

A blue cloud icon with the text "all in." inside it, positioned to the right of the words "We're".

We're all in.

Microsoft and Open Text in Manufacturing and Resources

Larry Levy
Global Business Development Manager
Microsoft Corporation



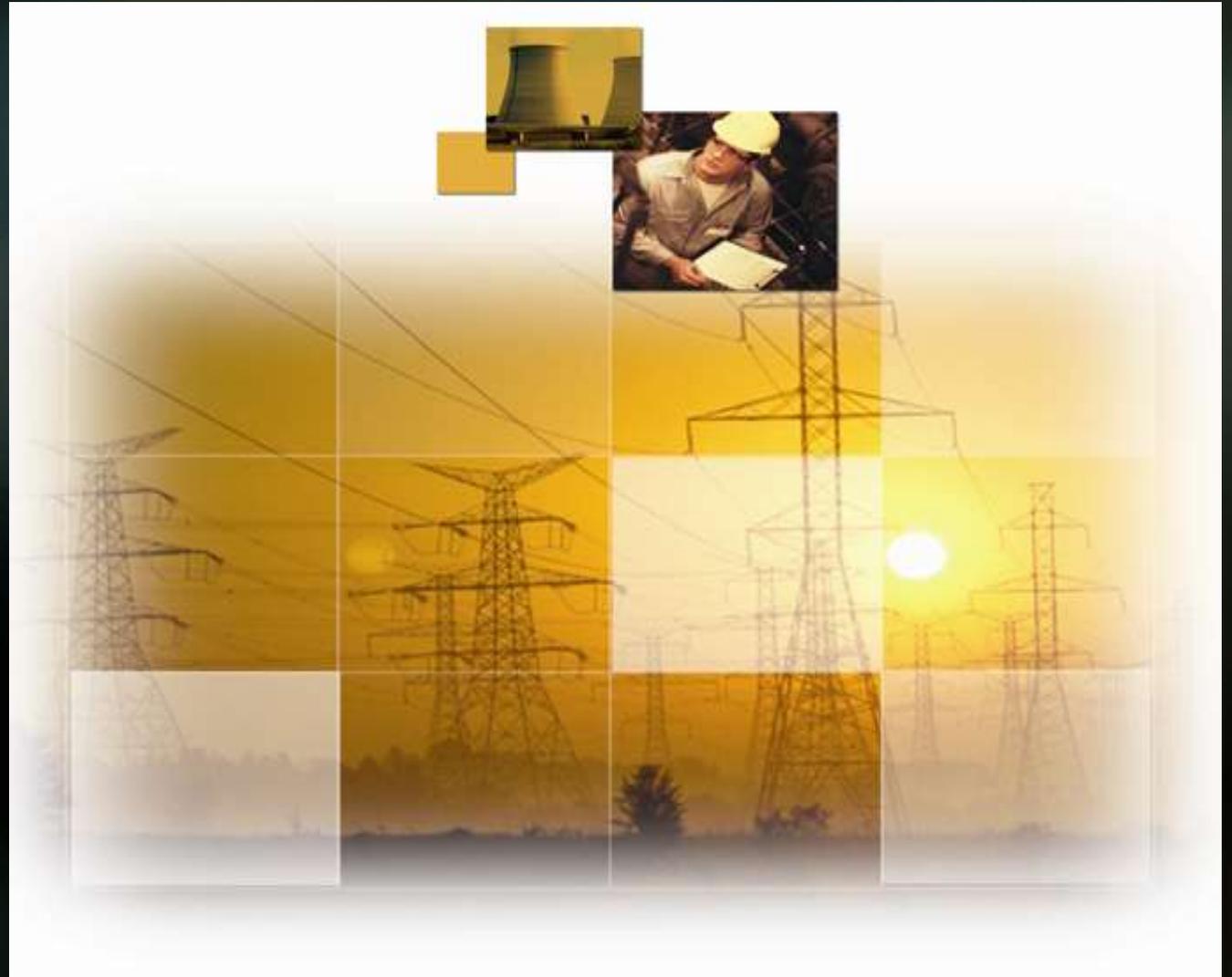
ECM Solutions for **Utilities**

Today's Utilities Customers Challenges

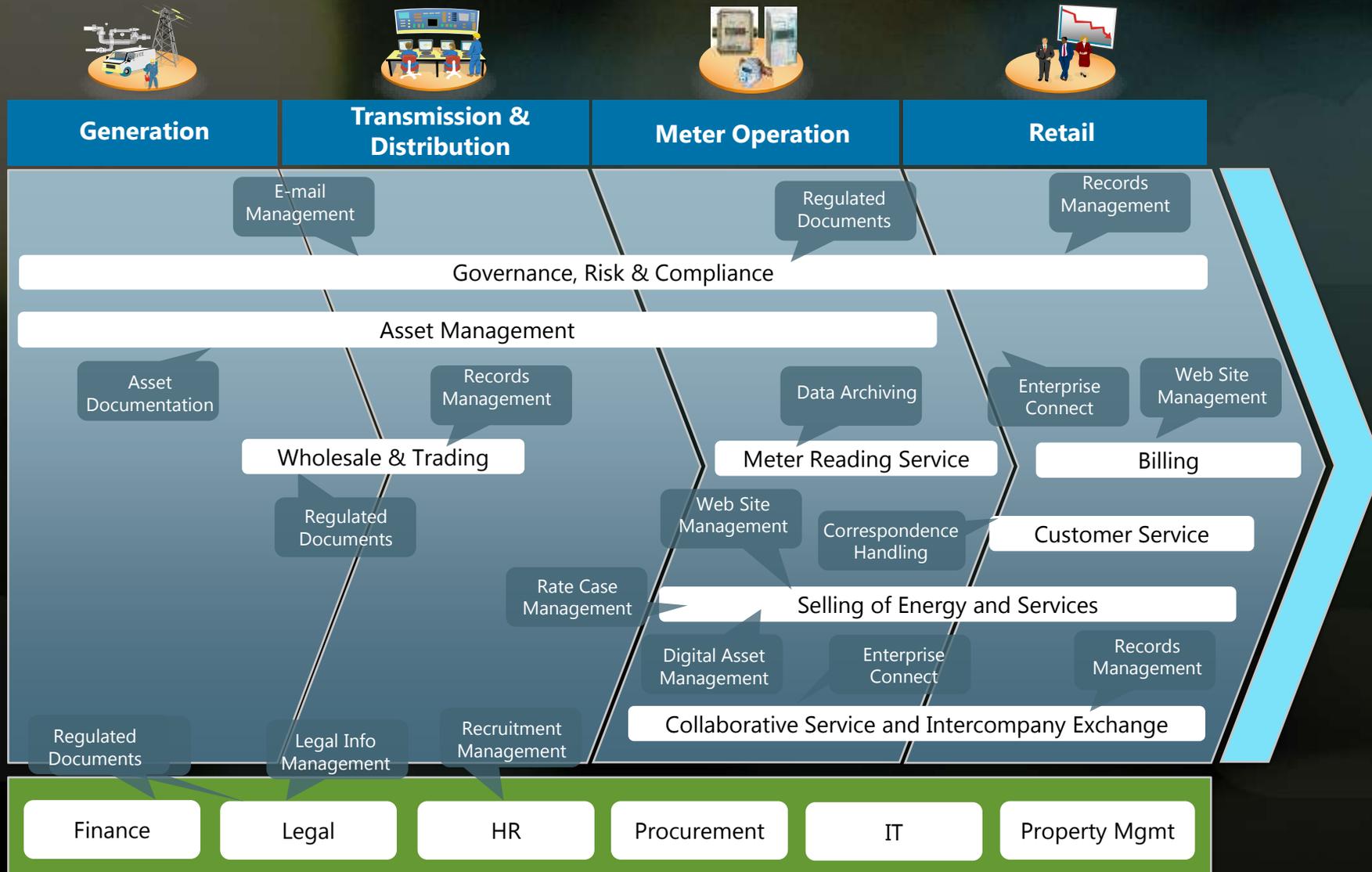
Effective
Information Management

Increase
Process Efficiency

Managing
under Regulation



Open Text Solutions on Microsoft platform for Utilities Customers



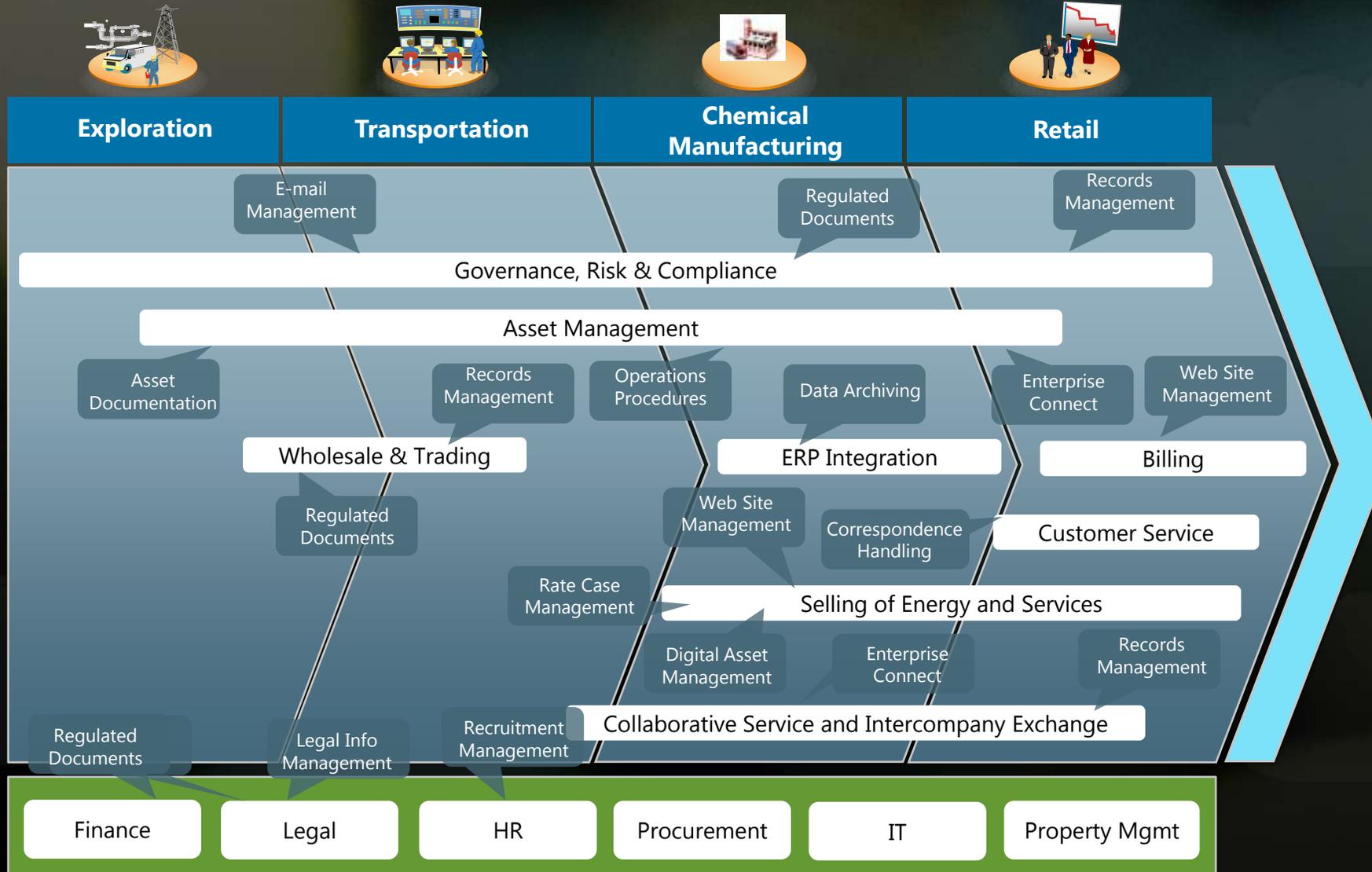
Business Value for Utilities Customers

- Microsoft and Open Text take the complexities involved with :
 - Effective Information Management & Increases Process Efficiency
 - Managing under Regulation (OSHA, EPA, NERC/FERC, REACH...)
- We impact on :
 - Cash flow and liquidity in the business
 - Capital projects & Operations excellence
 - Talent and knowledge retention

ECM Solution for Oil & Gas



Open Text Solutions on Microsoft platform for Oil & Gas Customers



Business Value for Oil & Gas customers

- Microsoft and Open Text take on the complexities involved with :
 - Regulatory Applications & Reporting
 - Capital Projects Information Management
 - Operational Policies & Procedures
- Microsoft and Open Text impact:
 - Safety, Production, Reliability
 - Cost / BOE
 - Stakeholder Management
 - Knowledge Retention

Aera Energy LLC
 Alberta Energy
 Alberta Sustainable Resource Development
 Alpha Natural Resources
 Bruce Power
 Cameron International Corporation
 Central Vermont Public Service Corporation
 Chesapeake Energy
 ConocoPhillips Company
 Devon Energy
 District of Columbia Water and Sewer Authority
 DuPont de Nemours
 Dynegy Corporation
 Edison Mission Energy
 Energen Corporation
 Energy Enterprise Solutions, LLC
 Freeport LNG



Shared Vision with our Customers



Georgia System Operations
 Guadalupe Valley Electric Cooperative
 Halliburton Energy Services, Inc
 Horizon Wind Energy
 International Atomic Energy
 International Power Plc
 Lincoln Electric Company, The
 LKW WALTER International
 Lurgi GmbH (Air Liquide)

Marathon Oil Company
 New York Power Authority
 Old Dominion Electric Cooperative
 Qatar Liquefied Gas Company
 RheinEnergie AG
 SABIC Petrochemicals B.V
 SaskPower

Shell IT International BV
 Shell IT International Inc
 Tarrant Regional Water District
 Tchibo GmbH
 Terex-Demag GmbH
 Terex-Demag GmbH & Co. KG
 TXU Energy Retail



Microsoft®

Thank you!

Business Challenge – Content Lifecycle

- No Central repository to store and retain documents to meet the NERC CIP Requirements
- No audit trail and document version control throughout document and record lifecycles
- Slow Collaboration among managers on document creation and review

Solution and Benefits

- Open Text CLM Services for Sharepoint with the Open Text ECM Suite
- Microsoft Sharepoint Server
- Secured content that is centrally managed throughout its lifecycle
- Easy access to information resulting in improved efficiencies
- Improved compliance with government regulations
- Improved record management of all vital documents





Business Challenge – Content

- Freeport LNG owns and operates a Liquefied Natural Gas Terminal in Texas
- Single Source of Information
- Needed Customer Portal
- Required Regulatory Compliance

Solution and Benefits

- Microsoft SharePoint
- Open Text ECM Suite
- Open Text CLM for SharePoint
- Familiar User Environment
- No disparate solutions and a simplified IT infrastructure
- Timely distribution of information to customers

