

Office Wins and Losses Summary

KEY:

Shading indicates accounts which will be written up in an account analysis.

Comments: These notes are for easy flagging of accounts with key characteristics.

- "Notes": evaluated or are using Notes
- "Mix" chose a mix of desktop apps instead of Office
- "SmartSuite": chose SmartSuite instead of Office.
- "List": placed on a supported products list with other competitive products
- "St": indicates that this account standardized on our product
- "Switch": this account had a large installed base of a competed app
- "Compete": The rep's writeup mentioned that they competed with Lotus for this business.
- "Infl": this win or loss will have an influence over other divisions in the organization
- "Custom": this account is using VB, VBA or other MS tools to build solutions with Office.

Status: Indicates the progress on completing a writeup on this account.

- "Sent x/x": date the survey was sent to the rep... rep has not yet completed survey.
- "Need acct IV": Rep interview has been completed, need to do interview with the account.
- "DONE": Writeup is completed.
- "Cancel": I've decided not to writeup this account after an initial conversation with the rep.

Account	Product Category won or lost	Comment	# desktops: Initial - possible	Source	Status
LOSSES					
Asland Oil	LOSS: Mail	Notes		Sept	
Boatmen & Tross	LOSS: suite	bought mix	250-600	Nov	DONE
GE Plastics	LOSS: Mail			Sept	
Ganther	LOSS: suite	bought mix	2,000	Sept	Need acct IV
Hyundai	LOSS: suite	SmartSuite	25,230	rep	DONE
Marine Corps	LOSS: suite	SmartSuite	19,000-30,000	Oct	DONE
PaineWebber	LOSS: Mail	list	150-10,000	Nov	
Pillsbury	LOSS: suite	Pilot only		Sept	sent I/IS
Sun Company	LOSS: suite	SmartSuite	1500	rep	DONE
Tenneco Gas	LOSS: suite	SmartSuite	2,000	Oct	DONE
University of Alaska B School	LOSS: suite	SmartSuite	150	Oct	DONE
OFFICE WINS					
29 Palms Marine Base	Office			Nov	
3M Purchasing Department	Office	switch	80	Oct	
Air Products	Office	Notes, St	2200-3000	Nov	need acct IV
Alexander & Alexander	Office		8,815	Oct	
Allied Signal	Office	list	500-1000	Oct	
American Family Insurance	Office	Opns	5000	Nov	sent 1/10, 1/20
American International Group (AIG)	Office	Notes	20,000		sent 1/10, 1/20
American National Bank	Office	compete, St	1500	Sept	
Anheuser-Busch MSG (MIS group)	Office	St	300	Nov	
Avery Dennison	Office	compete	14,000	Oct	

Baltimore Gas & Electric	Office		6000	Oct	
Bechtel Oak Ridge	Office	only site	490	Nov	
Black & Decker	Office	compete	3200	Nov	need acct IV
Buckman Labs	Office	not select	300-1000	Nov	
Cellular One	Office		250	Nov	
CH2MHill	Office	compete, St			
Chase Middle Markets	Office	compete	300	Oct	
Chevron Houston	Office		15,000	Oct	sent 1/10, rep iv scheduled
Cooperative Power	Office	compete, St	100	Nov	
Cox Hospital of Springfield	Office	compete, St	300	Sept	
Crestar Bank Mortgage Division	Office	switch	350	Sept	
Crowe Chizek	Office	an SP, St	500	Sept	
Deere & Co Executive Staff	Office			Oct	
Deere & Co Industrial Marketing	Office	switch, St	400	Oct	
Dept of Army Hqs	Office	infl, St	300	Nov	
DOD Joint Command	Office		120	Nov	
EDS/Vehicle Order Management	Office	custom		Sept	
Electronic Reality Associates (ERA)	Office	custom, compete	20,000	Sept	
Farm Credit Bank of Wichita	Office	compete	1000	Sept	
Georgia Pacific	Office			older	
Glendale Federal	Office		1200	Oct	
Graybar Electric	Office		2000-4000	Oct	
Health America	Office		500	Nov	
Holy Cross Medical Center	Office	compete	300	Sept	
Honda Sales Force	Office		265	Oct	
Howmet Corporation	Office	Notes, St		Nov	sent 1/10
Irvine Ranch Water District	Office	switch, St	140	Nov	
ISO	Office	St	500	Sept	
James River	Office		2548	Sept	
JMB	Office	Opro, St	850	Nov	
Kennametal	Office	St	2500	Nov	
King Co. Budget Office	Office	compete		Nov	
Kodak Engineering	Office		50	Oct	
Lake Washington School District	Office	Mac; from Works	100	Oct	
Levi Strauss & Company	Office	compete		Nov	
Magma Copper	Office	St	500	Sept	
Maritz, Inc	Office		5,000	Nov	
Mary Kay Cosmetics Accounting Dept	Office	compete, switch	15	Oct	
MBNA	Office		5000	Sept	
Merrill Lynch Int'l Retail Brokerage	Office	not Select	1400	Nov	sent 1/10, 1/20
Miles, Inc	Office		5000	Nov	
Minnesota Pollution Control	Office	switch	750	Oct	
Mitsubishi Electronics	Office		1000	Oct	
Montgomery Watson	Office	switch	500	Oct	
Morris Alper Food Brokers	Office	compete, St		Oct	
Naval Aviation	Office	compete, St	1,700	Sept	
Nelson, Rogers, Becker & Winningham	Office	switch, St		Oct	

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Northern States Power	Office	St. compete	3,000	Nov	
Novacor Chemicals	Office	Opro. St	250-1000	Oct	
Paramount Publishing Finance Dept	Office	Switch, Legal, St	200-2000	Nov	
Patrick Air Force Base	Office		4,000	Oct	
Pella Corporation	Office	switch	250	Nov	
PepsiCo	Office		9,000	Sept	
Philip Morris Management	Office	compete	512 M	Nov	
Piper & Marbury	Office		650	Oct	
Property Development of WA State	Office	switch, St		Nov	
Prudential Health Care	Office		2,500	Nov	
Raymond James Financial	Office	compete	2,500	Oct	
Resort Condominiums	Office	Opro. St	3000	Sept	need acct IV
Rubbermaid	Office		10,000		need acct IV
Rohm & Haas	Office	compete	4,250	Sept	
Safeco	Office	List	4000	Nov	
San Bernardino Environmental Group	Office	switch	350-750	Nov	sent 1/10 to SP
Savannah College of Art & Design	Office	St.	250	Nov	
Schofield Barracks MP Battalion	Office	St	55-100	Nov	
St. Paul Companies	Office			Oct	
State of California DMV	Office		1211	Oct	
TCI	Office	list		Oct	
Tennant Corporation	Office	St	500	Nov	
Trus-Joist Macmillan	Office	St	500	Oct	
TRW SIG Division	Office	switch PPT	770	Oct	
Union Bank	Office	custom	100-1200	Nov	
University of Texas System	Office	only w eval	6,000/B	Oct	cancel
Upocal	Office	compete, St	\$1.5m	Nov	rep re scheduled
UT Austin College of Engineers	Office	Opro. St		Nov	
UT Chancellors Office	Office	Opro. infl.	20	Nov	
Veterans Benefits Administration	Office		2200	Nov	
Walt Disney Company	Office		7000-14,000	Oct	sent 1/10
WSIPC	Office	infl, St	100	Nov	
Coca-Cola	Office	St.		Nov	
Single App Wins					
Digital US Sales	Access	Custom	2500	Nov	
Intel NM	Access	Opro, List		Oct	
Shell USA	Access	compete	10,000	Oct	
TransAmerica Occidental Life	Access	Custom		Oct	
Weyerhaeuser	Access	compete	1000	Sept	
Ball Aerospace	Access/Fox		550	Nov	
Cargill Northeast Petroleum Division	Excel	switch		Nov	
Deere & Co Treasurer's Office	Excel	influence		Nov	
Dept of Revenue Audit Division	Excel		350-750	Oct	
Honeywell Air Transport Finance	Excel	switch	50	Oct	
American Bar Association	Mail	influence	500	Sept	
Geraghty and Miller	Mail	Compete: Notes		Oct	
Hach Company	Mail		500	Sept	
Lincoln Telephone	Mail		50-600	Nov	

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Marion Merrell Dow	Mail		8-10,000	Oct	
State of Iowa	Mail		200	Sept	
Grinnell Mutual Insurance	Word	compete	75-300	Nov	
Lockheed	Word	compete	3000	Oct	

Office Losses

MICROSOFT LOSES 25,000 UNIT OFFICE DEAL TO LOTUS SMARTSUITE - (Mid-Atlantic Region) Department of Defense) Deborah Rea, Government Account Representative - After a very long evaluation process, The Marine Corp has decided to standardize on Lotus Smartsuite over Microsoft Office. This is a major setback for the Navy Team. While we do believe that there will be individual groups who will continue to purchase MS products off the Desktop IV contract, it will be harder for us to make inroads with the Marines given the success of Smartsuite. Our next step is to tackle the Operating System battle with the Marine Corps.

UNIVERSITY OF ALASKA'S BUSINESS SCHOOL CHOOSES LOTUS SUITE - (Western Region, Pac West) Clare Harris, EAE - Although Microsoft Office had the majority of faculty support, our lack of education office offerings, led them to Lotus Suite. They were able to obtain Suite at about \$50.00 per license for 150 CPUs. The equivalent offering from Microsoft (via 10-packs) would have cost them approximately \$130.00 street price.

TENNECO GAS CHOOSES LOTUS SOLUTION TO PUSH FOR A CORPORATE WIDE STANDARD - (Southern Region, Houston) Bo Guilbeault, CAR. - Tenneco Gas, a division of Tenneco Inc., has chosen Lotus as their Partner to present a company wide solution. This decision will be addressing 2500 desktops for Notes and Smartsuite.

GANNETT COMPANY CHOOSES TO STAY WITH CURRENT STANDARDS OF LOTUS AND WORDPERFECT - (Mid Atlantic Region, Washington) Timothy Trevithick, CAE - In a difficult competitive situation, MS lost a standardization opportunity for office applications. Despite the full court press by the account team to influence the decision makers with the MS advantages, and upcoming Office 4.0 technology and its implications, they have decided to stay with the current standards being used in the DOS environment and slowly transition into the Windows versions. This will affect approximately 2,000 desktops over the next two years. The surprising competitive information that came out of this loss is that our pricing for MS Office under MVLP-B was actually higher than the pricing for a mixed suite of Lotus, WordPerfect, and Harvard Graphics. Corporate Software provided all the pricing, and we understand that in addition to aggressive pricing by Lotus and WordPerfect, PFS has a special program to price their software into mixed suite deals. The account team has worked to give this feedback to the Select team at corporate.

BOATMEN'S TRUST UPSET WITH OFFICE LICENSING AND CHOOSES COMPETITION - (Southern Region, St. Louis) Bryan Alsup, BOM - Boatmen's is not pleased with Microsoft's concurrency policy. Therefore, they will not use Office but will use Word, Excel, WordPerfect Presentation, Harvard Graphics and WordPerfect Office for Mail.

SMARTSUITE CHOSEN FOR WINDOWS PILOT AT PILLSBURY - (Central Region, Northcentral) Ted Olson, CAR - Pillsbury chose to test SmartSuite over Office for a 250 desktop pilot in MIS. The project is meant to give MIS experience configuring Windows in their environment. Also, the account will gain experience working with a suite of apps from a single vendor in contrast to their past practice of using multiple vendors. SmartSuite was chosen because in a head-to-head evaluation of *currently shipping* products, Lotus' integration was deemed better and each individual application was judged to be

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equal to or better than Microsoft. Had this been a December decision, the outcome could have been completely different. Pillsbury is cautiously optimistic that Lotus will deliver on their development promises, but this issue had fallen in importance by the time the decision was made. This made VBA a less compelling selling point.

Single App Losses

NATIONAL SECURITY AGENCY, Q ORGANIZATION PULLS MS MAIL AND LOOKS TO CC MAIL - (Mid-Atlantic Region, Civilian) Lisa Marcus, GAR - Due to persistent problems running on the agency's non-standard network configuration they have committed to moving off of MS Mail and are looking at replacement products like CC Mail. We are working to get them to continue to use MS Office without Mail and not shift to SmartSuite for 1,000 users.

GE PLASTICS MAKES CC:MAIL RECOMMENDATION - (Northeast Region, NY Upstate and Connecticut) Chris Brodie, GE NAE - Plastics has made a recommendation to go with cc:Mail after having Jack Sprano, formerly the head of IMO at GE Motors, was named as Plastics' head of Information Management Operation. Chris met with Sprano this month and Sprano committed to leaving the door open for Microsoft until the first major cc:Mail purchases are made. The major issues involve the desire for cross-platform consistency of the Windows, DOS, and Macintosh clients. Plastics' current plan is to start rolling out e-mail by June 1994, on the other hand, they have no migration or implementation plan in place. Chris and Frank Bucci are scheduled to meet with Sprano and his staff in mid-October to convince them to go with Microsoft.

LA COUNTY SHERIFFS DEPARTMENT COMMITS TO BORLAND DESKTOP DATABASE PRODUCTS - (Western Region, Los Angeles) Mark Spain, CAE I - LA County Sheriff commits to Borlands dBASE and Paradox as desktop database standard across 1400 PC's.

HEALTH AND HUMAN SERVICES WORD PROCESSING STANDARD IS WORDPERFECT - (Mid-Atlantic Region, Civilian) Gail Cerra, GAR - It is mandated at the agency level that documents passed through the email system be provided in WordPerfect format. This influences all sub-agencies and departments, including the Public Health Service (Food and Drug Administration, National Institutes of Health, Centers for Disease Control, Indian Health Service) and the Social Security Administration, as well as the health care industry and the pharmaceuticals industry.

MS MAIL COMES UP AS THIRD CHOICE AT CALGON VESTAL - (Sales Operations, Inside Sales Large Accounts) Robert Bortner, Territory Development Specialist - After a three month evaluation of Windows for Workgroups and Microsoft Mail, Merck subsidiary Calgon Vestal has eliminated MS Mail from consideration for its 200 user e-mail system, due primarily to us not offering adequate connectivity with Office Vision on the AS/400. They have narrowed their options to WordPerfect's Office (although WP Office still doesn't offer such connectivity, evaluators were dazzled by its client functionality) and IBM's Current OfficeVision (which will continue to use the AS/400 as a server).

ASHLAND OIL STANDARDIZES ON CC:MAIL - (Central Region, Great Lakes) Dennise Heitkemper, CMR - Following a 4 month evaluation of E-mail packages - Microsoft Mail and cc:mail - on both Novell and OS/2 servers, Ashland Oil's Super America/Valvoline Instant Oil Change (SA/VIOC) site in Lexington, Kentucky has chosen cc:mail as the standard E-mail package. The lead on this evaluation was Gary Young, the Information Center Coordinator. Gary provided positive feedback concerning the administrative support and reporting in the Microsoft Mail Post Office, the tutorial, the message templates, and the mail enabling of Word and Excel. His primary objection was the lack of a built-in icon notification to notify the end-user of new messages when Microsoft Mail is not running. He was also concerned with the fact that the mail administrator could change the user's password and Microsoft Mail

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would not prompt the end-user. Ashland SA/VIOC is currently using Lotus Notes for a variety of development projects and Lotus successfully positioned cc:mail as a better fit than Microsoft Mail, and few MS resources were directed at this evaluation due to resource constraints over the summer. In addition, MS was not calling high enough, thus leaving the decision in the hands of a support coordinator obsessed with features and unconcerned about strategy or vision. The account team is evaluating additional ways to enable Microsoft to secure Microsoft Mail in the Ashland account.

PAINWEBBER GOES WITH CC:MAIL FOR 150 BACKOFFICE USERS - (Northeast Region, New York / New Jersey) Peter Boit, CAE - During the same time when the Legal Department of PaineWebber decided to install 100 licenses of MS Mail, part of their backoffice operations decided to install 150 licenses of cc:Mail. This is a direct result of the current corporate strategy not to dictate one mail system for the whole company. Instead they are trying to dictate the connectivity technology which is an SMTP standard. All business units can buy different mail systems as long as they can exchange messages via an SMTP gateway. This is different for the retail brokerage units which will decide one mail standard for all of the immediate and ancillary users and departments, totally over 10,000 users. They have just organized a mail committee to evaluate the retail opportunity.

SPRING BRANCH ISD GOES WITH CLARIS & NOVELL 3.2 - (Southern Region, Houston District) Richard Baldwin, EMR - Spring Branch ISD made a district wide decision to standardize on Claris Works for all the open access computer labs in the system. Spring Branch has approximately 4,000 seats. The number is expected to grow to 8,000 by the end of 1995. The key reasons for the loss are the strength of the product on both Mac and Windows, cross platform compatibility and Windows NT and Advanced Server are not yet proven.

Office Wins

AMERICAN NATIONAL BANK STANDARDIZED ON OFFICE AND MAIL - (Central Region, MidWest) Marc Bauman, CMR - American National Bank has standardized on Office and Mail. Ron Master, Sr. SE, has spent several months pursuing leads, supporting product evaluations, conducting strategy presentations, etc. in order to win this business. Over 1500 PCs will be impacted once the implementation is completed. This also represents that first installation of Mail within First Chicago. This significant win came at the expense of cc:Mail and SmartSuite. American National Bank represents the second (of three) major divisions of First Chicago to make a commitment to Microsoft Office. The remaining division, the traditional 1-2-3 & WordPerfect users, actually own the "official bank software standards". They are sure to be feeling the pressure to recognize Microsoft Office now that 2/3 of the bank has committed to Microsoft. They have already purchased 100 copies of Office and will purchase about 400 more immediately. Another 1000 copies will follow over the next 1 1/2 years.

TCI CHOOSES MICROSOFT OFFICE AS PREFERRED SOFTWARE FOR THE DESKTOP - (Central Region, Rocky Mountain) David Clark, CAR - The Microsoft suite of applications was chosen as the preferred standard due to its superior cross platform capabilities. The information management support group also stated that they feel that Office's direction for the next release will further enhance their ability to provide a strong cross platform, inter-application solution to their end users. The downside to this decision, however, is that they have also endorsed both WordPerfect and Lotus 1-2-3 as approved applications due to their existing installed base.

THE COCA-COLA COMPANY SIGNS A SPECIAL SELECT AGREEMENT - (Sales Operations, Sales Contracts) Anne Roe, Corporate Account Associate Contracts Specialist - On September 23, 1993 the Coca-Cola Company signed a special Select Agreement that will include Coca-Cola Company operations in more than 160 countries worldwide. The agreement will cover approximately 30,000 desktops over the

next two years, and will put the framework in place to expand that number to 600,000 over the next six years.

PEPSICO SIGNS SELECT AGREEMENT - (Sales Operations, Sales Contracts) Eileen Conover, Corporate Account Contract Specialist - PepsiCo signed a Select Agreement for all of their worldwide operating companies. The agreement consisted of MVLP C for Applications, Systems and Servers and MELP C for Office.

NAVAL AVIATION STANDARDIZING ON OFFICE FOR WINDOWS - (Mid Atlantic Region, Department of Defense) Rees Morgan, SSE - Revenue for Microsoft will be over 1,700+ MS Office off of Desktop IV contract. A great textbook win which included Solution Providers supporting smaller influence groups, DEC pushing NT, and GTSI pushing MS Office off of Desktop IV, technical and marketing support from MS's Navy team to the evaluation team. This was one that was pulled from Lotus and WP where they were the standard. CHA CHING!

ROHM & HAAS SIGNS MELP-C W/ MAINT FOR OFFICE AND OFFICE PROF FOR 4,250+ USERS!! - (Mid-Atlantic Region, Greater Philadelphia) Todd Whitlow, CAR - On September 29th, Jim Skene, Purchasing Manager, signed a Master and Enrollment agreement for MS Office and Office Professional MELP-C with Maintenance for the Rohm & Haas Company. The agreement will span three continents (North America, Europe, and Asia) and will cover at least 4,250 users of MS Office. In addition, the agreement has helped David Stitely, CIO, push their plant locations (approx. 600 users) to switch from WordPerfect and 1-2-3 to MS Office. On October 7th, the local account team will meet with Dave to evangelize the benefits of implementing MS Mail & Sched+ for their 3,500 PROFS users and switching their 300 cc:Mail users to MS Mail.

CH2M HILL SIGNS SELECT CONTRACT, OFFICE AND MAIL OFFICIAL STANDARDS - (Western Region, Pac West) John Grispon, CAR II - After over a year of effort, CH2M Hill has signed an MVLP-B for applications, MVLP-A for Systems, and MVLP-M. This officially makes Office and Mail their worldwide standards, which displaces Wordperfect and Lotus. Assistance from Solution Providers CTR Business Systems and Gilbert & Associates was instrumental in the selection. Gilbert developed Word templates while CTR architected a Mail deployment.

SAN JOAQUIN COUNTY OFFICE OF EDUCATION SIGNS SELECT MVLPE - (Western Region, North California) Brad Berkey, CAR; Susi Steiner, RMR - The San Joaquin County of Office of Education signed MVLPE for 2000 units of Applications and 2000 units of Systems. The success of this win was attributed greatly to the team effort of the Education team as well as the reseller team in quickly authorizing the Educational reseller in time for the new school year. Regional AED Computer Plus is the LAR for the Santa Clara County Ed Tech Consortium, which gives centralized access to 350 schools.

COCA-COLA SIGNS WORLD-WIDE SELECT AGREEMENT FOR OFFICE - (Southern Region, Atlanta) Marty Heffren, CAE - After 14+ months of negotiations, The Coca-Cola Company signed a world-wide Select agreement. Coca-Cola chose MVLP-C for applications (Office) and MVLP-B/C for systems to address the software requirements of its corporate offices, divisions, and bottlers located in 160+ countries around the world. Over the next 2 years this win will directly affect the 30,000+ desktops throughout the Coca-Cola company, and affect an estimated 600,000 desktops throughout the Coca-Cola system over the next 6 years.

LEE COUNTY SCHOOLS SIGNS FIRST ED SELECT AGREEMENT IN THE COUNTRY. - (Southern Region, Atlanta) Tina Arnold, EMR - Lee County School District signed into the MVLP applications and servers pool each for 2,000 units. Maintenance was also signed. Lee County Schools is an excellent reference account for cross platform mail, with a 2,000-user Windows/Mac/DOS Mail installation, and is also an excellent WFW/NT AS reference account-60 Windows NT AS, approximately 2,000 combination WFW users and Mac users. Total opportunity is estimated to be \$67,500.

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ERA STANDARDIZES ON MICROSOFT OFFICE, WILL IMPACT 20,000 USERS - (Southern Region, St. Louis) Bev Hess, SPAE - Electronic Realty Associates, ERA, standardized on Microsoft Office, Access, Mail, VB, WFW, NT and SQL Server. They will be bundling Microsoft Office and Windows For Workgroups as a part of their custom solution to their 20,000 agents worldwide. This is a great competitive win since we will be replacing AmiPro, 123 and Novell. ERA has also signed up at the Partner Level for the Solutions Provider Program. Discussions are also underway to deliver our consumer products to new home buyers as a part of this program.

VETERANS BENEFITS ADMINISTRATION PURCHASE 2200 UNITS OFFICE, MS MOUSE, WINDOWS - (Mid Atlantic Region, Civilian) Monique Henderson, GAE - VBA purchased 2200 units of Office, MS Mouse, Windows and DOS from the NOAVA contract. VBA has completely standardized on MS products.

SHL SYSTEMHOUSE AGREES TO STANDARDIZE 3000 DESKTOPS WITH OFFICE AND WINDOWS FOR WORKGROUPS 3.11 - (Mid-Atlantic Region, Washington) Matthew Moog, SPMR II - In an effort to have one of the largest most influential Solution Providers using Microsoft products, Matthew worked with the CIO of SHL Systemhouse to put together a software acquisition deal to ensure SHL Systemhouse was using the complete Microsoft product line for the next four years. The deal, which was passed along to the Canadian account team for signature, will generate one million dollars in immediate revenue this year, and over two years, a minimum of two and a half million dollars.

BLACK AND DECKER SIGNS GLOBAL SELECT MVLP-C FOR OFFICE/PRO, AND FOXPRO - (Mid-Atlantic Region, Washington) Joseph Johnson, CMR-II - After 9 months of negotiations and special addendum's, Black and Decker Corporation has signed a Global Select MVLP-C Master and Enrollment agreement for Office, Office Professional, and FoxPro. This insures that Black and Decker International and its subsidiaries including PRC, Inc., Emhart Glass, Price Pfister, True Temper Sports, Wisconsin Knife Works, and other locations around the world will be purchasing Microsoft Office/Professional over the next two years, replacing WordPerfect, Lotus 1-2-3, and Harvard Graphics. Black and Decker Corporation has chosen Corporate Software, Inc. as their global large account reseller (LAR) for the agreement. Estimated value of the MVLP-C contract based on forecasted units over 2 years is (minimum) \$1.5 million in revenue to Microsoft.

MBNA AMERICAS SIGNS MELP-C AND MELP-M FOR MS OFFICE - 3200 UNITS - (Mid-Atlantic Region, Greater Philadelphia) Michele Blivin, CAE - During our National Sales Meeting in August, one of our key Solution Providers, Adaptive Strategies was busy working with MBNA Americas, Inc. selling Microsoft Solutions. In addition to strongly recommending our desktop office applications, Adaptive was successful in convincing MBNA that Windows for Workgroups was the ultimate network client. As a result of Adaptive's work, MBNA will include on each new desktop Windows for Workgroups. In addition, Microsoft received a signed Select Agreement today, for MELP-C and MELP-M for MS Office for a total \$1.3 million revenue gain.

LEVI STRAUSS & COMPANY SIGNS SELECT! - (Western Region, North California) Keith Eide, CAR - Levi Strauss & Company has signed a International Select agreement for MVLP - C Applications, Systems and Servers. This represents a competitive win as LS&CO will be moving all users from Word Perfect and Lotus 123 to the Microsoft Office. In addition, Microsoft and LS&CO have just formed a "Strategic Alliance Partnership" to share common goals and objectives in the interest of improving the customer-vendor relationship. This partnership will serve as the model for all LS&CO vendor partnerships to come.

SAIC COMMITS TO OFFICE, WINDOWS NT ADVANCED SERVER, SQL SERVER FOR WINDOWS NT, EMS, AND HERMES - (Western Region, Orange County) Karyn Morris, CAR I - SAIC did not consider Microsoft an enterprise solution when they began their evaluation 3 months ago. However because of the Enterprise Technical Summit, and the efforts of Karyn Morris, Steve Bauman,

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and John Fallou, they were able to turn this situation by highlighting the features of EMS. SAIC has established deadline date of January 1, 1994, to complete Select agreement. 11,000 nodes and 400 servers corporate wide will be affected. Windows NT will replace NetWare as the supported operating system; currently 100 NetWare servers are installed.

SCE SIGNS SELECT FOR \$2.4 MILLION COMMITMENT TO OFFICE - (Western Region, Orange County) Dean Ossola, CAR-I - MVLP-B for applications and an initial up-front maintenance payment for 1,600 Office units make this agreement significant in its impact towards selling more Office software. SCE expects to add another 5,000 units of Office to Maintenance under the agreement, and is considering another MVLP-B contract for systems early next year.

AFTER OVER 6 MONTHS, MILES INC. SIGNS SELECT-OVER 5000 OFFICE SOLD. - (Sales Operations, Inside Sales Large Accounts) David Vogel, Market Development Specialist - Working with MS Pittsburgh representative such as Matt Littleton and Chuck Dietrick as well as David Vogel from Inside Sales, Miles finally signed its Select agreement. Many influential managers and department heads participated in their thorough evaluation. They have now chosen Office for over 5000 desktops. This contract assures Microsoft a minimum of \$1,450,000 over the next two years.

PHILIP MORRIS MANAGEMENT CORPORATION EXECUTES WORLDWIDE SELECT AGREEMENT! - (Sales Operations, Sales Contracts) Laura Torina, Corporate Accounts Contract Specialist - After seven months of intense and complicated negotiations, Philip Morris Management Corporation (PMMC) has executed a Worldwide MVLP-C Select Agreement. Valued at over \$12 million, this 3 year agreement will encompass Kraft General Foods, Philip Morris USA, Miller Brewing, Kraft General Foods International and Philip Morris International. Over the next 3 years, PMMC will acquire over 120,000 units across all Select Pools.

MARITZ INC. SELECTS OFFICE AS COMPANY WIDE STANDARD FOR 5,000 USERS. - (Southern Region, St Louis) LeAnn Hait, CAR - Maritz Inc. declared Microsoft Office a company-wide standard for all divisions, impacting 5,000 users. Now that Maritz has a centralized movement to Office, Select will be used to migrate the remaining users.

PRUDENTIAL HEALTH CARE SIGNS SELECT LEVEL C FOR OFFICE AND SERVERS - (Southern Region, Atlanta) Mark Johnston, CAE - Prudential Health Care Systems signed a Select agreement to purchase over 2,500 copies of Office for Windows in the next 2 years. Additionally, this agreement that will allow them to purchase NTAS, SNA and SQL for NT for over 200 servers. This will make Prudential one of the largest Windows NT installations in the Southeast.

NSP SIGNS MELP-C AND MELP-M FOR MS OFFICE - (Central Region, Northcentral) Denise Griep, CARII - Northern States Power has committed to using Microsoft Office 4.0 on every desktop. NSP chose to standardize on MS Office over Lotus last spring and has deepened their commitment by signing a MELP Select agreement including maintenance. At the end of two years they estimate have 3,000 desktops running MS Office.

SCHOFIELD BARRACKS MILITARY POLICE BATTALION STANDARDIZES ON MS OFFICE/FOXPRO - (Mid Atlantic, Department of Defense) Rahn Jackson, GAR I - The MP battalion at Schofield Barracks, Hawaii has standardized on MS Office and Foxpro for its 55-100 users. Although this is a relatively small win, it adds to our stream of successes at the US Army Pacific. (USARPAC)

HQS DEPT. OF THE ARMY PICKS MS MAIL & WINDOWS/NTAS FOR SR. OFFICERS - (Federal Region, Department of Defense) Ralph Gevinson, GAE - The Army account team was notified that MS Mail with the PROFS/OV gateway and SMTP Gateway and Windows for Workgroups along with MS Office, will be the standard for the Secretary of the Army's Office, as well as the Assistant Sec., and the Chief of Staff of the Army's office. Windows/NTAS is being considered for the server platform. The

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total users in this group represent approximately 300 workstations between the three offices, but more importantly, the win solidifies MS Software solutions at the highest levels of the Army and continues to enhance our presence in the major organizations at the Pentagon.

29 PALMS MARINE BASE BUCKS THE MARINE CORPS STANDARDS GROUP - (Mid-Atlantic Region, Department of Defense) Sheila Whalen, GAE - This group has executed a purchase order for 200 units of Office from the DT 4 contract as well as through a Zenith VAR.

JOINT COMMAND SUPPORT ELEMENT PURCHASES MS OFFICE - (Mid-Atlantic Region, Department of Defense) Alison Nelson, GAE - This Joint Chiefs field activity recently purchased 120 copies of MS Office along with 120 copies of Windows for Workgroups, NT Advanced Server and several of our gateways.

EXECUTIVE BRIEFING WOVES AIR PRODUCTS - (Mid-Atlantic Region, Greater Philadelphia) Todd Whitow, CAR - On November 10th & 11th, Air Product's CIO and other IS executives from the U.S. and U.K. attended an executive briefing. Upon their return, the IS Chemicals Group Director, Glenn Beck, announced that his 2,200 users will now standardize on MS Office. This means that 3/4 of Air Products has decided to enter the Select MELP with maintenance for Office. In addition, the objective has helped us contain Notes development in anticipation of EMS and Cairo. Also, we are well poised to replace Pathworks in the 8,000 node company. Overall, the ratings from the briefing were very positive (4 out of 5).

OFFICE STANDARDIZATIONS AT A NUMBER OF ACCOUNTS - (Mid-Atlantic Region, Greater Philadelphia) Chuck Dietrick, SE - Several organizations have declared Microsoft Office standardizations in the month of November. Miles Inc. will roll out at least 5,000 units of Office over the next two years. Kennametal has chosen Office as their new desktop standard; they are planning to roll out 2,500 units over the next two years. Health America has selected Office for its 500+ desktops.

MERRILL LYNCH BEGINS ROLLOUT OF OFFICE FOR INTL RETAIL BROKERAGE - (Northeast Region, New York / New Jersey) Peter Boit, CAE - After a lengthy evaluation of products, logistics, and training, the International Retail Brokerage Division began their rollout of Windows based workstations for their 1,400 broker around the world. They will be implementing Microsoft Office and Merrill Lynch applications at the desktop. This establishes some precedence for the larger retail brokerage group, domestic, when they determine their apps platform in CY 1994. The decision was made after three Microsoft technical briefings and some aggressive pricing by the reseller, Microage of Norwalk, CT. Merrill determined that they wanted full documentation for lots of the brokers and decided against the Select program. Merrill has designed in collaboration with a local ATC a training curriculum that will be delivered at each foreign brokerage branch as the machines arrive.

WALT DISNEY COMPANY SIGNS SELECT FOR 14,000+ WORKSTATIONS: 9 DIVISIONS WORLDWIDE - (Western Region, Los Angeles) Therese Daniel, CAE - A Select Master Agreement was signed for a commitment of MVLP-C for Applications and Systems, and MVLP-A for Servers. Nine Enrollment Agreements will be signed, encompassing US and European properties. Robert Jordan, CAE in Tampa, contributed to this success by developing support in the Florida properties. Maintenance is expected to be signed in 5 of 9 Enrollment Agreements. The agreement will be used as a vehicle to drive MS Office penetration as an enterprise standard leading to 7000 new, additional Office licenses, and strategically positions SQL NT to displace Sybase on Unix.

AVERY DENNISON SIGNS SELECT FOR 100 COUNTRIES & 14,000 EMPLOYEES WORLDWIDE - (Western Region, Los Angeles) Tara Rose Richardson, CMR - Avery Dennison has signed a Select Master and Enrollment Agreement covering 14,000 desktops around the world for the next two years. The MVLP-B's for Applications and Systems, and the MVLP-A for Server Products and MVLP-M agreement. The next six months will be spent rolling out Select to each division. At that point the

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account will switch to a MVLP-C for Apps & Servers. Anticipated revenue will exceed \$4 million in the next 2 years. The account will be phasing out WordPerfect, Lotus and Harvard Graphics. Avery will be moving into Client Server development and implementing Fox, Access, SQL Server for Windows NT, and Office.

INTEL SIGNS SELECT MVLP-C WITH CORPORATE SOFTWARE - (Western Region, North California) Wendy McGill, CAR - Intel has signed a worldwide Select agreement forecasting new purchase levels of MVLP-C for applications and MVLP-B for systems and server products. Intel also signed an MVLP maintenance addendum and plans to purchase Windows maintenance in CYQ2 for approximately 20,000 desktops.

THE STATE OF CA, DMV ENROLLS IN SELECT WORTH 1 MILLION IN REVENUE - (Western Region, North California) Terrie MacDonald, CAE I - The agreement includes an initial order of 1211 Office roundoff's enabling the DMV to enroll in MELP-B for Office and Windows. The DMV will also include 1211 copies of Windows and 1611 copies of Office to enroll in MELP maintenance. Over 2000 Microsoft Press Books are also included in this SELECT agreement.

MITSUBISHI ELECTRONICS SIGNS SELECT MELP-B FOR OFFICE PRO AND MAINTENANCE - (Western Region, Orange County) Tim Marusich, CAR-2 - Signed Contracts are in hand for over 1,000 units of Office Professional (MELP-B), MELP Maintenance, MVLP-A for Systems (MS-DOS, Windows, NT), MVLP Maintenance, a Premier Support agreement, and an on-going S.P. relationship at Mitsubishi Electronics in Cypress, CA. The automobile manufacturer is rapidly committing to the Microsoft strategy to address their I.S. needs at the Corporate and auxiliary locations. Talks are underway to expand this contract (signed with Corporate Software) to include their international operations as well.

UNIV. OF TEXAS SYSTEM SIGNS EDUCATION SELECT AGREEMENT - (Southern Region, Houston) Enoch Remick, EAR - The University of Texas System signed the largest Education Select agreement to date. The agreement covers an MVLP for applications, systems, networking products and maintenance. The commitment is for a total of 6,000 units across the three product pools, and will cover the 50,000 institution owned desktops in the Univ. of Texas System components. This agreement is expected to generate 1 to 1.5 million dollars of revenue to Microsoft over the next two years. Select agreement sales will be in addition to the current \$500,000 to \$600,000 of student sales with approximately \$600,000 of institutional sales moving to the Select agreement.

GRAYBAR SIGNS SELECT AGREEMENT FOR OFFICE - (Southern Region, St Louis) Bryan Aisup, Branch Manager - Graybar Electric signed an MVLP level A Select agreement for Office worth approximately \$500,000 affecting 2000 users. The account's long term plan will cover 4000 users all standardized on Office. Graybar has selected Software Plus, a local Senior Partner, as the LAR for their Select agreement. Graybar will add maintenance to the agreement in the January timeframe.

OFFICE SELECT WIN AT RAYMOND JAMES FINANCIAL - (Southern Region, Atlanta) Tom McHale, Reseller Account Rep - SP - The West Florida Team closed a highly competitive deal at Raymond James Financial Services headquarters in St. Petersburg, Florida in October. Raymond James will begin installing this fall Microsoft Windows and Microsoft Office on the desktop of every broker and office worker in Raymond James Branches around the country. In addition, the move to Office will also begin to replace WordPerfect / Lotus installations at Raymond James' headquarters facility in St. Petersburg, Florida. Over the next 24 months, Raymond James will install between 1,500 and 2,500 copies of Microsoft Office. Even though Microsoft Office was the highest priced solution, we won hands down. This was due to several factors.

1. A great team effort. Skippu, ASE, literally wowed the account with an NDA presentation / demonstration on Microsoft Office strategy. Kirkc provided a long term selling efforts in this account over the previous 18 months to "sell" Raymond James on Microsoft. Rich Garceau, Account Manager,

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Egghead Corporate Software was tireless and persistent in Select pricing negotiations. In the end, selling the total solution paid off as the deal closed at our originally quoted price level.

1. A great strategy, stressing the value of truly integrated products and ease of development using Visual Basic, Applications Edition.
3. Ease of use and support. Our "Intelligence" strategy really paid off here.

KING COUNTY BUDGET OFFICE CHOOSES MS OFFICE OVER WORDPERFECT & LOTUS - (Western Region, PacWest) Aaron Bernstein, CMR 2 - After building momentum with the King County Council and Executive Offices, we have secured a win at the Budget office to use the MS Office as their new standard. Great products and integration were the primary reason for this standardization, though having full compatibility with the Council and Executive staff were also cited.

DOOR OPEN FOR MICROSOFT APPS AT SAFECO. PREVIOUSLY CLOSED TO WP&LOTUS STANDARDS - (Western Region, PacWest) Clark Butler, CAE II - Through grass roots selling and end-user momentum, Safeco Insurance has overturned their long standing exclusive standards on WordPerfect and Lotus apps. Microsoft Apps are now supported as part of their "open" standard. Internal seminars are scheduled for December to introduce Microsoft Office with follow-on sessions targeted at Word and Excel specifically. This represents a major inroad into the 4000 desktops that were previously "closed" to Microsoft.

WSIPC STANDARDIZES ON OFFICE BY PURCHASING 100 UNITS - (Western Region, PacWest) Doug Davidson, EAE III - as part of their commitment to Microsoft Select. However, WSIPC's influence on school districts' purchasing decisions represents a bigger win.

PROPERTY DEVELOPMENT AT WASHINGTON STATE STANDARDIZES ON MICROSOFT OFFICE - (Western Region, PacWest) Joyce Peter, CAE - The Department of General Administration, Division of Property Development, is installing MS Office on 100% of their workstations. The MS Office replaces WordPerfect and Quattro Pro.

UNOCAL AWARDS DESKTOP STANDARDIZATION DECISION TO MICROSOFT - (Western Region, Corporate) Lisa Edwards-Eells, CMR I - The Unocal standardization committee decided upon MS Office as the desktop platform for the enterprise. Lotus' Smart Suite or a WordPerfect solution were the contending platforms with existing MS installed base as the final deciding criteria. This win will result in approximately \$1.5 million of revenue over the next 2 years with the immediate execution of a MS Select MVLP-C Applications, MVLP-A Operation Systems, and a MVLP-A Advanced Systems.

UNION BANK TO RE-ENGINEER FINANCIAL SYSTEMS USING MS SUITE OF PRODUCTS - (Western Region, Los Angeles) Tara Rose Richardson, CMR - Union Bank Financial division is the first department to get approval to move to Microsoft Client Server products. The proposed solution will be Office on the desktop using Visual Basic, Access, and Fox for development. SQL Server for Windows NT would be the PC back-end solution. All financial data would be moved from the mainframe to SQL Server over the next year. The finance group has 100+ employees that will move to this solution. With the completion of the project it is estimated the all 1200 employees of the bank would utilize one of the financial systems. Tara Rose Richardson has scheduled a meeting with the CFO and MCS to discuss a partnership between Microsoft and Union Bank.

SAN BERNARDINO ENVIRONMENTAL GROUP CLEARS THE AIR: WORDPERFECT OUT, OFFICE IN - (Western Region, Orange County) Tim Marusich, EAR-2 - The County of San Bernardino's Environmental Management Group (EMG) recently replaced WordPerfect, Lotus, and other competitors with Microsoft Office and Windows for Workgroups. This win affects 350 workstations and caps off a well-orchestrated sales effort on the part of a Solution Provider (Professional Computing in San Bernardino, CA) and the local Microsoft Corporate sales team. This win is expected to influence an additional 400 workstations in the County.

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BECHTEL, OAK RIDGE, STANDARDIZES ON OFFICE - (Southern Region, St Louis) Lynda Newell, RAE - The Oak Ridge, TN, site is the only one of approximately 40 Bechtel locations to standardize on the total Microsoft Office (Professional) for all workstations. They have an acquisition plan that will complete the upgrade to Office over the next six months for approximately 490 units, purchasing under a Select agreement signed by their corporate office in California.

BUCKMAN LABS PURCHASES MICROSOFT OFFICE - (Southern Region, St Louis) Tom Tuckwood, RMR II - Buckman Labs in Memphis purchased 300 copies of the Microsoft Office competitive upgrade and 300 copies of Microsoft Windows. Buckman will purchase 700 additional copies of Microsoft Office and Windows over the next two years. Buckman did not choose to participate in the Select Program for this purchase because of price. The price quoted to Buckman under Select for Microsoft Office was \$256.00; the price quoted for competitive upgrade product was \$253.00.

MICROSOFT OFFICE ACHIEVES 100% PENETRATION WITH ANHEUSER-BUSCH MSG - (Southern Region, St Louis) Nan McBride, CMR - Microsoft Office has been chosen as the internal standard for Anheuser-Busch's MIS group, MSG. Previously, MSG purchased and provided support for WordPerfect/DOS, WordPerfect/Windows, Samna, AmiPro, and Microsoft Word for Windows both internally and to their customers. Over 300 desktops within MSG will now be running Microsoft Office.

THE UT AUSTIN COLLEGE OF ENGINEERING IS STANDARDIZING ON OFFICE AND OFFICE PRO - (Southern Region, Houston District) Enoch Remick, EAR - The College of Engineering, the largest college on campus (based on number of computers), has decided to standardize on MS Office and Office Pro based on the new Education Select pricing now available to the UT System. They are also evaluating whether to move their mail system (currently QuickMail) to Microsoft Mail immediately or with the release of the Windows NT EMS.

UNIV. OF TEXAS CHANCELLORS OFFICE STANDARDIZES ON OFFICE PROFESSIONAL - (Southern Region, Houston District) Enoch Remick, EAR - The Univ. of Texas Chancellors Office has chosen to standardize on Office Professional. While the win is not large, roughly 20-25 copies, it is the most strategic office in the Univ. of Texas System. The Chancellor's office communicates UT System policy to the entire state.

THE COCA-COLA COMPANY STANDARDIZES ON MICROSOFT OFFICE FOR WINDOWS. - (Southern Region, Atlanta) Bonnie Horne, CMR - The Vice President of Information Services informed the employees that the current direction of the company will be to adopt the Microsoft Office as the standard for the company. This includes Windows and Mac based applications.

SAVANNAH COLLEGE OF ART & DESIGN BUYS 250 OFFICE; EVALS WINDOWS NT AS - (Southern Region, Atlanta) Kevin Ireland, EAE - SCARD has standardized on Office campus-wide.

JMB ANNOUNCES ITS STANDARDIZATION ON OFFICE PRO - (Central Region, MidWest) Terry Quick, SPAR - JMB committed to standardize on Office Pro. This will effect 850 workstations. In addition, they are also converting four LANMAN servers to NTAS, made a commitment toward Access, and will implement Hermes as a Network management system when it is available.

AMERICAN FAMILY INSURANCE STATES COMMITMENT TO MS OFFICE PROFESSIONAL - (Central Region, MidWest) Nancy Segvich, CMRII - JoAnn Mathison of American Family Insurance informed Nancy Segvich that AF would be moving approximately 5000 Windows capable workstations to MS Office Professional. Timeframe for rollout and implementation has not yet been disclosed. AF is currently reviewing the Select program and is expected to make a decision on which program it will adopt in the near term.

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HOWMET CORPORATION: 4,000 DESKTOP MS OFFICE-PRO WIN OVER LOTUS NOTES AND CC:MAIL - (Central Region, Great Lakes) Christine Feuerstein, ASR - Howmet has decided to adopt MS Office Professional as the company standard for all desktop solutions. Additionally, Microsoft Mail and its related components, were also selected as the standard messaging infrastructure. This is a very significant win over Lotus. Before Howmet had even evaluated the MST messaging family of products it had already decided to standardize on Lotus Notes and cc:MAIL. Howmet is currently selecting a vendor to sign a Select Agreement with. Projected signing of Select will occur before January 1, 1994.

PELLA CORPORATION SELECTS MICROSOFT OFFICE - (Central Region, Northcentral) Chris Bertelson, CAR - In Pella, IA the world's largest window manufacturer has chosen the world's largest Windows manufacturer to update their desktops. In the final leg of a 250 desktop rollout of the MS Office over 100 users of the recently purchased Borland Suite were urged to make the switch to Office. Attendance at the Office launch in Des Moines has also prompted their IS Director to plan an upgrade to Office 4.0.

OFFICE STANDARDIZATION AT CELLULAR ONE AND TENNANT - (Central Region, Northcentral) Beth Butler, ASR - Cellular One has officially standardized on Office for 250 desktops. Their decision was impacted by attending an Office seminar we did (downlink) at the ComputerLand Office and have been evaluating product through ComputerLand. Tennant Corporation has officially standardized on Office for 500 desktops.

OFFICE STANDARDIZATION AT COOPERATIVE POWER - (Central Region, Northcentral) Linda Canfield, RMR - Cooperative Power of Eden Prairie has standardized on Microsoft Office. It will be implemented on 100 desktops. Lotus and WordPerfect were being evaluated as well. Virginia Hamrick, ISS, was quite persistent in following up with Cooperative Power. The key decision makers came to one of our office seminars and made the decision from that event.

NOVACOR CHEMICALS CHOOSES OFFICEPRO AS THE STANDARD FOR 250 DESKTOPS - (Sales Operations, Inside Sales Large Accounts) Eric Ewing, TDS - Eric has been working with Novacor for two months now as they evaluated OfficePro. Through his SPTDS counterpart, Roxanne Anderson, Eric enlisted the support of New England Systems to demo the product and discuss networking issues. Novacor will begin the process of purchasing the software, but will also work with their headquarters in Ottawa, Ontario to establish a Select agreement for the entire Corporation of over 1000 desktops. Eric will follow up on this Select business.

TRUS-JOIST MACMILLAN CHOOSES MICROSOFT AS THEIR DESKTOP STANDARD - (Western Region, Pac West) Tammy Roark, RMR - TJM is moving from a UNIX workstation environment to a 40+ server PC LAN with over 500 PC's and has chosen Microsoft Mail and Microsoft Office as their standard. Many thanks to Corporate Software for generating the lead and involving local reps to secure the win. Thanks also to Dave Peep for an Office 4.0 NDA presentation that cinched the deal. Select is being considered and implementation will begin before the end of the year and take about 6-9 months.

LAKE WA SCHOOL DISTRICT PURCHASES 100 OFFICE - (Western Region, Pac West) Doug Davidson, EAM - for a new set of teacher workstations (Macintosh). Microsoft Works have been their standard up until now. The new Office combined with Select pricing closed the sale.

MONTGOMERY WATSON SIGNS SELECT AGREEMENT FOR 1200 MACHINES UNDER MAINTENANCE - (Western Region, Los Angeles) Tara Rose Richardson, CMR - Montgomery Watson has signed a Select Master Agreement and Enrollment Agreement for MVLPM for 1200 desktops. The products covered under Maintenance will be Office, Project, Windows, and MS DOS. Expected revenue from maintenance will \$700,000 over 2 years. The account will also be purchasing MMLP 100 Paks for Office, Word, Excel, Project, and PowerPoint. Estimated copies total 500 copies. The new purchases will

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be to replace Word Perfect, Lotus, and Harvard Graphics. New purchase are estimated at \$150,000. Total revenue will be \$850,000.

HONDA PURCHASES 265 COPIES OF OFFICE & MS PRESS OFFICE BUNDLES FOR FIELD STAFF - (Western Region, Los Angeles) Tara Rose Richardson, CMR - American Honda purchased 265 copies of MS Office for the sales force. The purchases were procured from InfoSystems Torrance. The estimated revenue for the purchases exceed \$80,000.

TRW SIG DIVISIONS SIGNS MELP AND MELP-M FOR 770 UNITS OF OFFICE - (Western Region, Los Angeles) Pat Bamberger, CAM - Using the Office Roundoff, TRW will displace Persuasion with Powerpoint on 770 Macs. Tami Guy (RMR) worked with 800 Software to get the customer to prepay the \$150,000!

CHEVRON HOUSTON TO DEPLOY COMPLETE MS OFFICE SUITE - (Southern Region, Houston/Corporate Accounts) John Olbeter, CAE - Chevron agreed to deploy MS Office on 15,000 PC's in Houston and the Gulf State Facilities. This activity will take place over the next eighteen months starting in January. Chevron is requesting an MS on-site system engineer to assist them in managing this project. Our strategy is to engage a qualified Solution Provider (i.e. The Computer Help Desk) into Chevron to manage this process.

PATRICK AFB STANDARDIZES ON OFFICE, MS-MAIL, SCHEDULE+ FOR UP TO 4,000 USERS - (Mid-Atlantic Region, Department of Defense) Owen Williams, GAR - Patrick AFB has already purchased 2,000 copies of Office off the DTTV contract and has just purchased a 700 node WFW license from the LANOS contract. Office will replace their existing UNDX based office automation solution ALYS and will be put on another 2,000 users desks by year end 1994. MS-Mail has been chosen as the standard for mail and Visual Basic for Applications will be used for developing workgroup applications.

BALTIMORE GAS AND ELECTRIC COMPANY SIGNS SELECT AGREEMENT - (Mid-Atlantic Region, Washington) Mary Jane DeMarco, CMR-II - With the final addition of an indemnification clause from Microsoft, Mary Jane closed and received signed Master and Enrollment agreements from BG&E. BG&E chose Corporate Software for the LAR. The Select agreement is for a MELP-A Office/Office Professional, MVLP-B Office/Office Professional, Project and FoxPro, MVLP-A Windows and DOS. BG&E's three year goal is to install MS Windows and Office on 6,000 desktops. Approximate value of the two year agreement is \$1.7 million.

ALEXANDER & ALEXANDER SIGNS MELP-C/M FOR 8,815 UNITS OF OFFICE /275 NTAS SERVERS - (Mid-Atlantic Region, Washington) Mark Barry, CAE - Alexander & Alexander (A&A) located in Owings Mills, Maryland, has signed a worldwide Select MVLP/MELP-C/M level agreement for 8,815 units of Office for Windows and 275 NTAS servers valued at \$7-8M over four years.

COMPETITIVE WIN AS MARY KAY ACCOUNTING DEPARTMENT STANDARDIZES ON OFFICE PRO - (Southern Region, Dallas) Anne Appleman, CMR - Mary Kay accounting department has purchased 15 copies of Office Professional. This department standardization is a key advance into Mary Kay for Microsoft because previously the account was 100% Lotus and WordPerfect. The accounting department will be a key reference as the account team attempts to migrate the rest of Mary Kay.

ALLIED SIGNAL PURCHASED 1000 COPIES OF OFFICE - (Southern Region, St. Louis) Joann Walden, CAR - Allied Signal, which has had dual standards of WordPerfect and Word for Windows as well as Lotus 1-2-3 and Excel, recently purchased 1000 copies of Office.

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ALLIED SIGNAL SIGNS SELECT ENROLLMENT MVLP-C AGREEMENT FOR MICROSOFT OFFICE - (Mid-Atlantic Region, Washington) Janell Corvin, CMR-II - After nearly six months of effort and two different resellers, Allied Signal in Hopewell, Virginia has approved an enrollment agreement for Select purchases of Microsoft Office for Windows from Egghead Software. This is a significant revenue generating opportunity, as Allied Signal at this location had previously been standardized on Lotus and WordPerfect. As a result of this agreement, Allied Signal will be purchasing an initial minimum of 500 units of Microsoft Office to bring the majority of their users over to a new standard of Microsoft products running on their PC's. The total opportunity is 1,000 Office and Windows.

PIPER & MARBURY SIGNS SELECT MELP-A OFFICE & MVLP-A APPLICATIONS (Mid-Atlantic Region, Washington) John Daus, CAR II - Piper & Marbury has finally submitted the Select agreements to implement 650 units of Office, Mail and Schedule+ on all of their PC's. The MVLP-A also includes Access and Project which are their standards. John has successfully processed Systems, Research and Applications Corp. (SRA), legal vertical SP Partner, as an exception LAR to implement and support this project.

TCI STANDARDIZES ON MS OFFICE AS PRIMARY OFFICE AUTOMATION TOOL - (Central Region, Rocky Mountain) David Clark, CAR - TCI has published a standards list which lists MS Office as the primary office automation tool for all new workstations and has approved allowing existing users who are currently utilizing competing products to upgrade to Office. This new stance came about on the heels of their decision to go with MS Mail over WordPerfect Office. They are now considering a Select agreement for their continuing roll out.

3M PURCHASING DEPARTMENT MOVES TO MICROSOFT OFFICE 4.0 - (Central Region, Northcentral) Shari Brandt, ACAR - Winning back business from both WordPerfect and Lotus, 3M's Purchasing Department of 80 users will be moving to Microsoft Windows and Office 4.0, in addition to implementing a LAN Manager server.

MINNESOTA POLLUTION CONTROL CHOOSES MS OFFICE OVER LOTUS AND WP/BORLAND SUITES - (Central Region, Northcentral) Denise Griep, CARII - This standardization will displace 750 copies of WordPerfect and Lotus 123 in the next 6-8 months. Consistency of the products, ease of use, programmability and excellent support (PSS) of MS Office were cited as superior to the competition.

DEERE & CO. INDUSTRIAL MARKETING ADMINISTRATION STANDARDIZES ON MS OFFICE - (Central Region, Northcentral) Chris Bertelson, CAR - The John Deere Industrial Marketing Administration chose MS Office as their new standard for desktop apps. In replacing Word Perfect, Lotus 1-2-3 and several others the IMA will begin rollout Office to 400 desktops across the country in the next 90 days.

DEERE & CO. CHOOSES OFFICE FOR EXECUTIVE IS STAFF - (Central Region, Northcentral) Chris Bertelson, CAR - The Corporate Information Systems executive staff at Deere & Co. has standardized on Office. The director of CIS, Ronnie Sonnenburg, and all of his direct reports and their assistants will begin using Office exclusively for desktop and portable systems. This replaces OS/2 on many workstations with Windows 3.1.

STATE OF MINNESOTA SIGNS MVLP-B,C,A,M AGREEMENT FOR 235 AGENCIES STATE-WIDE - (Central Region, Northcentral) Denise Griep, CARII - The State of MN purchasing department signs a MVLP B (applications), Level C (systems) and Level A (server) and a maintenance addendum for 235 departments state-wide.

KODAK ENGINEERING MOVES TO MS OFFICE - (Northeast Region, NY Upstate and Connecticut) Tim Cooper, CAR - After a presentation of the Microsoft applications strategy and a demonstration of Microsoft Word and Excel, Kodak Engineering purchased 50 copies of Microsoft Office. The department

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had been using Digital All-in-1 environment which included the DOS based WPS word processor. We partnered with Digital for PathWorks networking and HP for printing solutions and won the business.

MORRIS ALPER STANDARDIZES ON OFFICE - 400 UNITS - (Northeast Region, New England) Rob Bennett, SE-I - Morris Alper Food Brokers has decided to standardize on Office 4.0, Windows for Workgroups, Windows NT Advanced Server and SQL Server for Windows NT. Rob worked with Dorothyl to defeat SmartSuite in the evaluation, and will be working with Bull/Integris as the Solution Provider to install and integrate the Microsoft solution with the account's existing RS6000.

CHASE MIDDLE MARKETS WAS GOING 123, NOW CHOOSES OFFICE - (Northeast Region, New York / New Jersey) Ed Graczyk, CAR - Chase's Middle Markets group has opted for Microsoft Office for up to 300 users in total. This group had initially decided to implement Word and 123/Windows until Microsoft and Micro Modeling, a local Solution Provider, presented and demonstrated the power of Office as an integrated application suite. As a direct result of this meeting, the account informed us that we convinced them that Excel is a better solution than 123 and that the capabilities of Office caused them to re-think their initial decision.

CROWE CHIZEK TO STANDARDIZE ON OFFICE - (Central Region, MidWest) Terry Quick, NRAR - One of our new Solution Providers has chosen to standardize 500 workstations on Microsoft Office. This package will be put on the consultants workstations and used in the field. Crowe Chizek made the request for standardization based on the new relationship with Microsoft and the ease of use and integration with the applications. They will probably buy through the MOLP program if available by Nov. 1. (500 Workstations of Office)

AMERICAN NATIONAL BANK CHOOSES MS MAIL OVER CC:MAIL FOR 1500 DESKTOPS - (Central Region, MidWest) Branch Hendrix, Sr. Workgroup Specialist - This win is significant because American National Bank (ANB) is a subsidiary of First Chicago who chose to standardized on cc:Mail. This win included MS Mail and Office for 1500 desktops within ANB. The significance is the mail committee was able to convince ANB's upper management to go against First Chicago's pressure to choose cc:Mail. The reason for this win is desktop integration and best of breed applications.

RESORT CONDOMINIUMS BOOKS OFFICE PROFESSIONAL FOR 3000 - (Central Region, MidWest) DeeDee Rixe, CMR II - Resort Condominiums International (RCI) has chosen Microsoft Office Professional (with Access) as their desktop standard as they move to an all Windows environment worldwide, affecting approximately 3000 users at their subsidiaries and affiliate travel agencies. RCI selected an in-house team to evaluate Office "suites" and the decision came down to the spreadsheet products. The lead member of the eval team was a Lotus "bigot" and the MS IEU was afraid he would sway the evaluation unfairly. As it turned out, the lead Lotus users emerged convinced Excel was the superior product in every way! DeeDee Rixe provided technical information, evaluation guides and support through the Office evaluation over the last three months.

EDS/VEHICLE ORDER MANAGEMENT TO USE OFFICE FOR NEW APPLICATION DELIVERY - (Central Region, Great Lakes) Trish Martin, CAE - The EDS group responsible for all General Motors Vehicle Order Management has decided to use Microsoft Office as much as possible as a front end to their new generation of systems. All systems are currently mainframe based and are in the process of being re-engineered to a client server architecture. The applications are scheduled for development and deployment ranging from 1993-1996. Discussions with Microsoft Consulting Services for design and technology transfer services are ongoing.

FARM CREDIT BANK OF WICHITA SIGNS SELECT AGREEMENT WITH MAINTENANCE FOR OFFICE - (Sales Operations, Inside Sales Large Accounts) Robert Bortner, Territory Development Specialist - After over a year of working with the Market Development team, and then hand-holding by Bob Bortner in Territory Development, Farm Credit signed a MELP-A agreement with Maintenance for

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800 to 1000 units of Office. Including maintenance, the account will generate approximately \$400,000 revenue and displaces WordPerfect and Lotus 1-2-3 as potential standards.

JAMES RIVER PLANS TO ROLL OUT 2,500+ UNITS OF OFFICE WITHIN 18 MONTHS - (Mid-Atlantic Region, Washington) Marti Stephens-Hartka, CAR-II - Recently Marti and Bruce Peterson (Select group) met with the key contracts person and the project manager of the Office roll out. James River shared their roll out plans for Office and the current plan is to install 2,548 copies of Office in the next 12-18 months in the Consumer Products Division. Other James River divisions and corporate headquarters will begin to move to Office within the next year. All of their major Select issues seemed to be addressed by the end of the meeting. Currently, they are leaning towards signing MELP-C for Office, MELP-B for Windows, MELP-M and MVLP-B. We are awaiting the version 2.0 Select contracts for their review. Closure is anticipated within the month.

CRESTAR BANK ISSUES RFP FOR 350 COPIES OF OFFICE FOR MORTGAGE DIVISION - (Mid-Atlantic Region, Washington) Janell Corvin, CMR-II - Crestar Bank has begun efforts to move another division away from Lotus and WordPerfect to Microsoft Office. An RFP has been issued to procure new hardware and 350 copies of Office for the Mortgage Lending Division of the bank. This RFP increased the sense of urgency for Crestar to sign Select. Janell hopes to close the agreement in 1-2 months.

MBNA VERBALLY COMMITS TO MELP-C AND MELP-M - (Mid-Atlantic Region, Greater Philadelphia) Larry Mascioli, CAM-2 - MBNA has verbally committed to execute an MELP-C and an MELP-M agreement for the Microsoft Office. The agreement will be signed during October and will encompass 5,000 units of Office. The lead for this opportunity was first created by a local solution provider, Adaptive Strategies, Inc. Within two months of the opportunity originally being created by the SP, we will have closed the Select agreement. This is an excellent example of leveraging the channel.

MAGMA COPPER CHOOSES MICROSOFT OFFICE AS STANDARD - (Western Region, Southwest) Alison Porter, CAR - Magma's Software Standards Selection Committee viewed Microsoft database tools following a decision to standardize 500 desktops on MS Office. Their consideration of spending \$18,000 on metering software was halted as discussions on MS Select have begun.

HOLY CROSS MEDICAL CENTER SELECTS MICROSOFT OFFICE FOR DESKTOP STANDARD - (Western Region, Los Angeles) Ramsay Gamble, CAR - In a competitive win over Lotus and WordPerfect, Microsoft Office was selected as the desktop standard at Holy Cross Medical Group affecting approximately 300 PC's. In addition, the account is beginning a Microsoft Mail pilot for the LAN based mail standard. Local solution provider IAA, is providing support for the system architecture design and initial 50 user pilot.

GEORGIA-PACIFIC, CHEMICALS DIVISION, MOVES TO WINDOWS OFFICE - (Southern Region, Atlanta) Kim Dykhuis, CAEII - Eleven hundred (1100) employees of the Chemicals Division of Georgia-Pacific will go through Windows Office training over the next two years. Training has already begun for Atlanta-based PC users. Sixty percent (60%) of these people are not yet PC literate since they reside in plants in small outlying cities. G-P has outsourced the Windows Office training and rewards each graduate with an internally-designed t-shirt legally displaying the MS Windows logo. PSS Marketing is working with them to provide appropriate levels of support.

COX HOSPITAL OF SPRINGFIELD STANDARDIZES ON WIN OFFICE AND ACCESS - (Southern Region, St. Louis) Pat Wilson, RMR - After almost a year of evaluating various product suites, Cox Hospital of Springfield has decided to standardize of Microsoft Office for Windows and Access. Lotus SmartSuite was also included in the evaluation process. I worked closely with Computerland of Springfield in securing this standardization which will effect 300+ desktops.

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Single Product Wins

GRAYBAR ELECTRIC SELECTS MICROSOFT MAIL AS STANDARD FOR 2500 USERS - (Southern Region, St Louis) LeAnn Hait, CAR - Graybar selected Microsoft Mail over Beyond Mail as their company wide email standard this month. Graybar selected Mail as their standard based on Mail's strong backend, administrative capabilities and tight integration with Beyond's WinRules. This win will result in 2500 mail users in two years and will ultimately have 4000 Mail users as they migrate users off their mainframe.

AFTER A TWO YEAR BATTLE, EG&G SELECTS PROJECT AS PLANT STANDARD FOR 650 MANAGERS - (Central Region, Rocky Mountain) David Clark, CAR - Winning the plant standard means not only will 650 managers be using Microsoft Project, but this will be the tool of choice for all others interested in project management software. This has been an extremely political battle that was determined at the highest levels of management at the plant. Microsoft won because of our strong cross platform message and because Project is much easier for the average user to master than the competition. An original order of 250 units was placed upon the announcement of the standardization.

ACCESS CRUSHES PARADOX WEYERHAEUSER - (Western Region, Pac West) Nancy Garttson, ACAR - Access was announced as the new Weyerhaeuser standard over competitors Paradox, Approach and PowerMaker. Unit potential is 1,000+ units. Weyerhaeuser is working with Softmart and Egghead to implement a Select agreement for Access, The Office Professional and Press books.

STATE OF IOWA CHOOSES MS MAIL - (Central Region, Northcentral) Chris Bertelson, CAR - The Legislative Service Bureau chose MS Mail as their new mail standard. Initial rollout will be for up to 200 users. Reasons cited for this decision were the PROFS gateway and the persistence of the district SEs during this 9+ month evaluation.

HACH COMPANY STANDARDIZES ON MS MAIL - (Central Region, Northcentral) Chris Bertelson, CAR - In Ames, IA, the Hach chemical kit company chose MS Mail as their company wide standard. Initial rollout this year will affect 500 total desktops with 120 in Ames. Reasons for this decision included integration with other MS products.

DIGITAL US SALES USES MS ACCESS FOR TERRITORY PLANNING SYSTEM; 2,500 UNITS WORLDWIDE - (Northeast Region, New England) Chris Phinney, RAM - SP - Digital US Sales has chosen MS Access as their desktop DBMS to deliver a customized territory analysis system. The system uses 6 electronic databases such as CI, D&B, and other vertical commercial databases, and delivers a customized system to sales managers and reps that enables them to target marketing and sales campaigns. A 10-second query and report in MS Access previously took 6-10 days per report and was delivered in hard copy only. The first department to implement this, Northeast Discrete Manufacturing and Defense, placed the order for 70 copies of MS Access in November.

IRVINE RANCH WATER DISTRICT STANDARDIZES ON MICROSOFT PRODUCTS - (Western Region, Orange County) Glenna Donaghy, ASR - Working in conjunction with OnLine Connecting Point, the Irvine Ranch Water District has standardized on Word for Windows (displacing WordPerfect) and PowerPoint for Windows for 140 machines. In addition, Excel has been added as a standard with Lotus and is expected to be installed on at least half of those machines.

BALL AEROSPACE ADDS FOXPRO AND ACCESS TO THEIR APPROVED PRODUCTS LIST - (Central Region, Rocky Mountain) David Clark, CAR - Ball has always had Office as their standard, but has not chosen a database product. Now, with the addition of Access and FoxPro to their APL, along with

Office Professional, users can choose an entire Microsoft solution for their desktops. It is estimated that Ball will be purchasing 300 copies of FoxPro and 250 copies of Access in the next 6 months.

CARGILL NORTHEAST PETROLEUM DIVISION SWITCHES TO EXCEL - (Central Region, Northcentral) Denise Griep, CARII - Cargill's Northeast Petroleum Division does a lot of analysis of petroleum production and distribution. They were using Lotus 1-2-3 for their number crunching, but have decided to switch to Excel 5.0 when it becomes available. 50 users will make the move early next year.

LINCOLN TELEPHONE CHOOSES MICROSOFT MAIL FOR EXECUTIVE NETS - (Central Region, Northcentral) Chris Bertelson, CAR - After a close evaluation, Lincoln Telephone has chosen MS Mail for 50 initial users on 3 executive networks. This initial group may grow to over 600 users as LAN based Email is deployed in the company. Keys to this win included 1) getting them the evaluation software, 2) timely answers from Tim Floyd and MS CompuServe Support on mail, and 3) great support in our SMTP gateway.

DEERE & CO. TREASURER'S OFFICE CHOOSES EXCEL 5.0 - (Central Region, Northcentral) Chris Bertelson, CAR - In a last minute decision between the new Quattro Pro and Excel, version 5.0 won out in a 15 minute demo to company treasurer Pierre Leroy. This win of all 50 desktops in the highly vocal and visible treasurer's office will influence other divisions to evaluate Excel and upgrade from version 4.0.

GRINNELL MUTUAL INSURANCE STANDARDIZES ON WORD 6.0 - (Central Region, Northcentral) Chris Bertelson, CAR - In a comparison of Word Perfect and Ami Pro Word 6.0 was chosen as the Windows word processor to standardize on at Grinnell Mutual Insurance Company in Grinnell, IA. A current base of 75 Windows users will immediately convert to Word 6.0 with a total of 200 users over time.

MARION MERRELL DOW SELECTS MICROSOFT MAIL AS GLOBAL STANDARD FOR 10,000 USERS - (Southern Region, St Louis) Sandy Abrams, CMR2 and Merrill Schebaum, Messaging Systems Engineer - Initial implementation for CY'93 includes approximately 20 Post Office servers and 1000 clients located in Widdersb, England; Laval, Canada; Strasbourg, France; Gerenzano, Italy; Hirakata, Japan; Cincinnati and Kansas City. Two year forecasts estimate 8000-10,000 clients and 50 servers. As a result of the mail pilot and standardization, Marion Merrell Dow (MMD) Research & Development has selected NT/AS as the standard post office platform. This group (2000 clients) has also selected Windows for Workgroups 3.11 as the optimum mail/network client for integrating NT and DEC Pathworks. Revenue projections over the next two years for mail specific products, platforms and services is \$500,000.00. This figure does not include the mail client obtained through prior Microsoft Office standardization. In addition to the standardization, Solution Provider WordLink has been retained by the client for site analysis and project plan, generating \$50,000.00 in service revenue for the SP. MMD initially resisted hiring an outside integrator, but the local account team positioned and sold the merits of the SP program and an integrator to ensure a successful mail implementation. MMD also signed a Premier Support Contract to augment the mail installation. Lastly, MMD's standardization on Microsoft mail has driven a worldwide Select win for Dow Chemical requiring Dow to add the Server Product Pool to their MVLP Agreement which had only licensed Applications and Systems.

EXCEL WINS STANDARD FOR THE AUDIT DIVISION OF THE DEPARTMENT OF REVENUE - (Western Region, Pac West) Nancy Garretson, ACAR - The Audit Division of the Department of Revenue standardized on Excel as their spreadsheet standard. 350 units of Excel were purchased in early October. Lotus was the existing standard within the division and entire agency. This win has the potential of redefining the entire agency's current spreadsheet standard of Lotus. New potential could equate to 400 new Excel purchases or influence a migration to the MS Office with 750 units.

EXCEL REPLACES 1-2-3 AT HONEYWELL AIR TRANSPORT FINANCE - (Western Region, Southwest) Karen Kyle, CMR - Honeywell ATSD Finance, a workgroup of 50 users, has made the decision to move to Excel from a mix of Lotus 1-2-3 Windows and non-windows versions. The migration will begin immediately, in conjunction with an evaluation of Windows for Workgroups to take advantage of Excel 5.0's workgroup functionality when available.

ACCESS ADDED TO OFFICE STANDARD AT INTEL NM - (Western Region, Southwest) Jon Kitkowski, CAR-II - Access has been added to the office standard at Intel, pushing them towards Office Professional for all new purchases.

LOCKHEED COMMITS TO STANDARDIZATION OF WORD FOR WINDOWS ON 3000 DESKTOPS - (Western Region, Los Angeles) Tara Rose Richardson, CMR - Lockheed Advanced Development (LAD) has stated that Word for Windows will be the preferred desktop word processor for all Windows NT desktops. The word processors considered were WordPerfect and Ami Pro. Lockheed is also evaluating Excel.

AMERICAN BAR ASSOCIATION FINALLY SELECTS MS MAIL AS THEIR STANDARD - (Central Region, Midwest) Branch Hendrix, Sr. Workgroup Specialist - The American Bar Association (ABA) consists of approx. 500-1000 potential users, but the real potential is that of the 375,000 ABA members. In order to better communication with the ABA, an MS Mail solution utilizing the AT&T gateway will make an excellent choice for ABA member lawyers and law firms to select. This could not have been accomplished without the partnership with AT&T with regard to messaging services. Sidley & Austin (2000-4000 desktops worldwide), the 4th largest law firm in the U.S. should make their decision to go with MS Mail in October and the ABA's decision probably played a factor.

LOS ANGELES TIMES STANDARDIZES ON MS MAIL - (Western Region, Los Angeles) Mark Spain, CAE I - The LA Times announced their mail standard as MS Mail and ordered 19 MS Mail Servers, 19 Schedule + Servers, 800 client licenses and MHS gateways. This is a replacement for Banyan StreetTalk.

TRANSAMERICA OCCIDENTAL LIFE COMPANY USES ACCESS FOR CLIENT-SERVER DEVELOPMENT - (Western Region, Los Angeles) Ramsay Gamble, CAR - The Group Pensions department has selected Access as the front-end query tool for client-server application developed using Sybase and PowerBuilder.

NELSON, ROGERS, BECKER AND WINNINGHAM MOVE TO WORD FOR WINDOWS - (Western Region, Los Angeles) Elaine Wilcox, RMR II - because new version offers features they need. We converted this accounting firm to Excel 3.0 a few years ago but they were not willing to give up WordPerfect. They have now placed orders for the new Office Version Upgrade to migrate all users to Word for Windows 6.0, Excel 5.0 and PowerPoint 4.0 when available.

SHELL USA ADDS ACCESS AS ONLY SUPPORTED WINDOWS DATABASE PRODUCT - (Southern Region, Houston) Kim Daly, CAR-II - Shell USA finalized a three month evaluation of Windows-based database products, focusing on Paradox for Windows and Access. Access was chosen over Paradox primarily because of ease of use and end-user focus of Access. This decision will affect 10,000 desktops in the US.

PUBLIC SERVICE COMPANY STANDARDIZES ON MICROSOFT MAIL - (Central Region, Rocky Mountain) Teri DePinto, CAR. PSCO has made the decision to standardize on MS Mail for 2000 users.

Their next step before they officially roll-out this product is to get trained and determine the best support channel for this product.

TCI CHOOSES MS MAIL AND MS OFFICE OVER WP OFFICE AND MAKES OFFICE THEIR PRIMARY STANDARD - (Central Region, Rocky Mountain) David Clark, CAR - After lengthy evaluations of both MS Mail and WP Office, TCI decided that the support requirements for WP Office were simply too much. Further, they felt that WP Office's client was much too complicated for their average user. TCI also felt that WP's Mac support was too sluggish. As a result of this decision, TCI also decided to make MS Office their primary office automation tool. Office's cross platform capabilities far surpassed any of the competition.

MS MAIL AND MS DEVELOPMENT TOOLS WIN OVER LOTUS NOTES AT GERAGHTY AND MILLER - (Central Region, Rocky Mountain) Chuck Booth, RAR - SP Consulting Alliance member. Integral Corporation closed a \$650,000 computer services deal with Geraghty And Miller, an international environmental services firm. This combination beat out an early lead by a Notes and CC:Mail solution. Phase One will put MS Mail, utilizing MS Electronic Forms Designer, on 500 of this firm's 1,200 desktops. Phase Two will see Workgroup Templates and Office Professional follow. Phase Three will complete the solution on the other 700 desktops of this multi-WAN, multi-national company.

Watch List

DESPITE YEARS OF RELUCTANCE, EG&G AGREE TO EVALUATE MICROSOFT OFFICE - (Central Region, Rocky Mountain) David Clark, CAR - E.G.&G. has always been concerned about the inclusion of the Mail license inside Office, fearing that their users will think that they are now running Microsoft Mail instead of the plant standard which is Pathworks. The economic reality (read low price) of Office along with the integrated installation capability has forced E.G.&G. to take a new look at their decision. The fact the Director of MIS had recently acquired Office for his home use played a major role in the support group's reconsideration.

MICROSOFT MAIL GETS FOOT IN DOOR AT P&G - (Central Region, Corporate) N. Andrew Elliott, CAR-1 - MS is working to set up an evaluation in one of the business sectors of Procter & Gamble. Microsoft and ASAP Software met with MSD members of the Health Care sector, Shelton James (soon to be replaced by Stephen Jabto of MSD), Taryn Ganz, Chris Henderson and consultant Jeff Gordon of Cap Gemini. Based on feedback concerning corruption problems using cc:Mail, MS closed the sector on evaluating Windows NT and Microsoft Mail. Todd MacDonald and Barbara Hoffman will be working with these individuals to understand the benefits of each solution and how it can be extensible, while demonstrating connectivity to the HP Open Mail backbone.

MITSUBISHI MOTORS SETTING STANDARDS: OFFICE 4 ACCELERATES TO THE CHECKERED FLAG - (Western Region, Orange County) Tim Marusich, EAR-2 - This month, Microsoft Office won the 2nd of 3 qualifying steps which will lead to standardization across Mitsubishi Motors of America (MMA). This first win came several weeks ago as Mr. Stephen Smith, Training & Support Coordinator at MMA selected MS Windows & applications as the solution of choice in a formal report submitted to management. The more recent win comes this week when Mr. Harry Hazard, IS Planning & Policies Specialist at MMA, purchased 30 packages of MS Office 4.0 to use in their Corporate Office during this final evaluation stage. The 3rd and final stage in this process begins on Dec. 14th when the "Technology Steering Committee" meets.

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PARAMOUNT PUBLISHING'S FINANCE DEPARTMENT STANDARDIZE ON MS OFFICE 4.0 - (Northeast Region, New York / New Jersey) Susan Hauser, CAR - The finance department at Paramount Publishing consisting of 200 users currently using WordPerfect for DOS and Lotus 123 for DOS have standardized on MS Office 4.0. We worked with Paramount's IS organization to demonstrate MS Office consistency and integration to win this standardization decision. This is a key competitive win for us and will be critical in our ability to close additional business of 2,000 current DOS competitive users to MS Office 4.0. The finance department has agreed to be an internal customer reference for other departments evaluating MS Office. Additional departments include the legal department, higher education and contracts department. Susanhau and Sarable met with the legal department to understand current word processing needs and to demonstrate Word for Windows 6.0 for the legal market. The legal department will be invited to Solution Provider Legal Seminar Series in the New York Office. We are working with Jackie Cole and the formal evaluation program to provide additional migration materials. Paramount Publishing is at the final stages of signing a Select agreement through Corporate Software that will give us the ability to provide compelling competitive upgrade pricing based on a corporate wide commitment.

MELLON BANK. At Mellon Bank (7,000 to 8,000 desktops), we are continuing to wage a major battle with Lotus. It appears that a majority of the influencers/decision makers are on our side; however, we heard rumors that Lotus is offering to cut a very special pricing deal for Mellon in an effort not to lose the business.

SISTERS OF MERCY (ST. MARY'S HOSPITAL) RECOMMENDS MS OFFICE SUITE FOR 10,000 DESKTOPS - (Central Region, Great Lakes) Christine Feuerstein, ASR - Although the national headquarters of Sisters of Mercy resides in Chicago, the Grand Rapids location of Sisters of Mercy Health Services (St. Mary's Hospital) has been selected as the evaluation site for all operating systems and applications including messaging. Christine Feuerstein, ASR, and inside sales, worked in concert during the entire evaluation process. The evaluation committee at St. Mary's (Sisters of Mercy) announced their recommendation of MS Office during November. This recommendation could potentially affect 500 desktops locally and up to 10,000 desktops nationally. In addition to the application standardization, St. Mary's is currently evaluating NT as a standard for all server platforms.

10,000 UNIT OFFICE OPPORTUNITY AT AGRIBANK - (Central Region, Northcentral) Ted Olson, CAR - AgriBank (formerly Farm Credit Systems, formerly Federal Land Bank) is evaluating desktop OSs and productivity applications for HQ and 600 field locations. Formal task forces are in place, with Microsoft as a participant, to review and evaluate their options. A decision is expected by year end with implementation covering all of CY 1994.

NALCO COMMITS TO OFFICE EVAL FOLLOWING THE OFFICE 4.0 LAUNCH - (Central Region, MidWest) Denise Nahley, CMRII - Nalco has over 1200 laptops for their sales personnel running MS-DOS 5.0, WP/DOS, L123/DOS, HG/DOS, and N-COMPAS. N-COMPAS is their internally developed system that allows the sales reps to perform on-site analysis, communicate remotely with automation equipment and develop customized chemical-treatment solutions complete with demonstrated costs and benefits. Nalco is planning on moving the sales force to Windows in FY '94, and has existing maintenance contracts with Lotus and WordPerfect, which would allow them to move to the respective Windows versions at no cost (\$40/year maintenance coverage). After seeing the Office 4.0 launch and attending the focused Office luncheon with Bill Gates, Dave contacted Denise and indicated that he believes they have found exactly what they are looking for in a sales automation tool with Office 4.0's application integration capabilities. They are now evaluating Office 3.0 (4.0 when available) for their 1200 laptops. Their corporate headquarters, located in Naperville, IL, will ultimately follow the direction of the sales force automation project. This would effect approximately 2000 additional PCs across the country.

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MERIDIAN INSURANCE OF INDIANAPOLIS TO EVALUATE OFFICE AND MAIL - (Central Region, MidWest) Vicki King, RAR - Meridian Insurance will evaluate Microsoft Office for Windows and Microsoft Mail for use on 350 desktop systems. The company is currently using WordPerfect Office, however, new management prefers the Microsoft solutions and is driving the evaluation project.

HUNNEMAN REAL ESTATE EVALUATING OFFICE 4.0 - 200 UNITS INITIALLY - (Northeast Region, New England) Rob Bennet, SE-I - Hunneman Real Estate is actively evaluating Office 4.0 vs. WordPerfect Office. They expect to make a decision by 11/5/93. The evaluation is for 200 units initially, but Hunneman controls 2500 PC's across New England.

GTE HALTS DECISION TO IMPLEMENT CC:MAIL, BEGINS FULL EVALUATION OF MS MAIL - (Southern Region, Dallas) Bob Holbrook, CAE - GTE TeleOps was planning to begin implementation of 40,000 nodes of cc:Mail. Leveraging our EMS architecture, the account team was able to delay this decision pending a complete evaluation of Mail 3.2 and EMS. The ability to provide GTE EMS beta code immediately is critical to our success and will require approval of district, regional, and product marketing resources.

FORD MOTOR SIGNS SELECT AGREEMENT - (Central Region, Great Lakes) Jeff Bones, CAR II - Ford has signed an MVLP-C agreement for applications and systems. This agreement will lead to sales of over 15,000 copies of applications (Excel, Project, Access) in the next 2 years, as well as 12-15,000 copies of Windows for almost all of Ford's new systems. The pricing of the agreement has also opened discussions on using Office Professional. This is important as Ford is WordPerfect's premier account.

SAFEWAY SAYS THAT SELECT IS TOO COMPLEX AND MORE EXPENSIVE THAN WORDPERFECT. - (Western Region, North California) Steve Maloney, CAE - Safeway Stores is close to making a decision to standardize their Corporate Offices and Divisions on WordPerfect's product because they feel Select is too complex to implement and administer. They also complain that Microsoft's products are more expensive than WordPerfect's on a comparative basis.

MEAD DATA CENTRAL PILOTS WORDPERFECT OFFICE - (Central Region, Great Lakes) Stacey Breyfogle, CMR - Joe Vetter, GM Central Region, met with Sam Kapoor, Senior Director of Telecommunications, and John Goubeaux, Manager of Office Automation, at Mead Data Central on October 26. At this meeting Sam Kapoor informed Microsoft that Mead Data Central would be starting an email pilot with WordPerfect Office within the next few weeks. Mead Data Central is migrating from Profs to LAN-based email. The formal evaluation between Microsoft Mail, cc:Mail and WordPerfect Office began in August. The main factor that led them to choose WordPerfect Office was the WordPerfect Office Sun Client. Additional decision factors were a lack of perceived product differentiation between any of the products and the seamless integration of email, scheduling and forms on all platforms with WordPerfect Office. Mead Data Central has 3000 PCs and 1200 Sun Workstations. They have chosen Microsoft Office and Office Professional as the desktop application standard.

US ARMY LOOKING AT MS MAIL... UP TO 10,000 UNITS! - (Sales Operations, Inside Sales MSIC) Ryan Surface, Inside Sales Representative - On Tuesday, November 16th, Ryan talked to Bill Starnes of the US Army. Bill started out by asking Ryan about getting a evaluation copy of MS Mail. Ryan did some probing and found out that Bill worked for the Army and that they wanted to test out Mail for a possible installation of 10,000 users. Using the Lead document proved just that day by Susan Neufeld Ryan was able to pass the pertinent information along to Gordon Queen in TDS.

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