

Competitive Analysis

Lotus[®]

SmartSuite⁹⁷ EDITION

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Why Choose SmartSuite 97?

The best suite for today's connected world.

Selecting the right desktop application suite for your business can be a confusing experience. Today's products offer a dizzying array of features, but their benefits aren't always obvious. When aligned with user needs, however, a desktop application suite can make a business more competitive by increasing user productivity and decreasing costs.

This competitive analysis was prepared to aid you in evaluating the capabilities of the three most popular desktop suites: Lotus SmartSuite® 97, Microsoft Office 97 and Corel WordPerfect Suite 7. The features of each are grouped into benefit categories aligned with the user activities they enable.

The tables below identify and compare product capabilities that are most beneficial to you and your business. In evaluating the best set of applications to suit your business' needs, you should look for an integrated suite of products that empower users to:

- **Be more productive** — Consistency across applications, built-in or one-click functions, and streamlined daily tasks can reduce training requirements and allow users to quickly and easily accomplish their work.
- **Leverage the power of the Internet without being an HTML expert** — Using the Internet to find, publish, and share information dramatically increases the scope of data available to your business, as well as to your clients and partners worldwide.
- **Communicate, share, and collaborate within workgroups or alliances** — Team Computing technology such as review-and-consolidate features automate the process of collaboration and save time. Support for e-mail and groupware improves user communication and optimizes an organization's effectiveness.
- **Access information at the right time, from a wide variety of sources** — The ability to quickly read data stored in the formats used by other applications, whether it's stored locally, in corporate databases, or on the World Wide Web, lets corporations leverage information they need.
- **Create custom solutions and customize work environments** — A powerful and consistent development environment optimizes the workflow by integrating critical applications. And easy-to-use customization tools enhances daily use of desktop applications.
- **Minimize the total cost of ownership** — Owning a suite involves more than just the initial purchase price. Hidden expenses can include complementary software purchases, training, support, and additional memory and disk space.

While studying the tables in this document, consider the challenges your business faces daily. For example, what other applications are used in the daily workflow? Is information shared with others locally or remotely? Is there a need to utilize data from other applications? Then consider how each suite offering can help the organization meet those challenges. Selecting the right desktop application suite is a major step toward improving individual and team productivity, as well as your business' overall competitiveness.

SmartSuite 97 & Suite Trends

Desktop application suites have changed substantially since the category emerged in the late 1980s. Back then, they were delivered as loose collections of spreadsheets, word processors, and database applications. Today's customer needs easy ways to connect to the Internet or company-wide intranet, work as a team member, utilize state-of-the-art tools, access information from many sources, and customize their work environment to one that suits them best. These needs have influenced the evolution of desktop application suites tremendously. In response to these trends, Lotus® has created SmartSuite® 97 for Windows 95 and Windows NT 4.0.

SmartSuite 97 is a tightly integrated suite of web-savvy, 32-bit desktop applications. No other suite offers the breadth of SmartSuite applications, which comes standard with what other vendors are calling professional and charging more for. SmartSuite 97 is comprised of:

- Lotus 1-2-3® spreadsheet
- Lotus Word Pro® word processor
- Lotus Approach® database
- Lotus Freelance Graphics® presentation graphics
- Lotus Organizer™ time management
- Lotus ScreenCam® multimedia

There are many tools that are seamlessly woven into SmartSuite 97 and lend themselves to increased productivity of day-to-day tasks. Some examples are:

- **SmartCenter™** — Indispensable, customizable file drawers that store, organize, and launch projects, applications, reference materials, and Internet connections. The new Business Productivity Drawer is tailored to meet the needs of people who run their own business and want an easy, one-step process for common business functions, and who want to create their own Web pages on-the-fly.
- **Lotus InfoBox** — Consistent tools used to format text, numbers, or objects in any document.
- **SmartMaster™ templates** — Customizable templates that suggest looks, styles, and content-rich outlines for common business documents.
- **Intelligent Help** — Step-by-step task-oriented guidance, with Lotus Assistants and “Ask the Expert.”

SmartSuite offers seamless consistency across applications and technological innovation that optimizes the productivity of individual users and workgroups. It is distinguished by its emphasis on the most leveraged Internet business activities: dynamic gathering and sharing of up-to-the-minute information, collaboration on shared projects, and making business partners and alliances active participants in the organization's line-of-business activities.

Productivity: Getting Work Done Quickly and Easily

By today's standards, effective desktop suites are more than a loose collection of frequently used applications. Users demand a seamlessly integrated set of tools that comprise a familiar "home base" — a place where they can "live" to do all their work. Therefore, it is critical that a suite interface be comfortable, intuitive, and consistent across all applications. The SmartCenter command center in Lotus SmartSuite 97 provides a one-click launch of applications that manage data, calendars, tasks, reminders, and contacts. SmartCenter 97 builds on its intuitive desktop management heritage with exciting new features such as built-in feeds to World Wide Web news, stock quotes, and weather forecasts from providers such as Yahoo, PC Quotes, and Intellicast — all without having to launch a browser; a business productivity file-cabinet drawer that delivers instantaneous access to industry-specific activities; and even the ability to place sticky reminder notes anywhere on the desktop.

SmartSuite 97 stands alone in:

- Offering an environment where consistent, well integrated, innovative, and reliable tools continue to lead the industry in ease of use, freeing users to focus on their work, rather than on their software.
- Providing users with just-in-time Help through step-by-step guidance for tasks, natural language Help system search engines, content-specific document templates — and much more.
- Easing migration to SmartSuite 97 from other applications such as Microsoft Word, Corel WordPerfect, and Lotus Ami Pro.

The following table shows the strength of the SmartSuite 97 productivity benefits against the competition.

Productivity	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Where you live			
➤ One click launch of applications	✓	✓	✓
➤ Application launcher integrated with the Windows 95 Task Bar	✓	☞	✓
➤ Desktop manager that manages by task rather than by software	✓	✓	✓
➤ Integrated e-mail functionality from desktop manager	✓	✓	☞

Productivity	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ News feed from the Internet in one click. No browser required.	✓	☹	☹ Requires many steps; must load Netscape Navigator
➤ Weather forecast from the Internet in one click. No browser required.	✓	☹	☹ Requires many steps; must load Netscape Navigator
➤ Stock quotes from the Internet in one click. No browser required.	✓	☹	☹ Requires many steps; must load Netscape Navigator
➤ Universal sticky reminders that can go anywhere on the desktop	✓	✓	☹ Document notes only
Consistency across applications			
➤ Common user interface across all applications	✓	✓	✓
➤ Constant context-sensitive menus	✓	☹ Not always task specific	☹ Not always task specific
➤ Context-sensitive icons	✓	☹ Not task specific	☹ Not task specific
➤ Bubble Help for icons	✓	✓	✓
➤ Interactive, modeless, context-sensitive properties box	✓	☹	☹
➤ Shared code across applications to save disk space	✓	✓	✓

Productivity	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Streamlining daily tasks			
➤ Migration made easy: interactive recognition of familiar user commands	✓ For Microsoft Word, Corel WordPerfect, and Ami Pro	✖ Assistance only after searching the Help menus	✖ Assistance only after searching the Help menus
➤ Type "total" in a spreadsheet cell to automatically sum a series of values	✓	✖	✖
➤ Business document creation templates	✓	✓	✓
➤ True WYSIWYG database reporting	✓ In Approach design mode, see the data on screen exactly as it will print	✖ Only abstract view of data while in design mode	✖ Only abstract view of data while in design mode
➤ Print preview in all applications	✓	✖ Not in PowerPoint	✓
➤ Dynamic print preview	✓ 1-2-3	✓ Word	✖
➤ Maps	✓	✓	✓
➤ Consistent means to name and save styles for global text changes across all applications	✓	✖ Not in PowerPoint	✓
➤ Automated correction of typing errors	✓	✓	✓
Charting			
➤ Intelligent one-step chart creation	✓	✖	✓
➤ Single common chart editor across applications	✓	✓	✖
➤ Create and reuse chart configurations with named styles	✓	✖	✖

Productivity	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ Include data tables in charts	✓	✓	👎
User Assistance			
➤ Step-by-step guidance for tasks	✓	✓	✓
➤ "Natural language" Help search	✓	✓	✓
➤ Guided tours	✓	👎	✓
➤ Help system demo movies	✓	✓	✓
➤ Create custom multimedia movies	✓	✓ No captions or sound	👎
➤ Direct access to customer support on the Internet	✓	✓	✓

The Internet/Intranet at Work

Forward-thinking managers in businesses around the world are seizing the opportunity that the Internet and intranet provide to redefine how they do business, both internally and externally. They are rethinking how they build, market, sell, and support their products and services to take advantage of rapidly expanding capabilities for:










- Communicating with internal and external colleagues, clients, and partners;
- Collaborating across time and geographical zones on shared projects; and
- Coordinating the flow of work among employees and third parties such as resellers, brokers, suppliers, customers, and prospects.

Lotus SmartSuite 96 set the standard as the first Internet-enabled suite. SmartSuite 97 represents the second generation of the suite category's best tools for exploiting the Internet and corporate intranets. It breaks new ground with even stronger Internet integration, giving users easy-to-use, collaborative, Internet/intranet functionality directly from within their familiar suite environment. SmartSuite 97 extends each of its productivity applications to the Internet in three key areas. It lets users:









- Efficiently find, open, and use practical online information when needed.
- Create and save familiar materials like spreadsheets, reports, and presentations to the Internet, companywide intranets, or a Notes™ database/Domino Web server.
- Share information and collaborate on joint projects with partners and colleagues — even across the Web — using Lotus' Team Computing features.

SmartSuite makes the Internet a practical, useful, and essential part of completing daily business tasks. With SmartSuite 97, users may work via the Internet/intranet, without ever leaving the familiar environment of their desktop applications.

Internet/Intranet	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Internet access			
➤ Internet browser included	✓ Netscape Navigator; Microsoft Internet Explorer	✓ Microsoft Internet Explorer	✓ Netscape Navigator
➤ Internet connection included	✓ Free 30-day unlimited access to IBM® Global Network	✓ Free one month access to MSN	✓ AT&T WorldNet

Internet/Intranet	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ Uses your default, preferred browser	✓	✓	 Allows only Netscape Navigator
➤ Internet-specific icon palette across applications	✓	✓	 Not across all applications
Find/Search/Open			
➤ Open Web pages directly from a WWW site into any application, from the File menu	✓	✓	
➤ Open documents directly from an FTP site into any application, from the File menu	✓	✓	
➤ Import locally residing HTML documents from the File menu into any application	✓	✓	✓
➤ Custom URLs installed onto desktop to bookmarked Web sites	✓	✓	 Only default URLs; must use Netscape Navigator
➤ News feed from the Internet in one click. No browser required.	✓		 Requires many steps; must load Netscape Navigator
➤ Weather forecast from the Internet in one click. No browser required.	✓		 Requires many steps; must load Netscape Navigator

Internet/Intranet	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ Stock quotes from the Internet in one click. No browser required.	✓	☹	☹ Requires many steps; must load Netscape Navigator
➤ Direct access to product support on the Internet	✓	✓	✓
➤ Internet search capability	✓	✓	✓
➤ Text search on Internet of selected text block	✓	☹	☹
➤ Database management of Web links	✓ Sample database included	✓ Application development required	☹
Publish			
➤ Post Web pages directly to a WWW site from the File menu in any application	✓	☹	☹
➤ Save documents directly to an FTP site from the File menu in any application	✓	✓ Difficult to find	☹
➤ Export documents locally in HTML format from the File menu in any application	✓	✓	✓
➤ Create live URLs within documents	✓	✓	✓
➤ Create interactive Web pages that offer dynamic access to live data	✓	✓	☹
➤ WYSIWYG HTML authoring	✓	✓	✓
➤ Convert existing documents into HTML	✓	✓	✓
➤ Automatic launch of browser to preview document in HTML	✓	✓	✓

Internet/Intranet	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Sharing			
➤ Point-to-point presenting over the Internet/intranet	✓	✓	
➤ Plug-in ActiveX player for viewing presentations in the browser	✓ Requires install into browser	✓ Requires install into browser	
➤ Share calendars and schedules over the Internet/intranet	✓		
➤ Share multimedia movies for downloading from the Internet/intranet	✓	✓ No captions or sound	
➤ Share native presentation files for downloading from the Internet/intranet	✓	✓	✓
➤ Downloadable run-time player to view a presentation; application not required	✓	✓	✓
➤ Support for HTML 3.0 and Netscape extensions, including tables, links, background wallpaper, and forms	✓	✓	
➤ Easily dress-up Web pages with JAVA automation, such as interaction and real-time updates to information	✓		

Staying Connected: Collaboration Made Easy

Today's most successful organizations are those whose team members — regardless of geographical location — are empowered to produce the best possible results by working together efficiently. Utilizing the Team Computing technologies Lotus pioneered, SmartSuite 97 helps business people create, collaborate on, and share everyday business documents to help accomplish their goals.

The table below details the superiority of collaboration tools and capabilities in SmartSuite 97 versus the competition. SmartSuite is unequalled in providing:

- A comprehensive process for distributing draft documents for review;
- Support for multiple communications infrastructures; and
- Integration with Lotus Notes®.

Connectivity	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Automated review process for documents in progress			
➤ Reviewer comment tools	✓	✓	✘
➤ Author comment and management tools	✓	✘	✘
➤ Lotus Notes-based posting and distribution from within application	✓	✘	✘
➤ Network-based posting and distribution from within application	✓	✘	✘
➤ E-mail-based posting and distribution from within application; support for VIM and MAPI standards	✓	✓	✘
➤ Floppy-based posting and distribution from within application	✓	✘	✘
➤ Comment merging	✓	✘	✘
➤ Versioning	✓	✓	✓ Quattro Pro only

Connectivity	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ Step-by-step guidance for review process	✓	☹ Help topics exist, but without guided assistance	☹
Support for electronic mail			
➤ Send mail from within application; VIM and MAPI support	✓	✓	✓
➤ E-mail routing	✓	✓	☹
➤ Send selected pages as an e-mail attachment	✓	☹	☹
Integration with Lotus Notes			
➤ Supports Notes/FX™ 2.0	✓	☹ 16-bit Notes/FX 1.0 only	☹
➤ Supports NotesFlow™ 1.0	✓	✓	☹
➤ Ships with ready-to-use Lotus Notes applications	✓	☹	☹
➤ Open from and Save to Lotus Notes	✓	☹	☹
➤ Integrated e-mail functionality from desktop	✓	✓	☹
Sharing information worldwide			
➤ Multilingual computing	✓	✓	✓
➤ Point-to-point presenting (cable, modem, network, Internet/intranet)	✓	✓	☹
➤ Post calendars & schedules to the Internet/intranet	✓	☹	☹
➤ Post multimedia movies to the Internet/intranet	✓	✓	☹
➤ Assign different levels of file security	✓	✓	✓










Information You Need: Anytime, Anywhere



Business people today are constantly looking for new and better ways to access and use information from a wide variety of sources. SmartSuite 97 provides the tools users need to harness this information from wherever it resides, whether on the Internet or company intranet, within legacy databases, within a Lotus Notes database, or in other applications.












As you can see from the table below, SmartSuite 97 provides the most complete set of information access tools of any competitive product. SmartSuite 97 includes:

- Database access to centrally stored corporate information;
- Unmatched Internet capabilities for finding and directly opening documents from the World Wide Web;
- Import filters alongside interactive assistance for converting information from a wide variety of desktop application files;
- Integration with line-of-business applications such as SAP or Reuters; and
- Direct, bi-directional information flow with Lotus Notes databases.

Information Access	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Data access from database			
➤ Database application included as part of the standard suite offering	✓	☹	☹
➤ Ability to work with all popular data formats	✓ Includes Lotus Notes Powerkey for maximum performance when accessing Notes data	✓ MS Exchange & Outlook drivers not included; requires additional install: Office 97 ValuPack; requires additional purchase: Microsoft Office Professional 97	✓ Requires additional purchase: Corel Office Professional 7

Information Access	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ Live, direct connection to all popular data formats	✓	 Connectivity is via “links,” which provide access to data, but do not allow full control over data management unless data is converted to Access format	 Connectivity is very restrictive; databases of different formats can not be joined together; data must be imported to be integrated
➤ Create new databases in any supported format without exporting	✓		
➤ Easily save any data to new database format	✓ Includes Lotus Notes drivers	✓ MS Exchange & Outlook drivers not included; requires additional install: Office 97 ValuPack; requires additional purchase: Microsoft Office Professional 97	
➤ Seamless application/ database independence	✓		
➤ Includes features designed specifically for DB2® users	✓ Includes automatic QMF conversion, support for DB2 BLOBs, integration with Net.Data, and more		

Information Access	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Data access from spreadsheet			
➤ Access to a wide variety of data sources through File-Import with built-in drivers	✓	✓	✓
➤ Access to additional data sources via ODBC links	✓	✓ Requires additional install: Microsoft Query	✓
Data access from word processor			
➤ Access to a wide variety of data sources through File-Import with built-in drivers	✓ Includes an interactive switch kit that recognizes familiar user commands, making migration easy	✓	✓
➤ Integration with line-of-business applications	✓ Many, including SAP, Sbase, Hyperion, Monolog, and IBM's MG series	✓ Many, including SAP, Sbase, Hyperion, Monolog, and IBM's MG series	✓ Only Frontline Systems with Quattro Pro
Internet/intranet information access			
➤ Open Web pages directly from a WWW site into any application, from the File menu	✓	✓	
➤ Open documents directly from an FTP site into any application, from the File menu	✓	✓	
➤ Import locally residing HTML documents into any application, from the File menu	✓	✓	✓

Information Access	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ Custom URLs installed onto desktop to bookmarked Web sites	✓	✓	 Only default URLs; must use Netscape Navigator
➤ News feed from the Internet in one click. No browser required.	✓		 Requires many steps; must load Netscape Navigator
➤ Weather forecast from the Internet in one click. No browser required.	✓		 Requires many steps; must load Netscape Navigator
➤ Stock quotes from the Internet in one click. No browser required.	✓		 Requires many steps; must load Netscape Navigator
➤ Direct access to product support on the Internet	✓	✓	✓
➤ Internet search capability	✓	✓	✓
➤ Text search on Internet of selected text block	✓		
Lotus Notes information access			
➤ Open directly from and save directly to Lotus Notes database from any application	✓		


Customization: Working the Way You Want and Creating Custom Solutions

Lotus understands that a “one size fits all” mentality does not fit today’s business world. Users need to personalize their software; developers must build custom business solutions; and IS managers require more control of software deployment across organizations.

SmartSuite 97 provides users, developers, and corporate IS groups with a complete set of built-in tools for customizing the Suite. These tools are intuitive and consistent across all products, so they may be used with a minimal investment in training. The table below demonstrates just how flexible and customizable SmartSuite 97 is as compared with competitive products in the areas of:

- The desktop environment — “where users live;”
- A cross-application scripting/programming language; and
- Product installation and deployment.

Customization	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
Where users live			
➤ Customizable desktop manager	✓	✓	✓
➤ Customizable product launcher	✓	✓	✘
Icons			
➤ Modifiable icon palettes across all applications	✓	✓	✘ Only in Quattro Pro
➤ Programmable icons across all applications	✓	✓	✘
Programming/scripting language			
➤ Single cross-application scripting or programming language included	✓	✓	✘ Only in WordPerfect, Presentations and Quattro Pro
➤ Dialog editor	✓	✓	✓
➤ Script editor	✓	✓	✓

Customization	Lotus SmartSuite 97	Microsoft Office 97	Corel WordPerfect Suite 7
➤ Script debugger	✓	✓	✓
➤ OLE automation support	✓	✓	✓
Install			
➤ Flexible user install: option to install individual features or the complete feature set	✓	✓	 Groups of products must be installed all at once and not all of them can be installed in the same session
➤ Programmable install program	✓	✓	✓
➤ Automated workstation install for IS simplification	✓	✓	✓

Products Included/System Requirements/Pricing

SmartSuite 97 is designed to reduce a company's total cost of suite ownership. Not only is the Lotus suite available at a low purchase price, it gives users all the software essential to conducting their business efficiently on a daily basis. SmartSuite 97 delivers six tightly integrated, 32-bit desktop applications: a spreadsheet, a word processor, a database, a presentation graphics package, a time management package, and a multimedia screen recorder.

Perhaps more important, however, are the system requirements, which represent a significant portion of the total cost of ownership for a group of desktop applications. SmartSuite 97 can be run from the CD-ROM with only 22MB of hard disk space.

The table below shows the true value of SmartSuite as compared with the competition. True value is a combination of:

- System requirements, including hard disk resources: Does the purchase require a system upgrade?
- The price paid for the goods received: Is it affordable?
- Most importantly, the quantity and quality of applications received in the standard suite: Is it worth the investment?

Products/System Requirements/Pricing	Lotus SmartSuite 97	Microsoft Office 95	Corel WordPerfect Suite 7
Products included			
➤ Desktop management	SmartCenter	Outlook	"DAD" and Dashboard
➤ Spreadsheet	1-2-3	Excel	Quattro Pro
➤ Word processor	Word Pro	Word	WordPerfect
➤ Database	Approach	None	None
➤ Presentation graphics	Freelance Graphics	PowerPoint	Presentations/ Corel FLOW3
➤ Time management	Organizer	None	Sidekick
➤ Multimedia screen recorder	ScreenCam	None	None

Products/System Requirements/Pricing	Lotus SmartSuite 97	Microsoft Office 95	Corel WordPerfect Suite 7
<ul style="list-style-type: none"> ➤ Other products 		<p><i>Office Professional 97</i> includes above applications plus:</p> <ul style="list-style-type: none"> ➤ Access database ➤ Bookshelf Basics, additional desktop management tool 	<p><i>Office Professional 7</i> includes above applications plus:</p> <ul style="list-style-type: none"> ➤ Paradox database
System Requirements			
Media	CD-ROM or 3.5" diskettes	CD-ROM or 3.5" diskettes	CD-ROM or 3.5" diskettes
Hardware	IBM PC or compatible (80486/50 or higher); VGA adapter and monitor; mouse or other pointing device; CD-ROM drive or 3.5" high density disk drive	IBM PC or compatible (80486/50 or higher) recommended; VGA adapter and monitor; mouse or other pointing device; CD-ROM drive or 3.5" high density disk drive	IBM PC or compatible (80486/50 or higher) recommended; VGA adapter and monitor; mouse or other pointing device; CD-ROM drive or 3.5" high density disk drive
Operating system	MS Windows 95 or MS Windows NT 4.0	MS Windows 95 or MS Windows NT 3.51	MS Windows 95

Products/System Requirements/Pricing	Lotus SmartSuite 97	Microsoft Office 95	Corel WordPerfect Suite 7
RAM	<p>Windows 95: 8MB minimum; 12MB recommended when running more than one application</p> <p>Windows NT 4.0: 16MB minimum</p>	<p>Windows 95: 8MB required to run applications individually; more memory may be required to run additional applications simultaneously</p> <p><i>Office Professional 97:</i> 12MB required to run Access.</p> <p>Windows NT 3.51: 16MB required to run applications individually; more memory may be required to run additional applications simultaneously</p>	<p>Windows 95: 8MB minimum; 16MB recommended</p> <p>Windows NT: N/A</p>
Disk space	22-217MB, depending on type of installation; does not require additional purchase	60-167MB, depending on type of installation; <i>Office Professional 97:</i> 60-191MB, depending on type of installation	30-220MB, depending on type of installation; <i>Office Professional 7:</i> 30-386MB, depending on type of installation

Products/System Requirements/Pricing	Lotus SmartSuite 97	Microsoft Office 95	Corel WordPerfect Suite 7
Pricing			
	SmartSuite: \$399* SmartSuite upgrade: \$149*	Office: \$499 Office upgrade: \$249 Office Professional 97: \$599 Office Professional 97 upgrade: \$349	WordPerfect Suite 7: \$279 WordPerfect Suite 7 upgrade: \$99 Office Professional 7: \$499 Office Professional 7: Upgrade \$249

* Note: Actual prices vary depending on rebate offers.

Summary

Thank you for evaluating SmartSuite 97: the only desktop application suite built to enhance the competitiveness of businesses, as well as the productivity of both individuals and workgroups. SmartSuite 97's tight integration with the World Wide Web truly business-enables the Internet. Through Lotus innovations like Team Computing and a wide variety of productivity and customization tools, SmartSuite 97 delivers state-of-the-art technology that is easy-to-use, reliable, and fast. We're confident you will find that SmartSuite 97 is the only suite of applications that will meet the needs of your business both today and in the future.

For more information, please visit the Lotus Web site at <http://www.lotus.com>.

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