From: Steven Sinofsky
Sent: Thursday, May 15, 1997 10:06 PM
To: Bill Gates
Cc: Jon DeVaan
Subject: RE: Corel 8 in-depth

WordPerfect is impressive. The performance is pretty good as well (we'll test when they ship). I'm worried a lot about this since the retail Corel purchasers are totally buying the suite for WP (they still even have a stand-alone WP setup on the CD along with the suite setup). It will likely win some reviews in Word Processing, especially the "value" based reviews. The other Corel apps are not as strong. The box has a lot of stuff in it as usual--it will be interesting to see the final retail box (clipart, web authoring, etc.) as we're looking at the public beta right now.

The "click and type" feature is cool. This allows you to click anywhere on the page and just start typing. They fill in the page with tabs and newlines. They did a pretty good job. This is a Word9 feature (interestingly enough we were doing it mostly for Far East). The Word9 folks feel that the Corel feature is shallow and has some non-intuitive aspects that will show themselves after a little use, and they feel they will do a much deeper job.

The HTML-mode is also interesting. We do hope to avoid that modal state, but it does resonate.

We are thinking about our "efficiency". We spend more time and do so much more depth on features than WP has done. It is definitely a BMW/Mercedes sort of thing we do compared to WP. This really shows in consistency, error handling, boundary cases, programmability, and UI polish, not to mention cross-suite functionality and performance.

-----Original Message-----
From: Bill Gates
Sent: Thursday, May 15, 1997 9:55 PM
To: Steven Sinofsky '
Cc: Jon DeVaan
Subject: RE: Corel 8 in-depth

They definitely got a lot done given how small their R&D team is. More than I would have expected.

-----Original Message-----
From: Steven Sinofsky
Sent: Thursday, May 15, 1997 12:49 AM
To: Bill Gates; Aaron Contorer
Subject: FW: Corel 8 in-depth
Importance: Low

This is from a product manager and has some of the basic information about their feature set.

-----Original Message-----
From: Marshall Moseley
Sent: Wednesday, May 14, 1997 4:59 PM
To: DAD Marketing Group; WordPerfect Issues Core Team; Office Technical Field Discussion
Subject: Corel 8 in-depth

Sorry for the duplicate sends.

The document below drills down on the new features in WordPerfect Suite 8 product and in the suite itself. This is not a customer ready document and should not go outside of the company.

Synopsis:

Products--With limited resources and time, Corel has tried to match Office 97 feature-for-feature and copy our UI as much as possible. With the notable exception of Paradox, they've largely succeeded.

Marketing--Their tagline is "Communicate. Collaborate. Connect to the World." It's pretty clear that they are coming after LORGs with Corel Central and Communicator. Their positioning will therefore probably map to ours with one key difference--Corel will tout open Internet standards as the correct technology on which to build

enterprise computing, and *it will attempt to discredit Exchange and BackOffice as proprietary solutions that lock people in and limit their choices*.

<< File: Corel 8 in-depth.doc >>