

# *Competitive Analysis*

Lotus<sup>®</sup>

1-2-3<sup>97</sup>

EDITION

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# Why Choose Lotus 1-2-3 97?

*The best spreadsheet for today's connected world.*

Over the last several years, powerful business and technological trends such as global competition, the Internet/intranets, and corporate downsizing have companies relying on tools and processes to help them produce more with fewer resources. These trends are forcing companies to share knowledge among colleagues in order to maximize overall output; to emphasize teamwork — and to exploit tools that give users access to vast stores of information from a variety of sources, including the Internet/intranet. In short, the business world has become “connected.”

These trends have had a significant impact on financial processes:

- Budget creation is very often the work of the entire group, rather than a single individual.
- Financials are now delivered electronically and are often available on-line via the Internet and intranets.
- Group creation of spreadsheet models is commonplace, and often requires the consolidation of spreadsheets from various sources.
- Spreadsheet data is frequently used in conjunction with word processing and other business applications.
- Raw material for spreadsheets now comes from a wide and heterogeneous variety of sources, including SQL databases, the Internet/intranet, competitive sources, and other PC applications.

This competitive analysis examines how today's spreadsheet products compare in each of the five areas we believe are most important to business users in all industries:

- Productivity: Getting Work Done Quickly and Easily
- The Internet/Intranet at Work
- Staying Connected: Collaboration Made Easy
- Information You Need: Anytime, Anywhere
- Customization: Working the Way You Want and Creating Custom Solutions

We hope it will convince you that of all the spreadsheet products on the market, Lotus® 1-2-3® 97 is the most successful at meeting the needs of users in today's connected world.

# Productivity: Getting Work Done Quickly and Easily

With 1-2-3 97, Lotus delivers a completely rearchitected 32-bit spreadsheet that customers say is as easy to use as it is powerful. 1-2-3 97 includes hundreds of innovations and enhancements designed to make users more productive in less time — new and refined tools, such as the AutoTotal and the Lotus InfoBox, eliminating unnecessary and repetitive tasks.

1-2-3 97 provides users with all the tools they need to develop and consolidate corporate data. And, like other applications in Lotus SmartSuite®, 1-2-3's interface automatically gives users the right tools for the task at hand. It also gives spreadsheet users the primary requirements they consistently demand:

- ease of use in finding and using features;
- easy access to information;
- good cross-application integration; and
- smooth integration with the operating system.









In short, 1-2-3 97 lets users concentrate on their business — not on using their software.

The table below shows the strength of 1-2-3 97 productivity benefits against the competition.

Productivity	1-2-3 97	Excel 97	Quattro Pro 7
Working faster			
➤ Automatic totaling	✓ AutoTotal	✘	✘
➤ Central location for setting all object attributes	✓ Lotus InfoBox	✘	✘
➤ Worksheet views	✓	✓	✓
➤ Cell comments	✓	✓	✘
➤ One-step worksheet titles	✓	✘	✘
➤ Outlining	✓	✓	✘
➤ Spreadsheet task templates	✓ SmartMaster™ Templates	✓	✓
➤ Automatic data fill	✓ SmartFill	✓	✘
➤ In-cell editing	✓	✓	✓

Productivity	1-2-3 97	Excel 97	Quattro Pro 7
➤ Task-sensitive user interface	✓	✓	
➤ Live status bar	✓		
Print and preview			
➤ Make changes to worksheets and page layouts and see them reflected instantly in the print preview	✓		
➤ Print preview multiple pages at once	✓		
➤ Change page size without leaving preview	✓	✓	✓
➤ Change font typeface and size attributes for headers and footers without exiting preview	✓	✓	✓
➤ Create and reuse print configurations with a named style	✓		✓
Charting			
➤ Common charting tool	✓	✓	
➤ Intelligent one-step charting	✓		
➤ Create and reuse chart configurations with a named style	✓	✓	
➤ Include data tables in charts	✓	✓	
Maps			
➤ Fully integrated mapping tool to instantly view geographical data	✓	✓	✓
➤ Map creation automation using scripting language	✓	✓	✓
➤ Worldwide international map set for comprehensive coverage of all geographic regions	✓		
User assistance			
➤ Quick demos	✓	✓	
➤ Assistants/Wizards	✓	✓	✓

Productivity	1-2-3 97	Excel 97	Quattro Pro 7
➤ Guided Tour	✓	👎	👎
➤ Instant Help to display icon commands when hovering	✓	✓	✓
Integration between applications			
➤ Perform cross-application tasks with other Suite/Office applications easily	✓	✓	✓ Only between certain applications
Integration with Lotus Notes			
➤ Automatic routing of specified data via NotesMail	✓	👎	👎
➤ Automatic management of team contributions and edits through Notes	✓	👎	👎
➤ Automatic consolidation of team edits	✓	👎	👎
➤ Support for Notes/FX™	✓	✓	✓
➤ Support for NotesFlow™	✓	✓	👎
➤ Support for Notes LSX	✓	👎	👎
➤ Open and save workbooks to Notes™	✓	👎	👎
Database integration			
➤ Leverage the power of a fully functional database	✓ 1-2-3 includes all of the Lotus Approach® database functionality you need	👎 Requires Microsoft Query add-in	👎 Requires Database Desktop add-in
➤ Create forms and reports directly from spreadsheet with database	✓	✓ Only with Microsoft Access	👎
➤ Create form letters, mailing labels, and dynamic crosstabs directly from spreadsheet with database	✓	👎	👎





Productivity	1-2-3 97	Excel 97	Quattro Pro 7
➤ 1-2-3 Classic Menu	✓	 1-2-3 for DOS 2.01 keystroke menu only	 1-2-3 for DOS 2.01 keystroke menu only
Formulas and analytics			
➤ @function selector	✓	✓	
➤ Custom @functions	✓	✓	
➤ Formula markers	✓		
➤ Solver	✓	✓	✓
➤ Multi-variable backsolver	✓		

# The Internet/Intranet at Work

Companies need products that can harness Internet-based information in order to maximize productivity. 1-2-3 97 is the only spreadsheet to deliver a complete set of specialized tools for finding, publishing, and sharing Internet information directly from within the product.

1-2-3 97 gives users easy access to cutting-edge technology, using straightforward 1-2-3 menu options such as Open and Save to the Internet, as well as a familiar icon bar for single-click access — all without the need for separate Internet client software.

A comparison of 1-2-3 97 with its competitors exposes the product's advantages in exploiting Internet technologies.

Internet/Intranet	1-2-3 97	Excel 97	Quattro Pro 7
<b>Web publishing</b>			
➤ Publish spreadsheet ranges, including 3-D, directly to the Web	✓	 Only supports publishing 2-D ranges	 Only supports publishing 2-D ranges
➤ Create HTML tables directly from a spreadsheet	✓	✓ Only with Internet Assistant for Excel add-in	✓
➤ Add an e-mail address to the Web page	✓	✓ Only with Internet Assistant for Excel add-in	
<b>Support for cell attributes when published to the Web</b>			
➤ Number format	✓	✓ Only with Internet Assistant for Excel add-in	✓
➤ Text attributes: size, color, bold, italic	✓	✓ Only with Internet Assistant for Excel add-in	



Internet/Intranet	1-2-3 97	Excel 97	Quattro Pro 7
➤ Alignment	✓	✓ Only with Internet Assistant for Excel add-in	✓
➤ Retain column widths or reset to default number	✓	✘ Does not support changing column widths	✘ Does not support changing column widths
➤ Add or remove borders around table cells	✓	✘ Does not support removing border	✘ Does not support removing border
➤ Preview HTML document in popular Web browsers	✓	✘	✘
<b>Open from and Save to the Internet</b>			
➤ Open directly from FTP or WWW site without the need for separate Internet client software	✓	✓	✓
➤ Save directly to an FTP host site without the need for separate Internet client software	✓	✓	✘ Need Microsoft Internet Explorer or Netscape Navigator
➤ Configure a new FTP host site from within the spreadsheet	✓	✓	✘
➤ Create descriptive names for referring to FTP hosts	✓	✘	✘

Internet/Intranet	1-2-3 97	Excel 97	Quattro Pro 7
Finding information			
➤ Connect to the Web with a single click	✓	👎	✓
➤ Attach a URL to a button in the spreadsheet	✓	👎	✓
➤ Search the Web for words and phrases with a single click	✓	👎	👎
➤ Locate reference information on the Web with a single click	✓	👎	👎
➤ Obtain Customer Support and product information from the Web with a single click	✓	👎	👎
➤ Internet-specific icon palette	✓	✓	👎

# Staying Connected: Collaboration Made Easy

The most successful organizations are those whose employees are able to draw upon the knowledge of colleagues to produce the best possible work. Tools that make it fast and easy for teams of coworkers to create, review, refine, and publish data have been proven to increase the efficiency of teams and to improve the overall productivity of organizations.

1-2-3 97 offers innovative and timesaving ways to share ideas and work-in-progress. Everyday group tasks such as budgeting, forecasting, business planning, and review are now simpler than ever to complete.

Building on Team Computing features such as Send Mail, Range Routing, and Version Manager™, 1-2-3 97 offers many new features, including TeamConsolidate™, which simplifies the common task of spreadsheet consolidation. These tools deliver:

- An electronic alternative to cumbersome manual processes;
- Easy access to input from coworkers no matter what their communications infrastructure might be: LAN or WAN, e-mail, Lotus Notes®, the Internet or intranet, VIM, MAPI, or CMC;
- Quick and intuitive techniques for retrieving and reusing the work of others; and
- New options for distributing work for review, sharing, or publishing updated versions.

The table below shows how 1-2-3 97 excels in providing tools for “staying connected.”

Staying Connected	1-2-3 97	Excel 97	Quattro Pro 7
Version management			
➤ Secure method of tracking who made changes, when the changes were made, and reasons for changes	✓	☹	☹
➤ Use formulas with versioned data	✓	☹	☹
➤ Create “Version Groups” of different versioned data	✓	☹	☹
➤ Create, display, and delete versions from the shortcut menu	✓	☹	☹
➤ Retain style formats for versions	✓	☹	✓
➤ Merge versions from other files	✓	✓	☹
➤ Merge version groups from other files	✓	☹	☹
➤ Version reporting	✓	✓	✓

Staying Connected	1-2-3 97	Excel 97	Quattro Pro 7
Mail integration			
➤ Broadcast or serially route a message	✓ TeamMail™	👎	👎
➤ Broadcast or serially route a file	✓	✓	👎 Only supports broadcasting
➤ Send group or individual messages to accompany the file	✓	👎	👎
➤ Support for MAPI-, CMC-, or VIM-compliant e-mail transport	✓	👎 No CMC transport support	👎 No VIM transport support
➤ Save routes for reuse across all mail-enabled desktop products	✓	👎	👎
➤ Directly access mail system address books	✓	👎	👎
Distributing ranges via e-mail			
➤ Broadcast or serially route selected range	✓ TeamReview	👎	👎
➤ Route formulas and values	✓	👎	👎
➤ Automatically merge changes back into original file as versions	✓	👎	👎
Distributing workbooks with Lotus Notes			
➤ Automatically distribute workbook sheets for review and consolidate edits into the original notebook using Lotus Notes	✓ TeamConsolidate	👎	👎
➤ Control security, replication, and distribution of the workbook using Lotus Notes	✓	👎	👎
➤ Track the progress of work in a Lotus Notes view	✓	👎	👎
➤ Distributed sheets can have dissimilar layouts	✓	👎	👎










Staying Connected	1-2-3 97	Excel 97	Quattro Pro 7
➤ Editors can modify sheet layout when consolidated changes are merged	✓	👎	👎
Workflow applications			
➤ Support of NotesFlow to develop custom workflow applications	✓	👎	👎
Support for Notes/FX			
➤ Update spreadsheet values with Notes fields automatically	✓	✓	✓
➤ View all system and user-defined Notes/FX fields in a single dialog	✓	👎	👎
➤ Instantly define any named range as a Notes/FX field with one click	✓	👎	👎
➤ Use the Notes LSX to exchange data between Lotus Notes and spreadsheet without OLE	✓	👎	👎

# Information You Need: Anytime, Anywhere

Business people need to access and use information from everywhere: the Internet, proprietary databases, host systems, line-of-business software, real-time data, and the full spectrum of PC-based file types. To help the spreadsheet user retrieve information from *all* of these sources, 1-2-3 97 delivers a comprehensive set of tools, including:

- Data querying and retrieval capabilities including DB2®;
- Open and Save to Lotus Notes;
- Broad support among line-of-business and other business productivity products that can export or translate data into a format readable by 1-2-3;
- Import filters for most common PC applications; and
- Internet capabilities, including the ability to open files from Web and FTP servers; export a range to an HTML file; and perform integrated Internet searching from within 1-2-3.

The table below illustrates how 1-2-3 97 is superior to other spreadsheets in the area of information access.

Information Access	1-2-3 97	Excel 97	Quattro Pro 7
Direct database access			
➤ Integrated data access	✓	 Requires Microsoft Query add-in	 Requires Database Desktop add-in
➤ Work directly with data in DB2, SQL, and many other file formats from within the spreadsheet	✓	 Requires Microsoft Query add-in	 Requires Database Desktop add-in
➤ Open and Save to Lotus Notes databases from the File menu	✓		
➤ Directly read and write dBase files	✓	✓	✓
➤ Directly read and write Paradox files	✓		✓
➤ Directly query a Notes database	✓	 Requires Microsoft Query add-in	

Information Access	1-2-3 97	Excel 97	Quattro Pro 7
➤ Automatically parse data when opening text files	✓	✓	✘
➤ Open documents from FTP or WWW site directly from File menu, without the need for separate Internet client software	✓	✓	✓
➤ Save directly to an FTP host site without the need for separate Internet client software	✓	✓	✘ Need Microsoft Internet Explorer or Netscape Navigator
<b>Superior compatibility</b>			
➤ 1-2-3 Classic keystroke menu	✓	✘ 1-2-3 for DOS 2.01 keystroke menu only	✘ 1-2-3 for DOS 2.01 keystroke menu only
➤ Read and write earlier versions of 1-2-3 WK1, WK3, and WK4 files	✓	✓	✓
➤ Complete macro compatibility with prior releases of 1-2-3, including WYSIWYG macros.	✓	✘ Only supports 1-2-3 2.01 for DOS macros	✘ Only supports 1-2-3 2.01 for DOS; translation required for 1-2-3 2.2, 2.3, and 2.4 for DOS macros
➤ Read and write Excel files	✓	✓	✓
➤ Read Quattro Pro for Windows and DOS files	✓	✘	✓
➤ Read/write HTML table format	✓	✓	✓
➤ Read popular graphics formats, including: WMF, BMP, CGM, PIC.	✓	✓	✓
➤ OLE 2.0 client/server, drag-and-drop, and automation support	✓	✓	✓

# Customization: Working the Way You Want and Creating Custom Solutions

Not all spreadsheet users work the same way. Individuals need to personalize applications, developers must build custom business solutions, and IS managers require more control of software deployment across organizations.

Like other SmartSuite® 97 applications, 1-2-3 97 gives individual users and corporate developers a host of options for customizing business solutions. From the familiar 1-2-3 macro, to the LotusScript® programming language, to support for OLE 2 automation, 1-2-3 97 offers the most comprehensive and easy-to-use set of customization development tools of any spreadsheet available.



In addition, all of 1-2-3's Internet functionality can be automated through LotusScript, so users can exploit the power of the Internet as easily and as frequently as they share spreadsheet data through e-mail.

The comparison below clearly demonstrates that no other spreadsheet offers its customers the customization options found in 1-2-3 97.

Customization	1-2-3 97	Excel 97	Quattro Pro 7
Scripting language			
➤ Fully integrated development environment including debugger and object browser	✓	✓	✘
➤ Common programming language across desktop suite	✓	✓	✓
➤ Common programming language with Lotus Notes	✓	✘	✘
➤ Visual Basic-compatible scripting language	✓	✓	✘
➤ Access Lotus Notes back-end classes in script editor browser panel (Notes LSX)	✓	✘	✘
➤ OLE Automation	✓	✓	✓
➤ Run 1-2-3 Macros from scripts	✓	✘	✘
➤ Create custom @functions using scripting language	✓	✓	✘
➤ Create dialog boxes with a wide variety of new OCX/ActiveX-based controls	✓	✓	✘



Customization	1-2-3 97	Excel 97	Quattro Pro 7
➤ Full access to Internet functionality through scripting language	✓	✓	✓ Limited to File Open and File Save as HTML
➤ Use NotesFlow to develop custom workflow applications using Notes Release 4 and OLE automation	✓	✓	👎
Sample scripts			
➤ Save as a delimited text file	✓	✓	👎
➤ Save/restore file list and views	✓ Allows restore at startup	✓	👎
➤ Copy cell width and row height	✓	👎	👎
➤ Batch conversion of 1-2-3 for DOS, 1-2-3 for Windows, Excel, Quattro Pro for Windows and Quattro Pro for DOS files to .123 files	✓	👎	👎
➤ Change format of selected range from a label to a value	✓	👎	👎
➤ Change a range (add, subtract, multiply, divide) by a specified value	✓	👎	👎
➤ Move or copy sheets	✓	✓	✓
➤ Create a table of contents for the workbook based on sheet names	✓	👎	👎
➤ Convert currency formats by accessing current exchange rates on the Web	✓	👎	👎
➤ Auditor	✓	✓	👎
➤ Automatically save the active file at a specified time interval	✓	Requires AutoSave add-in	👎
➤ Speed up label entry by completing the entry based on the existing entries in that column	✓	✓	👎

Customization	1-2-3 97	Excel 97	Quattro Pro 7
1-2-3 Macro Compatibility	✓	 Only supports 1-2-3 2.01 for DOS macros	 Only supports 1-2-3 2.01 for DOS; translation required for 1-2-3 2.2, 2.3, and 2.4 for DOS macros
OLE 2.0 client/server support, drag-and-drop, automation, and in-place editing	✓	✓	✓

## Summary

We hope that you have found this information useful in your spreadsheet evaluation process. More than that, we hope we have shown you that Lotus 1-2-3 97 is the best spreadsheet solution for *your* connected world.

# System Requirements

## **Hardware**

- IBM® PC or compatible (80486/50 MHz or higher).
- Windows-compatible video adapter (VGA or higher) and monitor.
- CD-ROM drive or 3.5" high-density disk drive.
- Mouse or other pointing device.

## **Software**

- Microsoft Windows 95 or Microsoft Windows NT 4.0.

## **Memory**

- Windows 95: 8MB RAM minimum; 12MB if running more than one application.
- Windows NT: 12MB RAM minimum; 16MB RAM minimum.

## **Disk Space**

- 26MB minimum; 44MB default; 6MB required to run from CD-ROM.

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