

The new Office

Productivity and collaboration

Jozef Kalivoda

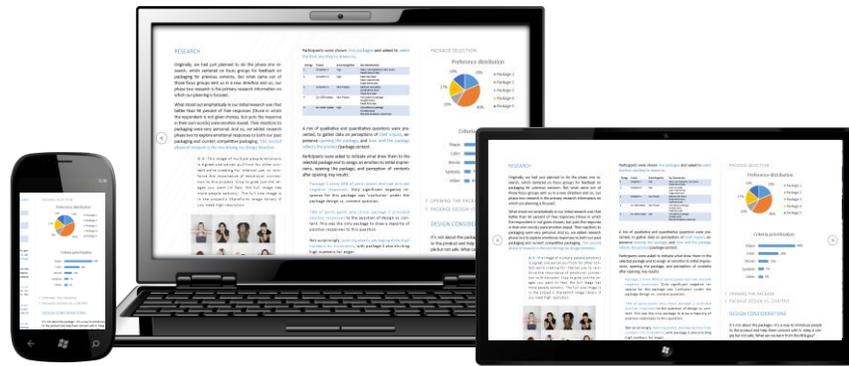
Solution Sales Professional

Microsoft Corporation



Office

Microsoft's productivity vision



On Premises



Online

Best experience across devices

Cloud on your terms

Messaging

Voice
& Video

Content
Management

Enterprise
Social

Reporting
& Analytics

Integrated best-of-breed solutions

Introducing | Your Modern Office



Devices



Fast and fluid experience with touch, pen, mouse & keyboard

Immersive touch-optimized Windows 8 apps

Support for Windows phone, iOS & Android phones



Cloud



Office - on demand, roaming & up-to-date

New cloud app development model

Enterprise-grade reliability and standards



Social



Newsfeeds & microblogging, extend with Yammer

Pervasive social capabilities across Office

Multiparty HD video & Skype federation



Control



DLP, data retention & unified eDiscovery

Reimagined deployment model for Office apps

Common management experience across Office 365



Devices

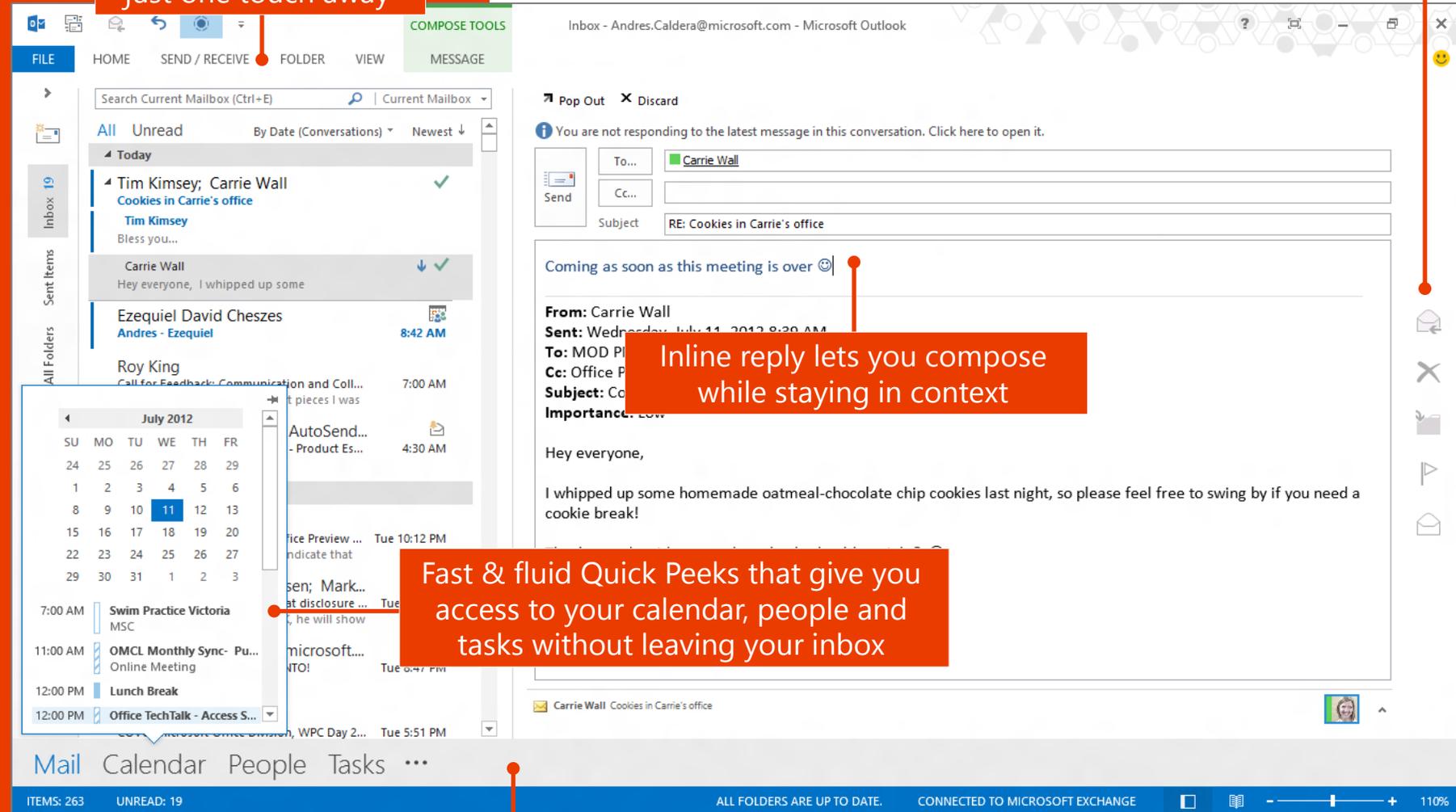
Fast & fluid experience

Streamlined user interface put content first to help you stay on task

Action at your fingertips with Quick Actions, Peeks and Inline Reply

Minimized ribbon is just one touch away

Touch Mode adds more space and finger-friendly Quick Actions



Inline reply lets you compose while staying in context

Fast & fluid Quick Peeks that give you access to your calendar, people and tasks without leaving your inbox

Improved navigation bar for quick access while taking less space

Best on Windows 8

Immersive, touch-first experiences

Use touch, pen, mouse & keyboard

Use a stylus to annotate, highlight text or as 'laser' pointer while presenting

Pinch & zoom with your fingers

New PowerPoint Presenter View gives you more control and helps you focus on your audience

0:03:58 || 13:45

SHOW TASKBAR DISPLAY SETTINGS END SLIDE SHOW

Growth in Contoso sales

43% penetration
22% penetration
Category leader

2011 3D TV Contoso driven sales

Quarter	Contoso Products	Overall Sales
Q1	15	20
Q2	27	22
Q3	28	33
Q4	26	33
Q4 (Total)	36	28

Other Contoso Products
Contoso 3D TV Sales

Next slide

Our loyal customers

Sales up by 13%

Brand loyalty 80%

Environmental award

Speaker Notes

- An analysis of overall Northwind sales in 2011 shows that Contoso-produced Northwind brand products are making up an increasing share of overall sales.
- A prime example is 3D TVs, which saw a marked increase to 60% of overall Northwind 3D TV sales in 2011.
- If we look at 3D TV Sales over 2010 and 2011, we can clearly see the overall trend of customers.

Slide 6 of 11

Annotate with stylus while presenting

Best on Windows 8

Immersive note taking experience

Contextual controls: Radial menu

Converts handwriting into text

Fully use of device capabilities

Touch-friendly Radial Menu presents commands in a circular arrangement

Meetings

- Page
- 6/25 Goals & To Do
 - Chat with Luka re: Plan
- 6/26 Goals & To Do
 - Budget Synch with Finance
 - Manager Weekly Meeting
 - PR Planning
 - Review Latest Copy
- 6/27 Goals & To Do
 - All-Org Meeting
 - Team Meeting**

Team Meeting

Wednesday, June 27, 2012 10:12 AM

Agenda:

- Budgeting: Michael from finance to discuss quarterly forecasts.
- Conference: Event logistics for conference next month

Team Member	Responsibilities
Marta	Set up team booth
Erika	Meet with customers
Andy	Register for kickoff event
Charles	Meet with crew to move equipment

MARK STEELE
TRAVEL AGENT

Call me to plan your trip! →

CONTOSO INC.
4567 Main St. Buffalo, NY 98052
phone 555.555.0100 | fax 555.555.0199
www.c...oso.com

Questions:

- Make sure everyone's aware of this morning's org announcements
- Ensure folks have read & signed new HR manual
- Has everyone confirmed travel plans?

Long term planning:

- Interview new employee candidates by end of month
- Check on budget estimates for next year
- Check in with sales team about deal pipeline

Use full device capabilities, such as the camera, to create richer notes

Excel flash fill

Excel recognizes patterns and auto-complete

No formulas or macros required

Employee Info - Microsoft Excel Preview

FILE HOME INSERT PAGE LAYOUT FORMULAS DATA REVIEW VIEW DESIGN

Clipboard: Cut, Copy, Paste, Format Painter

Font: Euphemia, 10, Bold, Italic, Underline, Color, Background Color

Alignment: Wrap Text, Merge & Center

Number: General, Currency, Percentage, Decimals

Formula Bar: E6, Hazem Abolrous

Last Name	First Name	ID #	Full Name	2009	2010
Adams	Kim	982999726	Kim Adams		
Abolrous	Hazem	840110940	Hazem Abolrous		
Abrus	Luka	627234522	Luka Abrus		
Abu-Dayah	Ahmad	109043075	Ahmad Abu-Dayah		
Acevedo	Humberto	231343286	Humberto Acevedo		
Achong	Gustavo	914182260	Gustavo Achong		
Ackerman	Pilar	387755719	Pilar Ackerman		
Adalsteinsson	Gudmundur	554751291	Gudmundur Adalsteins		
Adams	Terry T.	503087383	Terry T. Adams		
Affronti	Michael	857554203	Michael Affronti		
Agarwal	Manoj	128922113	Manoj Agarwal		
Agarwal	Nupur M.	331738551	Nupur M. Agarwal		
Ahs	David	302034284	David Ahs		
Aiad	Hatim	297395432	Hatim Aiad		
Ajenstat	François	522920617	François Ajenstat		

Financial Report | Financial Data Input | **Employee List** | Key Metric Settings | Calculations

ENTER

Power View

Compile data, charts, and graphs into a single view

Highly interactive data exploration, visualization, and presentation

Built for all levels of skills

The screenshot displays the Microsoft Excel Power View interface. The ribbon includes FILE, HOME, INSERT, PAGE LAYOUT, FORMULAS, DATA, REVIEW, VIEW, and POWER VIEW. The POWER VIEW ribbon contains options like Fit to Window, Field List, Filters Area, Power View, Text Box, Picture, and Arrange. The main area shows a dashboard titled 'Sales' with three tabs: Accessories, Bikes, and Clothing. The 'Accessories' tab is active, displaying a bar chart titled 'TotalProductCost, and SalesAmount by Category' and a table of sales data. The bar chart shows sales for Accessories, Bikes, and Clothing, with Bikes having the highest sales. The table lists products like 'Sport-100 Helmet, Red' and 'Sport-100 Helmet, Blue' with their respective sales amounts. Below the table is a map titled 'SalesAmount by State' showing sales distribution across North America, Europe, Asia, Africa, South America, and Australia. The bottom of the interface shows a timeline and navigation buttons for Customer, Sales, and Product.

Product Name	Subcategory	SalesAmount
Sport-100 Helmet, Red	Helmets	78,027.70
Sport-100 Helmet, Blue	Helmets	74,353.75
Sport-100 Helmet, Black	Helmets	72,954.15
HL Mountain Tire	Tires and Tubes	48,860.00
Fender Set - Mountain	Fenders	46,610.00

PDF reflow

Enable Word users to use content directly from PDF files

Makes PDF content, such as paragraphs, lists and tables, act as familiar Word docs

The screenshot illustrates the process of opening a PDF file directly from a Word document. An orange box labeled "Source PDF document" points to the Adobe Reader window displaying a PDF titled "Packaging costs historical takeaways.pdf". Another orange box labeled "PDF file converted to Word" points to the Microsoft Word window, which shows the same content rendered as a Word document. A third orange box labeled "Open PDF file directly from Word" points to the "Open" dialog box in Word, where the file "Packaging costs historical takeaways" is selected. The Word window shows the document content, including a table of cost history.

PACKAGING—HISTORICAL COST TAKEAWAYS

2012 PACKAGING PROJECT PLANNING OVERVIEW

A change from plastic form to custom boxed packaging clearly had a positive impact on customer perception of the product and may have contributed to the significant increase in our customer base for that release, but our upfront packaging investment was substantially higher. What information do we need to consider to help us make the most cost-effective materials choices going forward?

- Packaging/shipping cost shift**

Our shift from hard, form plastic to recycled cardboard to stronger, reusable shipping containers to minimize product damage was a significant cost shift. The cost of the post-consumer cardboard and the reusable containers was substantially higher.

 - Use of recycled cardboard boxing¹. Research clearly shows that our newest, custom cardboard packaging is greatly preferred over our previous plastic form packaging. While product damage from our previous plastic packaging—despite our use of recycled plastic—was less than the formed plastic, our new cardboard packaging in 2010 required that we invest in stronger, reusable shipping containers to minimize product damage.
 - Use of reusable shipping containers. Shipping costs dramatically increased when we implemented because of the purchase cost increase, however, limited to the first two years on next page).
- Cost/benefit considerations**

When looking at the historical packaging/shipping cost data for the same periods in order to determine the most effective shipping materials choices. Stronger overall sales and a focus on both packaging and shipping changes for the 2010 release and contrast the data more closely to help determine if the investment is worth the cost.

COST HISTORY SUMMARY

YEAR	MATERIALS	PRINTING	ASSEMBLY	PACKAGING
2009	\$365,544	\$100,859	\$1,069,661	\$348,906
2010	\$504,447	\$102,550	\$896,850	\$348,906
2011	\$302,544	\$101,685	\$893,095	\$160,986
Total	\$1,172,535	\$305,094	\$2,859,614	\$772,163

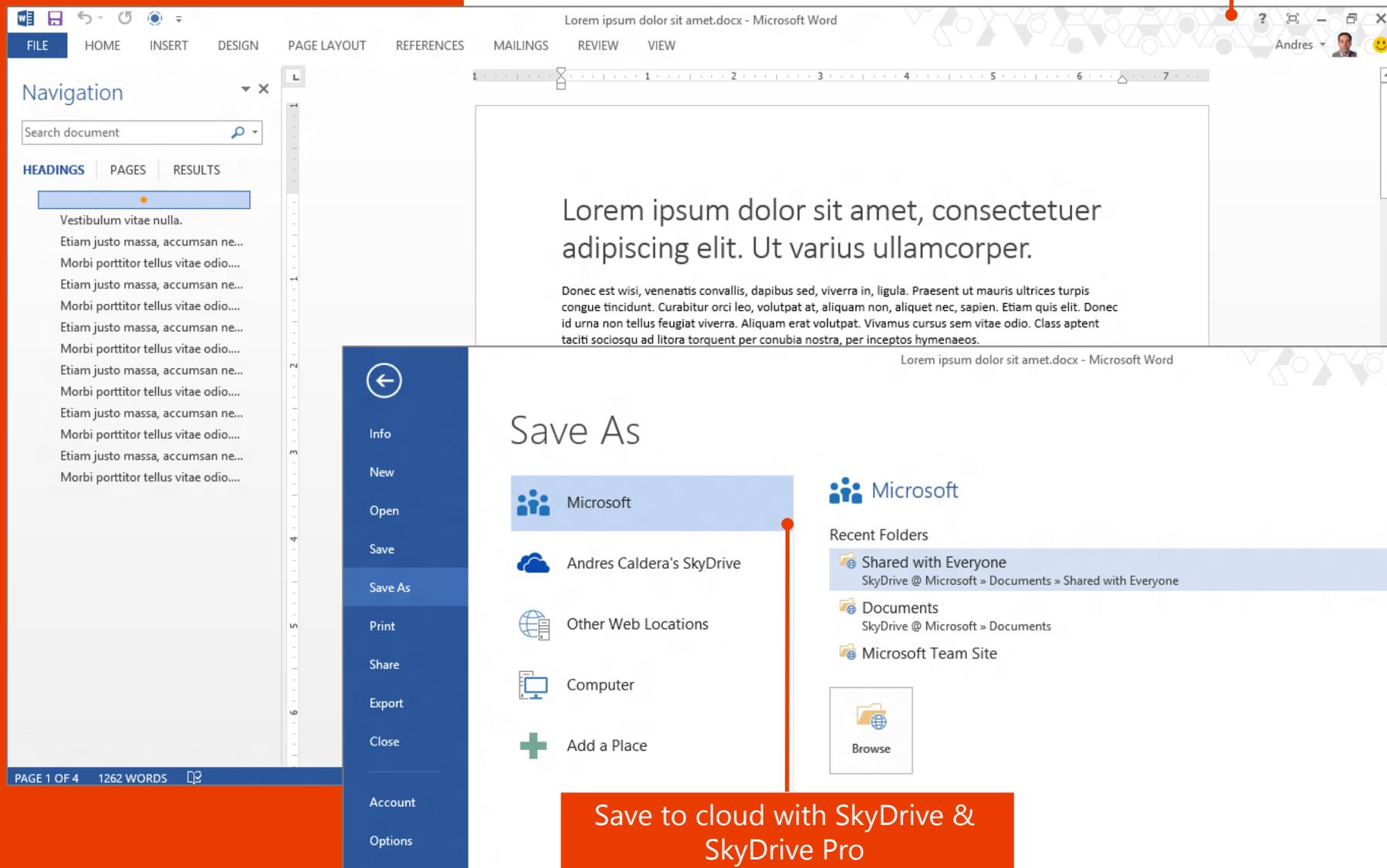
PAGE 1 OF 2 356 WORDS

Roaming Office

Office is always logged-in

Knows your settings and where you left off

Saves to cloud by default with SkyDrive & SkyDrive Pro



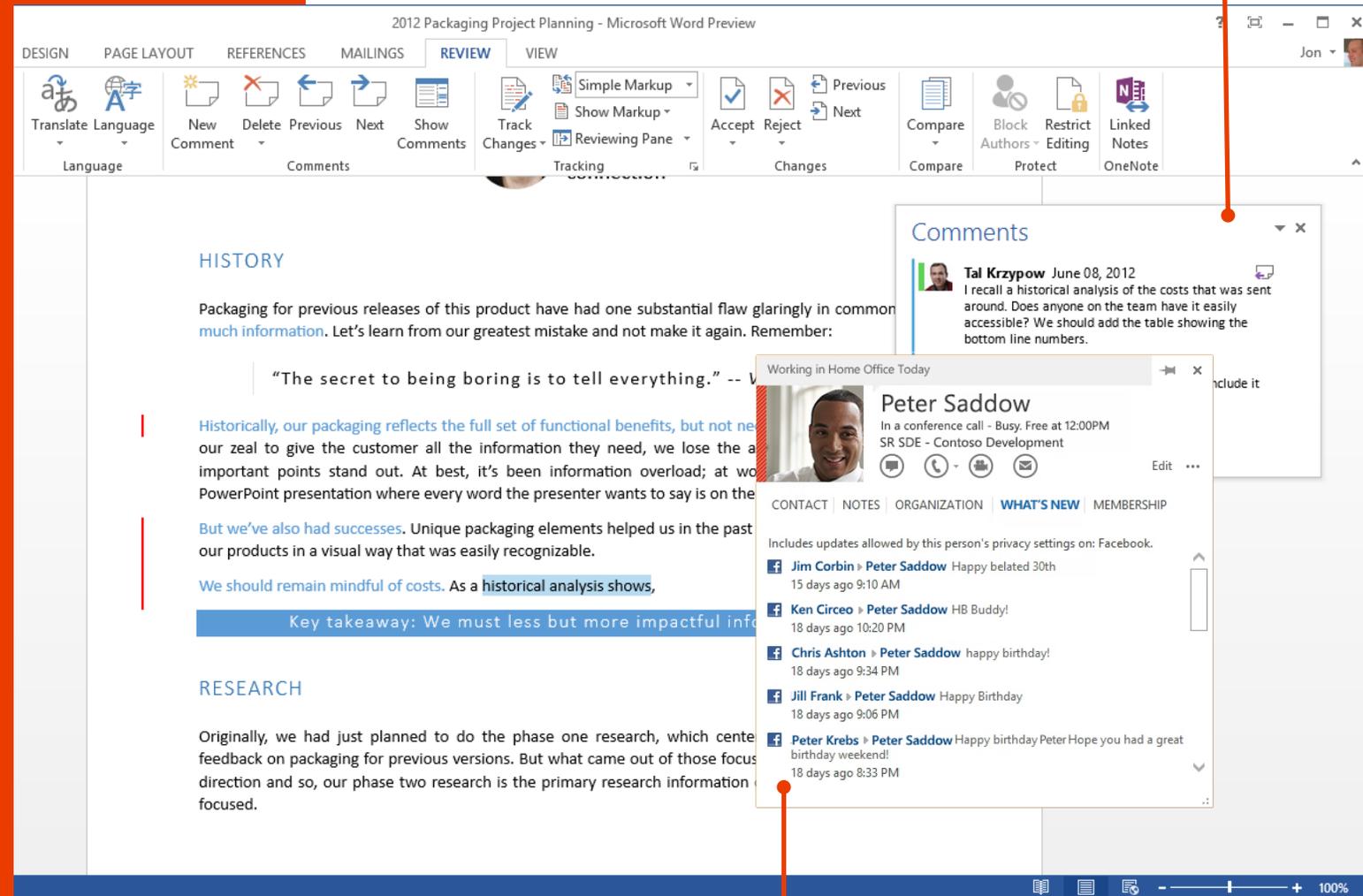
Pervasive communications & social feeds

Rich people presence available across Office

People card everywhere

Facebook and LinkedIn feeds can be integrated into People Card

Improved threaded comments for better document review experience



The People Card provides a single view of a person, including rich presence information, aggregated internal and external feeds, plus click-to-communicate via email, IM, voice & video

Multiparty HD video

HD video conferencing
across a range of devices

Multiple video streams
displayed in the gallery

Document, application &
OneNote share

The screenshot displays a Lync meeting interface. At the top, a window titled "Conversation (11 Participants)" shows a "Participant HD video gallery" with five large video thumbnails (Alex Dar..., Bonnie K..., Jordao M..., Ken Mey..., Shane K...) and a "Stop Presenting" button. Below the gallery is a "PARTICIPANTS" list with names and status icons, including Presenters (11): Alex Darrow, Bonnie Kearney, Brian Crum, Jordao Moreno, Ken Meyer, Shane Kim, and Pavel Bansky. A chat window at the bottom left shows a message from Brian Crum at 2:16 PM: "Would like to go over a few things for the meeting". A OneNote window is open in the foreground, titled "Project kick off - Microsoft OneNote". It shows a "Project kick off" page with meeting details: "Meeting Date: 7/12/2012 2:30 PM", "Location: Lync Meeting", and "Participants (Collapse)" including Andres Caldera, Kady Dundas, Sarfraz Ali, and Alexander Bradley. The "Notes" section lists: "Discuss goals", "QARPI", "Workback schedule", and "Budget". A red callout box points to the participants list in OneNote with the text "OneNote automatically populated with meeting data including attendees". Another red callout box points to the OneNote window with the text "Shared note taking with OneNote". The interface includes standard Windows taskbar icons at the bottom and a "Quick Notes" pane at the bottom left of the OneNote window.

Skype federation with presence, instant messaging, and voice

Business
to
Business

Business
to
Consumer

Employee
to
Family



Reach hundreds of millions of people via rich communications while maintaining Lync's manageability



Control

Managing Office



Telemetry &
Migration

Group Policy &
Management

Corporate Catalog
Management



Telemetric Dashboard



Why is it failing



Deployment



Issue for all users



What's Used



Add-in Loaded



Add-in Impacts



Stability



Team Impact



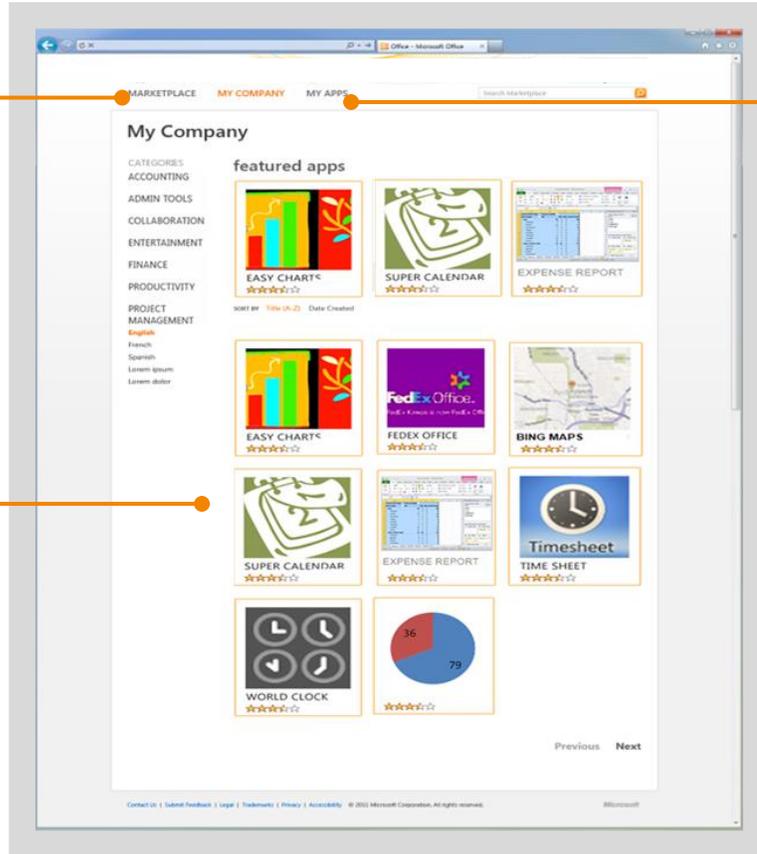
Agaves



Custom Reports

Corporate Catalog

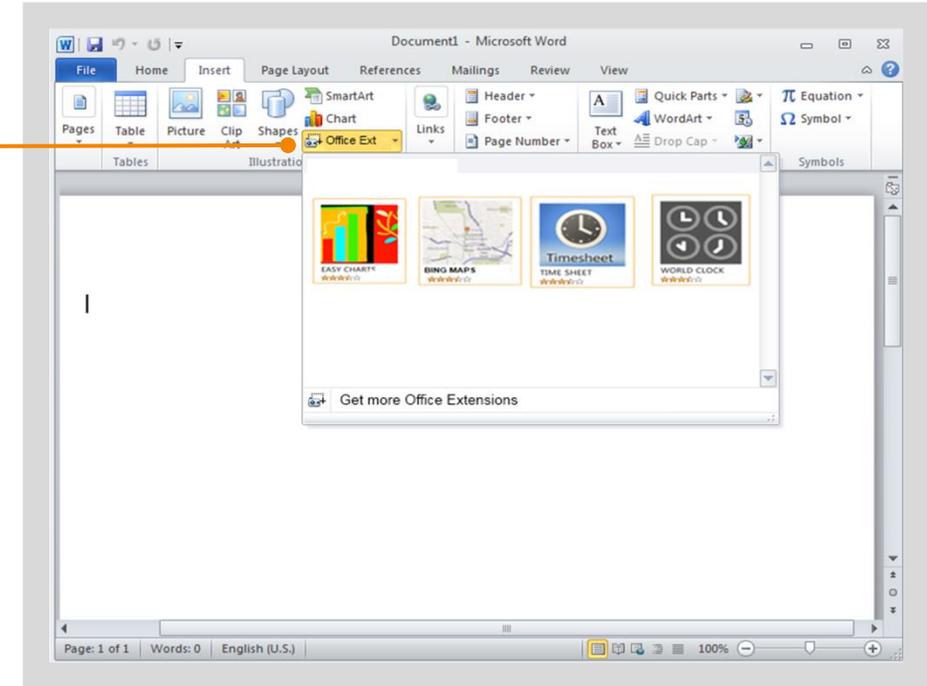
Public Marketplace



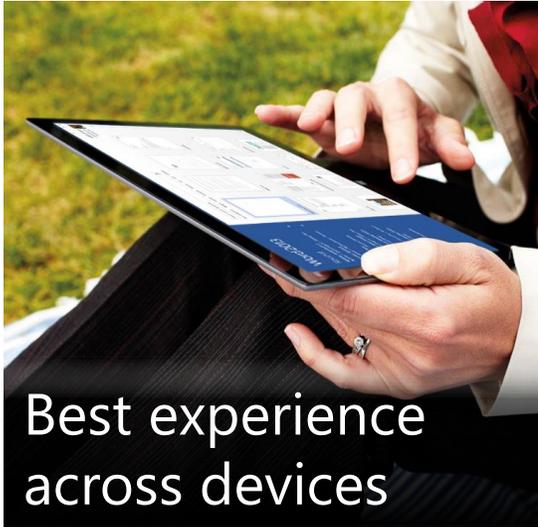
Company developed or approved solutions

MY APPS provides a way for end users to manage their solutions

Find from the ribbon



Business value of Your Modern Office

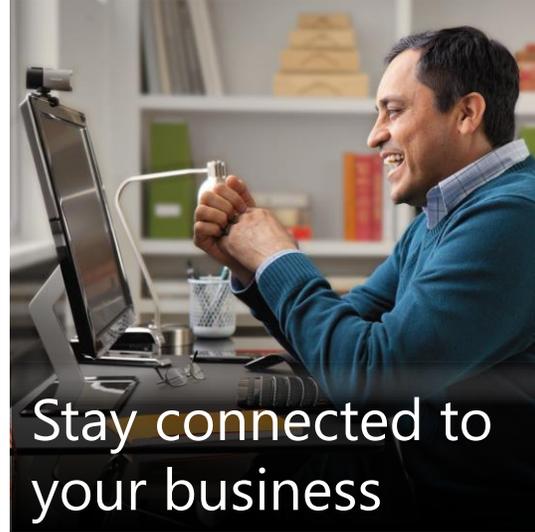


Best experience
across devices

Enable and improve mobile
productivity

Increase employee sat &
retention

Simplify and save with per-
user licensing



Stay connected to
your business

Enable new ways of
collaboration with social, voice
& video

Reduce costs of video
conferencing, telephony and
travel



Security without
compromise

Keep critical business data
protected

Streamline legal discovery

Comply with industry and
government regulations



Run it the way you
want

Reduce SW deployment &
updates costs with streaming
technology

Accelerate adoption of online
services

Reduce IT operations costs
with common tools



Office

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