

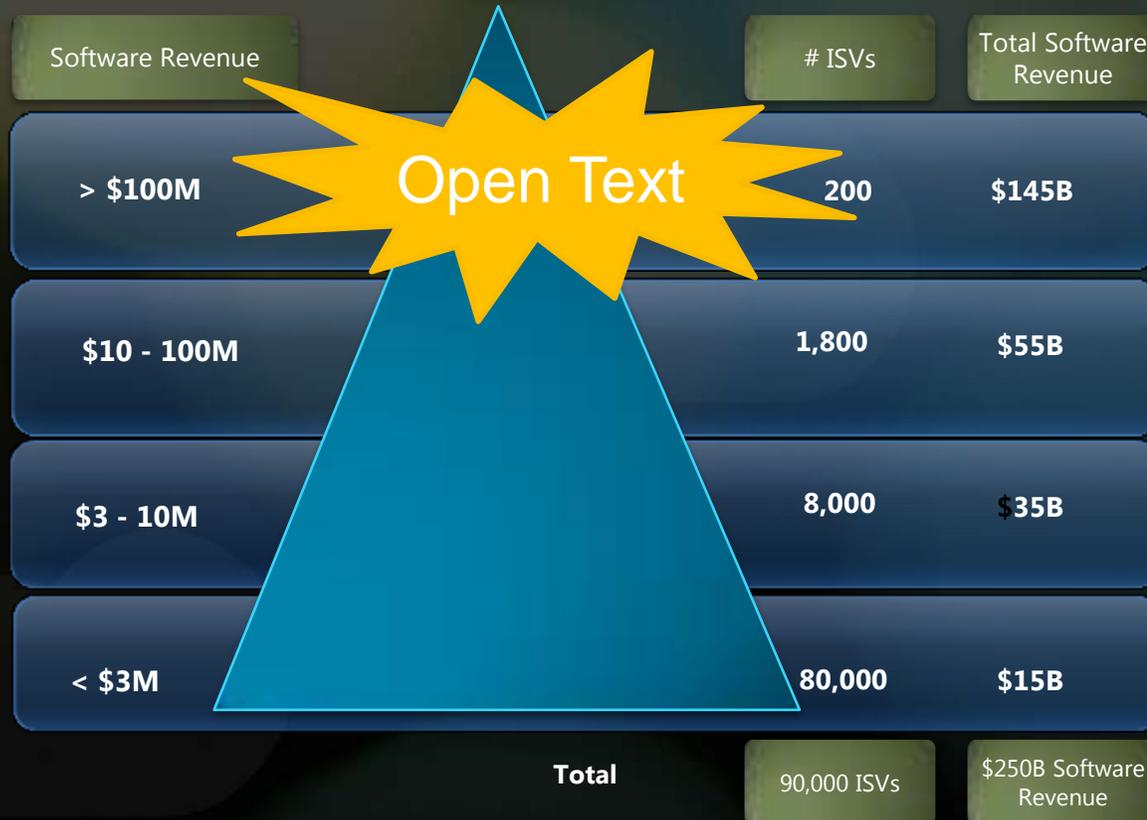
We're all in.

Microsoft and Open Text Strategies for Collaboration

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Microsoft Partner Landscape & Open Text



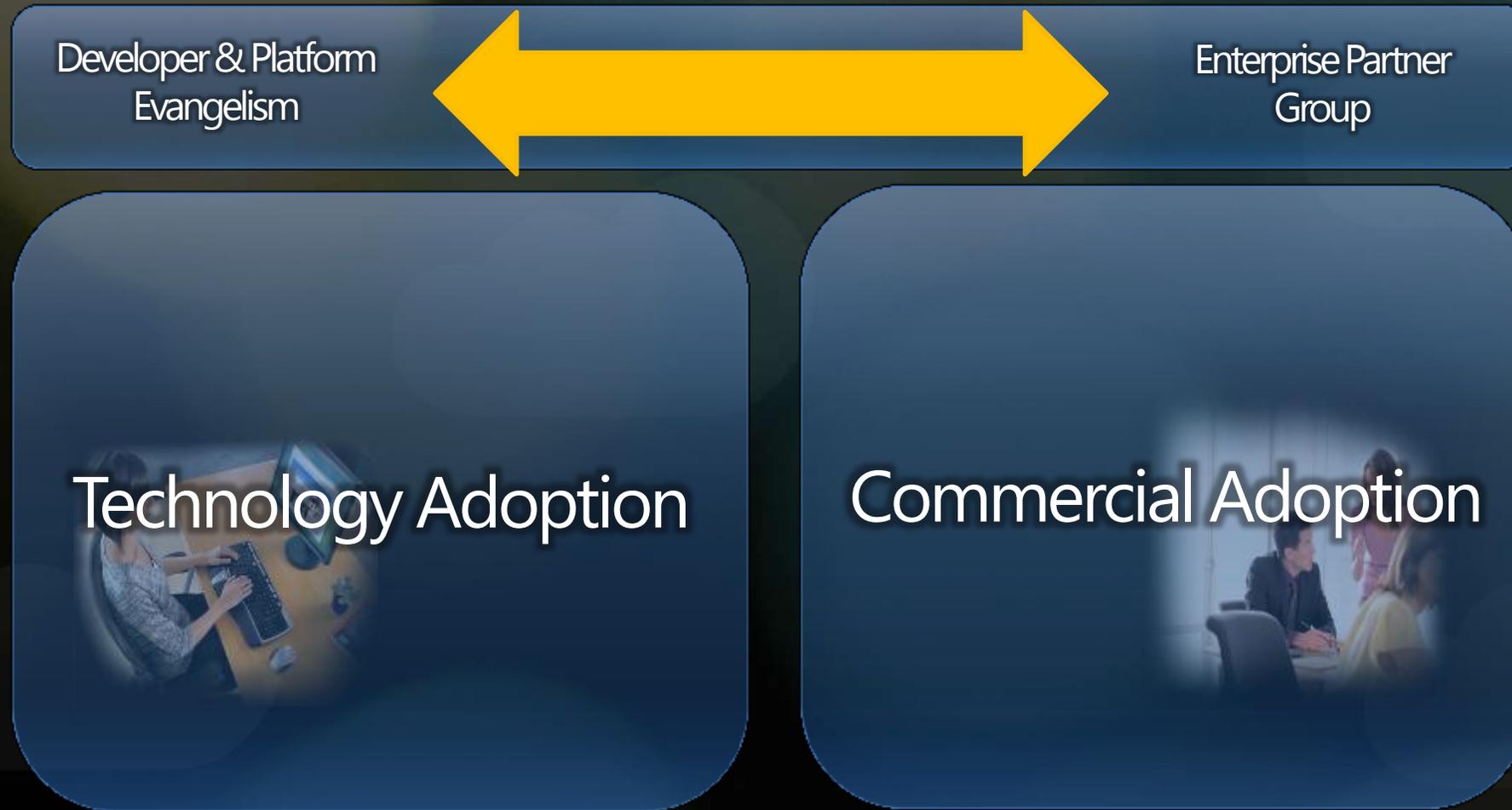
Large ISVs

- The top 2% of ISVs drive 80% of software revenue in the industry
- These ISV solutions influenced \$7B of FY09 Microsoft revenue, by pulling our platform when customers deploy their solution

Small ISVs

- The bottom 98% of ISVs drive 20% of software revenue in the industry
- While they influence \$2B in Microsoft revenue, they're more important for:
 - Securing Early Adoption
 - Broad Solution Base
 - Future Large ISVs (10% annually)
 - Citizenship

How are we partnering with Open Text?



Enterprise and Partner Group Charter

Vision

Customers seek out Microsoft as their trusted advisor and solve their key business problems using Partner led solutions



Mission

Drive our growth and market share by engaging Global and Enterprise customer business decision makers through a partner led solution sales model



Values

- ➔ Simplicity
- ➔ Governance
- ➔ Scale
- ➔ Accountability



Solution Sales Model

SECTOR

INDUSTRY

SOLUTION CATEGORIES

SALES &
SERVICES

DIGITAL
MARKETING

GOVERNANCE,
RISK, & COMPLIANCE

INNOVATION

BUSINESS
INSIGHT

OPERATIONS

FINANCIAL
SERVICES

Banking

Capital Markets

Insurance

OPEN TEXT
The Content Experts™

MANUFACTURING
& RESOURCES

Automotive, Industrial, & Aero

High Tech & Electronics

Oil & Gas

Power & Utilities

Process Manufacturing

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& SERVICES

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Professional Services

Retail

PUBLIC SECTOR

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Telecom

Media & Entertainment

Thank You!