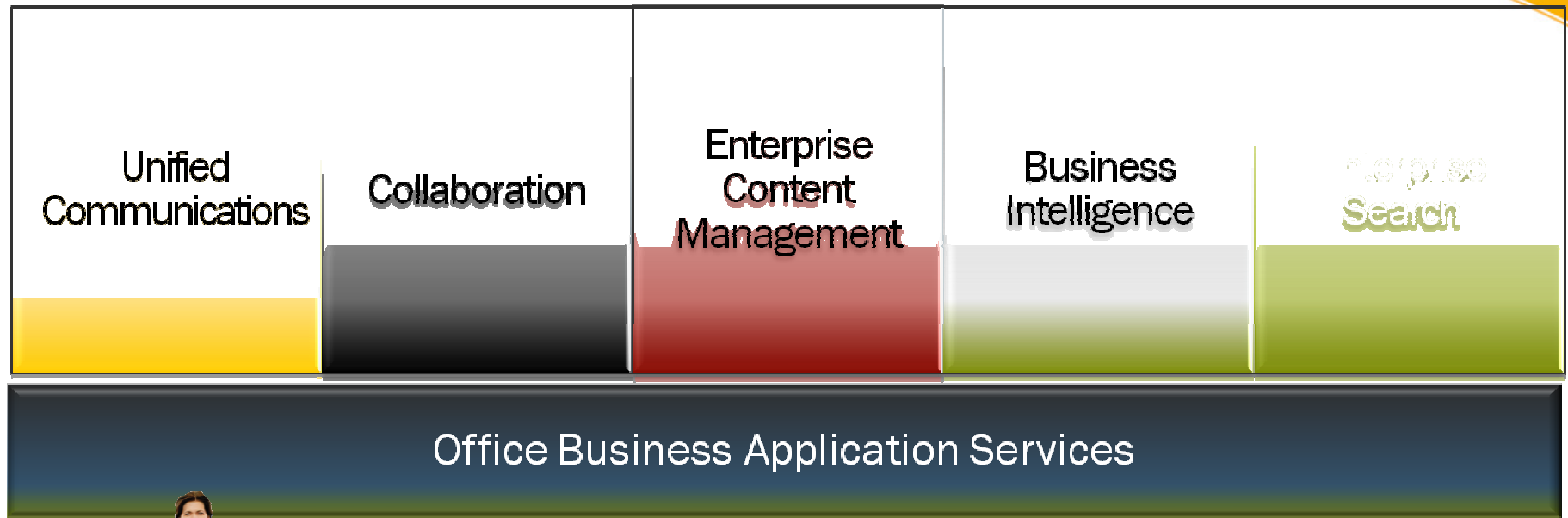




SharePoint ECM Momentum: The Value of an OpenText Partnership

Kirk Koenigsbauer
General Manager
Office Business Platform

Microsoft's Business Productivity Infrastructure



**Easy, Powerful
IW Experiences**

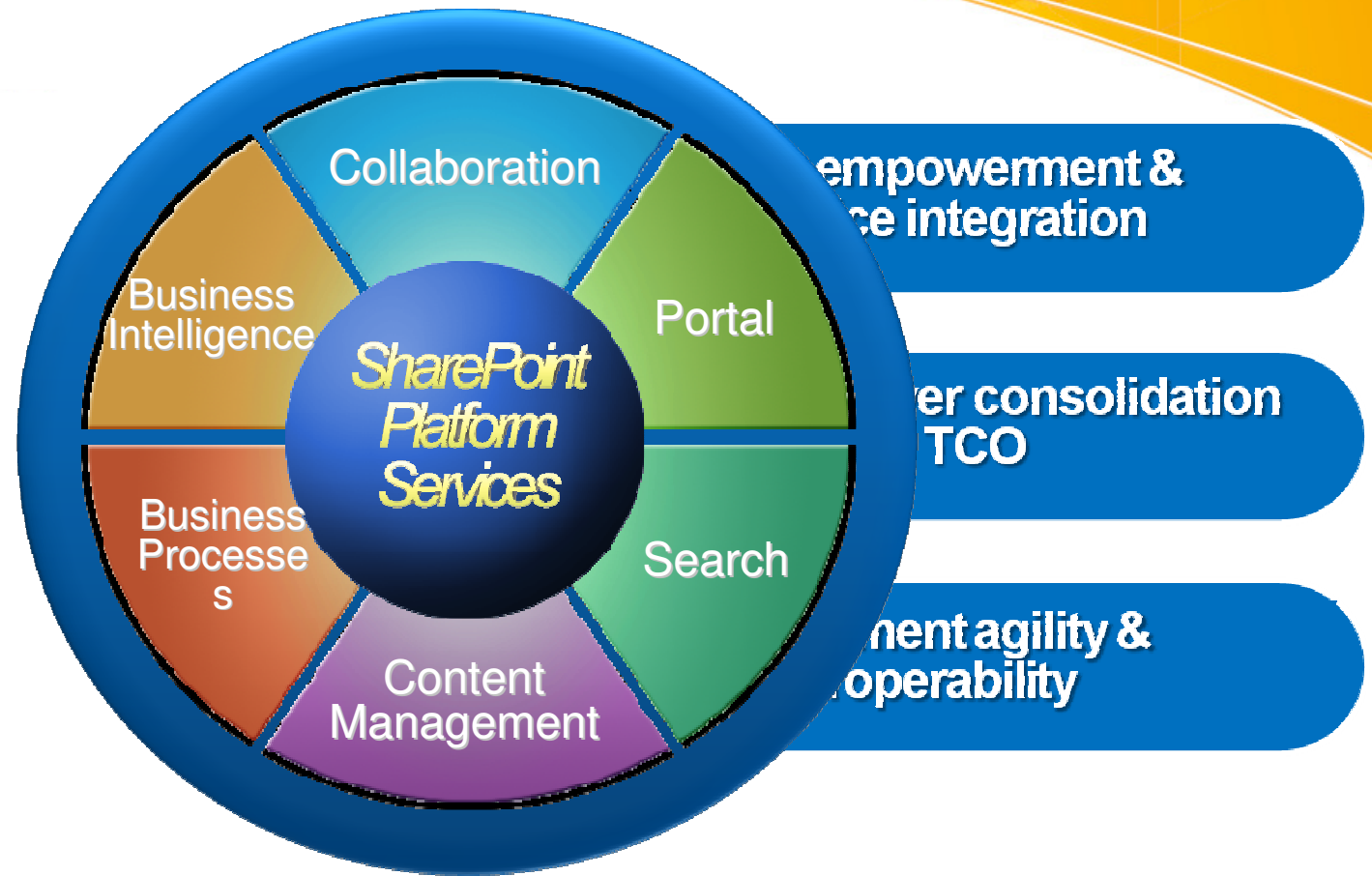


**IT Flexibility
and Control**



Microsoft SharePoint Server

A Business Productivity Server to connect people, process, and Information



Fastest growing server business with 100m+ Licenses, \$1B Revenue

Gartner Perception Shift in ECM

“Of all the infrastructure vendors, Microsoft has driven the most change in the ECM market over the past 18 months with WSS and MOSS 2007.”

“By delivering a broad set of functionality using an infrastructure approach, Microsoft has changed the way organizations think about content management and collaboration.”

“The growing SharePoint adoption is also creating opportunities for Microsoft's partners, and even for its competitors, such as Open Text, as they look to supplement and extend SharePoint.”

OTEX / MSFT Partnership



- Over a decade of working together
- Announced a strategic relationship around ECM in Nov 2005
 - Leverage MOSS as an ECM platform to build solutions
 - Address the needs of joint customers
 - Created a Microsoft Centric Business Unit
- Expanded collaboration
 - Opened an Office on Campus last year
 - Participate in Engineering reviews & early tech programs
 - Joint marketing initiatives and campaigns

The Benefits



- MSFT is platform company and relies on partners to build customer centric solutions
- Open Text saw the potential and built industry specific vertical solutions
- Customers get the best of both worlds, a
 - MSFT platform with great out of box functionality
 - Open Text solutions that are tailored to business needs
- Reliability provided by MSFT and Open Text
- Global availability of solutions

The Future



- Continue to evolve to address changing marketplace
- Microsoft enhancing the core content management capabilities in the Office Platform
- Open Text building vertical business solutions on the Office Platform



Thank You