



Open Text Product Strategy

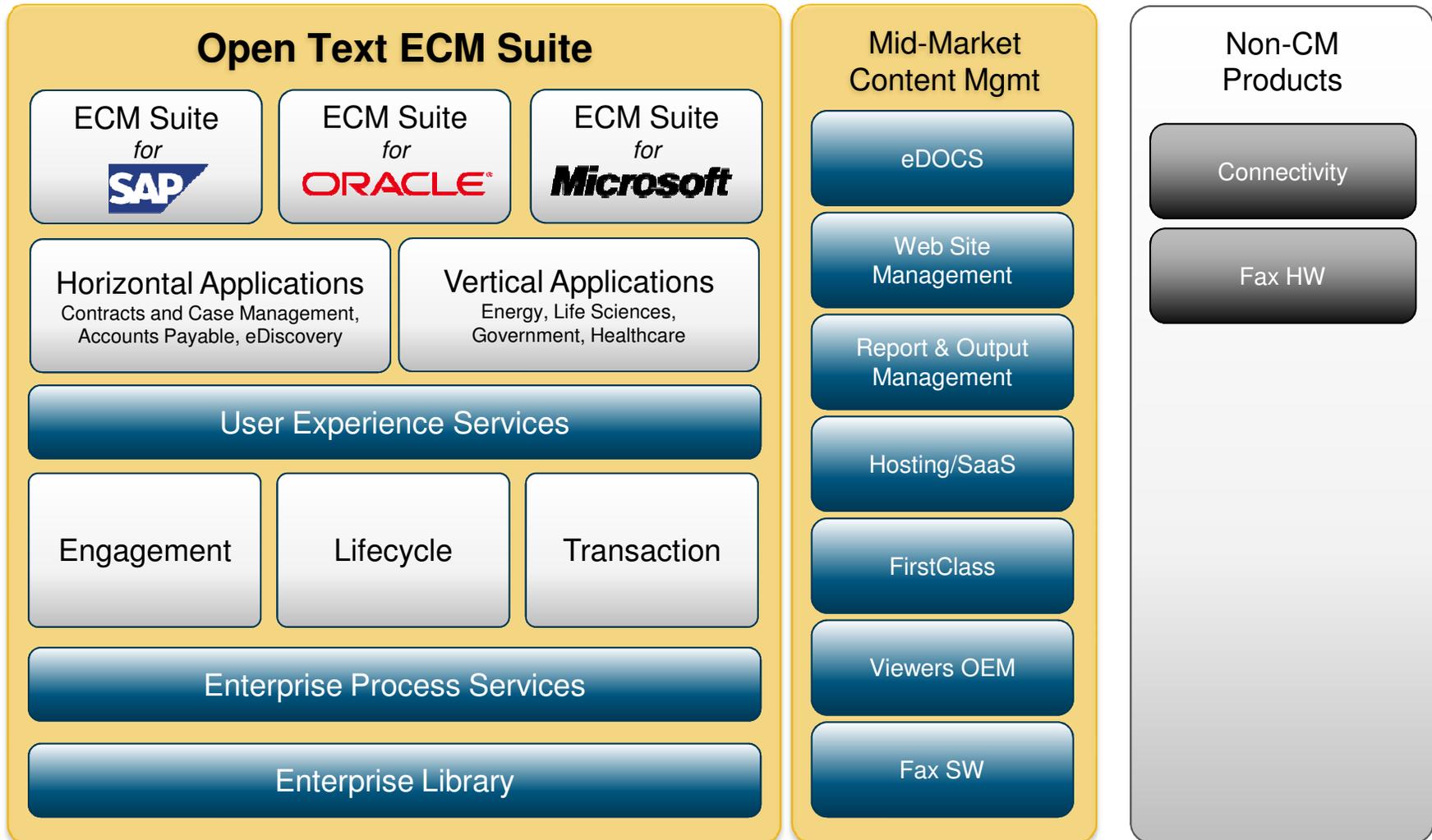
Open Text ECM Suite Overview

Open Text Corporation

Disclaimer

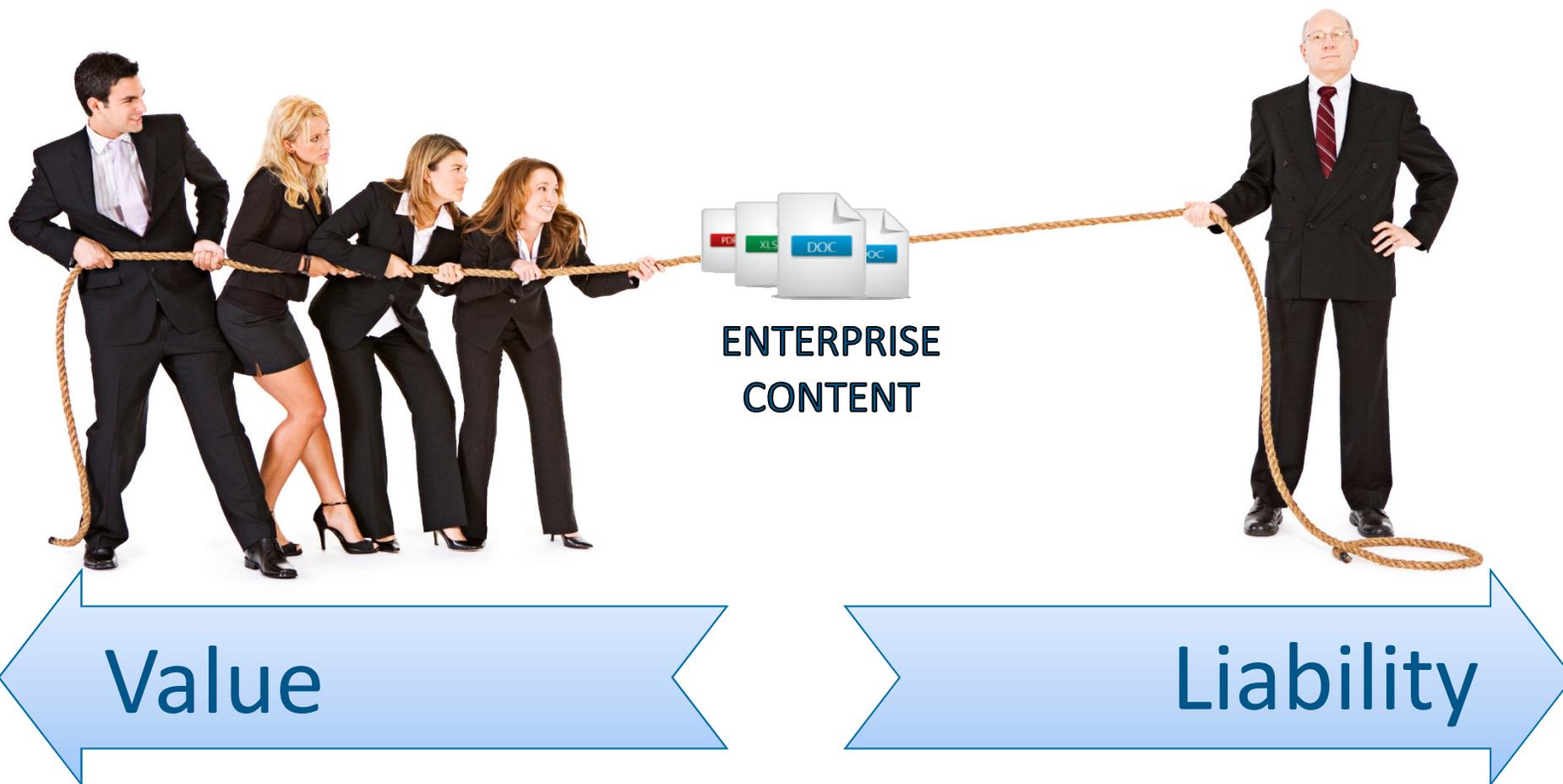
Certain statements in this presentation constitute forward-looking statements or forward-looking information within the meaning of applicable securities laws (“forward-looking statements”). Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of Open Text, or developments in Open Text’s business or in its industry, to differ materially from the anticipated results, performance, achievements or developments expressed or implied by such forward-looking statements. The historical increases in the Company’s revenues and earnings do not assure the revenues and earnings will not decrease in the future. Forward-looking statements include all disclosure regarding possible events, conditions or results of operations that is based on assumptions about future economic conditions and courses of action. Forward-looking statements may also include any statement relating to future events, conditions or circumstances. Open Text cautions you not to place undue reliance upon any such forward-looking statements, which speak only as of the date they are made. Forward-looking statements relate to, among other things, changes in the ECM market; the market focus of Open Text, Open Text’s revenue mix and margin targets; Open Text’s operations priorities; and Open Text’s strategy for its products and solutions. The risks and uncertainties that may affect forward-looking statements include, among others, the completion and integration of acquisitions, the possibility of technical, logistical or planning issues in connection with deployments, the continuous commitment of Open Text’s customers, demand for Open Text’s products and other risks detailed from time to time in Open Text’s filings with the Securities and Exchange Commission and Canadian provincial securities regulators, including Open Text’s Annual Report on Form 10-K for the year ended June 30, 2010. Forward-looking statements are based on management’s current plans, estimates, projections, beliefs and opinions, and the Company does not undertake any obligation to update forward-looking statements should assumptions related to these plans, estimates, projections, beliefs and opinions change.

Open Text Product Portfolio



Users

Legal





Engagement
People

- Content reuse
- Consistency
- Expertise
- Communication
- Collaboration
- Innovation
- Branding



The screenshot shows the Marriott website interface. At the top, there's a navigation bar with links like 'Home', 'International Sites', 'Help', 'Site Map', 'Change/Cancel Reservations', 'My Marriott Rewards Account', and 'Sign In'. Below this is the Marriott logo and a search bar. The main content area is divided into several sections: 'Find a Hotel' with search filters for location, dates, and room types; 'Deals' with various offers like 'Weekend rates made to order' and 'Plan the perfect family weekend'; 'Marriott Rewards' section with information about joining and earning points; and 'Marriott Business' section. There are also links for 'Air, Car & Packages', 'Weddings', and 'Member Accounts'. The bottom of the page features a large text overlay: 'Personal and engaging online experiences for Marriot customers...'

User Story

- Generates \$7.1 million in bookings per day
- Highest site performance ranking in the hotel industry.
- International content in 8 different languages.
- 3.6 million page views/day
- 70+ million visitors/year

- Transaction cost
- Efficiency
- Time to market
- Customer satisfaction
- Change management
- Quality
- Customer retention



Transaction
Processes

Transaction Solution Example



Document Frequency Report: Group by VENDOR

Document View with PO + NPO Documents for All Items

VENDOR	Total Amt	Total Item	Avg. All Cycle Time	Opn Amount	Open Items	AvgOpnCycl	Res Amount	Res Items	AvgResCycl	Rept Curr
Unspecified Value	2,200.00	39	109d 09h 02m 07s	0.00	0	0s	2,200.00	39	109d 09h 02m 07s	USD
000001000	36,394.80	8	110d 12h 48m							
000003000	580,250.00	329	69d 20h 47m							
000003112	1,366.62	1	56d 00h 47m							
000003113	51,698.71	12	122d 23h 21m							
000003114	2,478.60	6	190d 00h 22m							
000003115	1,177.90	4	20d 20h 39m							
000003116	56.00	5	189d 17h 43m							
000003118	4,286.00	6	28d 03h 44m							
000005800	10,001.00	2	200d 02h 44m							
0000019001	113,249.63	8	19d 05h 54m							
0000019002	60,078.48	3	52d 01h 03m							
0000019003	63,064.00	3	51d 07h 01m							
0000019004	139,232.79	2	77d 03h 41m							
0000019005	53,611.89	1	76d 02h 40m							
0000019006	72,846.24	5	30d 09h 15m							
0000019011	84,072.08	2	38d 01h 37m							
0000019012	34,000.00	4	76d 11h 50m							

Document View with PO + NPO Documents for All Items

Doc. Id	CoCd	DocumentNo	Year	Document Status	Type	Exception Reason	Vendor
339	3000	1900000104	2008	Awaiting Approval	KR	Approval Required	Sierra
338	3000			Indexed		Process Non-PO Invoice (NPO)	Sierra
328	3000	1900000103	2008	Awaiting Approval	KR	Approval Required	Sierra
180				Doc Creation in BG Failed		Vendor Mismatch (PO)	Sierra

Streamlined accounts payable system results & reduced costs...

User Story

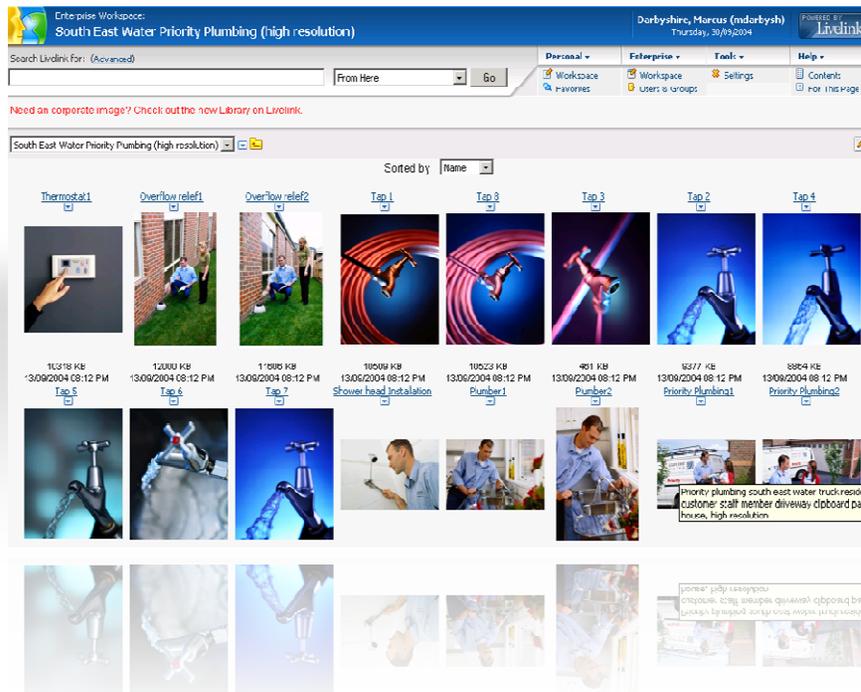
- Tight integration with SAP software
- Reduced cost per invoice
- Drop in overdue invoices
- Accruals are more accurate and less labor intensive
- Vendor relations improved

- Compliance
- Litigation readiness
- Best practices
- Risk mitigation



- Intellectual capital
- Security
- Privacy
- Rapid data growth

Lifecycle Content



User Story

- Compliance with legislative requirements
- Eliminated lost and/or misplaced documents
- Enhanced security and visibility of company records
- Improved customer response times

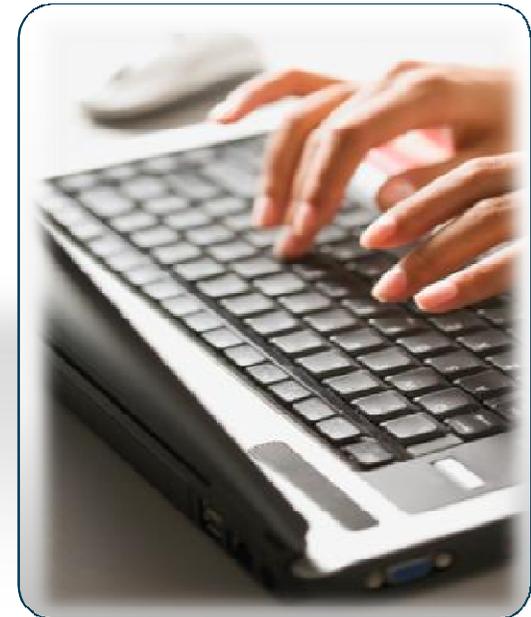
Technology Areas



Engagement
People



Lifecycle
Content



Transaction
Processes



User Experience Services

Engagement

Lifecycle

Transaction

Enterprise Process Services

Enterprise Library



Email



GroupWare



Filers



Web Sites



ERP



ERP

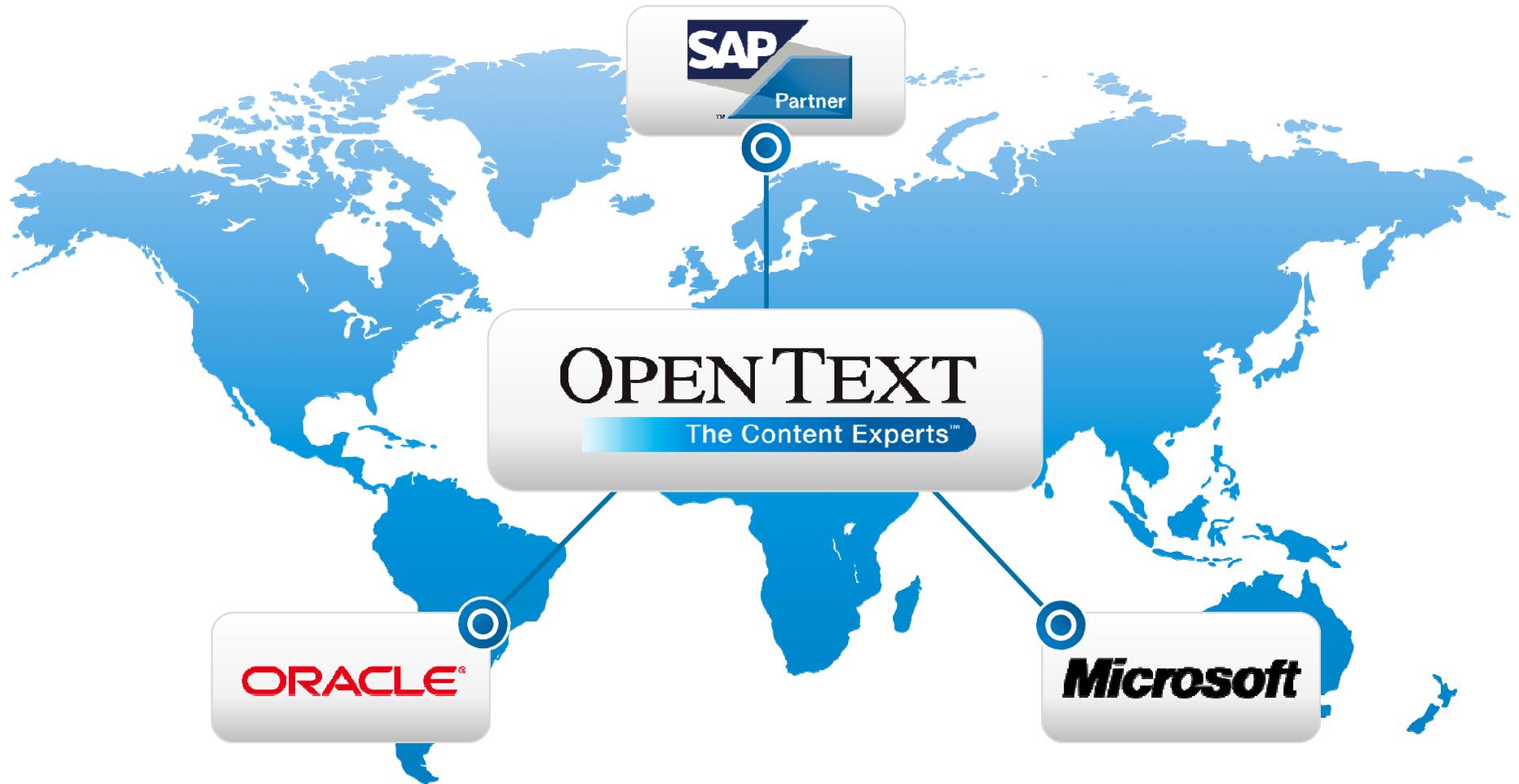


Basic ECM



Other ECM

Ecosystem Strategy





Thank You