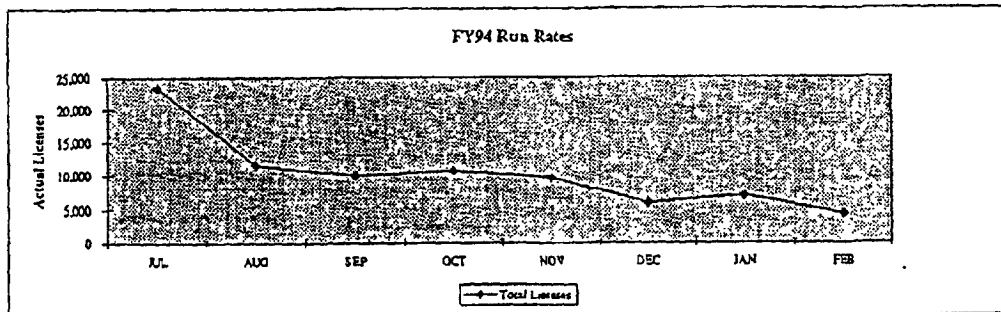
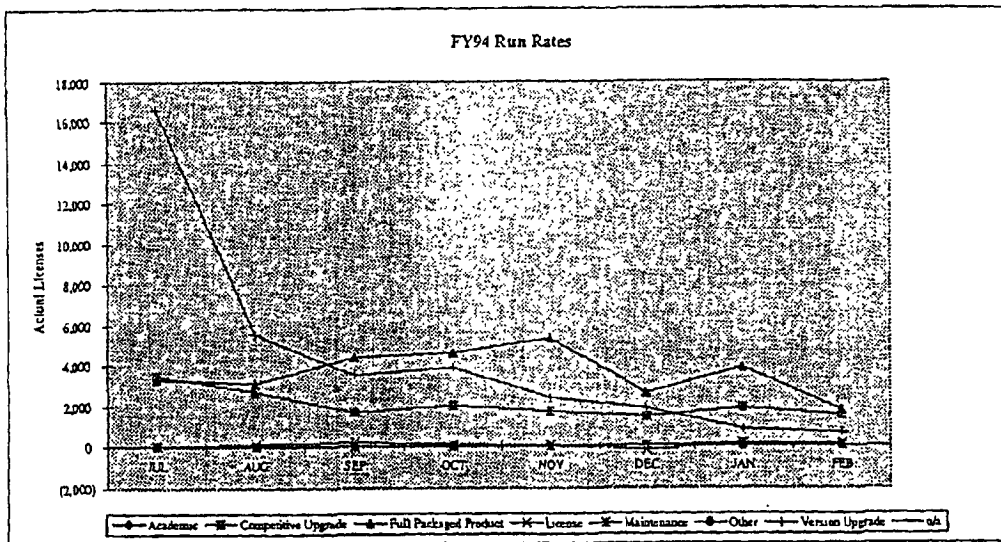
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MS 0104612
 CONFIDENTIAL 87

LICENSES

Business Unit: Desktop Database & Tools
 Product Unit: Visual Basic
 Product Family: Visual Basic Pro
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	0	0	0	0	0	0	23	0	23
Competitive Upgrade	3,510	2,719	1,700	2,024	1,751	1,500	1,024	1,555	16,494
Full Packaged Product	3,311	3,126	4,420	4,630	5,364	2,625	3,845	1,810	29,173
License	31	100	206	86	41	(195)	71	144	482
Maintenance	0	0	0	0	0	7	157	53	217
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	16,603	5,585	3,535	3,890	2,413	1,893	856	658	35,433
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	23,455	11,530	9,861	10,634	9,579	5,829	6,920	4,220	82,028



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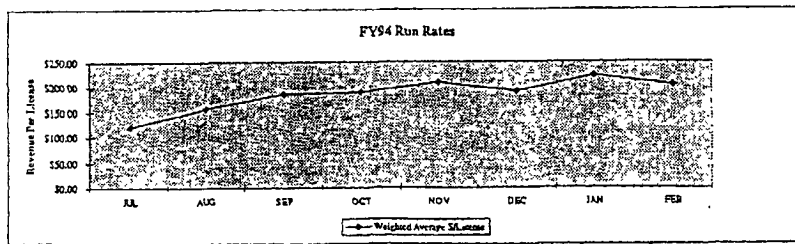
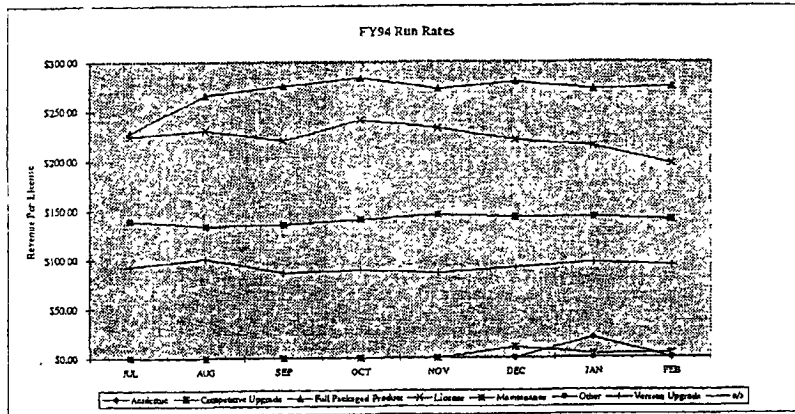
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REVENUE PER LICENSE

Diagram Unit: Desktop Database & Tools
 Product Unit: Visual Basic
 Product Family: Visual Basic Pro
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20.07	\$0.00	\$20.07
Compassive Upgrade	\$139.08	\$134.04	\$156.01	\$140.81	\$145.19	\$142.81	\$143.25	\$140.41	\$139.97
Full Package Product	\$234.15	\$206.00	\$274.91	\$283.32	\$272.05	\$279.59	\$271.58	\$274.22	\$269.41
License	\$224.55	\$221.26	\$220.31	\$240.67	\$222.54	\$220.73	\$214.61	\$196.56	\$219.45
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10.38	\$3.74	\$3.92	\$4.06
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$92.79	\$101.16	\$86.17	\$88.84	\$83.82	\$91.54	\$96.74	\$99.62	\$92.59
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$119.72	\$114.09	\$114.84	\$118.94	\$104.25	\$119.39	\$122.01	\$109.23	\$119.93



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MS 0104614
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Division: Developer
 Business Unit: Languages
 Product Unit: C++
 Product Family: Visual C++
 Environment: WIN

PRODUCT TYPE MIX TABLE

Product Type Mix %	Total
ACD	4.2%
CLP	29.2%
STD	41.6%
VIP	24.9%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type Mix %	Customer Type	ESR	WSE	ESR	RIS	GRK	LA	VAR	Grand Total
ACD	ESR	21.5%	41.5%	0.1%	0.0%	0.0%	0.0%	0.0%	100.0%
CLP	ESR	16.3%	42.1%	8.7%	40.3%	8.0%	0.0%	0.0%	100.0%
STD	ESR	31.4%	34.4%	11.2%	1.4%	0.3%	8.0%	0.4%	100.0%
VIP	ESR	26.8%	11.4%	28.9%	20.3%	0.8%	1.1%	0.1%	100.0%
Grand Total	ESR	34.2%	31.1%	13.1%	19.0%	0.1%	9.1%	0.2%	100.0%

LICENSE TYPE MIX TABLE:

License Type Mix %	License Type	MSD	MSF	MSL	MSRT	MSB	MS	RUC	Grand Total
ACD	MSD	0.0%	0.0%	100.0%	0.0%	0.0%	1.1%	0.0%	100.0%
CLP	MSD	0.0%	0.0%	41.4%	0.0%	0.0%	0.0%	27.9%	100.0%
	MSF	0.0%	0.0%	11.3%	0.0%	0.0%	0.0%	97.3%	100.0%
	MSL	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%	15.1%	100.0%
STD	MSD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSRT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
VIP	MSD	0.0%	1.1%	0.0%	0.0%	0.0%	0.1%	97.7%	100.0%
	MSF	0.0%	0.7%	0.0%	0.0%	0.0%	0.0%	99.7%	100.0%
	MSL	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	88.9%	100.0%
	MSRT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSB	0.0%	1.7%	0.0%	0.0%	0.0%	0.0%	98.1%	100.0%
Grand Total	MSD	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSRT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	MSB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%

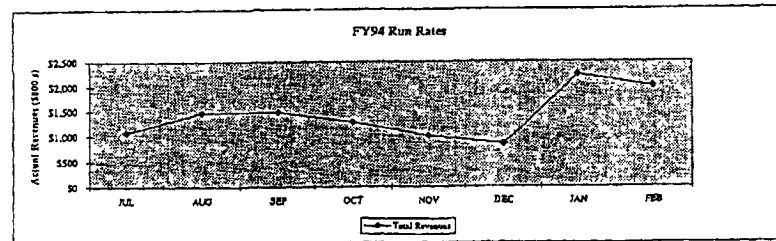
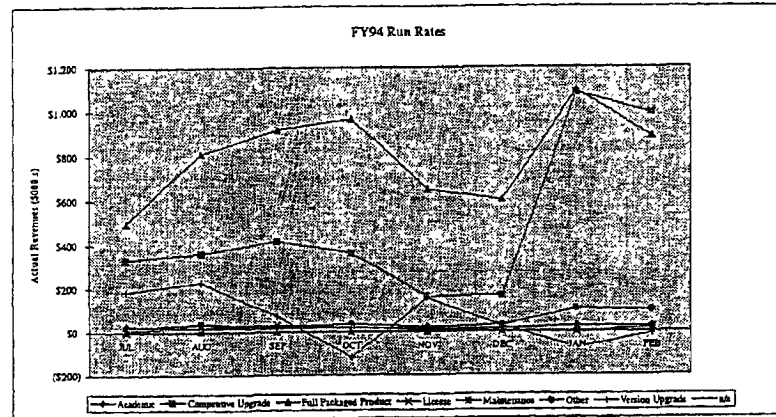
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REVENUES

Business Unit: Languages
 Product Unit: C++
 Product Family: Visual C++
 Environment: WIN
 Product Type: (AII)
 License Type: (AII)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Admission	\$26	\$16	\$14	\$22	\$7	\$13	\$25	\$22	\$145
Compressive Upgrade	\$332	\$360	\$417	\$361	\$159	\$164	\$1,084	\$992	\$3,869
Full Packaged Product	\$495	\$811	\$919	\$966	\$647	\$600	\$1,093	\$888	\$6,421
License	\$7	\$18	\$33	\$15	\$6	\$1	(\$4)	\$16	\$92
Maintenance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$18	\$34	\$22	\$24	\$20	\$28	\$102	\$96	\$355
Version Upgrade	\$183	\$228	\$73	(\$118)	\$157	\$25	(\$77)	(\$11)	\$454
Sub	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$1,041	\$1,447	\$1,474	\$1,240	\$993	\$831	\$2,233	\$2,004	\$11,334



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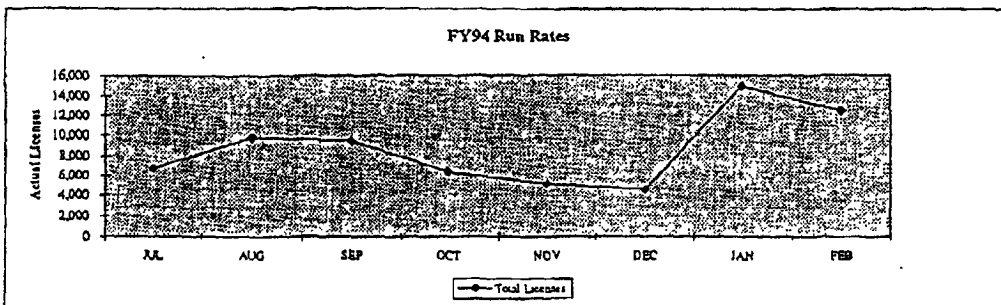
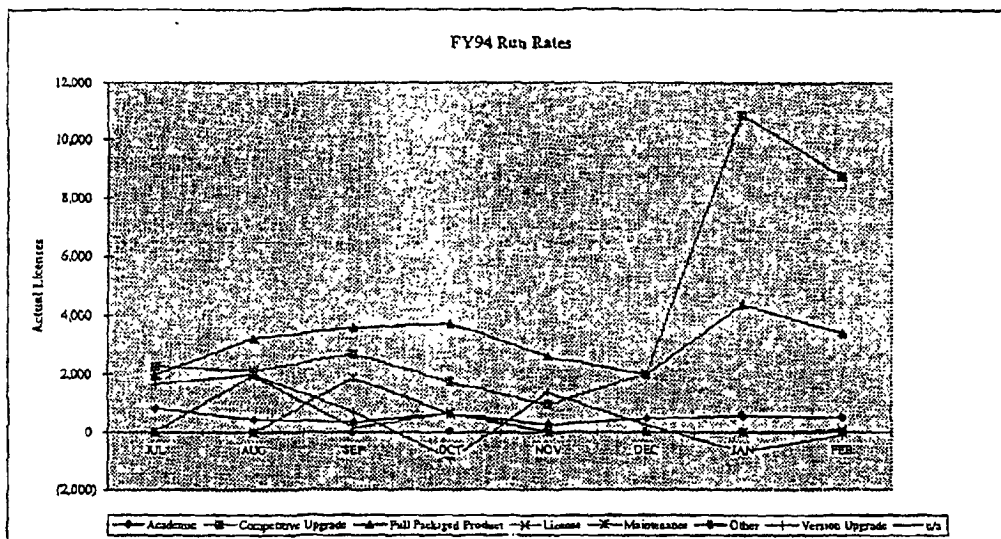
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LICENSES

Business Unit: Languages
 Product Unit: C++
 Product Family: Visual C++
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academe	830	443	369	644	261	456	568	508	4,079
Competitive Upgrade	2,278	2,119	2,707	1,727	950	1,989	10,814	6,741	31,225
Full Packaged Product	1,990	3,240	3,590	3,714	2,605	1,990	4,330	3,395	24,154
License	31	1,951	150	895	29	5	(16)	76	2,919
Maintenance	0	0	1,875	825	0	0	1	1	2,502
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	1,660	1,990	715	(952)	1,375	242	(690)	(97)	4,243
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	6,779	9,743	9,404	6,451	5,226	4,642	14,997	12,624	49,902



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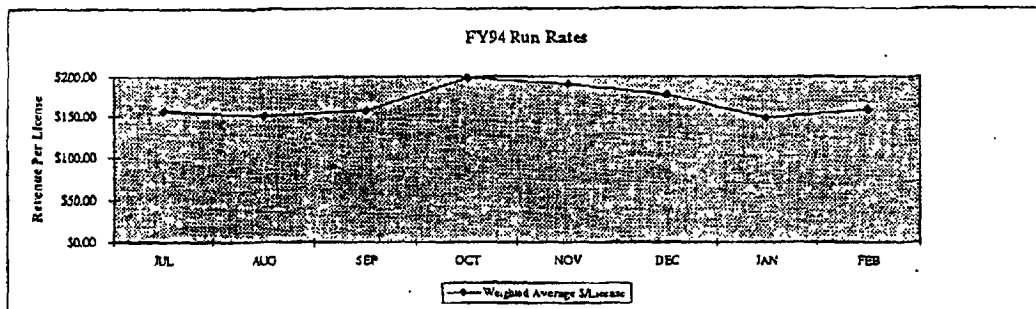
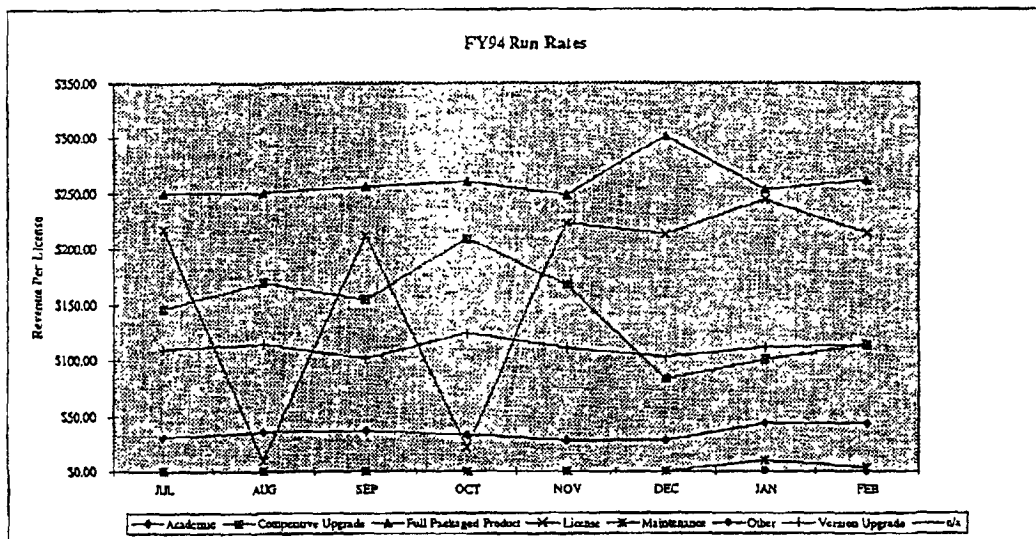
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REVENUE PER LICENSE

Business Unit: Languages
 Product Unit: C++
 Product Family: Visual C++
 Environment: WIN
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$31.62	\$35.97	\$36.94	\$33.98	\$28.67	\$28.56	\$43.36	\$43.54	\$33.54
Component Upgrade	\$145.74	\$169.97	\$154.13	\$208.84	\$167.74	\$82.31	\$100.21	\$113.52	\$123.51
Full Packaged Product	\$250.62	\$250.42	\$255.93	\$260.09	\$248.48	\$301.43	\$253.01	\$261.60	\$258.54
License	\$217.50	\$39.38	\$211.72	\$22.30	\$223.11	\$213.30	\$244.61	\$214.41	\$31.58
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10.00	\$3.46	\$0.01
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$109.98	\$114.37	\$101.02	\$123.63	\$110.87	\$102.44	\$111.02	\$113.50	\$107.07
na	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$154.58	\$150.60	\$154.92	\$198.47	\$190.29	\$177.42	\$148.20	\$154.76	\$142.17



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Division: Consumer
 Business Unit: Family Reference
 Product Unit: (A1)
 Product Family: (A1)
 Environment: (A1)

PRODUCT TYPE MIX TABLE:

Product Type	Total
ACD	13%
CLP	21%
STD	17%
VLP	49%
Grand Total	100%

CUSTOMER TYPE MIX TABLE:

Product Type	OR	RF	RR	RS	GR	LA	VAR	Grand Total
ACD	6.6%	11.2%	21.9%	1.9%	6.9%	24.6%	8.9%	100.0%
CLP	11.1%	44.8%	0.0%	8.1%	5.0%	0.0%	8.0%	100.0%
STD	24.7%	74.8%	6.0%	8.1%	2.0%	0.0%	0.0%	100.0%
VLP	28.1%	8.9%	1.2%	77.2%	0.0%	0.1%	0.0%	100.0%
Grand Total	22.0%	73.7%	8.1%	1.1%	3.0%	0.1%	6.0%	100.0%

LICENSE TYPE MIX TABLE:

Product Type	License Type	Grand Total
ACD	DR	100.0%
	DSP	100.0%
	RDR	100.0%
	RUR	100.0%
	LA	100.0%
CLP	DSP	100.0%
	RUR	100.0%
	DR	100.0%
	DSP	100.0%
	RUR	100.0%
STD	DSP	100.0%
	RUR	100.0%
	DR	100.0%
	DSP	100.0%
	RUR	100.0%
VLP	DSP	100.0%
	RUR	100.0%
	DR	100.0%
	DSP	100.0%
	RUR	100.0%
Grand Total	100.0%	100.0%

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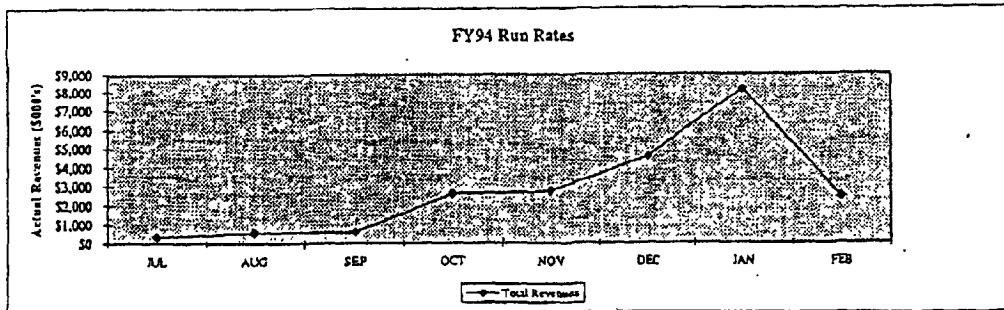
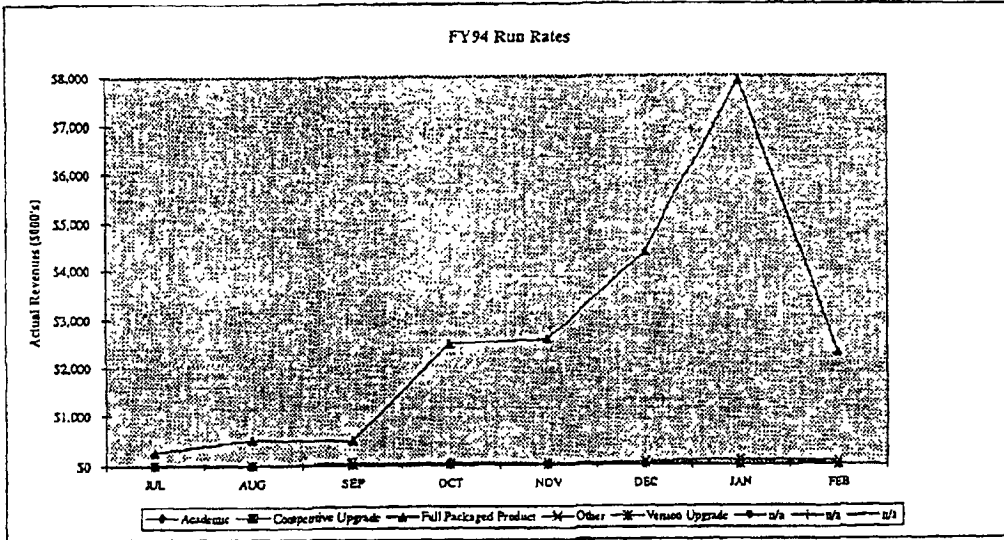
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REVENUES

Division: Consumer
 Business Unit: Family Reference
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$31	\$23	\$34	\$58	\$44	\$19	\$49	\$26	\$284
Cooperative Upgrade	\$4	\$13	\$58	\$22	\$34	\$37	\$45	\$6	\$223
Full Packaged Product	\$282	\$514	\$482	\$2,481	\$2,575	\$4,371	\$7,912	\$2,295	\$20,912
Other	\$17	\$15	\$10	\$38	\$35	\$68	\$105	\$79	\$366
Version Upgrade	\$12	\$12	\$8	\$16	\$10	\$31	\$3	\$4	\$96
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$347	\$576	\$592	\$2,615	\$2,702	\$4,525	\$8,115	\$2,409	\$21,881



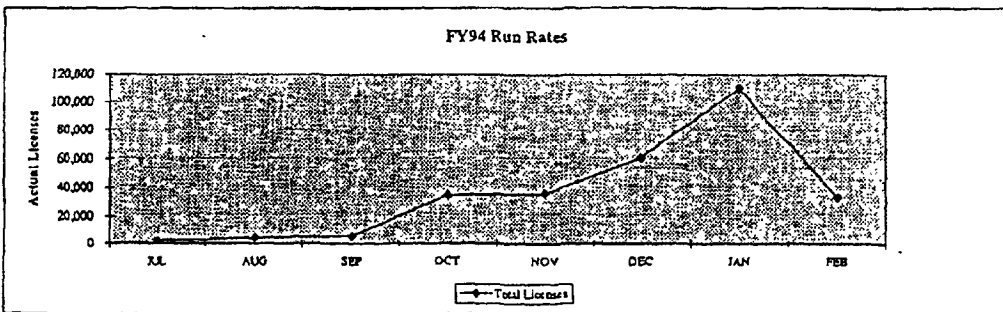
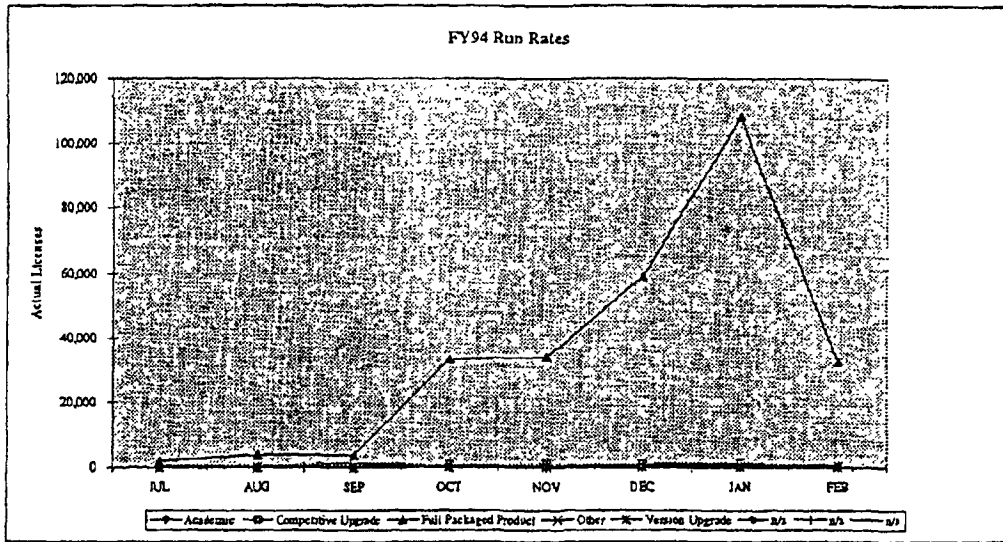
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LICENSES

Division: Consumer
 Business Unit: Family Reference
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	294	250	363	663	617	298	775	519	3,779
Competitive Upgrade	103	327	1,400	538	920	910	1,127	156	5,481
Full Packaged Product	1,825	3,751	3,536	33,262	34,033	59,102	108,099	32,455	276,065
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	294	328	245	346	339	538	151	89	2,330
na	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
Total Licenses	2,516	4,654	5,544	34,809	35,909	60,848	110,152	33,219	287,655



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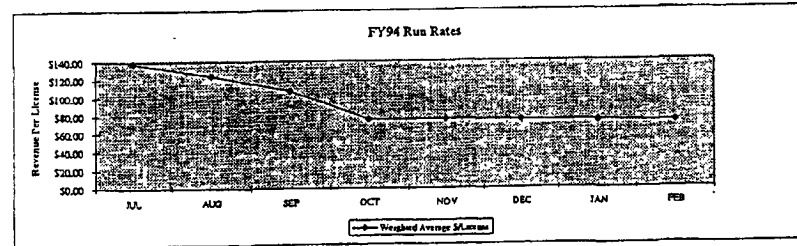
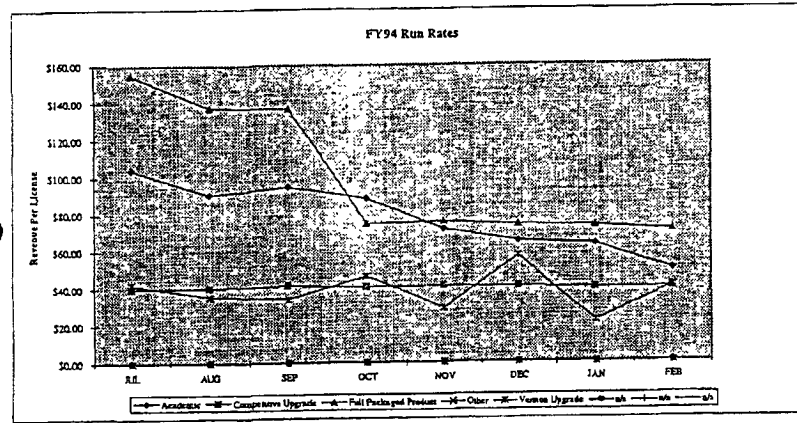
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REVENUE PER LICENSE

Division: Consumer
 Business Unit: Family Reference
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Accounts	\$103.90	\$90.47	\$94.60	\$88.12	\$71.39	\$64.94	\$63.44	\$49.43	\$75.19
Competitive Upgrade	\$39.97	\$40.20	\$41.31	\$40.52	\$41.26	\$40.54	\$40.20	\$39.66	\$40.73
Full Packaged Product	\$154.56	\$136.95	\$136.39	\$74.59	\$75.67	\$73.95	\$73.19	\$70.70	\$73.75
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Verizon Upgrade	\$42.13	\$15.50	\$34.32	\$46.31	\$28.89	\$37.11	\$22.91	\$40.33	\$41.14
uh	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
uh	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
uh	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$137.75	\$123.47	\$144.84	\$75.12	\$75.24	\$74.37	\$73.47	\$72.51	\$74.47



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JANUARY 1988

Division: Consumer
 Business Unit: Input Device
 Product Unit: (A8)
 Product Family: (A1)
 Environment: (A8)

PRODUCT TYPE MIX TABLE

Product Type Mix %	Total
STD	100.0%
VIP	0.0%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE

Customer Type Mix %	Customer Type	DIR	DIP	BDP	BDL	GBR	LA	VAP	Grand Total
STD	DIR	16.0%	31.4%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
VIP	DIR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total	DIR	16.0%	31.4%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%

LICENSE TYPE MIX TABLE

License Type Mix %	License Type	Customer Type	DIR	DIP	BDP	BDL	GBR	LA	VAP	Grand Total
STD	DIR	DIR	16.0%	31.4%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
		DIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		BDP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		BDL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		GBR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		VAP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VIP	DIR	DIR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		LA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total	DIR	16.0%	31.4%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	

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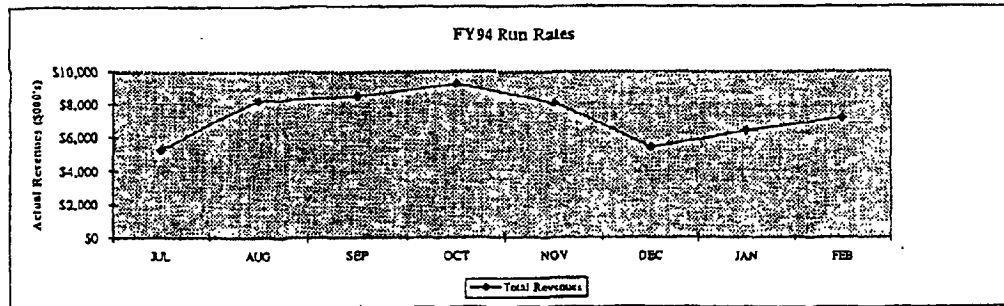
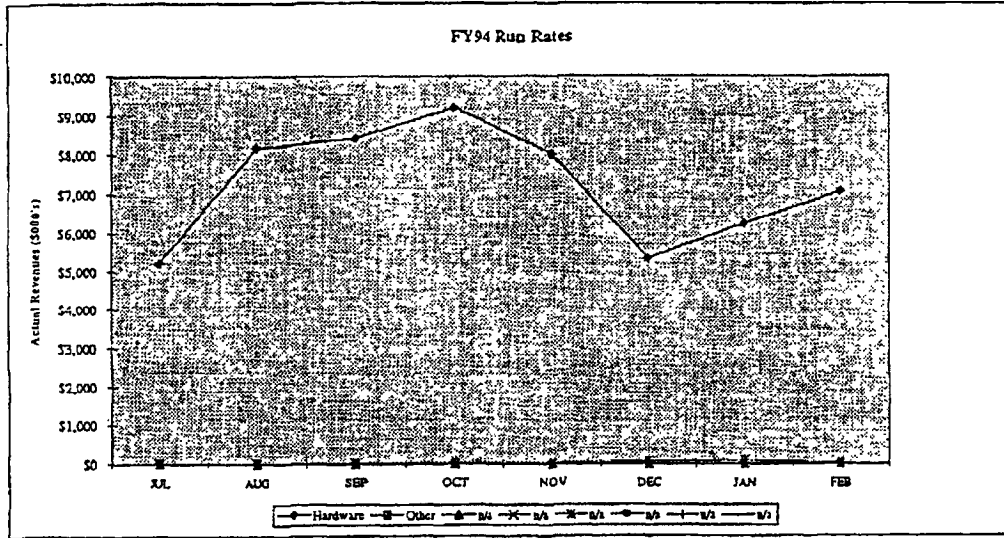
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REVENUES

Division: Consumer
 Business Unit: Input Device
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Hardware	\$5,232	\$8,149	\$8,399	\$9,193	\$8,009	\$5,339	\$6,232	\$7,059	\$57,611
Other	\$29	\$19	\$21	\$45	\$36	\$38	\$96	\$30	\$333
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$5,262	\$8,168	\$8,420	\$9,238	\$8,045	\$5,397	\$6,327	\$7,088	\$57,945



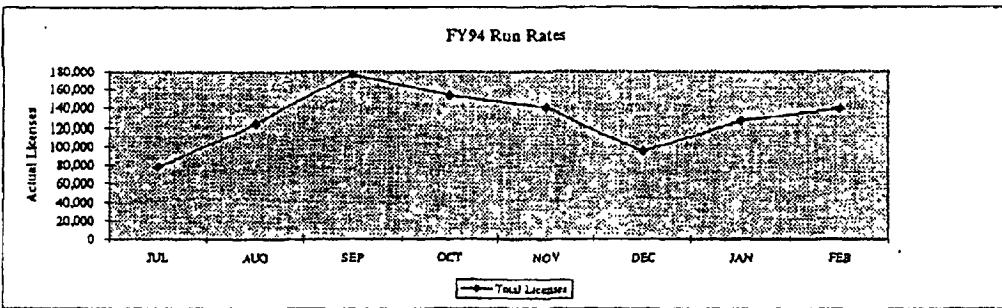
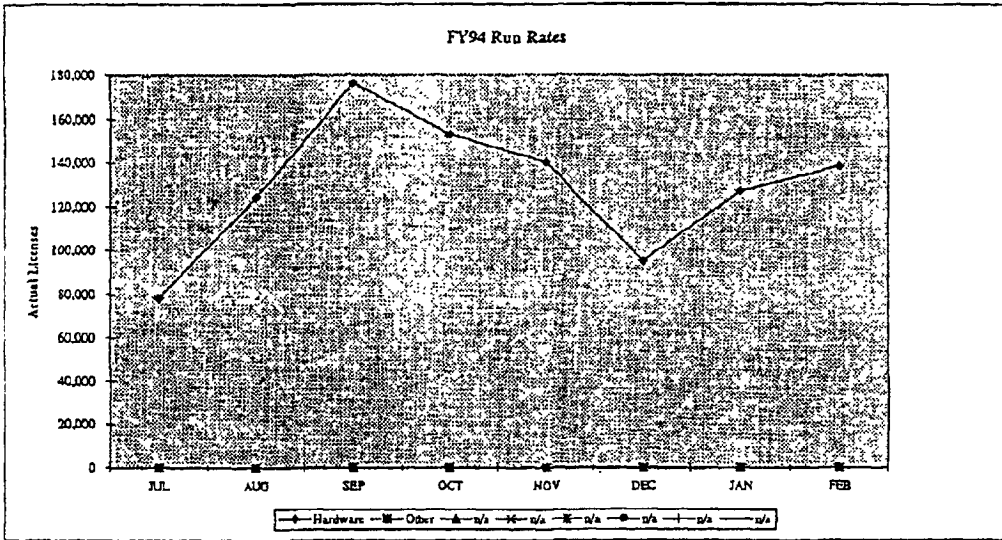
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LICENSES

Division: Consumer
 Business Unit: Input Device
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Hardware	78,190	124,197	176,111	153,359	140,161	94,793	126,798	138,491	1,032,100
Other	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	78,190	124,197	176,111	153,359	140,161	94,793	126,798	138,491	1,032,100



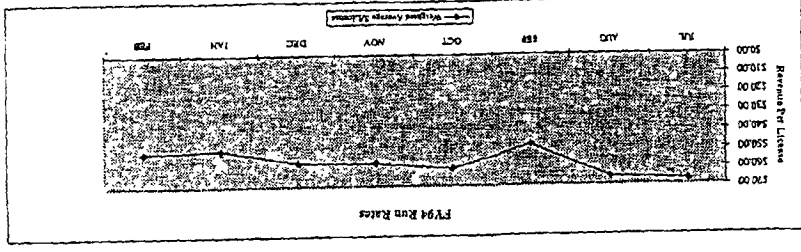
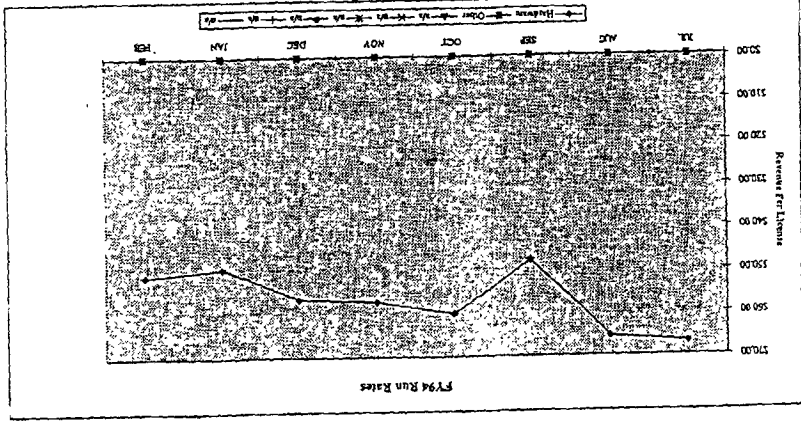
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REVENUE PER LICENSE

Division: Customer
 Business Unit: Input Device
 Product Group: (All)
 Product Name: (All)
 Product Type: (All)
 Product Type: (All)
 License Type: (All)

Month	Revenue	Weighted Average Volume
JUL	\$56,92	\$47,33
AUG	\$55,61	\$55,76
SEP	\$47,69	\$47,41
OCT	\$37,14	\$30,24
NOV	\$56,23	\$57,40
DEC	\$49,15	\$56,33
JAN	\$50,99	\$49,99
FEB	\$50,97	\$51,18
Grand Total	\$55,93	\$48,74



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Division: Consumer
 Business Unit: KM+Games
 Product Units: (All)
 Product Family: (All)
 Environment: (All)

PRODUCT TYPE MIX TABLE:

Product Type	Mix %	Total
ACD	6.7%	108,000
STD	93.3%	1,440,000
VIP	0.0%	0
Grand Total	100.0%	1,548,000

CUSTOMER TYPE MIX TABLE:

Customer Type	Mix %	DSP	EDR	EDR	GOR	LA	VAR	Grand Total
ACD	6.7%	56.4%	6.4%	3.1%	0.0%	0.0%	0.0%	108,000
STD	93.3%	37.3%	0.7%	0.0%	0.0%	0.0%	0.0%	1,440,000
VIP	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0
Grand Total	100.0%	93.7%	7.1%	3.1%	0.0%	1.0%	0.0%	1,548,000

LICENSE TYPE MIX TABLE:

License Type	Mix %	ACD	EDR	EDR	GOR	LA	VAR	Grand Total
ACD	6.7%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	108,000
STD	93.3%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	1,440,000
VIP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0
Grand Total	100.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	1,548,000

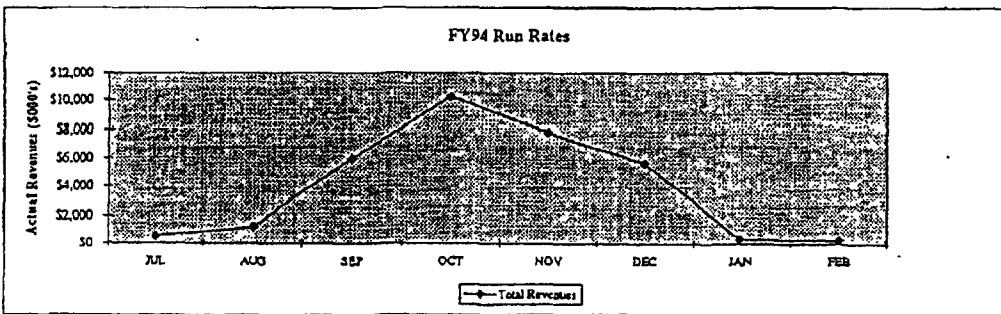
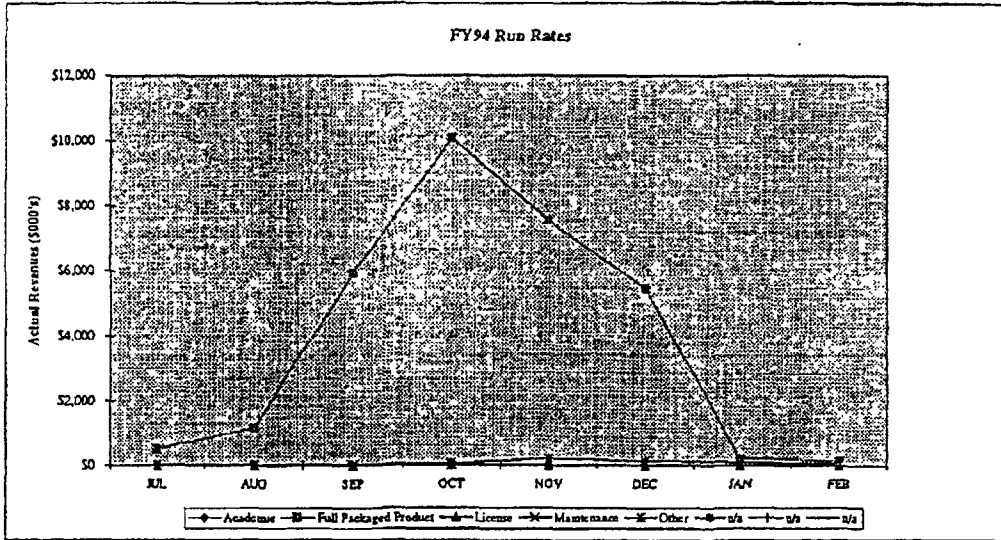
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REVENUES

Division: Consumer
 Business Unit: Kids/Games
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0	\$0	\$0	\$0	\$1	\$20	\$6	\$49	\$76
Full Packaged Product	\$506	\$1,161	\$5,925	\$10,074	\$7,548	\$5,439	\$221	\$141	\$31,016
License	\$7	\$2	\$0	\$74	\$4	\$6	\$5	\$1	\$100
Maintenance	\$15	\$0	\$0	\$15	\$0	\$0	\$15	\$0	\$44
Other	\$9	\$15	\$25	\$75	\$220	\$136	\$103	\$77	\$660
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$534	\$1,178	\$5,951	\$10,238	\$7,773	\$5,601	\$350	\$248	\$31,896



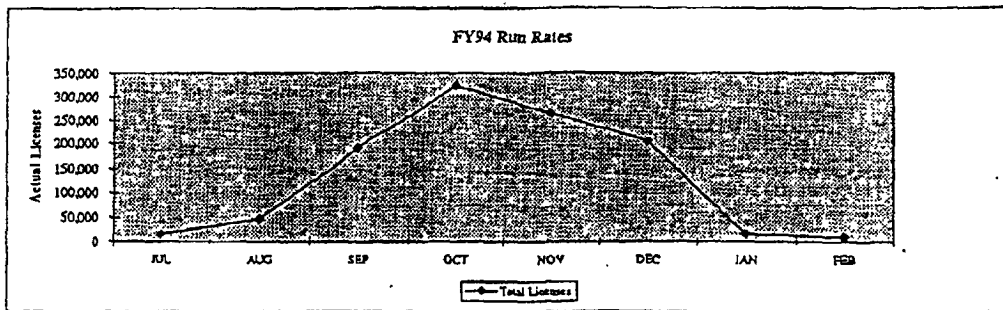
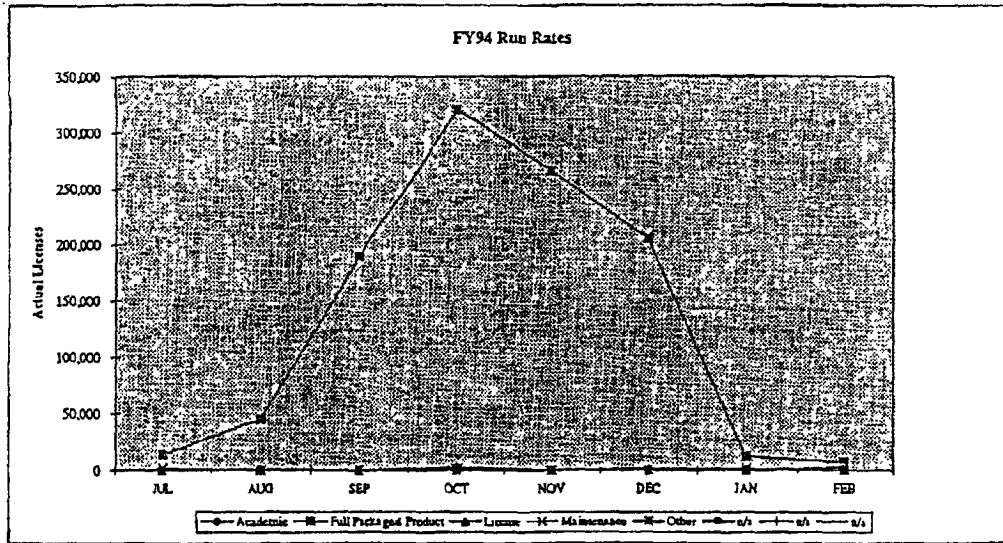
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LICENSES

Division: Consumer
 Business Unit: Kids/Games
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	0	0	0	0	28	950	725	2,395	4,078
Full Packaged Product	13,242	45,126	190,281	320,495	266,388	204,711	12,164	6,845	1,059,252
License	167	1,050	0	2,539	153	294	129	103	4,435
Maintenance	1,754	0	0	1,754	0	0	1,754	0	5,262
Other	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	15,163	46,176	190,281	324,788	266,569	205,935	14,772	9,343	1,073,027



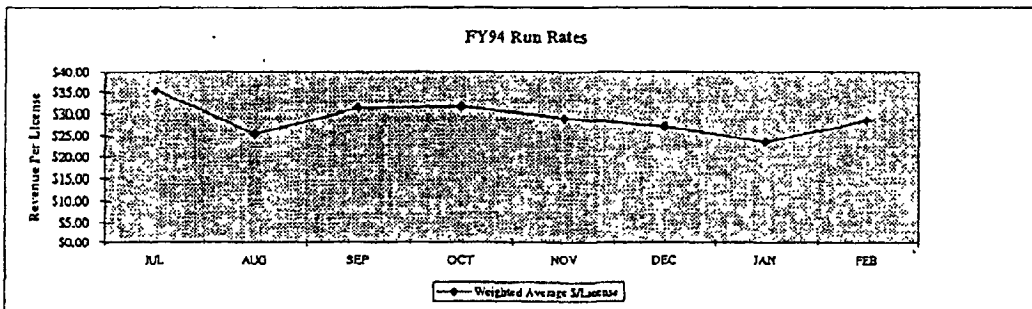
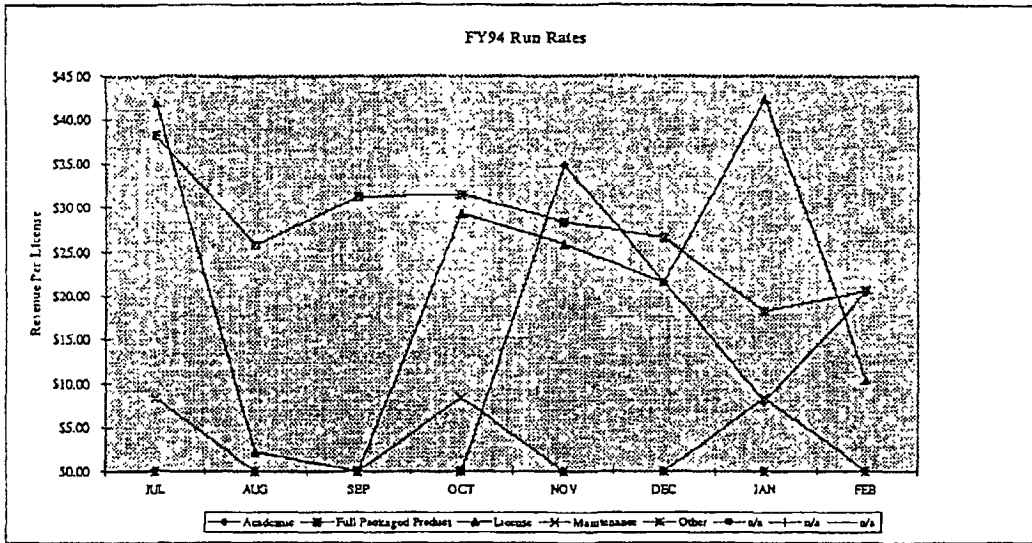
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REVENUE PER LICENSE

Division: Consumer
 Business Unit: Kids/Games
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$0.00	\$0.00	\$0.00	\$0.00	\$34.89	\$21.55	\$7.87	\$20.50	\$18.59
Full Packaged Product	\$38.20	\$25.73	\$31.14	\$31.43	\$28.33	\$26.57	\$18.15	\$20.62	\$29.21
License	\$41.95	\$2.20	\$0.00	\$29.23	\$25.88	\$21.57	\$42.33	\$10.43	\$22.65
Maintenance	\$8.29	\$0.00	\$0.00	\$8.29	\$0.00	\$0.00	\$8.29	\$0.00	\$8.29
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$35.37	\$25.52	\$31.27	\$31.52	\$29.14	\$27.20	\$23.49	\$28.69	\$29.72



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JANUARY 1983

Division: Consumer
 Business Units: Life/Health
 Product: Units (A1)
 Product: Events (A1)
 Environment: (A1)

PRODUCT TYPE MIX TABLE:

Product Type	Total
ACD	23%
CUF	14%
ITT	64%
Grand Total	100%

CUSTOMER TYPE MIX TABLE:

Customer Type	ACD	CUF	ITT	Grand Total
ACD	8%	21.5%	29.2%	58.7%
CUF	85%	8.0%	8.0%	101%
ITT	22.4%	76.4%	0.0%	98.8%
Grand Total	22%	74.7%	0.7%	97.4%

LICENSE TYPE MIX TABLE:

License Type	ACD	CUF	ITT	Grand Total
ACD	0%	0%	0%	0%
CUF	0%	0%	0%	0%
ITT	0%	0%	0%	0%
Grand Total	0%	0%	0%	0%

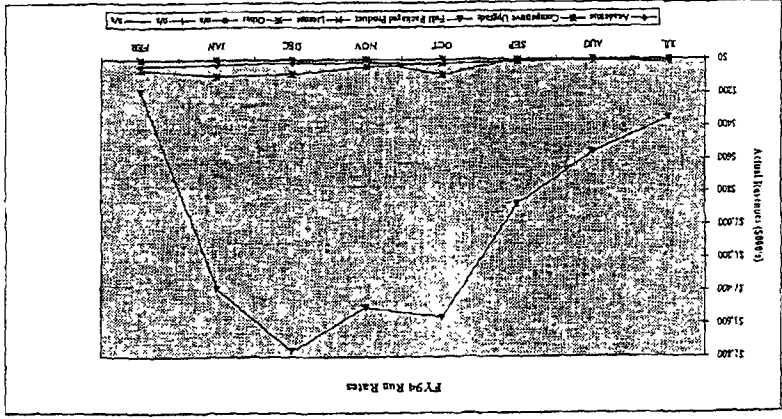
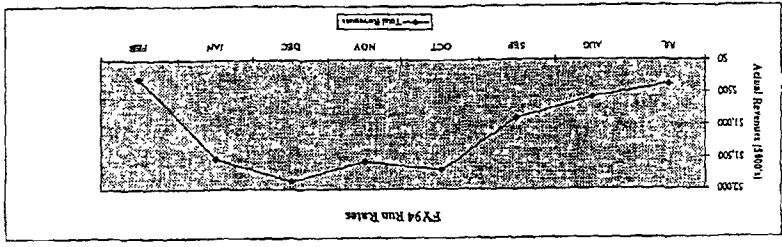
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Month	Academy	Compass Ligade	Full Packaged Product	Licensed	Other	Total Revenue
JUL	\$4	\$354	\$560	\$278	\$17	\$274
AUG	\$6	\$0	\$0	\$0	\$14	\$20
SEP	\$13	\$02	\$1,557	\$0	\$0	\$598
OCT	\$24	\$0	\$1,501	\$0	\$0	\$1,525
NOV	\$18	\$4	\$1,763	\$0	\$0	\$1,785
DEC	\$21	\$4	\$1,388	\$0	\$0	\$1,413
JAN	\$30	\$7	\$1,90	\$0	\$0	\$2,07
FEB	\$37	\$7	\$2,961	\$0	\$0	\$3,035
Grand Total	\$153	\$112	\$8,190	\$0	\$61	\$8,416

Direct Consumer
Business Unit: Lifestyle
Product Code: (AM)
Product Family: (AM)
Business Unit: (AM)
Product Type: (AM)
License Type: (AM)

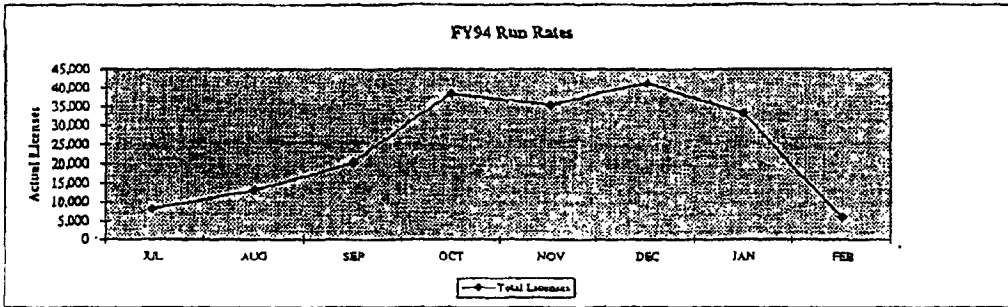
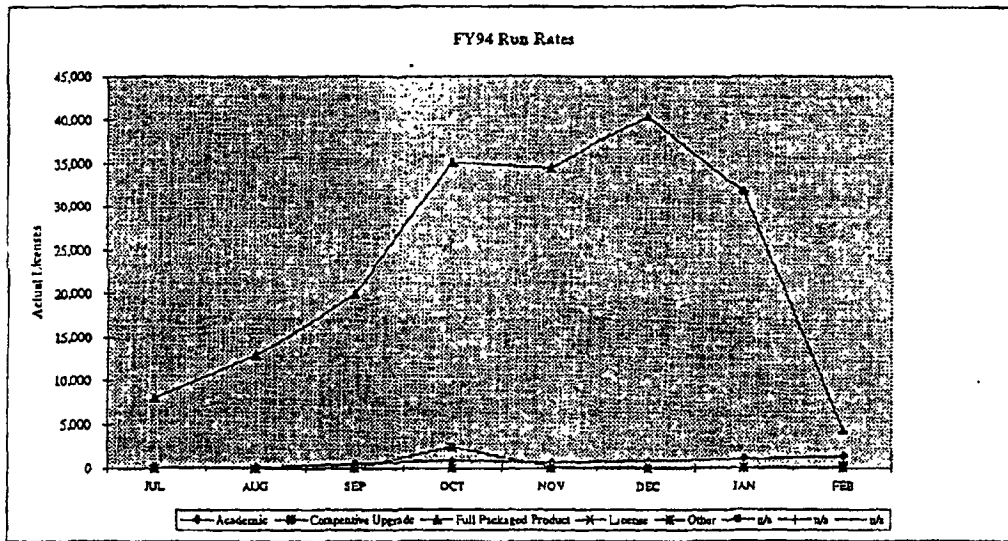
REVENUES

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LICENSES

Division: Consumer
 Business Unit: Lifestyles
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	161	211	504	889	678	811	1,114	1,369	5,737
Competitive Upgrade	0	0	0	2,487	149	269	125	209	3,239
Full Packaged Product	8,007	12,921	19,905	35,146	34,534	40,363	31,869	4,414	187,159
License	0	0	0	0	15	15	14	12	56
Other	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
Total Licenses	8,168	13,132	20,409	38,522	35,376	41,458	33,122	6,084	194,191



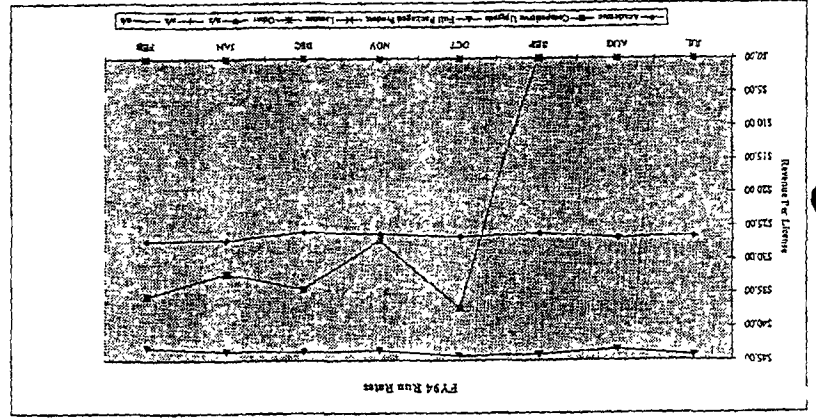
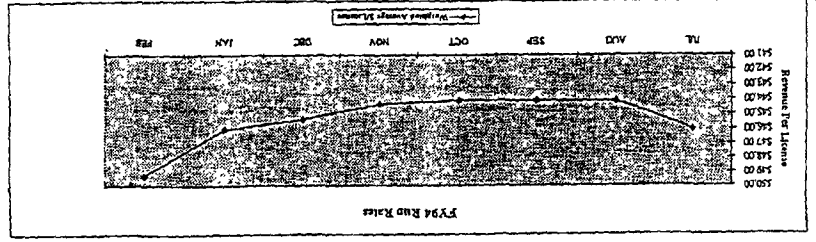
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Month	Revenue Per License	Weighted Average Rates
JUL	\$44.81	\$44.81
AUG	\$44.13	\$44.13
SEP	\$44.08	\$44.08
OCT	\$44.11	\$44.11
NOV	\$44.37	\$44.37
DEC	\$44.38	\$44.38
JAN	\$44.24	\$44.24
FEB	\$44.94	\$44.94
Grand Total		\$44.94

REVENUE PER LICENSE
 Division: Consumer
 Business Unit: Lifestyle
 Product Unit: (All)
 Product Family: (All)
 End-User: (All)
 Product Type: (All)
 License Type: (All)

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JANUARY 1981

Division: Consumer
Business Unit: Personal Tools
Product Unit: (All)
Product Family: (All)
Environment: (All)

PRODUCT TYPE MIX TABLE:

Product Type Mix %	Total
Product Type	2.7%
STD	92.7%
VIP	4.6%
Grand Total	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type Mix %	Customer Type	DIS	ERK	BUS	GOR	LA	VAR	Grand Total
Customer Type	DIS	42.3%	14.3%	1.0%	6.0%	21.3%	0.9%	100.8%
Product Type	ERK	31.4%	8.1%	6.4%	0.6%	4.3%	0.8%	100.6%
Customer Type	BUS	8.9%	1.3%	1.3%	0.5%	3.3%	0.3%	100.0%
Grand Total	GOR	2.9%	0.7%	3.7%	8.8%	0.7%	0.0%	100.0%

LICENSE TYPE MIX TABLE:

License Type Mix %	License Type	LSP	SL	SU	SL	SL	SL	Grand Total
License Type	DIS	0.6%	1.1%	20.6%	34.1%	34.1%	0.9%	100.6%
Customer Type	ERK	8.0%	21.7%	0.0%	78.3%	100.0%	0.0%	100.0%
Product Type	BUS	0.0%	0.0%	0.0%	15.4%	100.0%	0.0%	100.0%
Customer Type	LA	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Product Type	DIS	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	100.0%
Customer Type	ERK	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Product Type	BUS	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Customer Type	GOR	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Product Type	LA	-1.1%	0.0%	0.0%	100.0%	100.0%	0.0%	100.0%
Customer Type	VAR	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Product Type	DIS	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Customer Type	ERK	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Product Type	BUS	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Customer Type	LA	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Product Type	VAR	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%
Grand Total		0.4%	0.4%	1.0%	1.0%	1.0%	1.0%	100.0%

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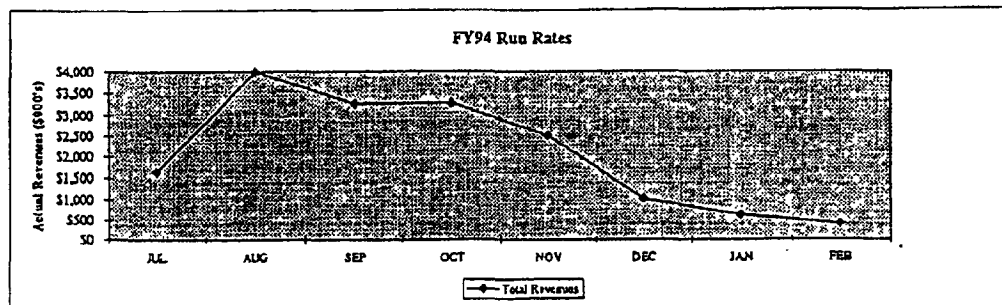
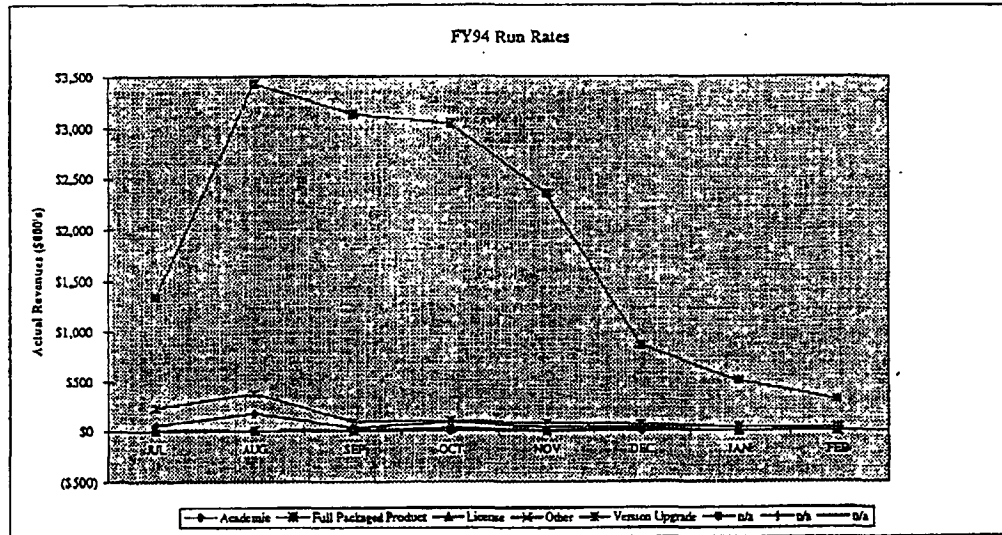
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REVENUES

Division: Consumer
 Business Unit: Personal Tools
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$52	\$174	\$29	\$84	\$40	\$38	\$31	\$35	\$483
Full Packaged Product	\$1,346	\$3,429	\$3,127	\$3,045	\$2,360	\$858	\$509	\$316	\$14,090
License	\$2	\$3	\$0	\$25	\$2	\$28	(\$0)	\$0	\$70
Other	\$15	\$10	\$12	\$18	\$36	\$29	\$44	\$34	\$199
Version Upgrade	\$217	\$375	\$88	\$102	\$77	\$64	\$41	\$5	\$979
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$1,443	\$3,993	\$3,256	\$3,284	\$2,514	\$1,017	\$425	\$389	\$14,723



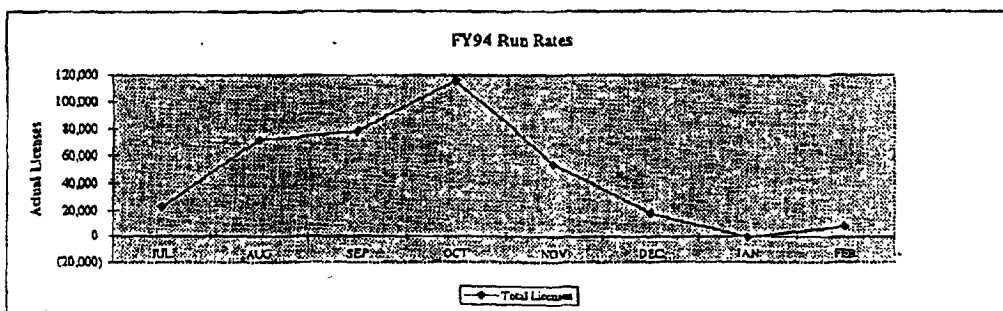
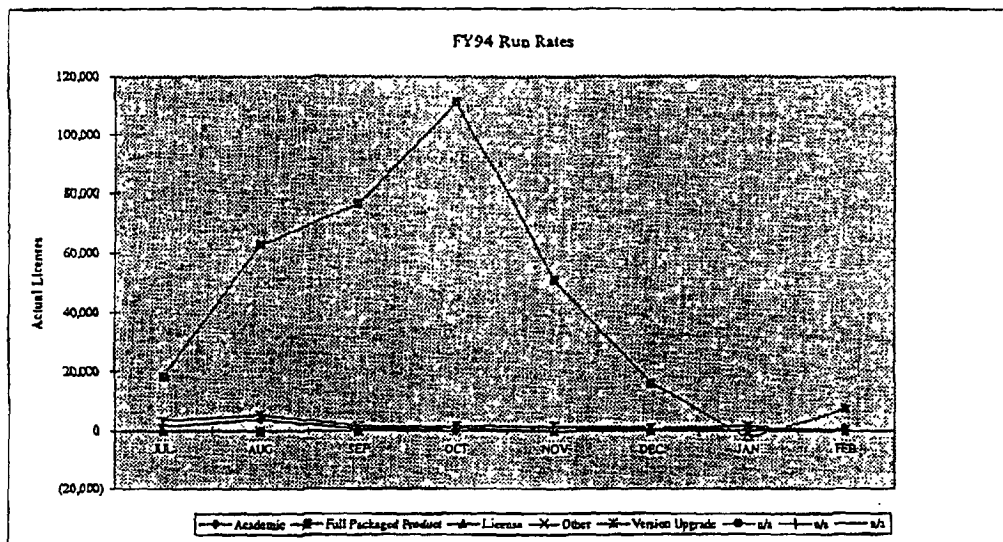
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LICENSES

Division: Consumer
 Business Unit: Personal Tools
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	1,275	3,741	616	1,761	909	834	729	722	10,587
Full Packaged Product	18,238	62,936	76,263	110,997	50,672	16,276	(2,475)	7,193	340,099
License	24	39	2	965	25	245	(4)	0	1,296
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	3,210	5,480	1,580	1,826	1,748	1,082	1,492	174	16,592
na	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
na	0	0	0	0	0	0	0	0	0
Total Licenses	22,747	72,194	78,469	115,549	53,354	18,437	(258)	8,089	362,574



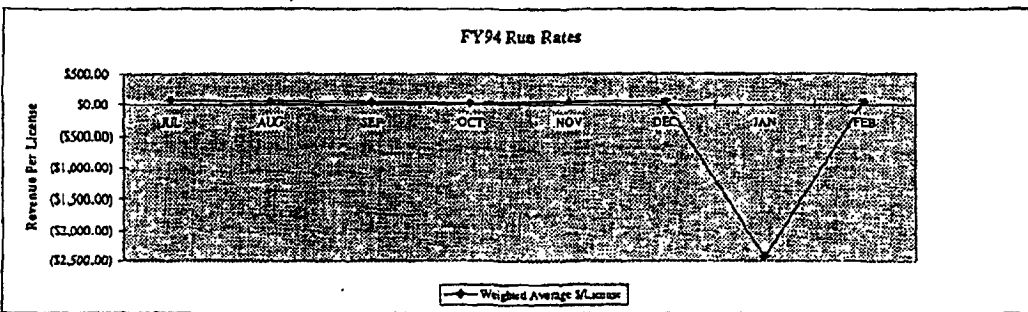
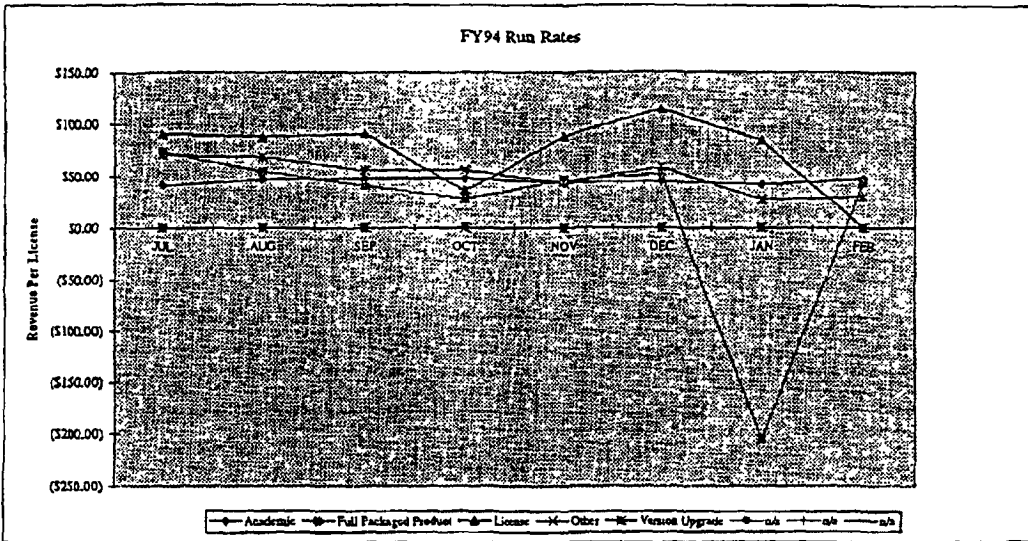
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REVENUE PER LICENSE

Division: Consumer
 Business Unit: Personal Tools
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$41.10	\$46.57	\$47.72	\$47.78	\$43.50	\$45.46	\$42.91	\$47.88	\$45.66
Full Packaged Product	\$71.83	\$54.49	\$41.00	\$27.43	\$46.58	\$52.71	(\$205.49)	\$43.90	\$44.08
License	\$89.84	\$87.46	\$90.63	\$35.75	\$87.77	\$115.10	\$83.87	\$0.00	\$54.25
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$70.66	\$68.50	\$55.64	\$55.67	\$44.32	\$59.30	\$27.33	\$29.73	\$59.02
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$72.24	\$55.31	\$41.59	\$28.42	\$47.15	\$55.17	(\$2,428.90)	\$48.14	\$45.37



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JANUARY 1988

Division: Consumer
 Business Unit: Transactions
 Product Line: (A)K
 Product Family: (A)I
 Environment: (A)K

PRODUCT TYPE MIX TABLE:

Product Type	Count	Total
STD	1106	
VLD	100	
Grand Total	1206	

CUSTOMER TYPE MIX TABLE:

Customer Type	Count	DR	DRP	DRB	DRS	LA	VLD	Grand Total
STD	1106	10.1%	0.2%	-0.1%	-0.1%	0.1%	0.0%	1106
VLD	100	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100
Grand Total	1206	10.1%	0.2%	-0.1%	-0.1%	0.1%	0.0%	1206

LEASER TYPE MIX TABLE:

Leaser Type	Count	DR	DRP	DRB	DRS	LA	VLD	Grand Total
STD	1106	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	1106
VLD	100	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100
Grand Total	1206	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	1206

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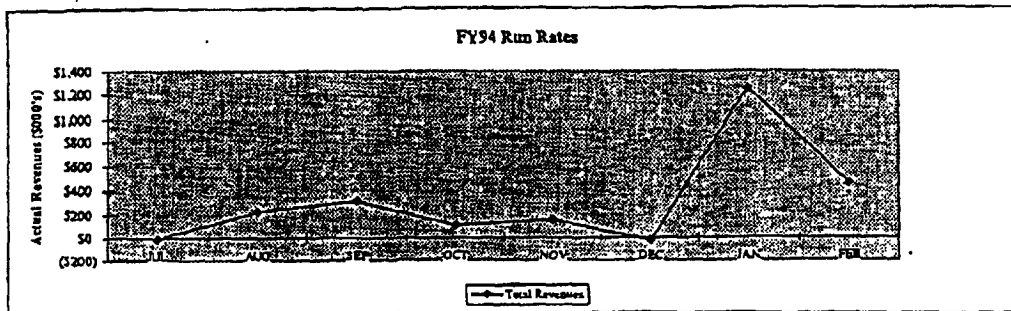
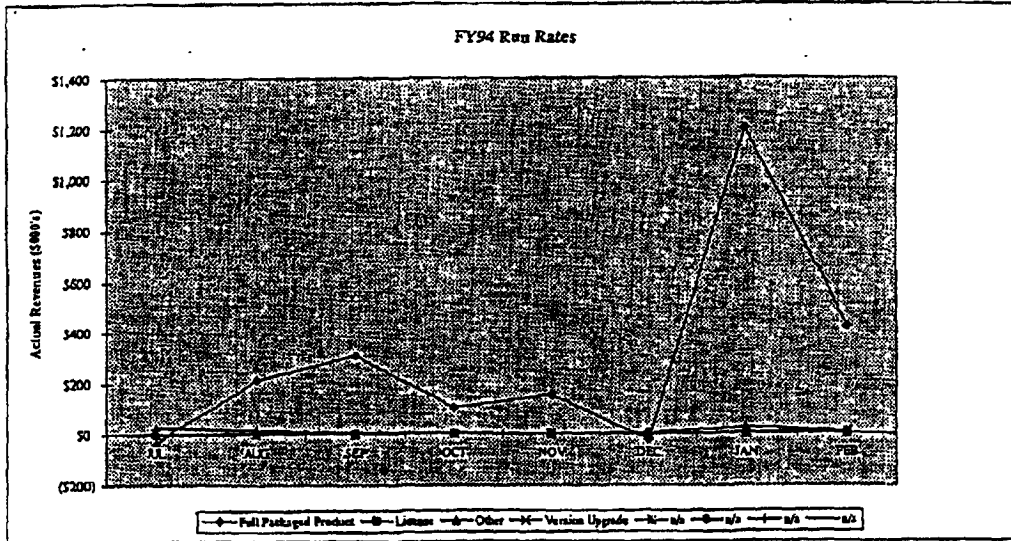
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REVENUES

Division: Consumer
 Business Unit: Transactions
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Full Packaged Product	(\$15)	\$212	\$308	\$104	\$156	(\$12)	\$1,205	\$428	\$2,357
License	\$0	\$3	\$3	\$2	\$1	(\$1)	\$1	\$0	\$8
Other	\$29	\$14	\$3	\$5	\$2	\$3	\$27	\$8	\$93
Version Upgrade	\$0	\$0	\$0	\$0	\$0	\$0	\$5	\$9	\$15
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	(\$6)	\$230	\$314	\$111	\$159	(\$10)	\$1,234	\$445	\$2,473



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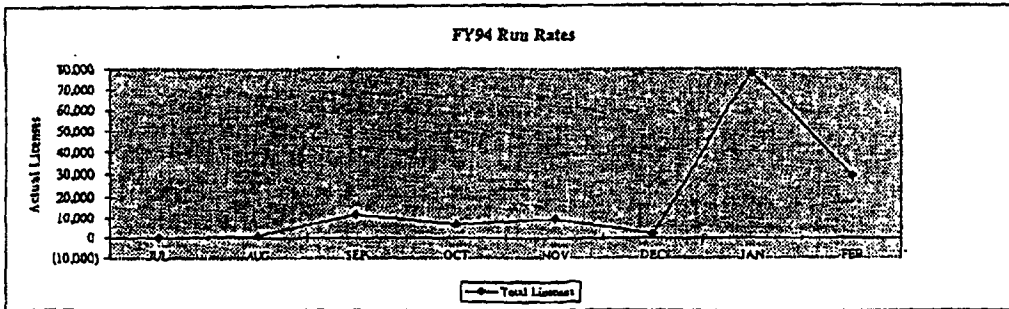
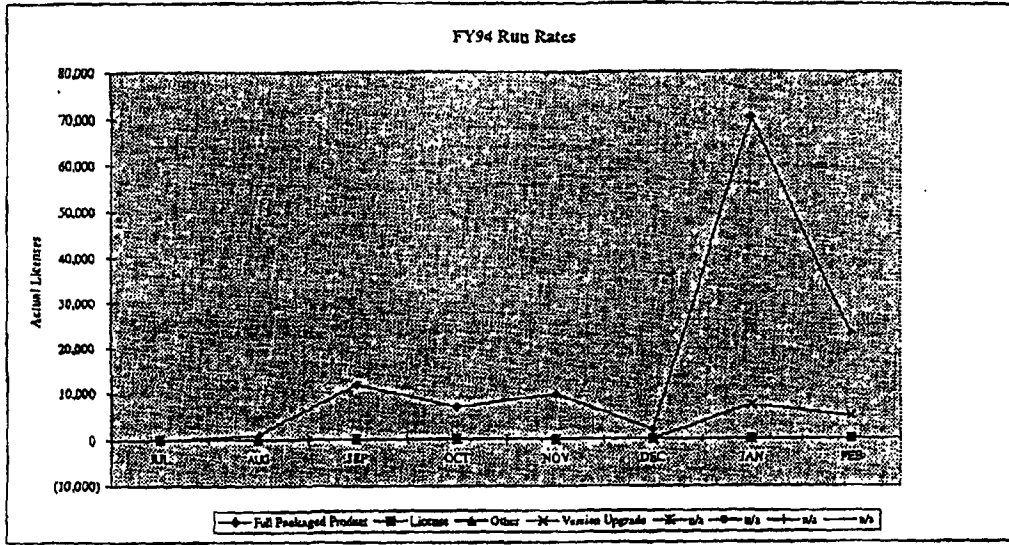
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LICENSES

Division: Consumer
 Business Unit: Transactions
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Full Packaged Product	(121)	884	11,825	6,934	9,759	1,911	70,296	23,221	124,749
License	0	31	26	25	6	(15)	16	0	89
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	37	36	21	18	17	3	7,502	4,962	12,598
n/s	0	0	0	0	0	0	0	0	0
n/s	0	0	0	0	0	0	0	0	0
n/s	0	0	0	0	0	0	0	0	0
n/s	0	0	0	0	0	0	0	0	0
Total Licenses	(84)	951	11,872	6,977	9,782	1,941	77,814	28,183	137,436



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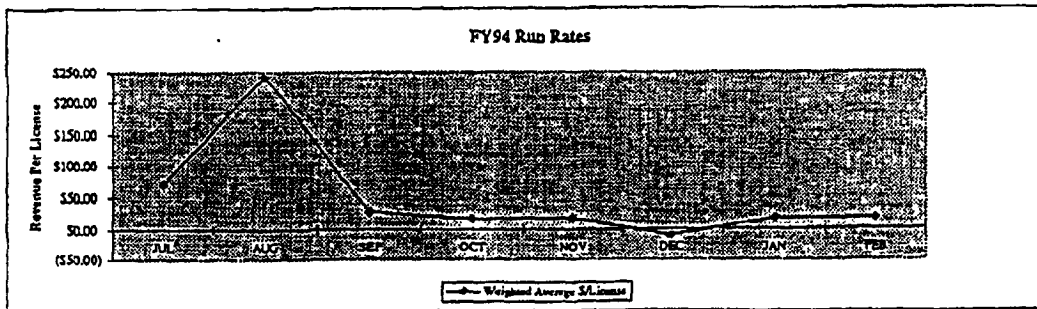
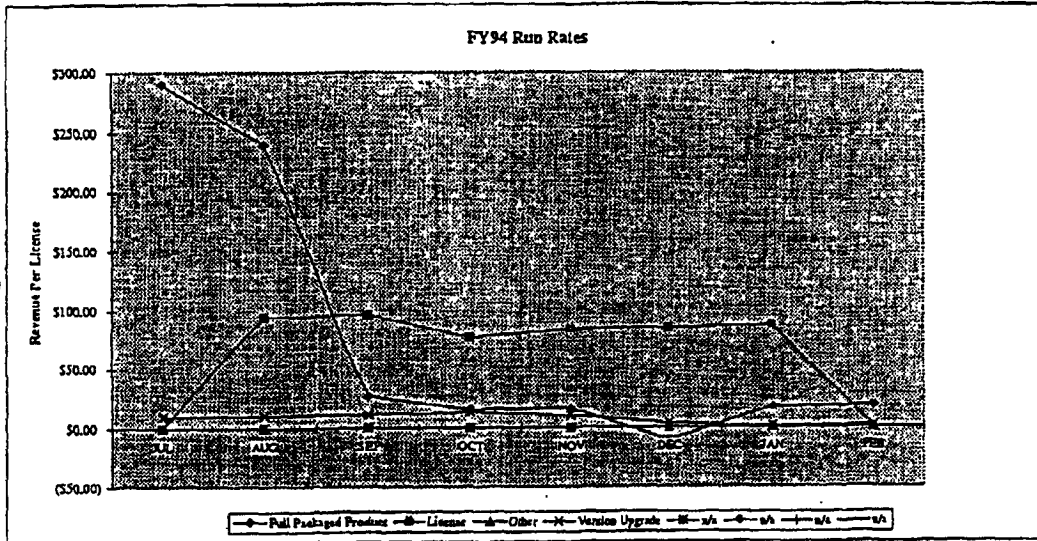
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REVENUE PER LICENSE

Division: Consumer
 Business Unit: Transactions
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Full Packaged Product	\$289.73	\$240.01	\$26.04	\$15.04	\$16.03	(\$11.10)	\$17.14	\$18.43	\$18.90
License	\$0.00	\$94.41	\$96.20	\$76.87	\$84.31	\$84.42	\$87.55	\$0.00	\$89.78
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$8.92	\$10.00	\$10.45	\$12.50	\$9.71	\$3.00	\$0.69	\$1.72	\$1.19
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$70.58	\$241.41	\$26.60	\$15.93	\$14.27	(\$10.13)	\$15.91	\$15.80	\$18.00



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Division Customer
Business Units Works
Product Units (AU)
Product Family (AF)
Environments (AE)

PRODUCT TYPE MIX TABLE

Product Type	Product Unit	Product Family	Environment
ACV	ACV	ACV	ACV
CP	CP	CP	CP
FTD	FTD	FTD	FTD
VIA	VIA	VIA	VIA
VIA	VIA	VIA	VIA
Grand Total	Grand Total	Grand Total	Grand Total

CUSTOMER TYPE MIX TABLE

Customer Type	Customer Unit	Customer Family	Customer Environment
BP	BP	BP	BP
GR	GR	GR	GR
MA	MA	MA	MA
OR	OR	OR	OR
PR	PR	PR	PR
VA	VA	VA	VA
Grand Total	Grand Total	Grand Total	Grand Total

LICENSE TYPE MIX TABLE

License Type	License Unit	License Family	License Environment
ACV	ACV	ACV	ACV
CP	CP	CP	CP
FTD	FTD	FTD	FTD
VIA	VIA	VIA	VIA
VIA	VIA	VIA	VIA
Grand Total	Grand Total	Grand Total	Grand Total

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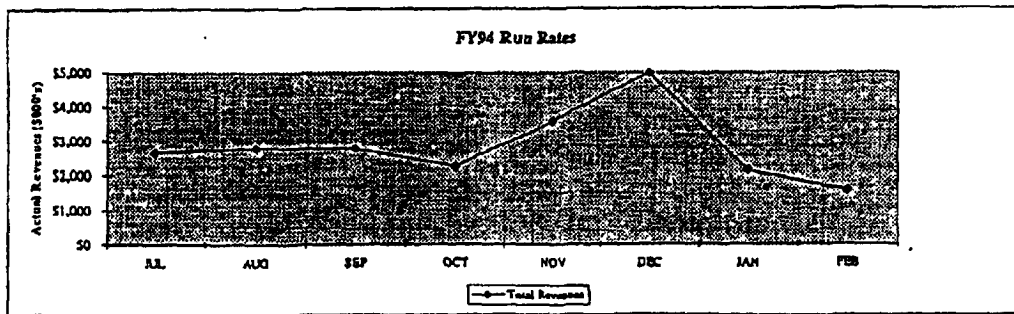
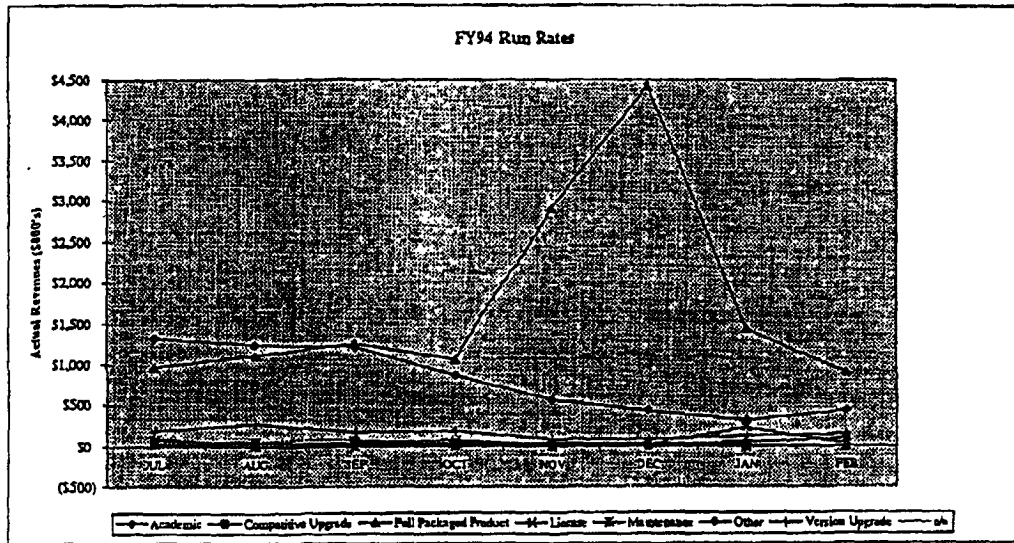
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REVENUES

Division: Consumer
 Business Unit: Works
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$1,323	\$1,240	\$1,209	\$859	\$551	\$418	\$301	\$424	\$6,328
Cooperative Upgrade	\$46	\$66	\$71	\$11	(\$1)	\$0	(\$6)	(\$19)	\$169
Full Packaged Product	\$961	\$1,117	\$1,254	\$1,059	\$2,906	\$4,418	\$1,432	\$905	\$14,052
License	\$80	\$43	\$40	\$71	\$14	\$19	\$221	\$22	\$509
Miscellaneous	\$25	\$3	\$0	\$30	\$0	\$27	\$8	\$0	\$93
Other	\$24	\$41	\$26	\$31	\$36	\$31	\$45	\$90	\$224
Version Upgrade	\$188	\$276	\$163	\$178	\$80	\$74	\$117	\$142	\$1,218
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$2,646	\$2,785	\$2,744	\$2,248	\$3,586	\$4,987	\$2,117	\$1,545	\$22,699



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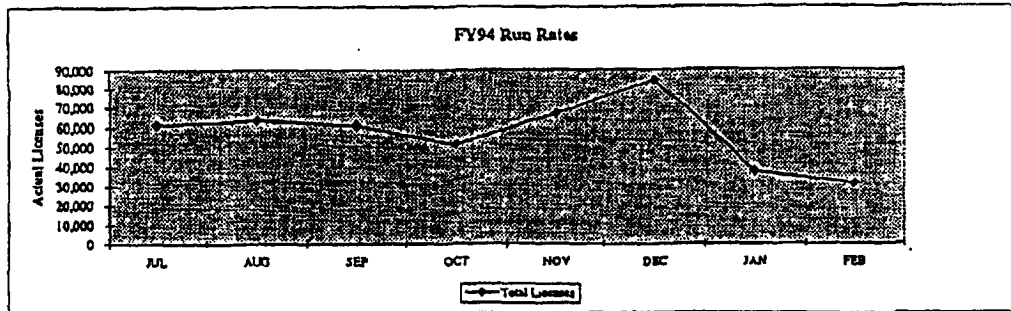
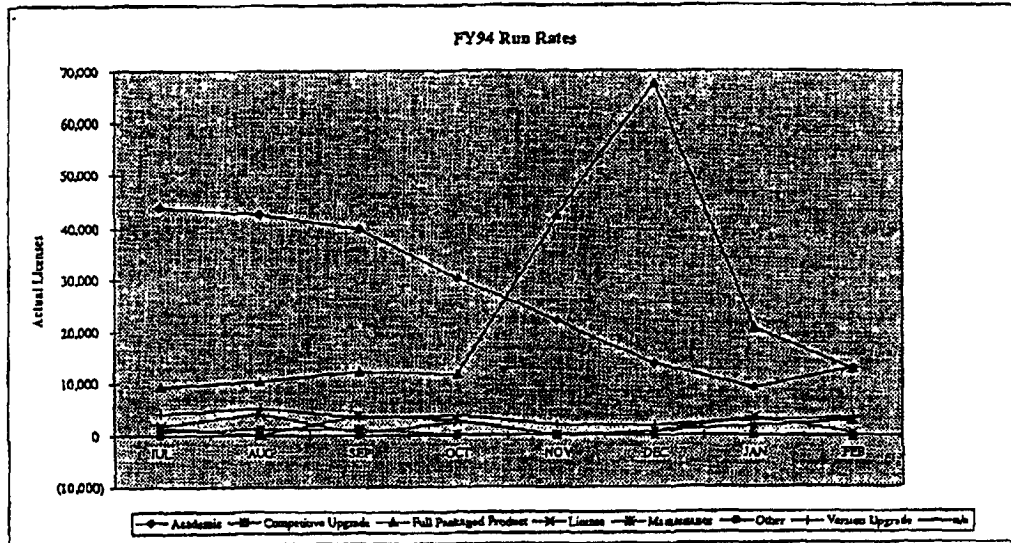
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LICENSES

Division: Consumer
 Business Unit: Works
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	43,380	42,376	39,920	30,156	22,112	13,629	8,979	12,794	214,046
Competitive Upgrade	775	1,052	1,128	181	(15)	0	(96)	(293)	2,730
Full Packaged Product	9,349	10,423	12,156	11,633	41,365	67,654	20,642	12,546	186,768
License	1,886	4,123	423	2,553	136	683	3,445	301	13,360
Maintenance	1,423	84	3,733	2,854	0	750	1,702	2,776	13,442
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	4,162	5,274	3,392	3,804	1,989	1,888	2,739	3,336	26,584
na	0	0	0	0	0	0	0	0	0
Total Licenses	61,475	63,532	68,782	81,381	64,587	84,694	37,411	31,458	457,330



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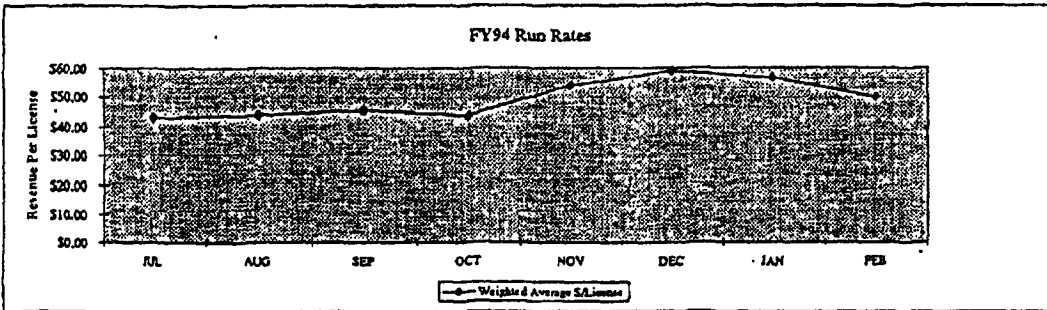
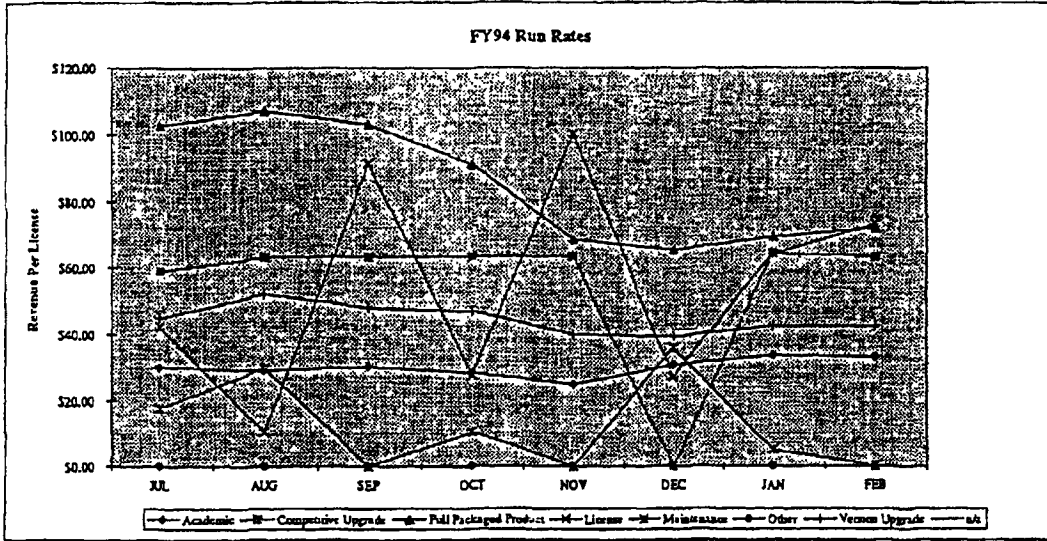
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REVENUE PER LICENSE

Division: Consumer
 Business Unit: Works
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$30.14	\$29.14	\$30.30	\$28.50	\$24.91	\$30.65	\$33.57	\$33.14	\$29.55
Competitive Upgrade	\$58.87	\$63.19	\$63.26	\$63.36	\$63.41	\$0.00	\$64.29	\$63.44	\$61.94
Full Packaged Product	\$102.82	\$107.13	\$103.14	\$91.05	\$68.60	\$65.31	\$69.36	\$72.13	\$75.24
License	\$42.39	\$10.49	\$91.31	\$27.63	\$100.58	\$77.29	\$64.11	\$73.49	\$37.50
Maintenance	\$17.62	\$29.84	\$0.00	\$10.30	\$0.00	\$35.65	\$4.88	\$0.12	\$6.95
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$45.09	\$52.26	\$48.15	\$46.92	\$40.15	\$39.16	\$42.63	\$42.62	\$43.31
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$43.05	\$43.84	\$45.47	\$43.69	\$33.85	\$54.94	\$56.64	\$49.73	\$49.44



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LANARKY T. BANKNY

Division: At Work
 Business Unit: Digital Office Systems
 Product Unit: (AID)
 Product Family: (AID)
 Environment: (AID)

PRODUCT TYPE MIX TABLE

Product Type	Value	Total
ACTD	8.9%	
STD	81.3%	
VLP	1.7%	
Grand Total	100.0%	

CUSTOMER TYPE MIX TABLE

Customer Type	DB	EXP	EDR	VIA	GOB	LA	VAR	Grand Total
ACTD	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STD	14.5%	72.3%	0.9%	0.3%	0.1%	1.0%	0.9%	100.0%
VLP	11.5%	0.0%	0.1%	74.7%	0.0%	0.7%	0.0%	100.0%
Grand Total	14.5%	74.3%	1.0%	75.0%	0.1%	1.0%	0.0%	100.0%

LICENSING TYPE MIX TABLE

License Type	Customer Type	DB	EXP	EDR	VIA	GOB	LA	VAR	Grand Total
ACTD	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
STD	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VLP	DB	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

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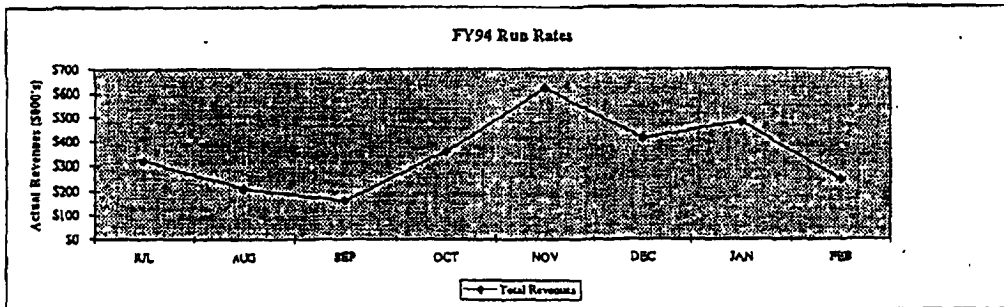
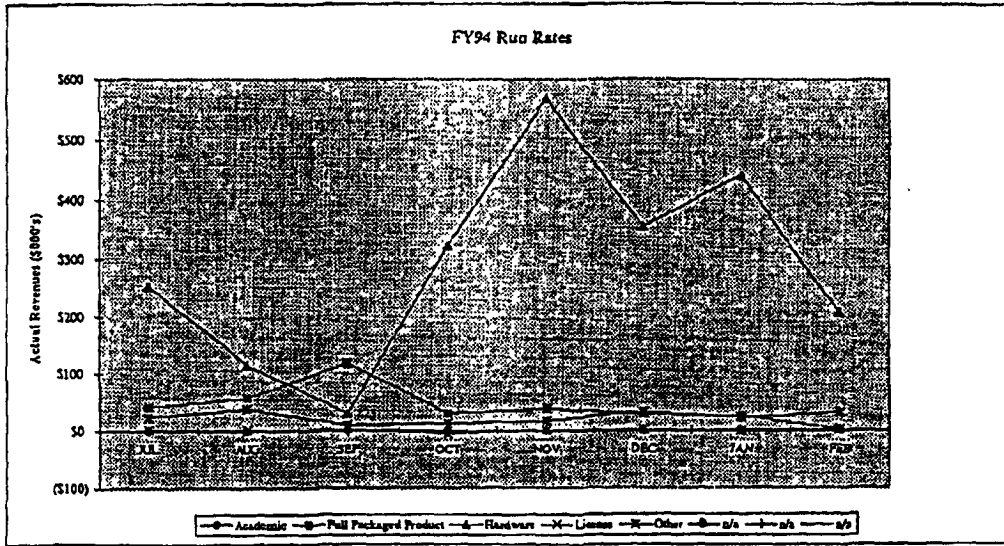
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REVENUES

Division: At Work
 Business Unit: Digital Office Systems
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Full Packaged Product	\$40	\$57	\$119	\$29	\$39	\$28	\$23	\$2	\$338
Hardware	\$253	\$116	\$29	\$322	\$568	\$154	\$439	\$206	\$2,288
License	\$2	\$1	\$3	(\$5)	\$0	\$1	(\$1)	\$2	\$3
Other	\$22	\$38	\$9	\$12	\$16	\$32	\$21	\$32	\$181
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$317	\$212	\$141	\$358	\$622	\$415	\$482	\$242	\$2,811



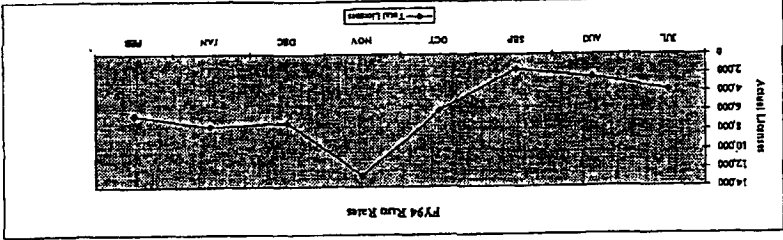
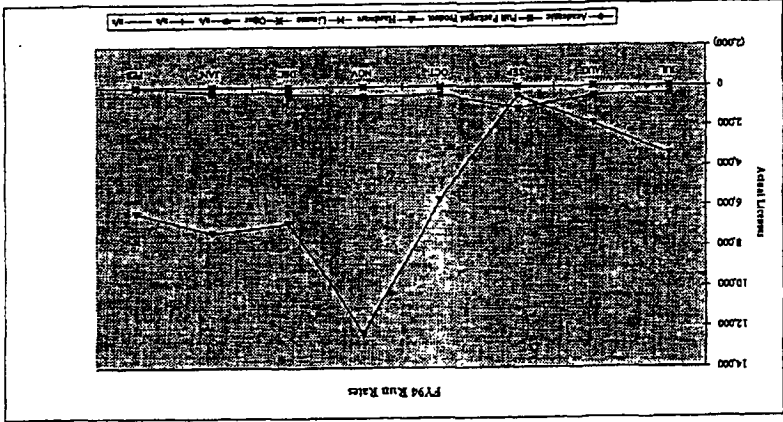
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LICENSES

Database As Work
 Database Table: Digital Office System
 Product Code: (A1)
 Product Family: (A1)
 Environment: (A1)
 Product Type: (A1)
 License Type: (A1)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	0	0	0	0	0	0	1	0	1
Full Packaged Product	156	177	1,096	489	284	7,328	21	2,820	12,381
Hardware	0	0	0	0	0	0	0	0	0
License	20	20	54	47	10	15	30	44	230
Other	0	0	0	0	0	0	0	0	0
Sub	0	0	0	0	0	0	0	0	0
Sub	0	0	0	0	0	0	0	0	0
Sub	0	0	0	0	0	0	0	0	0
Total Licenses	3,822	2,478	3,629	6,828	12,813	7,193	7,598	6,461	47,344



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Division Developer
 Business Units Basis per Mile
 Product Unit (AU)
 Product Family (AU)
 Environment (AU)

PRODUCT TYPE MIX TABLE

Product Type Mix %	Total
CP	13%
FP	4%
GP	83%
Grand Total	100%

CUSTOMER TYPE MIX TABLE

Customer Type Mix %	Customer Type	MR	HR	GR	LR	VR	GRand Total
CP	12%	13%	15%	18%	15%	12%	13%
FP	21%	25%	28%	25%	21%	21%	21%
GP	67%	62%	57%	60%	67%	67%	67%
Grand Total	100%	100%	100%	100%	100%	100%	100%

LICENSE TYPE MIX TABLE

License Type Mix %	Product Type	Customer Type	License Type	MR	HR	GR	LR	VR	GRand Total
CP	CP	CP	DR	100%	100%	100%	100%	100%	100%
			DF	100%	100%	100%	100%	100%	
			DL	100%	100%	100%	100%	100%	
			DM	100%	100%	100%	100%	100%	
			DN	100%	100%	100%	100%	100%	
			DO	100%	100%	100%	100%	100%	
			DP	100%	100%	100%	100%	100%	
			DQ	100%	100%	100%	100%	100%	
			DR	100%	100%	100%	100%	100%	
			DS	100%	100%	100%	100%	100%	
			DT	100%	100%	100%	100%	100%	
			DU	100%	100%	100%	100%	100%	
FP	FP	FP	DR	100%	100%	100%	100%	100%	100%
			DF	100%	100%	100%	100%	100%	
			DL	100%	100%	100%	100%	100%	
			DM	100%	100%	100%	100%	100%	
			DN	100%	100%	100%	100%	100%	
			DO	100%	100%	100%	100%	100%	
			DP	100%	100%	100%	100%	100%	
			DQ	100%	100%	100%	100%	100%	
			DR	100%	100%	100%	100%	100%	
			DS	100%	100%	100%	100%	100%	
			DT	100%	100%	100%	100%	100%	
			DU	100%	100%	100%	100%	100%	
GP	GP	GP	DR	100%	100%	100%	100%	100%	100%
			DF	100%	100%	100%	100%	100%	
			DL	100%	100%	100%	100%	100%	
			DM	100%	100%	100%	100%	100%	
			DN	100%	100%	100%	100%	100%	
			DO	100%	100%	100%	100%	100%	
			DP	100%	100%	100%	100%	100%	
			DQ	100%	100%	100%	100%	100%	
			DR	100%	100%	100%	100%	100%	
			DS	100%	100%	100%	100%	100%	
			DT	100%	100%	100%	100%	100%	
			DU	100%	100%	100%	100%	100%	
Grand Total	100%	100%	100%	100%	100%	100%	100%		

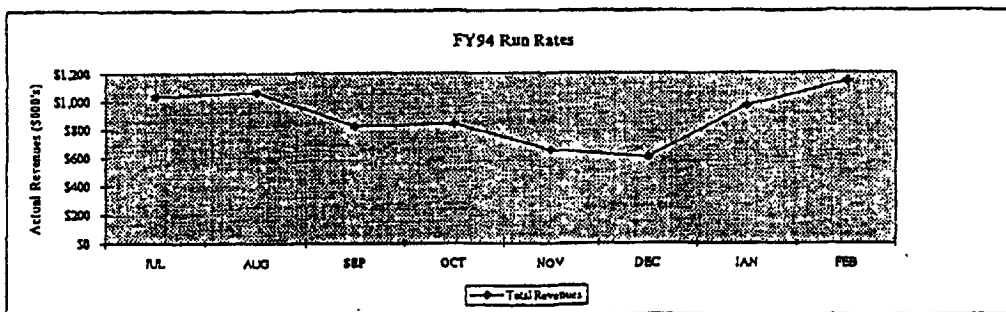
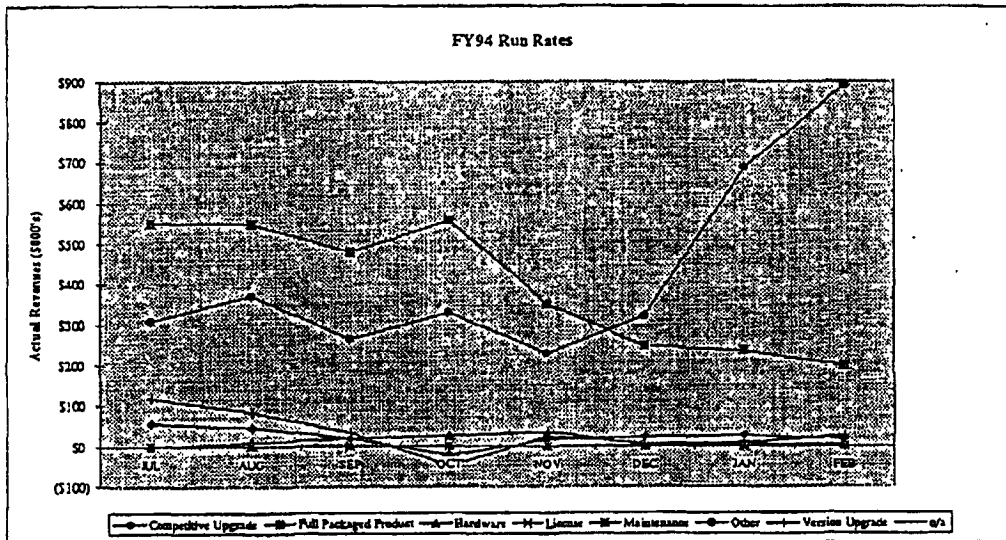
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REVENUES

Division: Developer
 Business Unit: Developer Kits
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Competitive Upgrade	\$58	\$48	\$21	(\$23)	\$17	\$24	\$28	\$18	\$190
Full Packaged Product	\$550	\$549	\$477	\$557	\$348	\$247	\$234	\$197	\$3,159
Hardware	\$0	\$9	\$20	\$27	\$37	\$4	\$6	\$5	\$108
License	\$0	\$3	\$4	\$2	\$1	\$3	\$4	\$1	\$17
Maintenance	\$0	\$1	\$0	\$0	\$0	\$0	\$0	\$0	\$1
Other	\$307	\$369	\$264	\$327	\$229	\$319	\$686	\$492	\$1,391
Version Upgrade	\$117	\$83	\$34	(\$48)	\$26	\$7	\$9	\$27	\$255
nil	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$1,032	\$1,062	\$820	\$842	\$457	\$405	\$947	\$1,139	\$7,124



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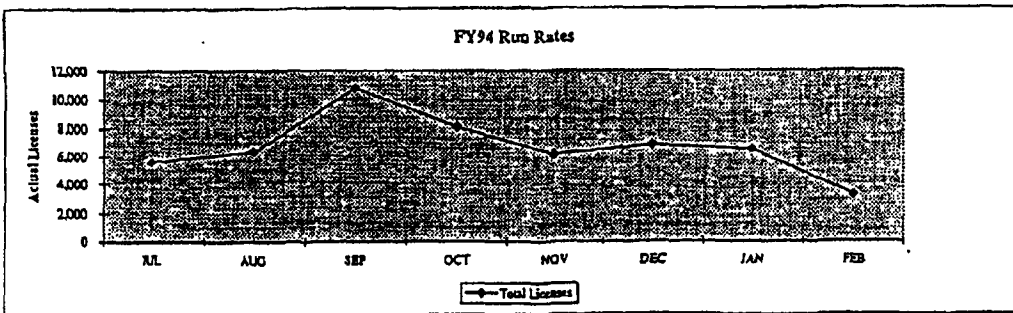
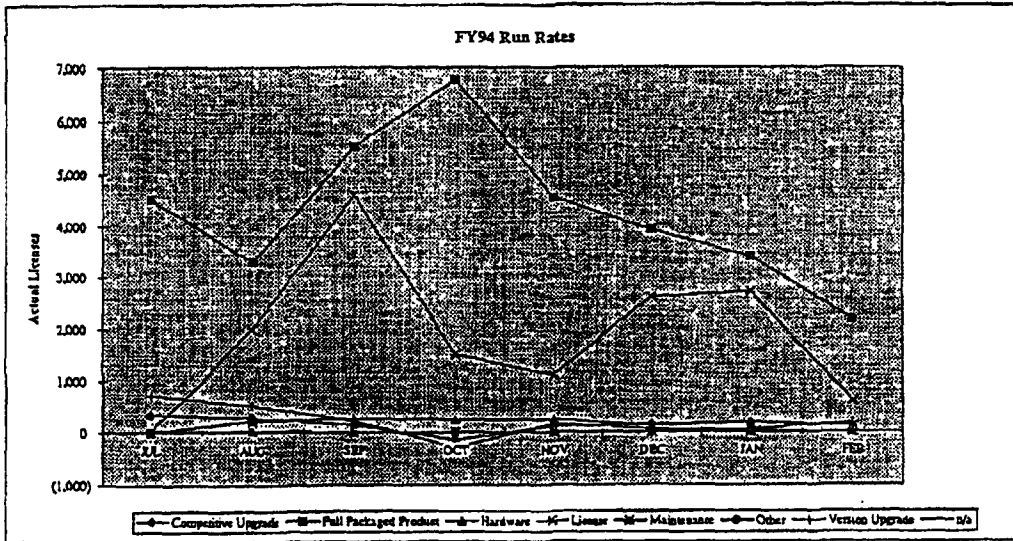
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LICENSES

Division: Developer
 Business Unit: Developer Kits
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Types: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Competitive Upgrade	335	277	128	(150)	106	145	173	109	1,123
Full Packaged Product	4,512	3,291	5,523	6,709	4,543	3,925	3,392	2,173	34,128
Hardware	0	218	282	245	242	126	182	123	1,398
License	0	2,000	4,600	1,501	1,100	2,603	2,704	600	15,108
Maintenance	0	27	0	0	0	0	0	0	27
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	717	509	210	(209)	168	47	49	175	1,576
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	5,544	6,322	10,723	8,046	6,159	4,846	6,500	3,180	53,140



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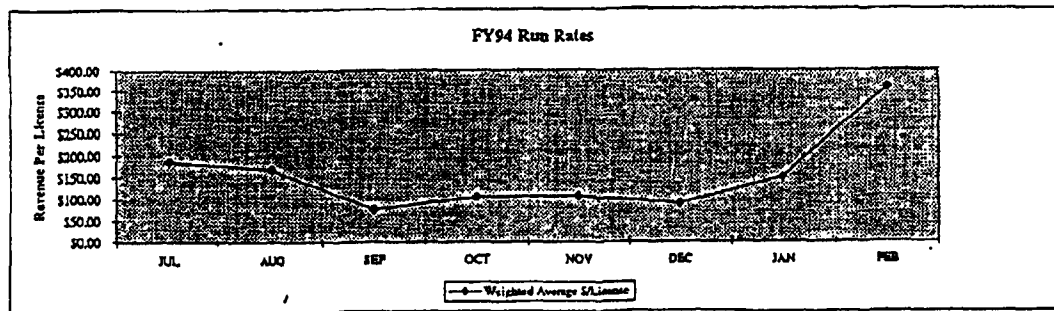
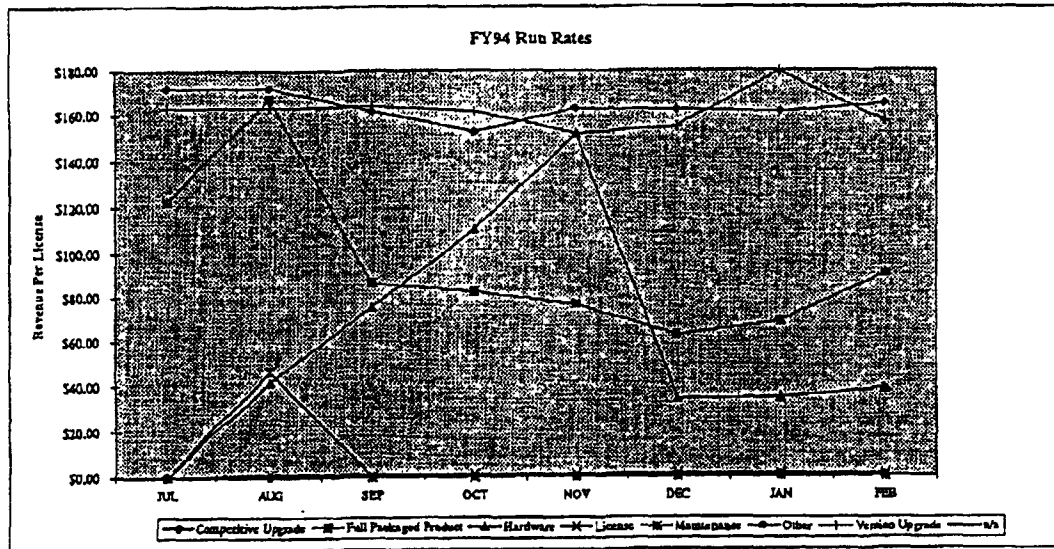
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REVENUE PER LICENSE

Division: Developer
 Business Unit: Developer Kits
 Product Unit: (All)
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Competitive Upgrade	\$171.90	\$172.15	\$161.80	\$152.62	\$162.81	\$162.32	\$161.29	\$165.04	\$163.99
Full Packaged Product	\$121.91	\$166.90	\$86.39	\$82.22	\$76.57	\$62.99	\$69.13	\$90.47	\$92.57
Hardware	\$0.00	\$41.85	\$75.85	\$110.43	\$151.63	\$34.29	\$34.77	\$38.84	\$77.36
License	\$0.00	\$1.31	\$0.92	\$1.26	\$1.01	\$1.24	\$1.31	\$0.96	\$1.14
Maintenance	\$0.00	\$46.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$46.53
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$163.10	\$162.97	\$163.95	\$161.52	\$151.94	\$154.76	\$179.61	\$156.97	\$161.87
n/a	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$185.41	\$147.93	\$74.52	\$104.34	\$106.71	\$84.37	\$148.82	\$358.24	\$133.31



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Division Business Systems
 Database Utility Server Applications
 Product Units: SQL
 Product Families: (AR)
 Environments: (AR)

PRODUCT TYPE MIX TABLE

Product Type Mix %	Product Type
8.5%	SQL
0.5%	AR
83.7%	SQL
8.8%	AR
100.0%	Grand Total

CUSTOMER TYPE MIX TABLE

Customer Type Mix %	Customer Type	SQL	AR	SQL	AR	SQL	AR	Grand Total
0.7%	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
88.8%	AR	8.5%	0.5%	83.7%	8.8%	0.0%	0.0%	100.0%
10.5%	SQL	0.0%	0.0%	16.3%	0.0%	3.0%	11.1%	100.0%
10.0%	AR	0.0%	0.0%	20.0%	0.0%	10.0%	10.0%	100.0%
17.8%	Grand Total	17.8%	0.5%	100.0%	0.0%	13.0%	11.1%	100.0%

LICENSING TYPE MIX TABLE

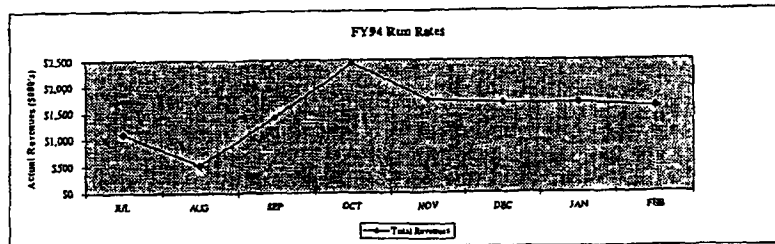
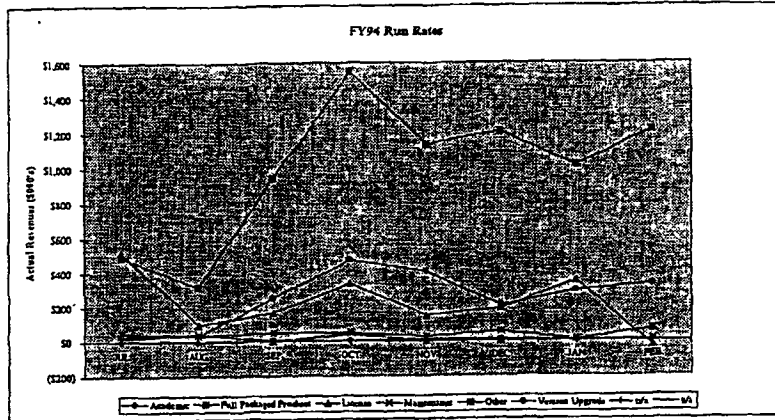
Licensing Type Mix %	Customer Type	Licensing Type	SQL	AR	SQL	AR	SQL	AR	SQL	AR	Grand Total
0.0%	SQL	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	SQL	0.0%	0.0%	16.3%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	AR	0.0%	0.0%	20.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	SQL	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	SQL	AR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	AR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	SQL	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	SQL	AR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	AR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	SQL	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	SQL	AR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	SQL	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	AR	AR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	Grand Total	SQL	0.0%	0.0%	16.3%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
0.0%	Grand Total	AR	0.0%	0.0%	20.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%

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REVENUES

Division: Business Systems
 Business Unit: Server Applications
 Product Unit: SQL
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academics	\$1	\$0	\$3	\$4	\$12	\$7	\$1	\$3	\$31
Full Packaged Product	\$487	\$317	\$946	\$1,350	\$1,137	\$1,211	\$1,018	\$1,219	\$7,884
Licenses	\$317	\$97	\$167	\$335	\$148	\$171	\$348	(\$25)	\$1,771
Maintenance	\$14	\$45	\$1	\$39	\$3	\$7	\$7	\$18	\$118
Other	\$48	\$36	\$48	\$31	\$27	\$54	\$7	\$28	\$241
Version Upgrade	\$0	\$0	\$233	\$473	\$406	\$205	\$297	\$324	\$2,022
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
na	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$1,094	\$530	\$1,417	\$2,452	\$1,753	\$1,445	\$1,473	\$1,401	\$12,148



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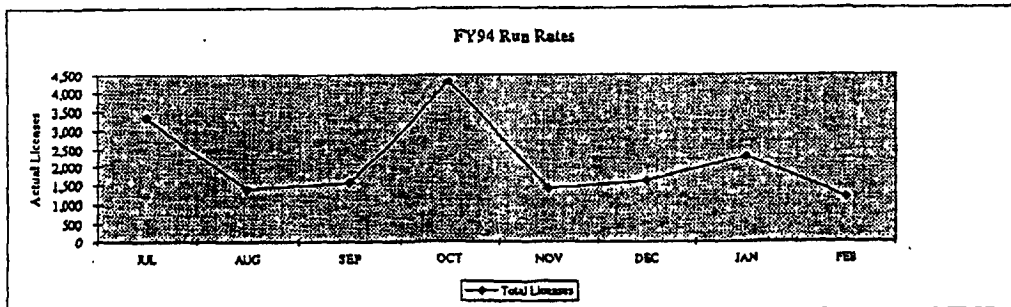
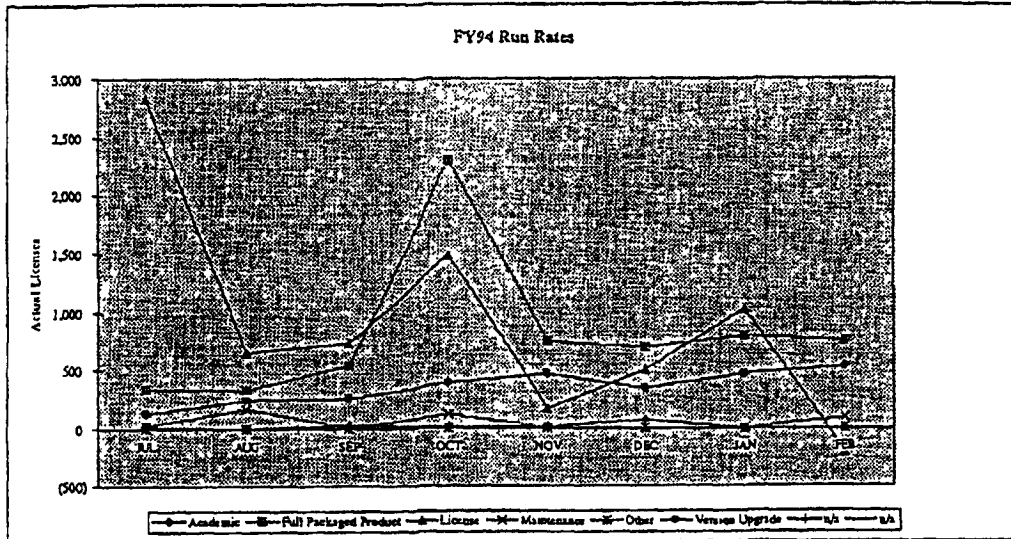
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LICENSES

Division: Business Systems
 Business Unit: Server Applications
 Product Unit: SQL
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	10	0	30	11	14	70	1	1	137
Full Packaged Product	334	326	535	2,294	748	696	795	751	6,479
License	2,827	649	735	1,485	164	493	1,029	(208)	7,174
Maintenance	20	172	4	120	9	2	(6)	91	412
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	129	240	254	387	460	336	461	525	2,792
n/a	0	0	0	0	0	0	0	0	0
n/a	0	0	0	0	0	0	0	0	0
Total Licenses	3,320	1,387	1,558	4,297	1,395	1,597	2,280	1,140	14,994



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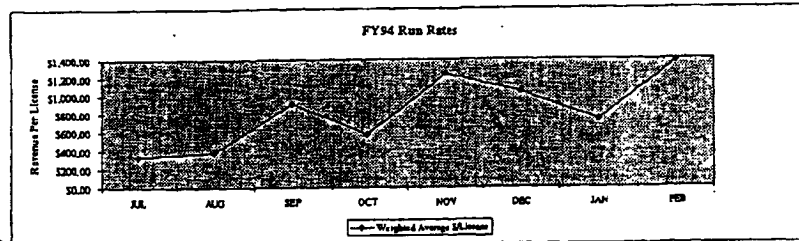
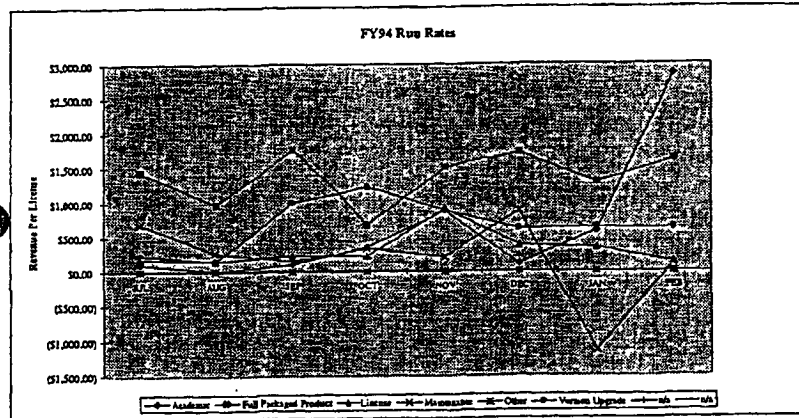
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REVENUE PER LICENSE

Division: Business Systems
 Business Unit: Server Applications
 Product Unit: SQL
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$105.00	\$0.00	\$105.00	\$350.51	\$476.54	\$105.00	\$581.00	\$2,157.25	\$3,277.14
Full Packaged Product	\$1,457.61	\$971.12	\$1,747.92	\$675.75	\$1,519.84	\$1,739.32	\$1,280.41	\$1,623.39	\$12,116.94
License	\$182.75	\$149.15	\$227.15	\$225.30	\$903.44	\$379.03	\$338.83	\$133.13	\$3,046.88
Maintenance	\$682.45	\$260.26	\$147.50	\$328.94	\$206.67	\$488.19	(\$1,142.84)	\$104.98	\$387.58
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$272.52	\$149.96	\$92.46	\$1,221.25	\$182.78	\$610.91	\$672.53	\$635.71	\$724.25
NA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$334.10	\$282.39	\$489.22	\$578.61	\$1,342.17	\$1,042.84	\$733.44	\$1,381.28	\$716.82



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Division: Business Systems
 Business Unit: Service Applications
 Product: Unix, Workgroup
 Product Family: (All)
 Environment: (All)

PRODUCT TYPE MIX TABLE:

Product Type	Count	%
ACD	14	1.4%
CLP	44	4.4%
STO	7	0.7%
VIP	75	7.5%
Grand Total	100	100.0%

CUSTOMER TYPE MIX TABLE:

Customer Type	Count	%	LA	VAR	Grand Total
EDP	14	1.4%	0.0%	0.0%	100.0%
CLP	44	4.4%	0.0%	0.0%	100.0%
STO	7	0.7%	0.0%	0.0%	100.0%
VIP	75	7.5%	0.0%	0.0%	100.0%
Grand Total	100	100.0%	0.0%	0.0%	100.0%

LICENSE TYPE MIX TABLE:

License Type	Count	%	EDP	CLP	STO	VIP	LA	VAR	Grand Total
EDP	14	1.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
CLP	44	4.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
STO	7	0.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
VIP	75	7.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
Grand Total	100	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%

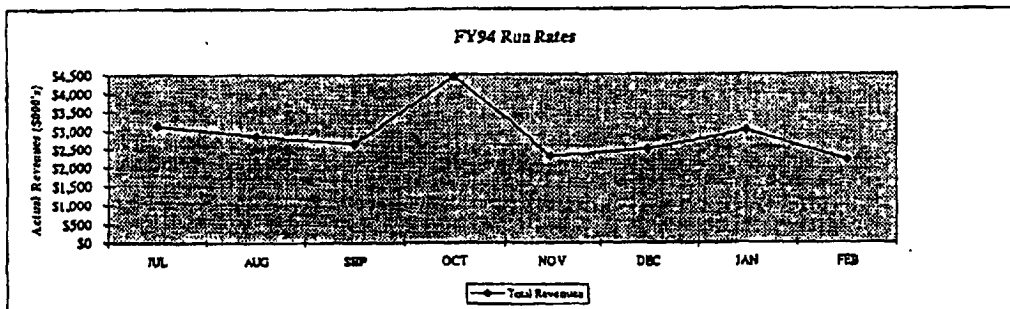
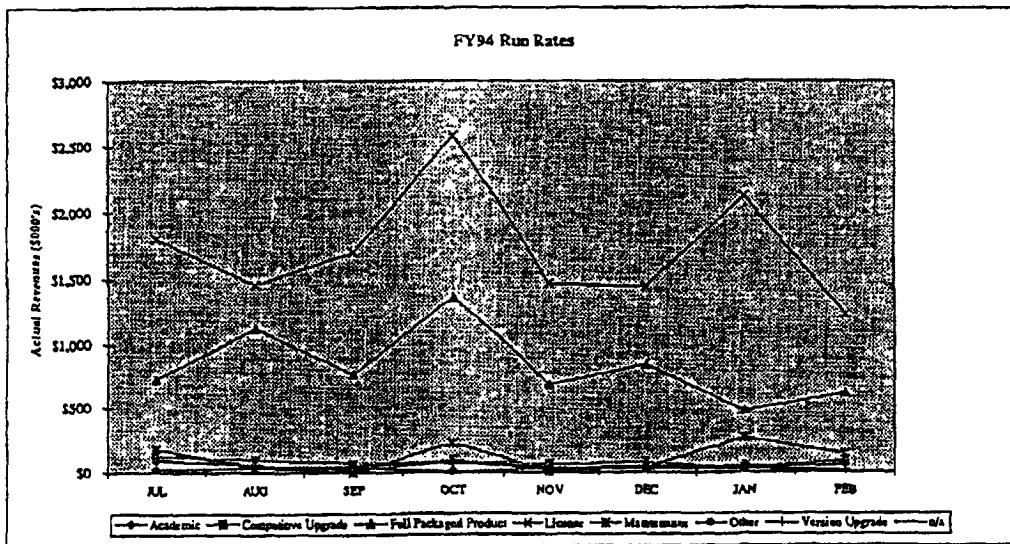
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REVENUES

Division: Business Systems
 Business Unit: Server Applications
 Product Unit: Workgroup
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	TUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$96	\$61	\$22	\$78	\$20	\$30	\$57	\$57	\$420
Competitive Upgrade	\$131	\$100	\$70	\$92	\$65	\$77	\$42	\$90	\$668
Full Packaged Product	\$729	\$1,117	\$766	\$1,358	\$686	\$843	\$478	\$616	\$6,593
Licenses	\$1,796	\$1,454	\$1,692	\$2,586	\$1,456	\$1,432	\$2,115	\$1,221	\$13,751
Maintenance	\$179	\$56	\$5	\$25	\$9	\$40	\$266	\$139	\$899
Other	\$22	\$38	\$43	\$8	\$25	\$56	\$34	\$58	\$277
Version Upgrade	\$177	\$53	\$50	\$86	\$41	\$27	\$26	\$14	\$474
n/A	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$3,129	\$2,159	\$2,448	\$4,434	\$2,301	\$2,585	\$3,019	\$2,195	\$23,088



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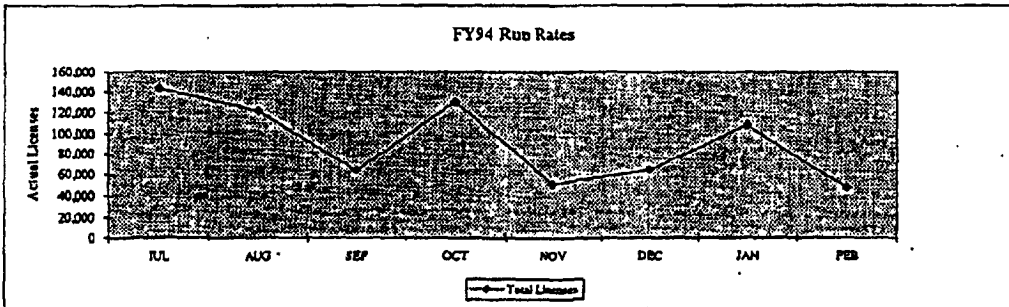
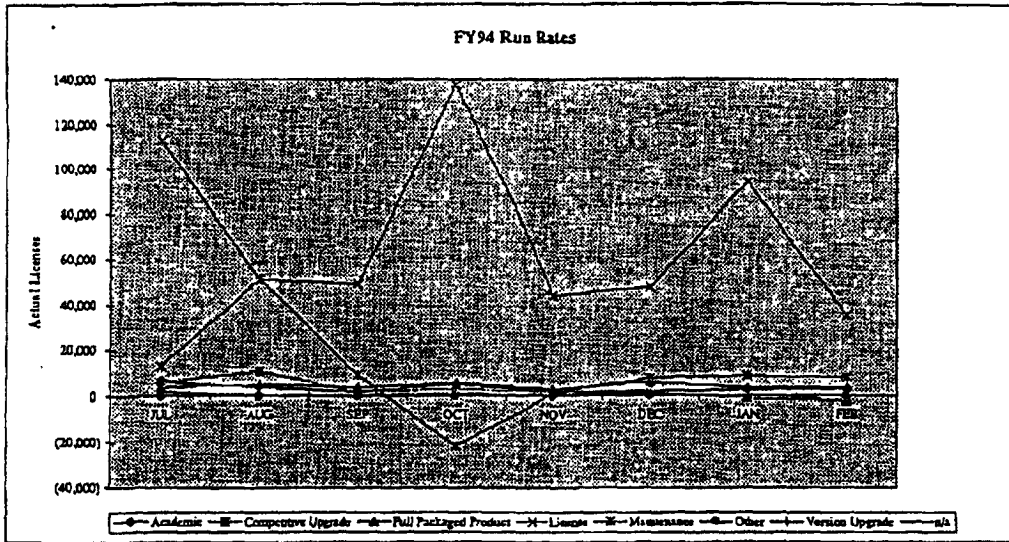
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LICENSES

Division: Business Systems
 Business Unit: Server Applications
 Product Unit: Workgroup
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	6,331	3,748	1,502	5,082	1,280	1,946	2,342	2,518	24,749
Competitive Upgrade	5,591	10,507	1,308	3,088	997	1,040	(1,004)	(2,093)	19,434
Full Packaged Product	3,621	4,922	3,666	5,368	2,762	5,830	3,265	3,574	31,008
License	113,042	50,760	44,748	137,367	43,802	47,411	93,870	35,177	570,177
Maintenance	12,665	51,076	4,707	(21,815)	1,246	7,293	8,408	7,579	75,161
Other	0	0	0	0	0	0	0	0	0
Version Upgrade	1,721	483	262	759	325	247	306	147	4,250
na	0	0	0	0	0	0	0	0	0
Total Licenses	142,991	121,496	64,193	129,849	50,412	63,769	107,187	44,982	726,789



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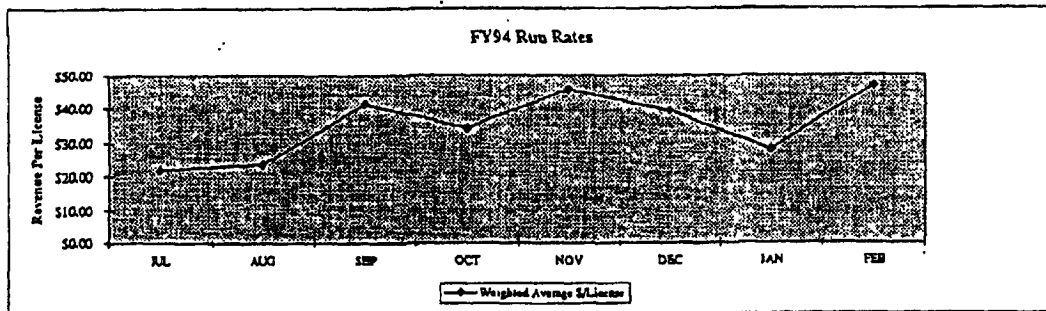
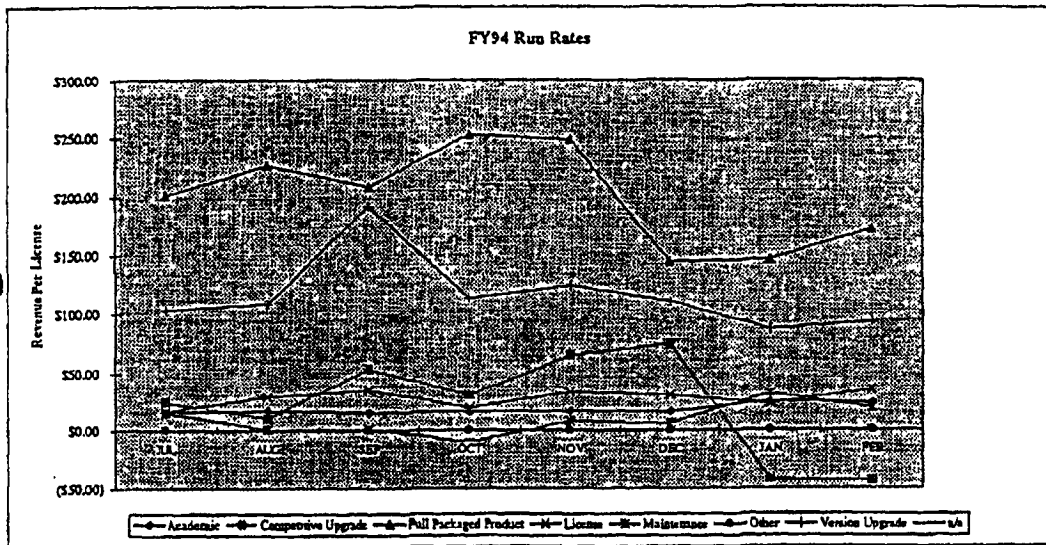
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REVENUE PER LICENSE

Division: Business Systems
 Business Unit: Server Applications
 Product Unit: Workgroup
 Product Family: (All)
 Environment: (All)
 Product Type: (All)
 License Type: (All)

Summary Report Level	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Grand Total
Academic	\$15.10	\$16.22	\$14.32	\$15.42	\$15.77	\$15.22	\$24.46	\$22.65	\$16.98
Competitive Upgrade	\$29.48	\$9.48	\$53.79	\$29.78	\$65.41	\$74.26	(\$41.76)	(\$-0.00)	\$34.35
Full Packaged Product	\$301.21	\$227.02	\$208.91	\$253.03	\$248.31	\$144.60	\$146.33	\$172.31	\$199.72
License	\$15.89	\$28.64	\$34.70	\$18.83	\$33.23	\$30.19	\$22.53	\$24.72	\$24.12
Maintenance	\$14.09	\$0.71	\$0.62	(\$10.32)	\$7.24	\$5.42	\$31.67	\$18.33	\$11.96
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Version Upgrade	\$102.87	\$108.93	\$192.18	\$113.58	\$124.67	\$111.08	\$86.20	\$92.32	\$111.56
na	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Weighted Average \$/License	\$21.88	\$23.53	\$41.25	\$34.14	\$45.64	\$39.28	\$28.16	\$46.79	\$31.77



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Customer Type Analysis
FY95 Budget Scheme:

FY94 Code	Description	BWB Code	Feb94 YTD Revenue	% of Total Revenue
B	DISTRIBUTOR	DSF	\$535,061,415	55.16%
B	RACK JOBBERS	DSF	\$4,694,401	0.48%
R	FRANCHISORS	DSF	\$53,844,138	5.55%
C	MAJOR CHAINS	DIR	\$102,495,809	10.57%
K	LARGE VOLUME RESELLERS	DIR	\$147,276,406	15.18%
M	MASS MERCHANTS	DIR	(\$278,958)	-0.03%
4	EDUCATION RESELLERS	EDR	\$17,000	0.00%
S	EDUCATIONAL	EDR	\$16,926,741	1.74%
G	GOVT. RESELLERS	GOR	\$8,403,629	0.87%
F	INDUSTRY SPECIALIST	VAR		
F	SQL PARTNERS	VAR		
F	STRATEGIC INTEGRATORS	VAR	\$8,734,059	0.90%
F	VERTICAL APPLICATION RESELLERS	VAR		
F	VERTICAL SPECIALIST	VAR		
J	CONSULTANTS	VAR		
J	DISTRIBUTOR DEVELOPERS	VAR		
J	LAN INTEGRATORS	VAR		
J	SYSTEM INTEGRATORS	VAR	\$827,703	0.09%
T	ATC	VAR		
X	GOVERNMENT INTEGRATOR	VAR	\$10,673,580	1.10%
	TRAINING	VAR	\$2,030	0.00%
L	WORLDWIDE ACCOUNTS	LA	\$40,436,139	4.17%
L or N	NAMED ACCOUNTS	LA		
L or N	OTHER CORPORATE ACCOUNTS	LA		
L or N	SMALL/MED BUSINESS	LA		
N	NATIONAL ACCOUNTS	LA	\$3,281,360	0.34%
	Select Adjustment	LA	(\$1,078,084)	-0.11%
	MS IN-HOUSE	EUS	\$1,372,392	0.14%
A	GOVERNMENT ACCOUNTS	EUS	\$717,119	0.07%
D	DIRECT INDIRECTS (DEALERS)	EUS	\$1,261,180	0.13%
D	LARGE ACCOUNT DEALERS	EUS		
D	MISCELLANEOUS RESELLERS	EUS		
E	DIRECT RESPONSE (END USER)	EUS	\$35,403,176	3.65%
			\$970,071,235	100.00%

Total Revenue and % of Total Revenue by FY95 BWB Customer Type Groupings:

Distributors/Franchisors	\$593,599,954	61.19%	
Direct Resellers	\$249,493,257	25.72%	
Education Accounts	\$16,943,741	1.75%	
Government Resellers	\$8,403,629	0.87%	
Solution Providers (Value-Added Resellers)	\$20,237,372	2.09%	
Large Accounts (Corporate)	\$42,639,415	4.40%	
End-Users	\$38,753,867	3.99%	
		\$970,071,235	100.00%

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95 Division	95 Business Unit	95 Product Unit	Product Family	
Advanced Consumer Technology	Advanced Consumer Technology Authoring Systems	Advanced Consumer Technology	Advanced Consumer Technology	
		Other Authoring Systems	Other Authoring Systems	
		Softimage	2D Cell Animation 2D Paint Audio Editing Compositing/Effects Creative Environment Digital Studio Hardware Non-Linear Editing On-Line Editing Options/Other Tools	
		Core Technology	Core Technology	
		Home Systems	Home Systems	
		Personal Electronic Systems	Personal Electronic Systems	
		Server & Infrastructure Systems	Infrastructure/Billing Server Platforms	
		Advanced Technology Other	Advanced Product Development	Advanced Product Development
		Content	Content	
		Media Apps	Media Apps	
Productions	Productions			
Online Services	Online Services	Online Services		
At Work	Digital Office Systems	Fax/Copy	Fax Copier	
		Hand Held Systems	Hand Held Systems Windows PEN	
		Printing Systems	Soft Print True Image Windows Printer Systems	
		Telephony	At Work (RS) OEM Sound System Telephony Win Sound System/Win Bundle Windows Sound System	
		Business Systems	Other Operating Systems	Other Operating Systems
		Server Applications	SNA Server	Bloodhound Comm Server Comm Server Client Network Client SAW Non-Specific CSA Non-Specific OS/2 Systems OS/2 OS/2 Presentation Manager OS/2 PTK Xenix System Xenix V286 Xenix V386
		SQL	SNA Server For Win NT SNA Server for Windows NT SNA Server-User SQL Add Packs SQL Bridge / ODS SQL Doc Sets SQL Embedded SQL Gateways SQL Non-Specific SQL NT Server - Servers SQL NT Server - Users SQL OEM License SQL Server - Enterprise SQL Server-Departmental SQL Server-Desktop SQL Server-Workgroup SQL-NT Enterprise/Unlimited SQL-NT Server Departmental SQL-NT Server Desktop/Single User SQL-NT Server Non-Specific SQL-NT Server Workgroup	
		Systems Management Software	Hermes SMS, SNA Server (RS) Sys Mgmt Software	
		Workgroup	Access (Business Information) Appletalk Mail Licenses Appletalk Mail Server Gateway Mail Client Mail Remote Mail Server Messaging - Office Bundle Messaging - Office Pro Bundle Network Courier	

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95 Rev Hierarchy

95Division	95Business Unit	95Product Unit	Product Family
			PC Mail PO Upgrade Schedule +
	Server Operating Systems	Server Operating Systems	Advanced Server RAS Bundle - Lan Manager Lan Manager Lan Manager 10 Pack Lan Manager Client Lan Manager Evaluation Lan Manager Mac Connectivity Lan Manager OS/2 - Servers Lan Manager RAS Lan Manager Runtime Lan Manager TCP/IP Lan Manager Unix Lan Manager Unix - Servers Lan Manager Unlimited Lan Manager Upgrade MS Network Non-Specific LM2 Other Network (RS) Windows NT Advanced Server Windows NT Advanced Server - Servers Windows NT Advanced Server - Users
Consumer	Windows NT Family Reference	Windows NT Family Reference	Windows NT Bookshelf Children's Encyclopaedia Geo/Atlas Children's Encyclopaedia History Children's Encyclopaedia Modern World Children's Encyclopaedia Nature Encarta Encyclopedia Executive Bookshelf Family Reference (RS) Partnership Bookshelf World Atlas
	Input Device	Keyboard Mouse/Ballpoint	Nexus Keyboard Ballpoint Ballpoint Desktop Ballpoint/Windows Bundle High End (Carrera) OEM Mouse Home-OEM Mouse Input Device (RS) Kids-Consumer Mouse Low End (Defender) OEM Mouse Mouse 5 Pack Mouse Drivers Mouse Hardware Only Mouse Hardware Reseller Mouse Original Mouse/50 Pack Mouse/Paintbrush Mouse/Windows Bundle Non-Specific Hardware OEM Ballpoint OEM Mouse OEM Royalties Pen
	Kids/Games	Games Hyparkids	Arcade Carousel Diamond Entertainment Line Entertainment Pack Flight Simulator Golf Hollywood Kids/Games (RS) Learning DOS Marian Chronicles Osprey Productivity Pack Soccer SoundBits - Cartoons SoundBits - MGM Movies SoundBits - Music Space Simulator Chart Creative Writer Creative Writer Add-on Pack Fine Artist

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95 Rev Hierarchy

95Division	95Business Unit	95Product Unit	Product Family
			Fine Artist Add-on Pack GOE 1 GOE 2
		RugPacs	Byron Preiss - Haunted Byron Preiss - Ultimate Disney Game Magic School Bus Human Body Magic School Bus Solar System Rabbit Ears Bunyan Rabbit Ears Leopard
	Lifestyles	Lifestyles	American Art Ancient Lands Beethoven's 9th Cinemanía Cooking Dangerous Creatures Dinosaurs Dogs Dvorak Frank Lloyd Wright Gardening Gershwin Jazzmania Lifestyles (RS) Mozart Multimedia Pack Musical Instruments National Gallery Rocomania Schubert Scientific American Space Strauss Stravinsky Travel Travel Guide Ultimate Robot
	Personal Tools	Imaging	Scenes Scenes Art Scenes Collections Scenes Design Set Scenes New Scenes Slams Scenes Space Windows Wallpaper
		Publisher	Greeting Card Application Personal Tools (RS) Publisher Publisher Design Pack
		Utopia	Utopian Home
	Transactions	Personal Finance	Accounting (Boris) Money Personal ATM Personal Finance - CD Transactions (RS)
		Sports	Baseball Basketball Fantasy Baseball On-Line Sports News
	Works	Works	Bundle - Works (Entry) PU Bundle - Works PU Word Jr. Works Works Jr.
Desktop Applications	Office	Access	Access Access Step Up DBM - Office Pro Bundle
		Excel	Bundle - Excel PU Excel Excel - Office Bundle Excel - Office Pro Bundle Multiplan Multiplan Jr. Multiplan/Chart Bundle Non-Specific Excel
		Graphics	Graphics - Office Bundle Graphics - Office Pro Bundle Powerpoint Sizzle (Powerpoint Add-on)

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95Division	95Business Unit	95Product Unit	Product Family
		Office	MS Office MS Office Professional Personal Information Manager
		Word	Bundle - Word PU Font Pack 1 Font Pack 2 HP Font Set Ink Font Pack Laser Solution Non-Specific Word Office Assistant Pageview Spell True Type Master Set Word Word - Office Bundle Word - Office Pro Bundle Word Assistant Word/Bookshelf Bundle Word/Excel Bundle Word/Serial Mouse Bundle Write
	Project	Project	Project
Developer	Desktop Database & Tools	Fox	Fox (RS) FoxBase FoxPro FoxPro - Office Pro Bundle FoxPro Conn Kit FoxPro Pro FoxPro Standard
		Other DD	Basic Interpreter Bundle - Basic PU File FoxGraph GW Basic Compiler GW Basic Interpreter MS Database Quick Basic Interpreter Quick Basic/Game Shop
		Visual Basic	Non-Specific Data Access Professional Basic Quick Basic Visual Basic Visual Basic Pro Visual Control Pack
	Developer Kits	Developer Kits	Access Developers Toolkit Cairo Programmers Toolkit Development Kit EForms Designer FoxPro Distr Kit FoxPro Libr Kit ISV Tools Lan Manager SDK Lan Manager SDK Lan Manager Tools Mail SDK MIS Tools Multimedia Developers Kit ODBC SDK OS/2 DDK OS/2 SDK Professional C SDK Professional C/Windows SDK Bundle Programmers Tool Kit/OS2 Tools Programmers Tool Kit/PM Tools Resource Kit SQL Prog. Toolkits Toolkit Subscription Windows VAR Tools Visual Tools Visual Tools Suite Windows DDK Windows Language Kit Windows NT DDK Windows NT SDK Windows SDK Windows SDK Languages (RS) Macro Assembler
		C++	

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95 Rev Hierarchy

95 Division	95 Business Unit	95 Product Unit	Product Family
			Non-Specific Languages Professional C Programmers Library Quick Assembler/Quick C Bundle Quick C Compiler Source Profiler Visual C++ Wings
		Scientific Engineering Tools	Delta Fortran Power Station (32 Bit) Professional Cobol Professional Fortran Professional Pascal Quick Pascal Testing Tools VNI Math / Stats Libraries
	MSIN	MSIN	Courseware Developer Kit/MSIN (RS) MSDN I MSDN II Technet
Personal Operating Systems	MS-DOS	MS-DOS	Bundle - MS-DOS PU MS-DOS MS-DOS With Enhanced Tools MS-DOS Extensions MS-DOS For Dummies MS-DOS Manager MS-DOS Shell MS-DOS Step Up Non-Specific MS-DOS Systems OEM Bundle MS Dos/Windows Windows & MS-DOS for PS/2 Windows & MS-DOS Upgrade Windows 3.1/MS-DOS 5 Upgrade Bundle Windows 3.1/MS-DOS Bundle Windows/MS-DOS 5 Upgrade Windows/MS-DOS Bundle
	Windows	Windows	Bundle - Windows PU Multimedia Viewer Non-Specific Windows Systems Video for Windows WFW 3.1/DOS Bundle WFW Connection WFW Hardware WFW Software WFW Workgroups Win95 (Chicago) Win95 Add-Ons (Frosting) Windows Windows 286 Windows 3.1 CD Windows 386 Windows Multimedia Extensions Windows Pre-Release Programs
OPG Other	Books	Books	Books
	Services	Services	Communique (Pty) Consulting Corporate Consulting East Coast Consulting West Coast Educational Services International Online MSU Courses Non-Specific Support Services Online
	Non-Specific	Non-Specific	Alphabet + Generic Parts Higher Ed License International Consulting International Other Training International PSS MSU - Video Non-Specific Applications BU Other Systems Unclassified Unspecified Product Billing Win95n Update (Maintenance (Pty))
WWPG Other	WWPG Other	WWPG Other	WWPG Other

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Dudget Workbench REPORT LEVEL DATA HIERARCHY

Users	Report Level			Definitions		
	Summary Report Level	Report Level	Detail Report Level	Product Type	License Type	
10	New User	Full Packaged Product	Full Packaged Product	Full Packaged Product	STD	SUL
20	New User	Competitive Upgrade	Competitive Upgrade	Full Packaged Product (CUP)	CUP	SUL
30	New User	Competitive Upgrade	Competitive Upgrade	License Packs (CUP)	CUP	MLP, MUL
40	New User	Competitive Upgrade	Competitive Upgrade	MOLP (CUP)	CUP	MOLP
50	New User	License	Select	Select	STD	SEL
60	New User	License	Select	Select (CUP)	CUP	SEL
70	New User	License	Special Agreements	Special Agreements MCD	STD	MCD
80	New User	License	Special Agreements	Special Agreements XLA	STD	XLA
90	New User	License	Special Agreements	Special Agreements MCD (CUP)	CUP	MCD
100	New User	License	Special Agreements	Special Agreements XLA (CUP)	CUP	XLA
110	New User	License	License	License Packs	STD	MLP, MUL
120	New User	License	License	MOLP	STD	MOLP
130	New User	Academic	Academic	Academic FPP	ACD	SUL
140	New User	Academic	Academic	Academic Select	ACD	SEL
150	New User	Academic	Academic	Academic Special Agreements	ACD	MCD
160	New User	Academic	Academic	Academic License Packs	ACD	MLP, MUL
170	New User	Academic	Academic	Academic MOLP	ACD	MOLP
180	New User	Academic	Academic	Academic OEM Packaged Product	ACD	PKO
190	New User	Academic	Academic	Academic OEM License	ACD	OBM
200	New User	License	OEM Packaged	OEM MED	STD	MBD
210	New User	License	OEM Packaged	OEM Packaged Product	STD	PKO
220	New User	License	OEM License	OEM License	STD	OBM
230	Existing User	Version Upgrade	Full Packaged Product (VUP)	Full Packaged Product (VUP)	VUP	SUL
240	Existing User	Version Upgrade	Full Packaged Product (VUP)	Academic Full Packaged Product (VUP)	ACV	SUL
250	Existing User	Version Upgrade	Select (VUP)	Select (VUP)	VUP	SEL
260	Existing User	Version Upgrade	Select (VUP)	Academic Select (VUP)	ACV	SEL
270	Existing User	Version Upgrade	Special Agreements (VUP)	Special Agreements MCD (VUP)	VUP	MCD
280	Existing User	Version Upgrade	License (VUP)	License Packs (VUP)	VUP	MLP, MUL
290	Existing User	Version Upgrade	License (VUP)	MOLP (VUP)	VUP	MOLP
300	Existing User	Version Upgrade	License (VUP)	Academic License (VUP)	ACV	MCD,MLP,MUL,MOLP,SUL
310	Existing User	Maintenance	Select Maintenance	New Select Maintenance	VUP	NSEL
320	Existing User	Maintenance	Select Maintenance	Recurring Select Maintenance	VUP	RSEL
330	Existing User	Maintenance	Maintenance	New MOLP Maintenance	VUP	NOLP
340	Existing User	Maintenance	Maintenance	Recurring MOLP Maintenance	VUP	ROLP
350	Existing User	Maintenance	Maintenance	New Maintenance	VUP	NMNT
360	Existing User	Maintenance	Maintenance	Recurring Maintenance	VUP	RMNT
370	Hardware	Hardware	Hardware	Hardware	HRD	NON, OEM, PKG
380	Hardware	Hardware	Hardware	Hardware Licensing	ROY	OEM, PKG, SUL
390	Other	Other	Other	Books	BKS	NON
400	Other	Other	Other	Courseware	CRS	NON
410	Other	Other	Other	Manuals	MAN	NON
420	Other	Other	Other	Promotions	PRO	NON
430	Other	Other	Other	Raw Materials	RAW	NON
440	Other	Other	Other	Miscellaneous	ACD, CUP, STD, VUP	NON
450	Other	Other	Other	Unclassified	All site types	UNC
450	Other	Other	Other	Unclassified	All license types	UNC
460	Other	Other	Other	Mis-Classified	All Remaining Combinations	

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Appendix E

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Domestic Product Release Schedule - FY95

Business Unit	Product Name	Environment	Version	Software RTM
Consumer	Aircraft & Scenery D	PC	5	7/16/94
Consumer	American Art	CD-W	1	12/31/94
Consumer	Ancient Lands	CD-M	1	6/15/94
Consumer	Ancient Lands	CD-W	1	5/15/94
Consumer	Arcade	MAC	1	6/30/94
Consumer	Baseball	CD-W	1	4/1/94
Consumer	Best of WEP	WIN	1	3/21/94
Consumer	Body and Soul	CD-W	1	12/31/94
Consumer	Bookshelf	CD-M	1994	4/1/94
Consumer	Carousel	CD-W	1	8/29/94
Consumer	Child Encyc Geo/Atlas	CD-M	3	4/1/95
Consumer	Child Encyc Geo/Atlas	CD-W	3	4/1/95
Consumer	Child Encyc Mod World	CD-M	1	9/30/94
Consumer	Child Encyc Mod World	CD-W	1	9/30/94
Consumer	Child Encyc Nature	CD-M	2	9/30/94
Consumer	Child Encyc Nature	CD-W	2	9/30/94
Consumer	Cinemanía	CD-M	1994	3/15/94
Consumer	Cinemanía	CD-M	1995	9/15/94
Consumer	Cinemanía	CD-W	1995	8/29/94
Consumer	Creative Writer	CD-M	1.0X	9/30/94
Consumer	Creative Writer	CD-W	1.0X	9/30/94
Consumer	Creative Writer	WIN	1	2/15/94
Consumer	CW/FA Floppy Add-In	MAC	1	9/30/94
Consumer	CW/FA Floppy Add-In	WIN	1	9/30/94
Consumer	Dangerous Creatures	CD-M	1	9/30/94
Consumer	Dangerous Creatures	CD-W	1	6/15/94
Consumer	Design Pack	WIN	3	12/31/94
Consumer	Diamond (Baseball game)	WIN	1	8/12/94
Consumer	Dogs	CD-W	1	12/31/94
Consumer	Encarta	CD-M	1994	4/18/94
Consumer	Encarta	CD-W	1995	8/1/94
Consumer	Fine Artist	CD-M	1.0X	9/30/94
Consumer	Fine Artist	CD-W	1.0X	9/30/94
Consumer	Flight Sim	CD-D	5.1	7/31/94
Consumer	Flight Sim	PC	5.1	7/31/94
Consumer	Frank Lloyd Wright	CD-W	1	12/31/94
Consumer	FS Scenery-Japan	PC	1	4/22/94
Consumer	Golf	WIN	2	8/8/94
Consumer	Inventions	CD-W	1	3/31/95
Consumer	Money	WIN	1994	9/30/94
Consumer	MSB Human Body	CD-W	1	9/30/94
Consumer	MSB Solar System	CD-W	1	9/30/94
Consumer	Oceans	CD-W	1	3/31/95
Consumer	Osprey	WIN	1	3/1/95
Consumer	Rabbit Ears Leopard	CD-W	1	9/1/94
Consumer	Scenes	WIN	2	9/30/94
Consumer	Space	CD-A	1	12/31/94
Consumer	Space Simulator	PC	1	4/27/94
Consumer	Strauss	CD-W	1	4/27/94
Consumer	U.S. Government	CD-W	1	3/31/95
Consumer	Utopia Home	WIN	1	9/30/94
Consumer	Windows on Wine	CD-W	1	3/31/95
Consumer	Works	MAC	4	6/15/94
Consumer	World Atlas	CD-W	1	2/1/95
Database & DT	Access	WIN	2	3/23/94
Database & DT	Access	WIN	3	3/31/95
Database & DT	Access Distr Tool	WIN	2	3/18/94
Database & DT	Access Distr Tool	WIN	3	3/31/95
Database & DT	Forran PowerStation	WIN	2	1/25/95
Database & DT	FoxPro	PC	2.6	3/30/94
Database & DT	FoxPro	WIN	2.6	3/31/94
Database & DT	FoxPro Pro	MAC	3	3/31/95
Database & DT	FoxPro Pro	WIN	3	12/31/94
Database & DT	FoxPro Standard	MAC	3	3/31/95
Database & DT	FoxPro Standard	WIN	3	12/31/94
Database & DT	IMSL Libs Math/Stats	NT	2	7/15/94
Database & DT	IMSL Libs Math/Stats	PC	2	4/15/94
Database & DT	IMSL Libs Math/Stats	WIN	2	7/15/94

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Domestic Product Release Schedule - FY95

Business Unit	Product Name	Environment	Version	Software RTM
Database & DT	ISV Tools	WIN	1	9/30/94
Database & DT	SQL Server	NT	4.21	3/31/94
Database & DT	SQL Server	NT	5	12/31/94
Database & DT	SQL Server - OS/2	PM	4.2B	3/31/94
Database & DT	Test Std Edition	NT	3	7/15/94
Database & DT	Test Std Edition	WIN	3	7/15/94
Database & DT	Visual Basic Pro	WIN	4	12/31/94
Database & DT	Visual Basic Standard	WIN	4	12/31/94
Database & DT	Visual C++ Pro	MAC	2	6/1/94
Database & DT	Visual C++ Pro	MAC	3	12/31/94
Database & DT	Visual C++ Pro	MIPS	2	6/1/94
Database & DT	Visual C++ Pro	MIPS	3	12/31/94
Database & DT	Visual C++ Pro	NT	2	6/1/94
Database & DT	Visual C++ Pro	WIN	3	12/31/94
Desktop Apps	Excel	MAC	5.0	5/15/94
Desktop Apps	Excel	NT	5.0	9/30/94
Desktop Apps	Excel	PPC	5.0	6/15/94
Desktop Apps	Excel	WIN	95.0	3/31/95
Desktop Apps	Office	CD-M	4.2	5/30/94
Desktop Apps	Office	CD-W	4.2	2/1/94
Desktop Apps	Office	MAC	4.2	5/25/94
Desktop Apps	Office	PPC	4.2	6/22/94
Desktop Apps	Office	WIN	4.2	2/15/94
Desktop Apps	Office	WIN	95.0	3/31/95
Desktop Apps	Office Assistant	MAC	1	9/15/94
Desktop Apps	Office Assistant	WIN	1	4/20/94
Desktop Apps	OfficePro	WIN	4.3	3/1/94
Desktop Apps	OfficePro	WIN	95.0	3/31/95
Desktop Apps	PIM	MAC	1	3/31/95
Desktop Apps	PIM	WIN	1	2/15/95
Desktop Apps	Powerpoint	MAC	4.0	5/18/94
Desktop Apps	Powerpoint	PPC	4.0	6/1/94
Desktop Apps	Powerpoint	WIN	4.0	2/1/94
Desktop Apps	Powerpoint	WIN	95.0	3/31/95
Desktop Apps	Project	MAC	4	7/30/94
Desktop Apps	Project	WIN	4	4/1/94
Desktop Apps	Project	WIN	95	3/31/95
Desktop Apps	RPM	WIN	1.0	3/31/95
Desktop Apps	Word	MAC	6.0	5/25/94
Desktop Apps	Word	NT	6.0	9/30/94
Desktop Apps	Word	PPC	6.0	6/24/94
Desktop Apps	Word	WIN	95.0	3/31/95
Desktop Apps	Word Assistant	MAC	1	7/8/94
Hardware	Contour Keyboard	MULT	1	6/1/94
Hardware	Home Mouse	MULT	1	7/20/94
Hardware	Mouse Software	MULT	10	7/20/94
Hardware	Mouse Software - Chicago	WIN	10.1	11/23/94
Systems	Chicago (Win 4.0)	WIN	4	9/30/94
Systems	Hermes	NT	1	5/30/94
Systems	TAZZ		1	4/4/95
Systems	Win NT Adv Server	NT	3.5	6/30/94
Systems	Windows NT	NT	3.5	6/30/94
Workgroup	Chicago Mail Client	WIN	4	9/7/94
Workgroup	PC Mail Client	MAC	4	11/2/94
Workgroup	PC Mail Client	PC	4	8/3/94
Workgroup	PC Mail Client 16 bit	WIN	4	8/3/94
Workgroup	PC Mail Client 32 bit	WIN	4	8/3/94
Workgroup	PC Mail Servr EMS UI	WIN	1	8/3/94
Workgroup	PC Mail Servr SFS UI	WIN	4	1/4/95
Workgroup	Schd+ Admin SFS	PC	2	8/3/94
Workgroup	Schd+ Client	MAC	2	11/2/94
Workgroup	Schd+ Client 16	WIN	2	8/3/94
Workgroup	Schd+ Client 32	WIN	2	8/3/94

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MICROSOFT US
Revenue Recognition Dates of Key Products
and Seasonality of Gross Revenues
(Dollars in Thousands)

				Q95-1		Q95-2		Q95-3		Q95-4								
				Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95			
Product	RTM	Product	RTM	Product	RTM	Product	RTM	Product	RTM	Product	RTM	Product	RTM	Product	RTM			
Color	0/204	Androl	0/194	Home	3/204	Encarta	0/194	Robb	0/204	Mac	1/204	Win	0/204	World	2/194	Win	0/194	
Keyboard	1.0	Lands	1.0	Mouse	1.0	CD-W	1/204	Zero	1.0	Sched	1/204	Win	0/204	PO Mail	2/194	Win	0/194	
PPG	0/204	Diagrams	0/194	Mac	3/204	PC Mail	0/204	Chicago	0/204	Mac	1/204	Win	1/204	Server	0/194	Win	0/194	
Powerpoint	1.0	ChartTools	1.0	Project	4.0	EMS	1/204	Client		PO Mail	3.0	Win		SFS	1/194	Win	0/194	
Visual	0/194	PPG	0/194	Flight	2/194	PC Mail	0/204	Chemicals	0/204	Visual	1/204	Win	1/204	Win	0/194	Win	0/194	
Excel	5.0	Excel	5.0	Sim	5.0	Client		CD-44		Software		Visual	3.0	Win	0/194	Win	0/194	
Mac	0/194	Media	1.0	Sched	2.0	Mac	0/204	Office	0/204	Mac	1/204	Win	0/204	Win	0/194	Win	0/194	
PPG	0/204	Office	4.0	Win	0/204	Excel	NT	3.0	0/204	Win	1/204	Win	0/204	Win	0/194	Win	0/194	
PPG	0/204	Word	6.0	Win	0/204	Word	NT	3.0	0/204	NT SQL	1/204	Win	0/204	Win	0/194	Win	0/194	
Win	0/204	NTAS	2.5	Camend	0/204	Win	0/204	Money	1/204	0/204	Server	0/204	Win	0/194	Win	0/194		
Win	0/204	NT	3.5	Chemicals	0/204	Win	0/204	Legal	1.0	0/204	0/204	Mac	0/194	Mac	0/194	Mac	0/194	
				CD-W														
MONTHLY																		Total Year
	FY85 # of Ship Days	24	20	10	20	10	11	24	20	20	20	20	20	20	20	20	20	202
	FY84 Monthly Rev	\$40,200	\$147,230	\$146,241	\$171,410	\$147,000	\$149,250	\$144,200	\$42,410	\$42,410	\$110,200	\$130,237	\$144,231	\$140,030	\$1,501,521	\$1,501,521	\$1,501,521	100.0%
	% of Total	0.8%	7.2%	8.2%	11.4%	8.5%	4.2%	2.9%	19.2%	8.2%	7.2%	8.2%	9.7%	9.2%	9.2%	9.2%	9.2%	100.0%
	FY84 # of Ship Days	24	20	10	20	10	11	24	20	20	20	20	20	20	20	20	20	202
	Revenue/Ship Day	\$1,675	\$7,361	\$14,624	\$8,570	\$14,700	\$13,568	\$6,017	\$2,120	\$2,120	\$5,510	\$6,512	\$7,212	\$7,001	\$7,507	\$7,507	\$7,507	100.0%
	FY80 Monthly Rev	\$40,200	\$33,814	\$47,615	\$125,447	\$91,102	\$117,720	\$61,363	\$17,207	\$110,103	\$17,207	\$110,103	\$130,237	\$114,007	\$123,500	\$1,194,113	\$1,194,113	100.0%
	% of Total	7.8%	6.2%	7.7%	9.4%	7.2%	9.2%	6.4%	7.2%	1.4%	1.4%	11.6%	9.8%	9.2%	9.2%	100.0%	100.0%	100.0%
	FY84 # of Ship Days	24	20	10	20	10	11	24	20	20	20	20	20	20	20	20	20	202
	Revenue/Ship Day	\$1,675	\$7,361	\$14,624	\$8,570	\$14,700	\$13,568	\$6,017	\$2,120	\$5,510	\$5,510	\$6,512	\$7,212	\$7,001	\$7,507	\$7,507	\$7,507	100.0%
QUARTERLY																		
	FY85 # of Ship Days			33			31			34				34			34	302
	FY84 Only Rev			\$146,241			\$149,250			\$110,200		\$130,237		\$144,231		\$1,501,521	\$1,501,521	100.0%
	% of Total			10.0%			10.0%			8.2%		9.2%		10.0%		100.0%	100.0%	100.0%
	FY84 # of Ship Days			33			31			34		34		34		34	34	302
	Revenue/Ship Day			\$4,432			\$4,815			\$3,241		\$3,831		\$4,241		\$4,419	\$4,419	100.0%
	FY80 Only Rev			\$147,615			\$117,720			\$110,103		\$130,237		\$114,007		\$1,194,113	\$1,194,113	100.0%
	% of Total			11.1%			8.2%			9.2%		9.2%		9.2%		100.0%	100.0%	100.0%
	FY84 # of Ship Days			33			31			34		34		34		34	34	302
	Revenue/Ship Day			\$4,473			\$3,797			\$3,238		\$3,831		\$3,353		\$3,513	\$3,513	100.0%
	FY80-92 Avg			31.8%			31.8%			31.8%		31.8%		31.8%		31.8%	31.8%	100.0%

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Appendix G

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FY 95 Corporate Select License Revenue Forecast
 Detail by Family, Environment & License Type
 BWB License Type = SEL

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Corporate Software Rev.

Access	WNT	STD	95%	194.00	3,396	658,824	3,762	733,700	4,178	810,632	4,874	872,568	18,630	3,096,420
		VUP	4%	130.00	218	28,340	242	31,480	266	34,640	283	38,090	1,021	132,730
		CUP	0%	130.00	188	21,180	182	23,860	201	26,130	220	26,600	766	99,880
Excel	MAC	STD	0%	184.00	802	174,888	1,004	194,776	1,106	215,146	1,215	235,710	4,230	820,820
		VUP	1%	110.00	285	28,150	285	32,450	328	35,860	357	39,270	1,243	136,750
		CUP	0%	110.00	-	-	-	-	-	-	-	-	-	-
	WIN	STD	88%	194.00	12,933	2,509,002	14,401	2,793,784	16,908	3,088,348	17,417	3,376,898	60,460	11,769,040
		VUP	8%	110.00	1,691	175,010	1,772	194,920	1,937	210,270	2,143	230,730	7,483	820,950
		CUP	1%	110.00	268	29,160	295	32,450	328	36,860	357	39,270	1,243	136,750
FoxPro	WIN	STD	98%	184.00	634	122,898	706	136,864	780	151,320	854	165,678	2,974	576,958
		VUP	0%	170.00	-	-	-	-	-	-	-	-	-	-
		CUP	2%	170.00	11	1,878	13	2,210	14	2,380	18	2,650	83	8,010
Mail Client	DOS	STD	100%	31.00	8,411	261,741	10,478	324,848	11,576	358,860	12,674	392,894	44,140	1,368,340
		VUP	0%	N/A	-	-	-	-	-	-	-	-	-	-
		CUP	0%	N/A	-	-	-	-	-	-	-	-	-	-
Mail Server	DOS	STD	98%	272.00	673	183,000	732	204,344	831	228,032	910	247,520	3,188	861,608
		VUP	2%	170.00	22	3,740	24	4,080	27	4,960	28	4,830	102	17,340
		CUP	0%	300.00	-	-	-	-	-	-	-	-	-	-
MS-DOS	DOS	STD	0%	N/A	-	-	-	-	-	-	-	-	-	-
		VUP	100%	32.20	34,949	1,128,358	38,816	1,253,085	42,989	1,384,248	47,083	1,515,428	163,917	5,278,127
		CUP	8%	N/A	-	-	-	-	-	-	-	-	-	-
NTAS	WNT	STD	98%	1189.00	340	397,480	378	443,051	418	486,811	459	538,571	1,997	1,868,893
		VUP	4%	478.00	38	18,088	42	19,892	47	22,372	61	24,276	178	84,728
		CUP	0%	N/A	-	-	-	-	-	-	-	-	-	-
Office	MAC	STD	8%	293.00	7,188	2,088,768	7,069	2,334,917	8,803	2,679,270	9,637	2,923,641	33,586	9,834,545
		VUP	1%	180.80	1,288	232,870	1,434	289,287	1,585	286,568	1,735	313,888	8,042	1,092,394
		CUP	0%	221.76	-	-	-	-	-	-	-	-	-	-
	WIN	STD	73%	293.00	18,049	17,608,257	84,838	16,938,834	71,464	20,921,372	78,131	22,904,103	272,282	79,772,788
		VUP	14%	180.80	18,330	3,484,864	21,834	3,891,839	23,777	4,298,882	26,830	4,706,224	80,681	16,351,508
		CUP	2%	221.76	2,101	485,887	2,339	618,873	2,584	873,002	2,829	827,331	8,953	2,184,803
Office Professional	MAC	STD	1%	371.00	87	24,857	75	27,825	82	30,422	90	33,380	314	118,494
		VUP	1%	156.00	80	12,480	89	13,884	98	15,288	107	16,892	374	58,344
		CUP	0%	311.00	-	-	-	-	-	-	-	-	-	-
	WIN	STD	74%	371.00	4,888	1,850,848	5,594	2,080,834	6,138	2,276,085	6,717	2,492,007	23,384	8,678,174
		VUP	25%	156.00	3,927	612,612	4,373	682,188	4,831	763,036	5,288	624,828	18,419	2,873,354
		CUP	0%	311.00	-	-	-	-	-	-	-	-	-	-
PowerPoint	MAC	STD	12%	194.00	287	49,858	287	55,878	317	61,488	347	67,318	1,208	234,352
		VUP	0%	110.00	-	-	-	-	-	-	-	-	-	-
		CUP	0%	110.00	-	-	-	-	-	-	-	-	-	-
	WIN	STD	78%	184.00	1,675	324,850	1,866	362,004	2,061	399,834	2,256	437,684	7,658	1,524,452
		VUP	4%	110.00	138	14,960	161	16,810	167	18,370	183	20,130	637	70,070
		CUP	0%	110.00	242	26,820	270	29,706	288	32,780	328	35,880	1,136	124,880
Project	MAC	STD	8%	272.00	372	101,184	414	112,508	458	124,578	501	136,272	1,745	474,640
		VUP	0%	130.00	-	-	-	-	-	-	-	-	-	-
		CUP	0%	N/A	-	-	-	-	-	-	-	-	-	-
	WIN	STD	90%	272.00	4,148	1,127,712	4,617	1,295,824	5,100	1,387,200	5,583	1,516,378	19,448	5,288,312
		VUP	2%	130.00	183	21,190	182	23,860	201	26,130	220	26,600	766	99,880
		CUP	0%	N/A	-	-	-	-	-	-	-	-	-	-

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Appendix H

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Corporate Software License Rev.

Schedule #	MAC	STD	2%	31.00	150	4,850	167	8,177	188	5,738	202	8,282	704	21,824	
		VUP	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		CUP	0%	N/A	-	-	-	-	-	-	-	-	-	-	
	WN	STD	86%	31.00	9,261	287,091	10,312	318,872	11,391	393,121	12,471	388,801	43,433	1,348,445	
		VUP	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		CUP	0%	N/A	-	-	-	-	-	-	-	-	-	-	
	SNA for NT	WNT	STD	83%	3184.00	12	38,328	13	41,822	14	44,716	16	81,104	55	178,870
			VUP	0%	N/A	-	-	-	-	-	-	-	-	-	
			CUP	7%	1768.00	1	1,768	1	1,768	2	3,536	2	3,536	6	10,608
	SOL for NT	WNT	STD	84%	2371.30	82	194,447	91	218,788	101	238,801	111	263,214	385	912,951
			VUP	8%	1233.80	10	12,338	11	13,482	12	14,888	13	16,506	46	86,295
			CUP	0%	N/A	-	-	-	-	-	-	-	-	-	
	Windows	WIN	STD	88%	69.80	48,921	2,390,736	48,121	2,882,138	48,844	2,940,796	84,887	3,219,493	190,063	11,215,127
			VUP	4%	43.00	2,858	109,894	2,848	122,807	3,147	136,321	3,446	148,136	11,098	616,937
			CUP	0%	N/A	-	-	-	-	-	-	-	-	-	
	Windows for Workgroup	WIN	STD	86%	88.00	4,071	390,108	4,533	389,838	5,007	436,802	6,482	471,452	18,093	1,841,898
			VUP	44%	32.78	8,299	278,087	8,393	308,311	10,332	338,373	11,311	370,435	38,385	1,290,185
			CUP	0%	N/A	-	-	-	-	-	-	-	-	-	
	Windows NT	WNT	STD	88%	184.00	1,189	232,800	1,338	288,890	1,478	288,180	1,818	313,310	6,824	1,081,058
			VUP	34%	148.00	832	121,472	828	135,188	1,023	149,358	1,120	163,520	3,901	589,548
			CUP	0%	148.00	-	-	-	-	-	-	-	-	-	
	Word	DOS	STD	8%	184.00	1,237	230,878	1,377	287,138	1,522	293,288	1,808	323,204	6,902	1,125,588
			VUP	0%	110.00	-	-	-	-	-	-	-	-	-	
			CUP	0%	N/A	-	-	-	-	-	-	-	-		
		MAC	STD	4%	184.00	888	125,834	775	150,350	858	168,064	837	181,778	3,204	633,216
			VUP	1%	118.00	341	37,810	378	41,890	418	48,090	458	50,480	1,888	178,780
			CUP	0%	N/A	-	-	-	-	-	-	-	-		
		WIN	STD	79%	184.00	15,278	2,983,350	17,099	3,298,748	18,780	3,843,260	20,870	3,980,980	71,844	13,888,838
			VUP	8%	110.00	2,867	281,870	2,847	318,170	3,148	348,080	3,444	378,840	11,094	1,318,340
			CUP	3%	118.00	852	83,720	848	104,280	1,048	118,280	1,148	128,280	3,987	488,870
		DOS	STD	30%	88.00	3,324	198,708	3,712	218,008	4,101	241,858	4,490	284,810	16,837	822,583
			VUP	0%	48.00	-	-	-	-	-	-	-	-	-	
			CUP	0%	N/A	-	-	-	-	-	-	-	-		
		MAC	STD	7%	88.00	478	48,848	538	61,840	685	87,330	841	82,618	2,232	218,738
			VUP	0%	78.00	-	-	-	-	-	-	-	-	-	
			CUP	0%	78.00	-	-	-	-	-	-	-	-	-	
		WIN	STD	84%	78.00	5,428	423,482	8,046	471,610	8,878	820,884	7,311	570,258	25,483	1,988,114
			VUP	0%	78.00	-	-	-	-	-	-	-	-	-	
			CUP	0%	78.00	-	-	-	-	-	-	-	-	-	
					287,083	41,872,348	287,401	48,401,161	328,338	61,388,802	389,872	68,121,283	1,182,892	185,455,194	

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FY 95 Corporate Select Forecast Assumptions
Detail by Family, Environment & License Type
BWB License Type = SEL

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Subsidiary	United States					
European Lang	No					
Gross Rev / Ror Master		\$91,566				
Gross Rev / New Master		\$86,388				
	Q3, FY94	Q4, FY95	Q2, FY95	Q3, FY95	Q4, FY95	
Recurring Masters	308	420	810	870	830	
New Masters	114	98	80	90	80	
	Q1, FY95	Q2, FY95	Q3, FY95	Q4, FY95	Total	
Recurring Masters	38,457,831	46,896,795	52,192,771	57,894,747		
New Masters	8,674,899	6,783,133	5,783,133	6,783,133	185,030,145	
Total	47,132,730	53,679,928	57,975,904	64,677,880	26,024,090	
Program Split						
Academic		2.3%				
Corporate		97.5%				
Total		100.0%				
Corporate Split by License Type						
License		98.7%				
MNT		0.3%				
Total		100.0%				
License Split by Family						
Family		MSX %				
Office		85.80%				
Word		9.00%				
Excel		7.00%				
Office Professional		4.00%				
Windows		6.00%				
Project		3.00%				
MS-DOG		2.70%				
Access		1.70%				
Works		1.90%				
Windows for Workgroups		1.80%				
PowerPoint		1.00%				
NTAS		1.00%				
Windows NT		0.85%				
Schedule +		0.70%				
Mail Client		0.70%				
SQL for NT		0.50%				
Mail Server		0.48%				
FoxPro		0.30%				
SQL for NT		0.10%				
		100%				

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Note: All items shown in BOLD are forecast assumptions that can be customized by Subsidiaries

FY 95 Corporate Select Maintenance Revenue Forecast
 Detail by Family, Environment & License Type
 BWB License Types = NSEL (New Select Maintenance) & RSEL (Recurring Select Maintenance)

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Family	Environment	License Type	Rate	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue
Access	WIN	STD	Recurring	\$ 12.50	2,061	\$ 25,613	2,523	\$ 31,538	2,814	\$ 35,176	3,112	\$ 38,900	10,930	\$ 131,625			
Access	WIN	STD	New	\$ 12.50	442	\$ 5,525	291	\$ 3,638	298	\$ 3,726	299	\$ 3,738	1,330	\$ 16,625			
Excel	MAC	STD	Recurring	\$ 12.50	4,911	\$ 61,388	5,942	\$ 74,275	6,621	\$ 82,763	7,316	\$ 91,475	24,792	\$ 308,900			
Excel	MAC	STD	New	\$ 12.50	1,031	\$ 12,888	679	\$ 8,488	697	\$ 8,713	697	\$ 8,713	3,104	\$ 38,800			
Excel	WIN	STD	Recurring	\$ 12.50	17,231	\$ 215,388	20,865	\$ 261,063	23,292	\$ 291,150	25,763	\$ 322,038	87,171	\$ 1,089,638			
Excel	WIN	STD	New	\$ 12.50	3,854	\$ 48,175	2,407	\$ 30,088	2,471	\$ 30,888	2,471	\$ 30,888	11,003	\$ 137,638			
MS-DOS	DOS	STD	Recurring	\$ 6.17	61,288	\$ 378,447	61,288	\$ 378,447	61,288	\$ 378,447	61,288	\$ 378,447	206,152	\$ 1,266,788			
MS-DOS	DOS	STD	New	\$ 6.26	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -			
NTAS	WNT	STD	Recurring	\$ 75.00	67	\$ 5,025	116	\$ 8,700	148	\$ 11,100	181	\$ 13,575	512	\$ 38,400			
NTAS	WNT	STD	New	\$ 75.00	49	\$ 3,675	32	\$ 2,400	33	\$ 2,475	33	\$ 2,475	147	\$ 11,025			
Office	MAC	STD	Recurring	\$ 23.55	21,319	\$ 502,062	24,870	\$ 585,203	27,375	\$ 643,144	29,844	\$ 702,894	103,508	\$ 2,423,304			
Office	MAC	STD	New	\$ 28.25	3,651	\$ 103,141	2,405	\$ 67,941	2,489	\$ 70,249	2,489	\$ 70,249	10,894	\$ 310,581			
Office	WIN	STD	Recurring	\$ 24.54	48,712	\$ 1,195,392	57,266	\$ 1,407,043	62,901	\$ 1,550,232	68,886	\$ 1,690,636	237,565	\$ 5,838,325			
Office	WIN	STD	New	\$ 28.25	6,854	\$ 193,651	5,635	\$ 159,189	5,785	\$ 165,428	5,788	\$ 165,485	25,780	\$ 727,720			
Office Professional	WIN	STD	Recurring	\$ 28.92	1,414	\$ 42,307	1,685	\$ 50,778	1,830	\$ 54,347	1,999	\$ 57,825	6,908	\$ 201,463			
Office Professional	WIN	STD	New	\$ 33.75	251	\$ 8,471	165	\$ 5,569	169	\$ 5,704	169	\$ 5,704	754	\$ 25,448			
PowerPoint	MAC	STD	Recurring	\$ 12.80	864	\$ 11,088	1,040	\$ 13,312	1,158	\$ 14,822	1,275	\$ 16,320	4,335	\$ 55,488			
PowerPoint	MAC	STD	New	\$ 12.60	178	\$ 2,252	116	\$ 1,472	119	\$ 1,498	119	\$ 1,498	530	\$ 6,678			
PowerPoint	WIN	STD	Recurring	\$ 12.80	1,227	\$ 15,706	1,492	\$ 19,104	1,668	\$ 21,362	1,845	\$ 23,616	6,230	\$ 79,740			
PowerPoint	WIN	STD	New	\$ 12.50	285	\$ 3,563	174	\$ 2,175	178	\$ 2,238	179	\$ 2,238	787	\$ 9,838			
Project	MAC	STD	Recurring	\$ 17.50	2,079	\$ 36,383	2,142	\$ 37,485	2,163	\$ 37,853	2,225	\$ 38,938	8,629	\$ 151,008			
Project	MAC	STD	New	\$ 17.60	63	\$ 1,103	41	\$ 718	42	\$ 735	42	\$ 735	168	\$ 2,928			
Project	WIN	STD	Recurring	\$ 17.50	4,024	\$ 70,420	4,445	\$ 77,788	4,722	\$ 82,635	5,005	\$ 87,605	16,197	\$ 283,448			
Project	WIN	STD	New	\$ 17.50	421	\$ 7,368	277	\$ 4,848	284	\$ 4,970	284	\$ 4,970	1,298	\$ 22,715			
Windows	WIN	STD	Recurring	\$ 11.00	83,787	\$ 921,657	81,142	\$ 892,561	82,574	\$ 908,311	104,312	\$ 1,147,433	341,816	\$ 3,759,832			
Windows	WIN	STD	New	\$ 11.25	17,355	\$ 195,244	11,432	\$ 128,610	11,738	\$ 132,063	11,738	\$ 132,063	42,283	\$ 475,959			
Windows for Workgroups	WIN	STD	Recurring	\$ 11.25	4,018	\$ 45,203	7,619	\$ 85,714	9,991	\$ 112,399	12,427	\$ 139,804	34,055	\$ 383,119			
Windows for Workgroups	WIN	STD	New	\$ 11.25	3,801	\$ 42,611	2,372	\$ 26,688	2,436	\$ 27,405	2,436	\$ 27,405	10,845	\$ 122,006			
Windows NT	WNT	STD	Recurring	\$ 30.78	12	\$ 369	130	\$ 4,002	208	\$ 6,405	288	\$ 8,925	638	\$ 19,638			
Windows NT	WNT	STD	New	\$ 31.00	118	\$ 3,658	78	\$ 2,418	80	\$ 2,480	80	\$ 2,480	358	\$ 11,038			
Word	MAC	STD	Recurring	\$ 12.50	4,842	\$ 60,525	5,644	\$ 70,550	6,304	\$ 78,800	6,981	\$ 87,263	23,571	\$ 294,638			
Word	MAC	STD	New	\$ 12.50	1,002	\$ 12,525	660	\$ 8,250	677	\$ 8,463	677	\$ 8,463	3,018	\$ 37,700			
Word	WIN	STD	Recurring	\$ 12.50	18,764	\$ 234,550	22,742	\$ 284,275	25,362	\$ 317,025	28,052	\$ 350,650	94,920	\$ 1,186,500			
Word	WIN	STD	New	\$ 12.50	3,978	\$ 49,725	2,620	\$ 32,750	2,890	\$ 36,125	2,891	\$ 36,138	11,979	\$ 149,738			
Total						\$ 4,273,436	320,435	\$ 4,758,650	350,802	\$ 4,258,784	360,772	\$ 4,574,972	1,342,860	\$ 20,043,842			

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FY 95 Corporate Select Maintenance Revenue Forecast Assumptions

Maintenance Base of Recurring SKUs				
Product	Platform	Std	Rate	Revenue
Access	WIN	STD	12.5	\$ 28,016
Excel	MAC	STD	12.5	81,387
Excel	WIN	STD	12.5	215,394
MS-DOS	DOS	UPD	6.17	318,453
NTAS	WNT	STD	75	5,007
Office	MAC	STD	23.66	502,084
Office	WIN	STD	24.84	1,185,406
Office Professional	WIN	STD	29.92	42,321
PowerPoint	WIN	STD	12.5	15,341
PowerPoint	MAC	STD	12.5	10,809
Project	WIN	STD	17.8	70,438
Project	MAC	STD	17.5	36,384
Windows	WIN	STD	11	701,666
Windows for Workgroups	WIN	STD	11.25	45,207
Word	MAC	STD	12.5	58,026
Word	WIN	STD	12.5	234,559
Windows NT	WNT	STD	30.78	398
Total				\$ 3,536,873

New Maintenance Revenues			
Product	Platform	Std	Percentage
Access	WIN	STD	0.76%
Excel	MAC	STD	1.78%
Excel	WIN	STD	6.20%
MS-DOS	DOS	STD	0.00%
NTAS	WNT	STD	0.50%
Office	MAC	STD	14.00%
Office	WIN	STD	32.80%
Office Professional	WIN	STD	1.15%
PowerPoint	MAC	STD	0.30%
PowerPoint	WIN	STD	0.45%
Project	MAC	STD	0.15%
Project	WIN	STD	1.00%
Windows	WIN	STD	28.50%
Windows for Workgroups	WIN	STD	0.80%
Windows NT	WNT	STD	0.60%
Word	MAC	STD	1.70%
Word	WIN	STD	6.75%
Total			100%

Note: All items shown in BOLD are forecast assumptions that can be customized by Subskaters

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FY 95 Academic Select License Revenue Forecast
 Detail by Family, Environment & License Type
 B/WB License Type = SEL

Family	Environment	License Type	Std	Upd (VUP)	Upd (CUP)	100%	25.00	1,118	28,894	1,248	32,288	1,278	33,778	1,607	38,182	8,248	138,448	
Access	WIN	STD	100%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Excel	100% MAC	STD	7%	28.00	292	7,892	325	8,450	359	9,314	393	10,218	1,389	26,594	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
FoxPro	WIN	STD	93%	28.00	3,886	101,010	4,327	112,802	4,780	124,280	6,332	136,032	18,274	473,824	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mail Client	DOS	STD	100%	22.00	974	21,428	1,088	23,870	1,189	26,378	1,312	28,984	4,570	100,540	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mail Server	DOS	STD	100%	72.00	7	604	8	578	8	578	8	548	32	2,304	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MS-DOS	DOS	STD	100%	22.00	6,438	128,438	8,500	143,000	7,181	157,982	7,881	172,942	27,310	602,380	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NTAS	WRT	STD	100%	165.00	7	1,085	8	1,240	9	1,395	10	1,550	34	5,270	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	100% MAC	STD	8%	39.00	378	14,742	421	16,418	465	18,135	508	19,881	1,773	69,147	-	-	-	
		UPD (VUP)	1%	31.00	82	1,812	88	1,798	85	2,016	71	2,201	246	7,628	-	-	-	
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Professional	100% WIN	STD	72%	39.00	3,870	118,730	3,418	133,302	3,778	147,284	4,124	161,228	14,388	881,822	-	-	-	
		UPD (VUP)	17%	31.00	889	27,889	1,001	31,031	1,108	34,288	1,211	37,641	4,217	130,727	-	-	-	
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PowerPoint	100% MAC	STD	1%	47.00	23	1,081	28	1,222	28	1,316	31	1,457	108	5,078	-	-	-	
		UPD (VUP)	1%	38.00	14	832	18	808	17	848	18	722	68	2,508	-	-	-	
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Project	100% WIN	STD	74%	47.00	1,740	81,780	1,037	91,038	2,140	100,580	2,343	110,121	8,160	383,820	-	-	-	
		UPD (VUP)	25%	28.00	897	27,076	1,078	30,128	1,189	33,292	1,302	36,458	4,834	128,952	-	-	-	
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Project	100% WIN	STD	12%	28.00	91	2,386	101	2,828	112	3,812	123	3,188	427	11,102	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Project	100% MAC	STD	8%	27.00	14	378	15	405	17	458	19	513	65	1,735	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Project	100% WIN	STD	82%	27.00	180	4,320	178	4,808	197	5,318	216	5,832	751	20,277	-	-	-	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		UPD (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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Schedule	MAC	STD	2%	22.00	28	572	28	638	32	794	38	782	123	2,708	
100%	MAC	UPD (MUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	-
		STD	98%	22.00	1,844	38,188	1,830	40,280	2,022	44,184	2,214	48,708	7,710	189,820	
SNA for HT	WNT	UPD (MUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	83%	625.00	1	628	1	623	2	1,248	2	1,248	8	3,738	
SOL for HT	WNT	UPD (MUP)	7%	1559.00	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	84%	631.00	-	-	-	-	-	-	-	-	-	-	
Windows	WNT	UPD (MUP)	8%	1689.00	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	98%	22.00	8,182	180,224	8,122	200,884	10,077	221,884	11,032	242,704	38,423	846,308	
Windows for Workgroup	WNT	UPD (MUP)	4%	22.00	377	8,284	410	8,218	463	10,186	607	11,154	1,788	38,882	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	68%	22.00	525	7,106	360	7,820	388	8,788	438	9,892	1,817	33,574	
Windows NT	WNT	UPD (MUP)	44%	18.00	311	6,588	348	6,228	382	8,878	418	7,524	1,487	28,228	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	100%	38.00	48	1,882	55	2,090	81	2,318	88	2,508	231	8,778	
Word	DOS	UPD (MUP)	6%	28.00	643	14,118	805	15,738	868	17,348	731	19,008	2,647	66,222	
		UPG (CUP)	1%	22.00	100	2,200	111	2,442	123	2,708	136	2,970	489	10,318	
		STD	0%	N/A	-	-	-	-	-	-	-	-	-	-	
100%	MAC	UPD (MUP)	4%	28.00	308	7,838	340	8,840	378	9,776	411	10,888	1,432	37,232	
		UPG (CUP)	1%	22.00	100	2,200	111	2,442	123	2,708	136	2,970	489	10,318	
		STD	8%	N/A	-	-	-	-	-	-	-	-	-	-	
WNT	WNT	UPD (MUP)	73%	28.00	8,538	178,014	7,281	188,508	8,044	208,144	8,808	228,858	30,670	787,420	
		UPG (CUP)	11%	22.00	1,104	24,288	1,220	27,038	1,368	29,878	1,486	32,882	5,177	113,884	
		STD	0%	N/A	-	-	-	-	-	-	-	-	-	-	
Works	DOS	UPD (MUP)	30%	22.00	1,632	35,704	1,708	37,832	1,885	41,470	2,083	45,388	7,188	188,082	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	0%	N/A	-	-	-	-	-	-	-	-	-	-	
100%	MAC	UPD (MUP)	7%	22.00	383	7,988	404	8,988	447	9,834	489	10,788	1,703	37,488	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	0%	N/A	-	-	-	-	-	-	-	-	-	-	
WNT	WNT	UPD (MUP)	84%	22.00	3,288	72,878	3,873	80,808	4,057	88,254	4,442	97,724	15,471	340,382	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		STD	0%	N/A	-	-	-	-	-	-	-	-	-	-	
					48,350	1,172,058	68,487	1,308,097	86,788	1,442,288	81,078	1,578,838	212,711	8,488,348	

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FY 95 Academic Select License Revenue Forecast Assumptions

Subsidiary	United States				
European Lease	No				
Gross Rev / Rev Master	\$81,566				
Gross Rev / New Master	\$98,296				
	Q4, FY94	Q1, FY95	Q2, FY95	Q3, FY95	Q4, FY95
Recurring Masters	308	420	510	570	630
New Masters	114	90	88	60	60
	Q1, FY95	Q2, FY95	Q3, FY95	Q4, FY95	Total
Recurring Masters	36,457,831	46,896,765	62,192,771	67,886,747	185,036,146
New Masters	4,874,899	5,783,133	5,783,133	5,783,133	28,024,098
Total	47,132,530	52,481,828	57,975,804	63,400,880	221,060,241
Program Split					
Academic	2.89%	2.8%			
Corporate	97.89%	97.8%			
Total	100.00%	100.0%			
Corporate Split by License Type					
License	90.7%	90.7%			
MNT	9.3%	9.3%			
Total	100.0%	100.0%			
License Split by Family		Mix %	AD: %		
Family					
Office			13.92%		
Word			18.74%		
Escal			9.22%		
Office Professional			9.38%		
Windows			16.00%		
Project			0.40%		
MS-DOS			10.90%		
Access			2.47%		
Works			9.79%		
Windows for Workgroups			1.09%		
PowerPoint			1.68%		
NTAS			0.11%		
Windows NT			0.16%		
Schedule +			3.12%		
Mail Client			1.82%		
SOL for NT			0.00%		
Mail Server			0.04%		
FoxPro			0.73%		
SHA for NT			0.59%		
			100%		

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FY 95 Corporate MOLP License Revenue Forecast
 Detail by Family, Environment & License Type
 BWB License Type = MOLP

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Product	Environment	License Type	Revenue %	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units
Access	WIN	STD	83%	228.00	189	46,144	330	75,240	462	105,338	694	133,432	1,664	361,132	
		UPD (VUP)	4%	110.00	17	1,876	28	3,180	41	4,516	63	6,930	140	16,400	
		UPG (CUP)	3%	110.00	19	1,450	22	2,420	30	3,300	36	4,260	104	11,440	
Excel	MAC	STD	9%	228.00	54	12,312	90	20,520	127	28,958	163	37,164	434	98,952	
		UPD (VUP)	1%	110.00	18	1,980	31	3,410	43	4,730	56	6,160	148	16,280	
		UPG (CUP)	0%	110.00	-	-	-	-	-	-	-	-	-	-	
FoxPro	WIN	STD	84%	228.00	780	177,840	1,300	298,400	1,820	414,860	2,340	533,620	6,240	1,422,720	
		UPD (VUP)	8%	110.00	112	12,320	188	20,680	263	28,930	338	37,180	901	98,110	
		UPG (CUP)	1%	110.00	18	1,980	31	3,410	43	4,730	56	6,160	148	16,280	
Met Client	DOS	STD	100%	80.00	16,001	1,494,080	27,868	2,480,120	38,738	3,488,240	49,603	4,482,270	132,908	11,952,720	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
Visual C++	WIN	STD	98%	278.00	212	58,512	354	97,704	485	138,820	637	175,812	1,868	468,648	
		UPD (VUP)	2%	170.00	7	1,190	11	1,870	16	2,720	21	3,570	55	8,350	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
MS-DOS	DOS	STD	0%	N/A	-	-	-	-	-	-	-	-	-		
		UPD (VUP)	100%	38.00	82,740	3,256,840	104,587	3,764,412	148,383	6,270,148	188,220	6,778,820	501,820	19,068,120	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
NTAS	WNT	STD	86%	898.00	166	114,208	277	190,678	388	286,844	498	343,312	1,330	915,040	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	4%	498.00	9	4,484	16	7,936	22	10,912	28	13,888	76	37,200	
Office	MAC	STD	8%	345.00	433	148,385	722	248,090	1,011	348,795	1,300	448,600	3,468	1,183,770	
		UPD (VUP)	8%	N/A	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	1%	274.00	80	16,440	101	27,874	141	38,834	161	46,594	483	132,342	
Office Professional	WIN	STD	71%	345.00	3,816	1,213,020	5,881	2,022,048	8,203	2,830,725	10,840	3,636,405	28,131	9,705,195	
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	17%	255.00	1,107	282,285	1,646	470,730	2,585	650,175	3,323	847,385	8,861	2,259,555	
PowerPoint	MAC	STD	0%	N/A	-	-	-	-	-	-	-	-	-		
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
Project	WIN	STD	78%	228.00	409	93,282	882	185,480	955	217,740	1,226	278,984	3,274	746,472	
		UPD (VUP)	4%	110.00	39	4,260	65	7,150	91	10,010	117	12,870	312	34,320	
		UPG (CUP)	6%	110.00	69	7,590	118	12,780	182	17,820	208	22,880	555	61,050	
Project	MAC	STD	7%	320.00	26	8,320	43	13,760	61	19,520	76	24,800	208	66,560	
		UPD (VUP)	1%	130.00	9	1,170	15	1,950	21	2,730	27	3,510	72	9,360	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	
Project	WIN	STD	90%	320.00	337	107,840	582	179,840	787	251,840	1,012	323,840	2,696	863,360	
		UPD (VUP)	2%	130.00	16	1,850	28	3,380	36	4,680	46	6,840	123	16,890	
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-	

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Schedule	MAC	STD	2%	37.00	413	18,281	688	25,496	853	32,831	1,238	48,843	3,303	122,211
		UPO (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
	WIN	STD	88%	37.00	25,481	938,837	42,335	1,648,395	60,389	2,192,853	78,203	2,818,611	203,208	7,618,698
		UPO (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
VB	WIN	STD	84%	228.00	248	86,088	411	83,708	675	121,100	740	188,720	1,072	448,818
		UPO (VUP)	0%	82.00	39	3,888	85	5,888	81	8,372	117	10,764	312	28,704
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
Windows	WIN	STD	88%	69.00	18,806	1,382,814	32,677	2,254,713	46,748	3,198,812	89,818	4,058,432	168,840	10,822,581
		UPO (VUP)	4%	85.00	867	82,205	1,608	103,740	2,335	148,278	2,873	186,748	7,881	497,988
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
Windows for Workgroups	WIN	STD	86%	102.00	2,820	257,040	4,200	428,400	5,880	688,780	7,880	771,120	20,160	2,058,320
		UPO (VUP)	44%	33.00	6,120	201,880	10,200	336,800	14,380	471,340	18,380	605,860	46,980	1,618,880
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
Windows NT	WNT	STD	88%	228.00	148	33,288	243	55,404	341	77,748	438	98,884	1,188	288,304
		UPO (VUP)	34%	187.00	110	17,270	184	28,888	288	40,808	332	62,124	884	138,788
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
Word	DOS	STD	8%	228.00	128	28,412	215	48,020	361	88,828	387	88,238	1,032	235,296
		UPO (VUP)	6%	116.00	-	-	-	-	-	-	-	-	-	-
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
	MAC	STD	4%	228.00	72	16,418	121	27,688	169	38,632	217	49,478	678	132,012
		UPO (VUP)	1%	110.00	41	4,610	88	7,690	87	10,870	125	13,760	332	38,620
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
	WIN	STD	78%	228.00	1,503	383,204	2,858	605,568	3,718	847,704	4,781	1,080,088	12,748	2,908,544
		UPO (VUP)	8%	118.00	318	34,430	822	87,420	731	80,410	840	100,400	2,808	275,680
		UPO (CUP)	2%	118.00	104	11,440	174	19,140	243	28,730	313	34,430	434	61,740
Works	DOS	STD	39%	88.00	8,364	848,108	15,857	1,080,333	21,820	1,812,480	28,183	1,844,827	75,164	6,185,828
		UPO (VUP)	0%	46.00	-	-	-	-	-	-	-	-	-	-
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
	MAC	STD	7%	115.00	1,837	183,788	2,228	286,338	3,120	358,800	4,012	481,380	10,688	1,200,270
		UPO (VUP)	0%	70.00	-	-	-	-	-	-	-	-	-	-
		UPO (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-
	WIN	STD	64%	92.00	15,188	1,588,272	24,277	2,325,484	38,388	3,256,098	45,489	4,185,908	121,330	11,162,380
		UPO (VUP)	8%	70.00	-	-	-	-	-	-	-	-	-	-
		UPO (CUP)	8%	70.00	-	-	-	-	-	-	-	-	-	-
					171,508	11,868,878	288,887	18,852,068	400,218	27,933,308	614,885	35,914,481	1,372,188	85,768,628

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FY 95 Corporate MOLP License Revenue Forecast Assumptions

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Region:	United States					
European Lang:	No					
Total MOLP Revenue	16,309,646	25,516,810	35,722,274	45,928,638	122,478,368	
Program Split						
	Academic	8.0%				
	Corporate	82.0%				
	Total	100.0%				
Corporate Split by License Type						
	License	85.0%				
	MNT	15.0%				
	Total	100.0%				
License Split by Family/End/Upg						
	Family	MIX %				
	Office	13.88%				
	Word	3.84%				
	Excel	1.73%				
	Office Professional	2.21%				
	Windows	11.82%				
	Project	1.90%				
	MS-DOS	18.87%				
	Access	8.41%				
	Works	16.38%				
	Windows for Workgroups	3.83%				
	PowerPoint	1.80%				
	NTAS	1.00%				
	Windows NT	6.42%				
	Schedule +	7.88%				
	Mat Client	12.48%				
	Visual C++	8.60%				
	FoxPro	8.29%				
	VB	8.68%				
	Total	100%				

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Corporate MOLP Maintenance Revenue Forecast
 Detail by Family, Environment & License Type
 BWB License Type = MOLP

Corporate Maintenance Rev.

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Family	Env	License	Unit Price	Units	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue	Revenue
Access	WIN	STD	New	\$ 100.00	172	17,200	287	28,700	401	40,100	616	61,600	1,376	137,600
Excel	MAC	STD	New	\$ 100.00	401	40,100	589	58,900	837	83,700	1,205	120,500	3,212	321,200
Excel	WIN	STD	New	\$ 100.00	1,423	142,300	2,372	237,200	3,322	332,200	4,271	427,100	11,388	1,138,800
MS-DOS	DOS	STD	New	\$ 6.50	-	-	-	-	-	-	-	-	-	-
NTAS	WNT	STD	New	\$ 600.00	18	11,400	31	18,600	44	26,400	57	34,200	151	90,600
Office	MAC	STD	New	\$ 226.00	1,422	321,372	2,370	535,820	3,319	750,094	4,267	964,342	11,378	2,571,428
Office	WIN	STD	New	\$ 226.00	3,332	753,032	5,554	1,255,204	7,776	1,757,376	9,998	2,259,548	26,660	6,025,160
Office Professional	WIN	STD	New	\$ 270.00	97	26,190	183	44,010	228	61,560	293	79,110	781	210,870
PowerPoint	MAC	STD	New	\$ 12.50	551	6,888	918	11,475	1,286	16,076	1,663	20,883	4,408	55,100
PowerPoint	WIN	STD	New	\$ 12.50	828	10,325	1,377	17,213	1,828	24,113	2,480	31,000	6,612	82,650
Project	MAC	STD	New	\$ 17.50	196	3,430	328	5,740	459	8,033	590	10,325	1,573	27,528
Project	WIN	STD	New	\$ 17.50	1,312	22,960	2,187	38,273	3,081	53,568	3,936	68,860	10,496	183,680
Windows	WIN	STD	New	\$ 11.25	54,093	608,548	90,156	1,014,255	128,218	1,419,853	162,281	1,825,861	432,748	4,868,415
Windows for Workg	WIN	STD	New	\$ 11.25	11,227	126,304	18,711	210,498	26,196	294,705	33,681	378,911	89,815	1,010,419
Windows NT	WNT	STD	New	\$ 31.00	370	11,470	617	19,127	854	26,784	1,111	34,441	2,962	91,822
Word	MAC	STD	New	\$ 12.50	3,123	39,038	5,205	65,063	7,287	91,088	9,369	117,113	24,984	312,300
Word	WIN	STD	New	\$ 12.50	12,400	155,000	20,687	258,338	28,935	361,688	37,202	465,025	99,204	1,240,050
Total						\$ 2,295,564	151,612	\$ 3,828,216	212,262	\$ 9,367,434	272,910	\$ 6,686,419	727,748	\$ 16,387,821

MOLP Maintenance Revenue Forecast Assumptions

Family	Env	License	Mix %
Access	WIN	STD	0.75%
Excel	MAC	STD	1.76%
Excel	WIN	STD	8.20%
MS-DOS	DOS	STD	0.00%
NTAS	WNT	STD	0.59%
Office	MAC	STD	14.00%
Office	WIN	STD	32.80%
Office Professional	WIN	STD	1.16%
PowerPoint	MAC	STD	0.30%
PowerPoint	WIN	STD	0.45%
Project	MAC	STD	0.16%
Project	WIN	STD	1.00%
Windows	WIN	STD	26.50%
Windows for Workg	WIN	STD	5.50%
Windows NT	WNT	STD	0.50%
Word	MAC	STD	1.70%
Word	WIN	STD	6.75%
			100%

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FY 96 Academic MQLP License Revenue Forecast
Detail by Family, Environment & License Type
BWB License Type = MOLP

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Family	Environment	License Type	%	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	Revenue	Units	
Access	WN	STD	83%	228.00	104	23,712	174	38,872	244	55,832	314	71,892	838	190,808						
		UPD (VUP)	4%	118.00	8	900	18	1,858	21	2,310	28	3,380	73	8,850						
		UPG (CUP)	3%	118.00	7	770	11	1,210	14	1,760	21	2,310	55	6,350						
Excel	MAC	STD	6%	228.00	25	6,780	42	9,678	88	13,224	78	17,100	200	45,800						
		UPD (VUP)	1%	118.00	8	880	14	1,640	20	2,200	28	2,980	88	7,480						
		UPG (CUP)	0%	118.00	-	-	-	-	-	-	-	-	-	-	-					
FoxPro	WN	STD	86%	228.00	382	82,538	603	137,484	844	192,432	1,086	247,608	2,895	660,060						
		UPD (VUP)	6%	118.00	52	6,720	87	9,670	122	13,428	157	17,270	418	49,880						
		UPG (CUP)	1%	118.00	8	880	14	1,640	20	2,200	28	2,980	88	7,480						
Mail Client	DOS	STD	100%	80.00	210	18,900	350	31,500	491	44,180	631	58,790	1,882	151,280						
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
Visual C++	WIN	STD	88%	278.00	18	4,988	30	8,280	43	11,858	55	15,180	148	40,288						
		UPD (VUP)	2%	178.00	-	-	1	170	1	170	1	170	3	510						
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
MS-DOS	DOS	STD	0%	N/A	-	-	-	-	-	-	-	-	-							
		UPD (VUP)	100%	38.00	3,182	113,472	5,253	188,108	7,354	284,744	9,458	340,418	28,218	907,740						
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
NTAS	WNT	STD	94%	888.00	1	888	2	1,378	3	2,084	4	2,752	10	8,880						
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
		UPG (CUP)	4%	488.00	-	-	-	-	-	-	-	-	-	-						
Office	MAC	STD	9%	348.00	37	12,786	63	21,738	88	30,388	113	38,945	301	103,846						
		UPD (VUP)	8%	N/A	-	-	-	-	-	-	-	-	-	-						
		UPG (CUP)	1%	274.00	8	1,378	9	1,192	12	3,288	15	4,110	40	10,880						
Office Professional	MAC	STD	73%	348.00	300	103,878	511	178,288	715	248,878	918	317,065	2,451	843,598						
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
		UPG (CUP)	17%	268.00	88	24,480	161	41,055	218	57,378	288	73,895	771	198,605						
PowerPoint	WN	STD	0%	N/A	-	-	-	-	-	-	-	-	-							
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
Project	MAC	STD	12%	228.00	9	2,052	16	3,420	21	4,788	27	6,158	72	16,418						
		UPD (VUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
Project	WN	STD	78%	228.00	58	13,452	89	22,672	139	31,882	178	40,812	478	108,528						
		UPD (VUP)	4%	118.00	5	580	9	990	13	1,430	17	1,870	44	4,840						
		UPG (CUP)	8%	118.00	10	1,180	18	1,780	23	2,830	30	3,300	78	8,880						
Project	MAC	STD	7%	328.00	-	-	1	320	2	640	-	-	5	1,500						
		UPD (VUP)	1%	138.00	-	-	-	-	-	-	-	-	-	-						
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						
Project	WN	STD	90%	328.00	11	3,620	19	6,080	27	8,840	35	11,200	92	28,440						
		UPD (VUP)	2%	138.00	-	-	-	-	1	130	1	130	2	260						
		UPG (CUP)	0%	N/A	-	-	-	-	-	-	-	-	-	-						

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Academic License Rev.

Category	Platform	License	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value
Windows	WIN	STD	14	818	23	851	32	1,184	42	1,854	111	4,107								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Windows NT	WIN	STD	883	31,801	1,438	83,243	2,016	74,885	2,891	95,807	6,008	285,596								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Windows for Itanium	WIN	STD	21	4,786	35	7,960	60	11,460	64	14,982	178	38,760								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Windows XP	WIN	STD	2,107	189,183	3,848	288,574	5,384	371,488	8,923	477,687	18,460	1,273,740								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Word	WIN	STD	112	7,280	187	12,155	283	17,995	328	21,970	600	58,600								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Word 2003	WIN	STD	199	4,817	208	8,217	348	11,817	448	14,817	1,388	58,484								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Word 2007	WIN	STD	4	912	7	1,086	11	2,008	14	3,182	36	6,208								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Word 2010	WIN	STD	64	12,312	91	20,748	127	28,858	164	37,282	426	89,408								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Excel	WIN	STD	30	8,840	51	11,628	71	19,188	82	20,878	244	65,672								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Excel 2003	WIN	STD	17	1,878	28	3,190	41	4,610	53	6,350	140	16,400								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Excel 2007	WIN	STD	875	161,206	1,128	288,728	1,577	389,658	2,027	482,168	5,489	1,232,240								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Excel 2010	WIN	STD	132	64,630	221	84,310	318	114,000	399	149,800	1,082	418,920								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
Excel 2013	WIN	STD	44	4,440	73	8,020	103	11,320	133	14,820	382	38,820								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
PowerPoint	WIN	STD	431	26,738	719	48,611	1,067	69,483	1,288	80,288	2,482	226,788								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
PowerPoint 2003	WIN	STD	61	7,018	102	11,720	142	16,446	184	21,160	480	56,250								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
PowerPoint 2007	WIN	STD	496	64,032	1,181	106,812	1,528	148,882	2,060	182,280	5,373	612,716								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		
PowerPoint 2010	WIN	STD	10,480	1,009,887	17,228	1,272,219	24,423	2,494,088	31,410	3,120,068	82,719	8,241,888								
	WIN	UPD (VUP)																		
	WIN	UPD (CUP)																		

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FY 95 Academic MOLP License Revenue Forecast Assumptions

Subsidiary	United States				
European Lang	No				
Total MOLP Revenue	16,389,646	26,616,910	36,722,274	45,828,028	122,476,368

Program Split	Academic	Corporate	Total
	8.0%	92.0%	100.0%

Academic Split by License Type	License	MNT	Total
	85.0%	15.0%	100.0%

License Split by Family	Mix %
Family	13.82%
Office	18.74%
Word	9.22%
Excel	9.36%
Office Professional	16.90%
Windows	0.40%
Project	10.90%
MS-DOS	2.47%
Access	8.70%
Works	1.66%
Windows for Workgroups	0.71%
PowerPoint	0.16%
NTAS	3.12%
Windows NT	1.82%
Schedule +	0.90%
Mail Client	0.90%
SQL for NT	0.73%
Visual C++	0.80%
FoxPro	0.80%
VB	100%

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