

EXHIBIT V

Project Proposals for “Storm”

- Time frames are the critical decision to be made for finalizing the Storm strategy. The trade off is the quality of the product solutions that can be provided versus the time frame for critical buying decisions.
- The following table outlines three proposals.
- Following the tables are likely results of pursuing these solutions
- Our recommendation follows
- See Appendix A for the details of the Storm research and proposals.

Proposal ONE (primarily a WIN95 strategy for Sept. 30 1995)	
PROBLEMS	ADVANTAGES
<p>1) This results in an aggressive time frame with a lot of release overhead for a minimal amount of real development time.</p> <p>Design : 1 ½ months Development: 3 ½ months Release overhead: 3 ½-4 months Suite overhead: ½ month</p>	<p>1. This is about four months after MS Office is scheduled to ship and five months after WIN95 is scheduled to ship. Many analysts believe we must have a solution within three months or at the latest within six months to be competitive on WIN95. This is aggressive yet possible with great effort and we would not risk being perceived as “late” to a key platform “again”.</p>
<p>2) QP believes this is barely achievable with all their resources and with no additional functionality. Currently, they are not receiving the best critical reviews and by focusing on another short term date they believe that QP will fall significantly behind in the standalone competitive race and we will be killed in the market. They feel that an additional three months would help them compete effectively. They also believe a 4-month beta is needed for a significant release such as a WIN95 new product.</p>	<p>2. We probably can include enough items from our four key areas to at least tell a story and show some direction for our office product. These four areas are: WIN95 products, network capabilities, more seamless work process, and some best of breed enhancements on the WP and GW products.</p>
<p>3) PR and shared code are in a very similar situation to QP from a development standpoint. They are nervous about that date and would have to make significant corner-cutting moves to make the date. They also recommend three additional months of development.</p>	<p>3. We would be close enough in timing to ride and shout with the WIN95 wave that will sweep our industry. According to marketing our industry has never seen the likes of the WIN95 advertising campaign and we must be on this wave or we will be crushed by it. This is still difficult with a Sept. 30 date but with some clever marketing we can show and present enough to stay a contender in the market.</p>
<p>4) WP is only on target for this date if the other pieces they rely on are there on time (such as Shared Code, Draw and Chart). The WP team is the best prepared because of advance work and significant resources but they still feel the schedule is aggressive but achievable.</p>	<p>4. Some teams will be able to do some parallel development efforts and release a more significant upgrade the following year.</p>

<p>5)GroupWise is tentatively planning on an Oct. 1, 1995 release for WIN95. This is one month later than the business application goal. They would prefer to delay this release to focus more on the 16 bit release.</p>	
<p>6)Office will be competing with a significant upgrade to MS Office and Lotus Smart Suite. Both of these products have had 15 month or greater development cycles (as opposed to our proposed nine month cycle) because they already had a suite on the market. We assume that they will raise the bar of expectation with their next release.</p>	

Proposal TWO (Solution Driven Strategy for Jan 1996)	
PROBLEMS	ADVANTAGES
<p>1)This is about seven months after MS Office is scheduled to ship and eight months after WIN95 is scheduled to ship. Many analysts believe we must have a solution within three months or at the latest within six months to be competitive on WIN95. Perhaps we have "missed" the market. The party is over.</p>	<p>1. A more significant development time frame before the release overhead is incurred. Design : 2-2 ½ months Development: 5 ½ - 6 months Release overhead: 3 ½-4 months Suite overhead: ½ month</p>
	<p>2) We can include many items from our four key areas to show direction and to capture market share. These four areas are: WIN95 products, network capabilities, more seamless work process, and significant best of breed enhancements on all products. Basically we can deliver double (or more) the improvements in the products with the additional three months.</p>
	<p>3) PR and shared code can do meaningful upgrades that are needed in our competitive market. This would include items such as common scripting, more modular shared code, reusable charting pieces for QP and PR.</p>
	<p>4) The WP team has many ways to provide greater solutions for their customers. They have significant contextual inquiry data that suggests areas of improvement that would be doable with a longer time frame.</p>

	5) GroupWise would fit into this time frame.
	6) Office will be able to see some of the most significant upgrades to MS Office and Lotus Smart Suite. We may even be able to address and minimize some of their most significant advances. We will have almost as much time as our competitors with their 15 months or greater development cycles. We should be able to raise the bar over what they will provide.
	7) This would be in a similar time frame to the Netware 4.2 release. We could play up our synergies with this platform. We are establishing our ties to Netware and that we will always be leading edge with networking solutions.

Proposal Three (WPWin Sept 1995 then the rest later April 1996)	
PROBLEMS	ADVANTAGES
1) The following groups would still have a very aggressive time frame with a lot of release overhead: Shared Code, PR Draw, PR Chart, QuickFinder, WP Design : 1 ½ months Development: 3 ½ months Release overhead: 3 ½-4 months Suite overhead: ½ month	1. This would buy additional time for QP and GroupWise.
2) We could send an unwanted message that we are not a suite player.	2. We could show that we will be WIN95 players with our biggest product. We could capture significant standalone sales with at least that product.
3) By pushing WP first, it will actually delay the Perfect Office release for WIN95 by approximately the 3-4 months of overhead required for a release since projects such as Shared Code will have two releases.	3. Perhaps this will buy enough time for us to make significant progress on other products for the suite.

Most likely conclusions from the three options

Option 1

- We release October 31, 1995 because development is getting better at making dates but they still are one month late (typically development has been two or more months late). WP competes favorably in the WIN95 standalone market. QP and PR will be considered one major release behind their competitors. Perfect Office

will have a somewhat better networking story but will still be considered a little late and mostly a rev behind because of QP and PR. The marketing team will pre-promote the product and most customers will wait until we release to do the major upgrade on WIN95 suites. However, we will lose many customers because we will lose the competitive reviews. There is a greater risk of lost quality due to the aggressive schedule and if we shipped with poor quality we would destroy all credibility in the market. Prediction of market share for perfect office by the end of 1996 is 15%.

Option 2

- We release Jan 31 1996 (three months later than option 1) with a much better solution both in quality and scope than option 1. We can make waves with marketing vaporware for much of the time but we will still lose some early adopters for WIN95. WP will be able to address the most significant advances made for Word 95 and have significant advantages of their own to be considered a rev ahead of the competition. QP will be able to severely blur any difference between the spreadsheet products and have some additional strengths to compete head to head with 1-2-3 and Excel. PR will make similar advances and at least make all competitive reviews take note. Groupwise will deliver many significant enhancements that will be a real differentiator and make our network story solid. Perfect Office will win many of the head to head competitions but will be noticeably absent from early reviews. Prediction of market share for Perfect Office by the end of 1996 is 25%.

Option 3

- We release WPWin in Sept 1995. WP competes favorably in the WIN95 standalone market. Perfect Office will not release until April 31, 1996 (six months later than option 1) and it will not be as good as the option 2 product. WP, Shared Code and PR will have double the overhead and have difficulty accomplishing many of the more meaningful changes needed to compete. QP and GroupWise will have better Best-of-Breed solutions than even in option 2 but WP and PR will suffer along with our seamless strategy due to shared code overhead. QP might pursue the option of shipping in the same time frame as Option 2. This will also be very difficult on testing because of new combination testing and may result in some loss of product quality. Prediction of market share for Perfect Office by the end of 1996 is 5% because we are so late and we have become a standalone provider only.

Recommendation:

Option 2 is the best option. This allows us to produce and sell the next great solution. To be competitive long-term in this aggressive market we must make better solutions for our customers and to do this we need to spend the requisite time developing them. Lotus and MS opted to create 32 bit solutions early this year at the expense of having additional 16 bit releases. They are allocating significant development time between releases to allow significant advances. To compete with these forces we must at least allocate similar time frames. We have a great opportunity to leverage the most extensive research ever done in advance at this company, the tapestry research. This research began over a year ago and has found many customer needs that we can satisfy with Storm. These findings can give us a complete work solution that will give us a significant competitive advantage. If we do not utilize this research now then our competitors will have opportunities to discover these same solutions. We can be competitive in the long-term and win market share with this option.

APPENDIX A

Introduction

Storm is the code name for our Perfect Office release to follow the PO 3.0 product that is shipping Dec. 1994. This is a large and growing market and a pending release of WIN95 are driving the need for this product.

Our goal for storm product development is to understand customers' needs and provide the best solutions for those needs.

Background

We understand our customers because we have always made it our top priority. In the early years WordPerfect listened to our customers by actually working with them. As we grew, we introduced the best customer support in the industry. Not only has this helped us solve customers' problems in shipping products but it also allows us to understand user needs and incorporate those in the next product release. With Perfect Office 3.0 we added state-of-the-art usability studies to make our products easy to use and task oriented like customers really work. With Storm we have taken the next step in understanding our customers through a process called "Contextual Design" (CD). We have gone out and sat down to observe our customers at work in their own businesses. We have taken extensive notes and observations to really understand users' intents. Storm is the first release in a progression toward solving seamlessly and completely what our customers need.

Project Scope

4) The platform of the future for most of our customers is WIN95. Customers need solutions that take advantage of this operating system and work seamlessly in this environment. The top priority for Storm is to run seamlessly on this OS.

5) The most significant needs we have observed through CD is better tools for people working together. All work we observed is collaborative and it is an area that has only been minimally addressed in current offerings by integrating the software packages. What people really need is to connect people to people NOT program to program. Our next priority for Storm is to help people work together by providing a communications centric work place. This includes services such as a universal in/out box, an activity log, post-its for those frequent interruptions, a shared address book (shared by the network, mail, word processing, spreadsheets etc.), and document routing. The other aspect of helping people work together is to help the system administrators who manage the network and communications. These services include an enhanced Install (Network ease of use, centralized distribution, metering/licensing) and Remote management of a workstation setup.

6) The next user need is to streamline the current work process (make it seamless) to make users more productive. This data gathered through CD and customer support has led to the following priorities: Reuse existing objects, Scripting, Additional Vertical Solutions, More UI consistency to make it easier to learn and an extensive help system (overhaul).

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Detailed Initial Product and Priorities

Our solution - 1) Win95 solution 2) Applications that connecting people to people (Networking) 3)Streamline the work based on user intent

	WIN95	Network	Seamless - Remove speed bumps	Best of Breed
Common to all applications	<ul style="list-style-type: none"> -32 bit application -Shell Integration -Full UNC -Long Filenames -Win NT -OLE 2.0 Automation -Mail enabled 	<ul style="list-style-type: none"> -Shared address book integration -Routing support -Installation -Centralized distribution -metering/licensing -Notes FX -Common Database/common query -Activity log (API) -Support DMI -Internet access 	<ul style="list-style-type: none"> -Scripting -Speed -Common dialogs print, open, font, save, table format, search/replace, insert object, alerts, Tab dialog support -Single Chart -Object Reuse -Menu Consistency -PerfectFit toolbar -Single level undo 	<ul style="list-style-type: none"> -Help System -International support issues (2 byte)
2nd Priority	<ul style="list-style-type: none"> -Plug and play -Intelligent briefcase consolidation -SDI Model -enhanced metafiles 	<ul style="list-style-type: none"> - Remote management setup of workstation -Flexible Licensing -SMS Hermes/back office -Runtime profiling and configuration optimization -Conference enabled/HT, GT 	<ul style="list-style-type: none"> -Common inspectors -Consistent coaches -Shared spell checker - Consistent selection of text graphics, other objects -Gallery Previews for templates QuickTasks, on-line help, etc. -Adaptive interfaces -Valet/Expert Save project or work place 	<ul style="list-style-type: none"> -Galleries and PYCBYC -Project notebooks integration of applications into a common notebook (or similar) metaphor, higher level integration -SRAPI, speech API speech aware -Pen aware -Combine SKU's for example FC and French -Windows NT support (QP) Power PC -App that runs well on

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	WIN95	Network	Seamless - Remove speed bumps	Best of Breed
				16-Bit Windows 3.11 -All Apps OS/2 enabled --Improved QP <=> WPWin conversions/clipboard -Rich text object support
Storm Top Priority	- Work seamlessly in WIN95	-Communication Centric - Integrate with world (Notes, Database - System Admin easy -Novell inside	-Common UI -Scripting -PerfectOffice Developers Kit -Application functionality available via OLE automation	-Stand alone calendar
Storm 2nd Priority		-Annotation layers -Parts Bin -APSN print server -Shared place -Digital Signatures -Corsair integration -Filters and morphology -Object manager -Routing by roles -Groups as objects -Data, directory, sharing -Simultaneous editing/viewing -Partial document Protection -Conference enable applications -Routes as objects	- PerfectScript enable QPW, Envoy, IC Paradox? (Record only?) -Enhance VB support -VAB Integration -Gather user data for right QuickTasks solution -Common bit map editor (OLE Component), common org. chart editor (OLE component) -Common equation editor -Common database access -Integrated data query -Standard data interface for tables -Standard data interface for	-Extend windows '95 tray with DAD capabilities -Check for goodness -Better front end to QT's thru enhanced help system -Integrated To-Do -Intelligent Objects -Common desktop -Document revision tracking -Anticipator -Cross document searching and indexing (QuickFinder, Envoy) -Consolidated search for info -Text reduction -Org. charts; more useful

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	WIN95	Network	Seamless - Remove speed bumps	Best of Breed
		<ul style="list-style-type: none"> -Management tools eg: preference management easier/flexible setup -Hierarchical settings for user/group -Resource accounting -Group discussions (ALA Notes) -Replace OBEX for store-and-forward -Use of custom messages to enhance universal in box -TSAPI Telephony -Create network quick tasks - 	charting	<ul style="list-style-type: none"> -WP Doc --> PR via linguistics -Sample custom solutions for PerfectOffice Developers Kit -Vertical Applications -Small business suite -Legal, Education... -More perfect links support other E-Mail products in quick tasks
WP				- Weight reduction
WP 2nd Priority		-E-mail create in WP		<ul style="list-style-type: none"> -Interaction points - Guidelines - Casper ghost cursor -Floating status -Change character stream model -
QP			common chart UI /features	<ul style="list-style-type: none"> -faster db access - direct ODBC support - improved DB access/analysis under Network.

	WIN95	Network	Seamless - Remove speed bumps	Best of Breed
QP 2nd Priority		<ul style="list-style-type: none"> -Shared access to files on network -MHS Netware service for message routing -Tapi support 	<ul style="list-style-type: none"> -Common properties for scripting 	<ul style="list-style-type: none"> -Drag and drop enhancements -Type lib support -Shared name space for scripting -3 state controls -Drawing enhancements -Integrate data pivot -Data sharing with Informs -Outlining -Auditing support -Intelligent tables/improved SS Model building tools -Mapping -Mixed notebook page types (QP) SS, objects, scripts -Improved UI builder -UI objects have OCX support -Integrate IC with Groupwise -Excel file conversion (-Excel macro conversion --1-2-3 macro conversion --1-2-3 file conversion
GW		<ul style="list-style-type: none"> -Shared address book -Communications Center -Routing support -Universal in/out box 		
		<ul style="list-style-type: none"> -Composite Calendar 		

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	WIN95	Network	Seamless - Remove speed bumps	Best of Breed
GW 2nd Priority		-Rules that fire custom code in Groupwise -Desktop gateway for E-Mail (CIS, Internet, etc.)		
PR			One Charting engine/chart types	-Hot buttons for on-screen shows -Multiple masters per slide show
PR 2nd Priority		-Slide show playback on network	--Easier selection of objects	-Remote access -Gallery of animated text effects -Customizeable figure gallery -Image database; gallery data objects -Global font change -Global search/replace -Password protect -Slide show summary -Global spell check -Bar Graphics - clipart as bars -Chart options more flexible placement of titles legends and labels -Data import multi source chart -Drag numbers to chart -Predefined color schemes -Scan and then trace -Direct video support w/o OLE

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	WIN95	Network	Seamless - Remove speed bumps	Best of Breed
				-Sound volume control during shows -Advanced multimedia timing -Rehearsal timing -Advanced presenter tools -Animation; predefined/create own -
Envoy				-Extended print interface support
Envoy 2nd Priority		-WWWWeb-enabled linkes		-Message thread -Envoy extensions (component plug-in architecture) -Extended font embedding
Shared Code		PerfectScript IDE	-PerfectOffice Developers Kit	
SC 2nd Priority				
OLTG			Help System	
2nd Priority				
Network Team		-Activity log -Post-its -Install -Sytem Admin		
2nd Priority				

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	WIN95	Network -Print faster on a network -APSN ties	Seamless - Remove speed bumps -Common print interface	Best of Breed
Print Team				

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Product Cost

Resource Estimation

Team	1st Priority	Additional Resources
Perfect Office Specific - Tapestry	6	
Perfect Office Specific - Network	6	
Perfect Office Specific -Print	8	
Perfect Office Specific -QuickTasks/3rd party	10	
Perfect Office Specific -Conversions	7	
WPWin	59	
QP	30	
PR	41	
GroupWise	45	
Shared Code	20	
OLTG	5	
Envoy	3	
Marketing	30	
Documentation	10	
Testing	60	

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TOTALS	340	
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Estimated Schedule

Nov	Pre-investigation phase complete- Project Plan Complete
Dec	Investigation phase complete (Dec 15) - MRD draft - Timeline of Tasks projected - Product Requirements Doc (SRS) - Feature Specification
Jan	
Feb	Commitment Phase Complete by (Feb 15) (Design complete) - Design docs on each enhancement
Mar	
Apr	Testing begins - Code Complete
May	
Jun	Build Phase Complete - Begin Validation Phase 1st of month - Beta for Individual Products Middle of month - Beta for Storm
Jul	
Aug	
Sep	RTM for Individual Product
Oct	RTM for Storm

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