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ENTERPRISE WORLD 2015

ENABLING THE DIGITAL WORLD



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Investor and Analyst Day Agenda

1:00PM – 2:30PM PST Room 319	**Investor and Analyst Day**
Welcome Remarks and Introductions	John Doolittle, *CFO*
Keynote Highlights	Mark J. Barrenechea, *CEO* Muhi Majzoub, *SVP Engineering*
Open Q&A Session	Mark J. Barrenechea, *CEO* John Doolittle, *CFO* Muhi Majzoub, *SVP Engineering* James McGourlay, *SVP Global Technical Services*
3:00PM – 5:30PM PST Expo Hall	**Attend your choice of breakout sessions and explore the Enterprise Expo**
6:00PM – 6:45PM PST Fiamma Trattoria and Bar, MGM Grand Hotel	**Cocktail Reception** Mark J. Barrenechea, *CEO* John Doolittle, *CFO* Greg Secord and Sonya Mehan, *Investor Relations*
7:00PM – 9:00PM PST Fiamma Trattoria and Bar, MGM Grand Hotel	**Dinner** John Doolittle, *CFO* Greg Secord and Sonya Mehan, *Investor Relations*

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Welcome to Enterprise World 2015

2,000	Attendees
400	Partners
150	Sessions
50	Countries
40	Demo Pods
5	Days
1	Killer Experience



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Special Guests and Speakers

ACADEMY
OF MOTION PICTURE
ARTS AND SCIENCES

Nestlé

SAP

Disney

accenture

RICOH



Deloitte.

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Executive Leadership in Attendance



Mark J. Barrenechea
Chief Executive Officer



John Doolittle
Chief Financial Officer



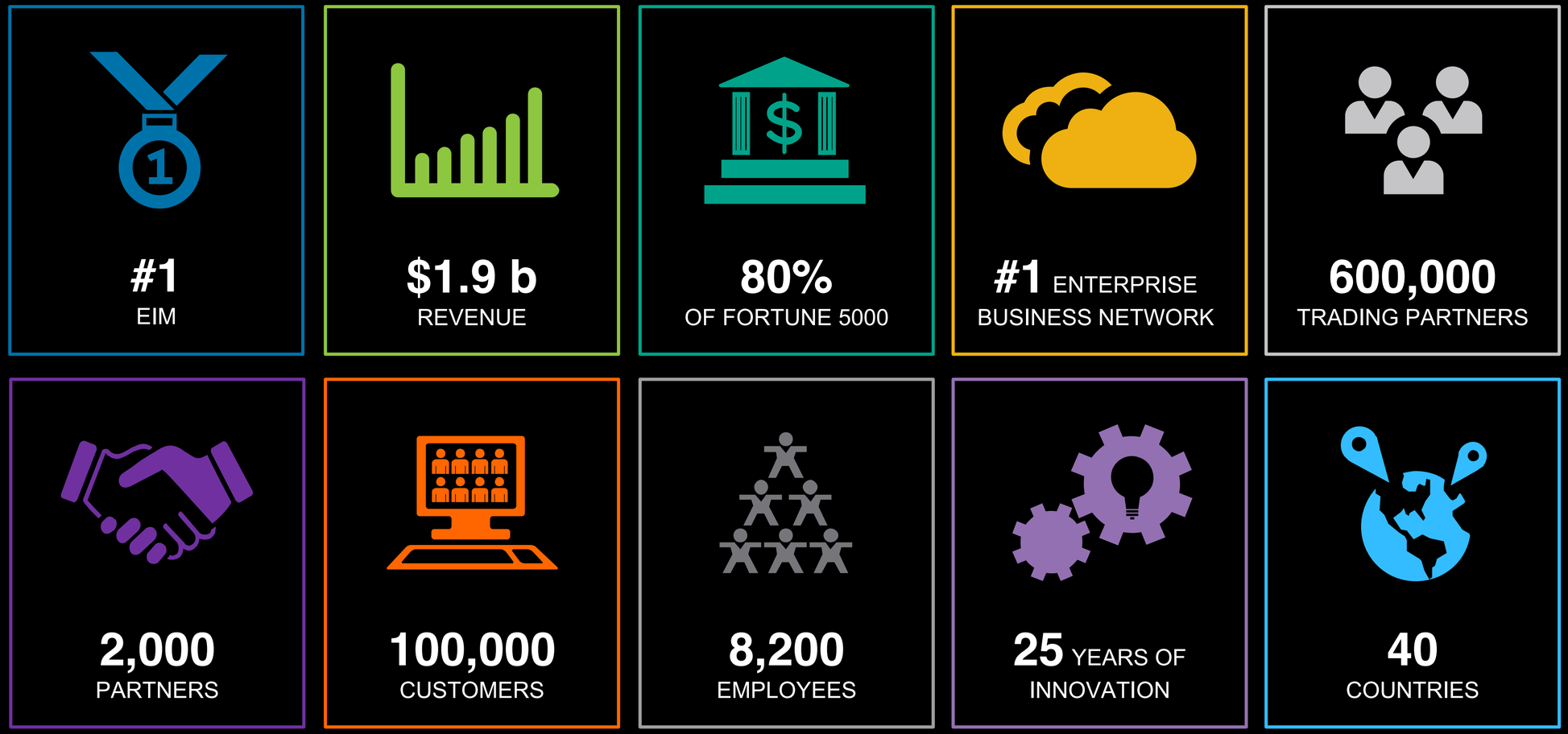
Muhi Majzoub
SVP, Engineering



James McGourlay
SVP, Global Technical Services

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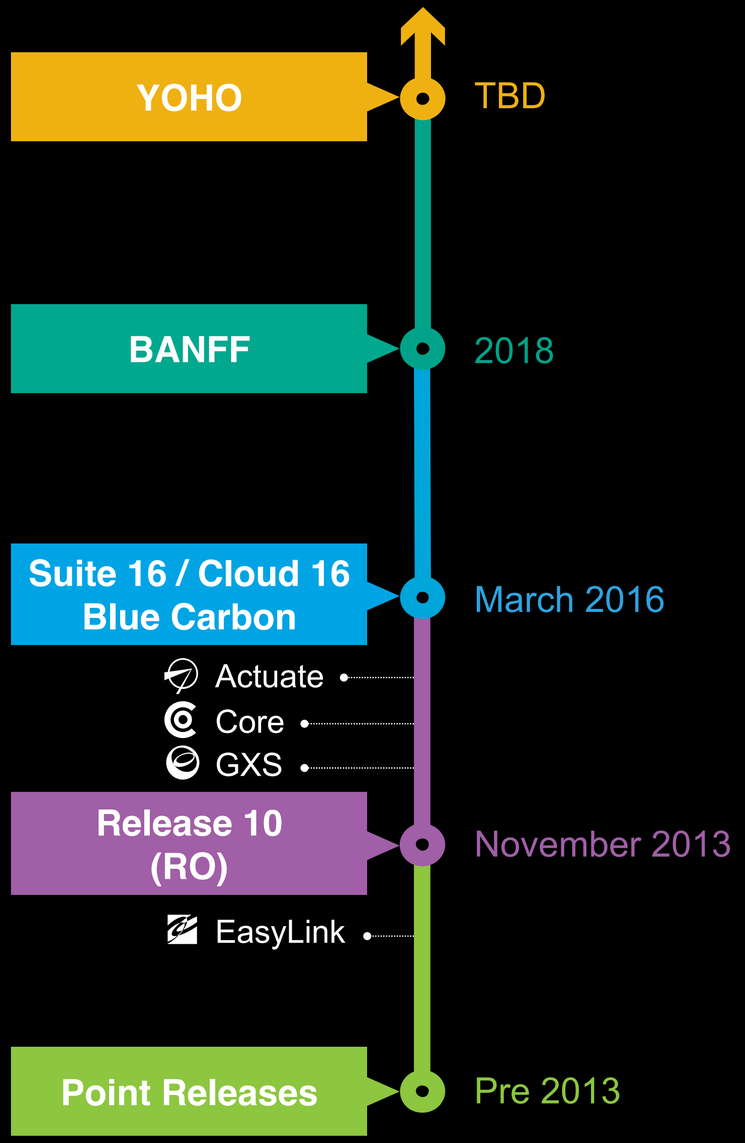
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Technology Road Map for a Better Way to Work



We are Committed to

- Innovation
- Winning in EIM
- Leading in all functional areas
- Filling white spaces via acquisitions

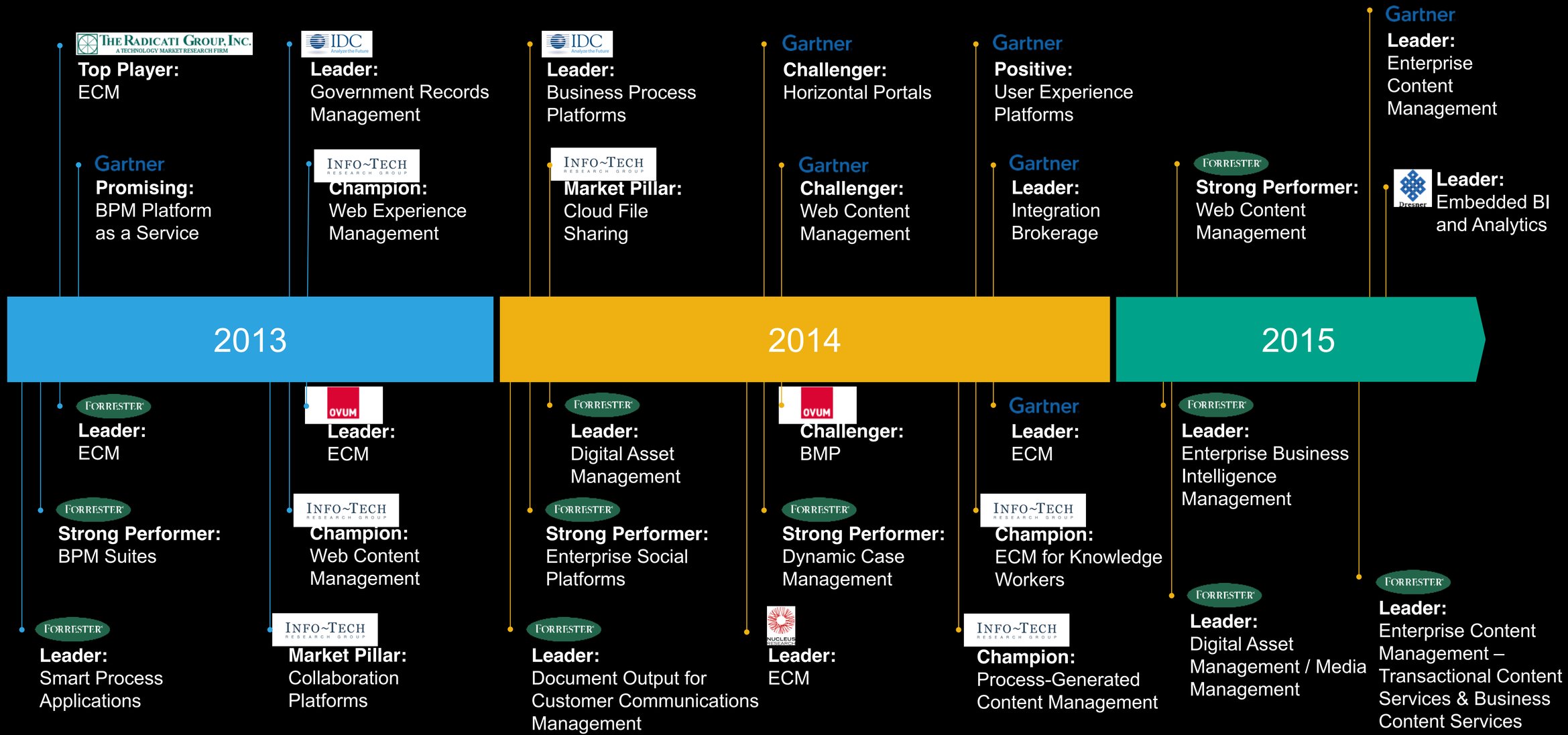
What is Key

- Functional completeness
- Integration
- Architecture matters
- Hybrid: Seamless movement between On Premises and Cloud

EIM investment (R&D & Acquisitions)

- $2 Billion over the last 3 years
- $4 Billion over the next few years

Analyst Recognition



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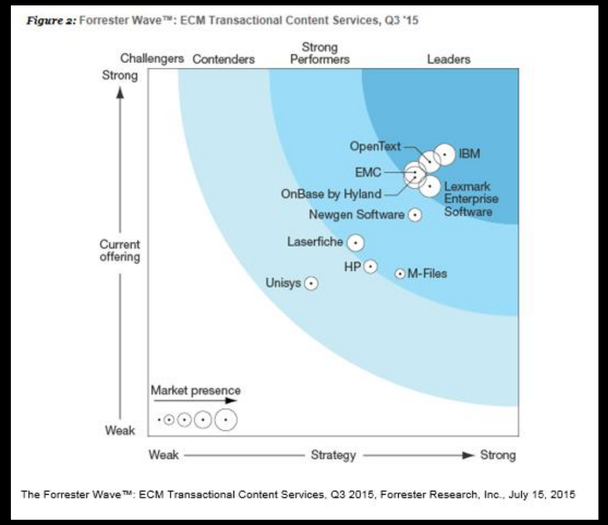
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Recent Recognition

Digital Asset Management

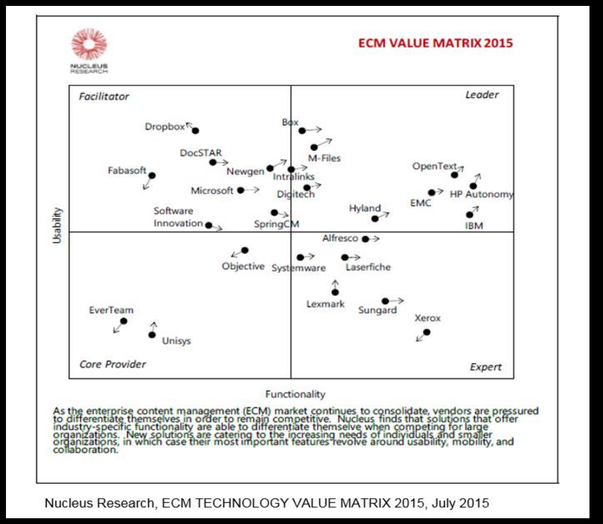


Transaction Content Services



The Forrester Wave™: ECM Transactional Content Services, Q3 2015, Forrester Research, Inc., July 15, 2015

ECM



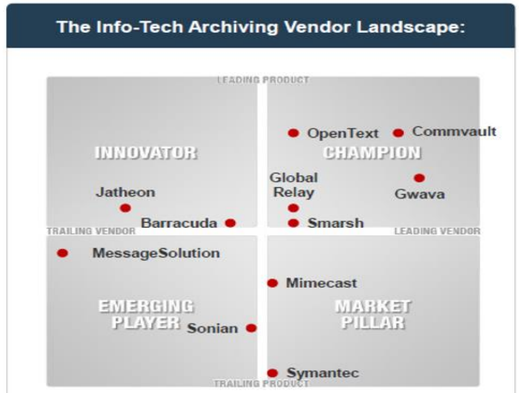
Nucleus Research, ECM TECHNOLOGY VALUE MATRIX 2015, July 2015

Web Content Management



Gartner "Magic Quadrant for Web Content Management," by Mick MacComascaigh, Jim Murphy, July 29 2015

Archiving



Info-Tech Research Group, Vendor Landscape: Content and Email Archiving, 2015

ECM



Forrester Wave™: ECM Business Content Services, Q3 '15, Forrester Research Inc., August 28, 2015

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Digital Creates a Better Way to Work



Introducing Release 16

A Better Way to Work

OPENTEXT™
BLUE
CARBON
IS NOW



RightFax

eDOCS

OPENTEXT™

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Introducing OpenText Suite 16

Process Suite

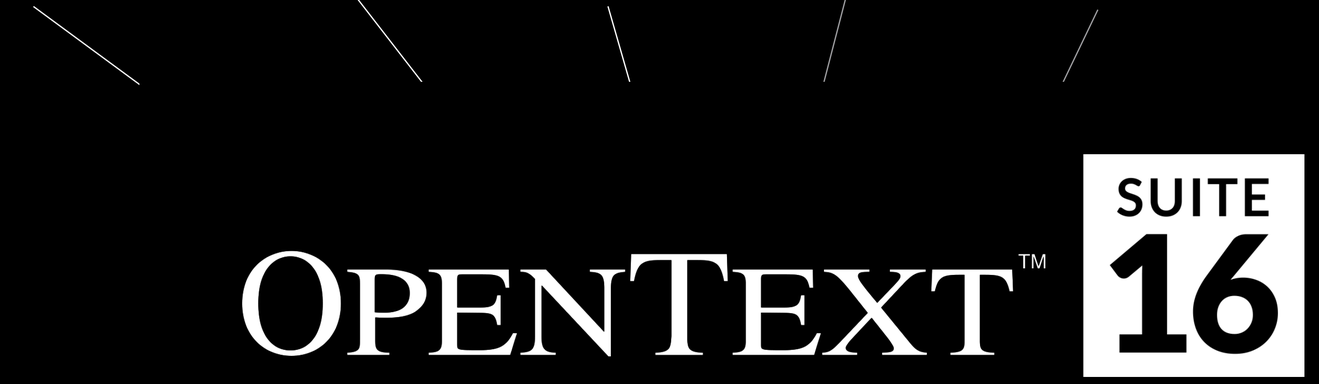
Analytics Suite

Mobility through AppWorks

Content Suite

Experience Suite

Managed Services



Postgres Support

Flexible Pricing models
(license, subscription)

Information Flows
Procure to Pay
Capture to Disposition
Incident to Resolution
Create to Consume

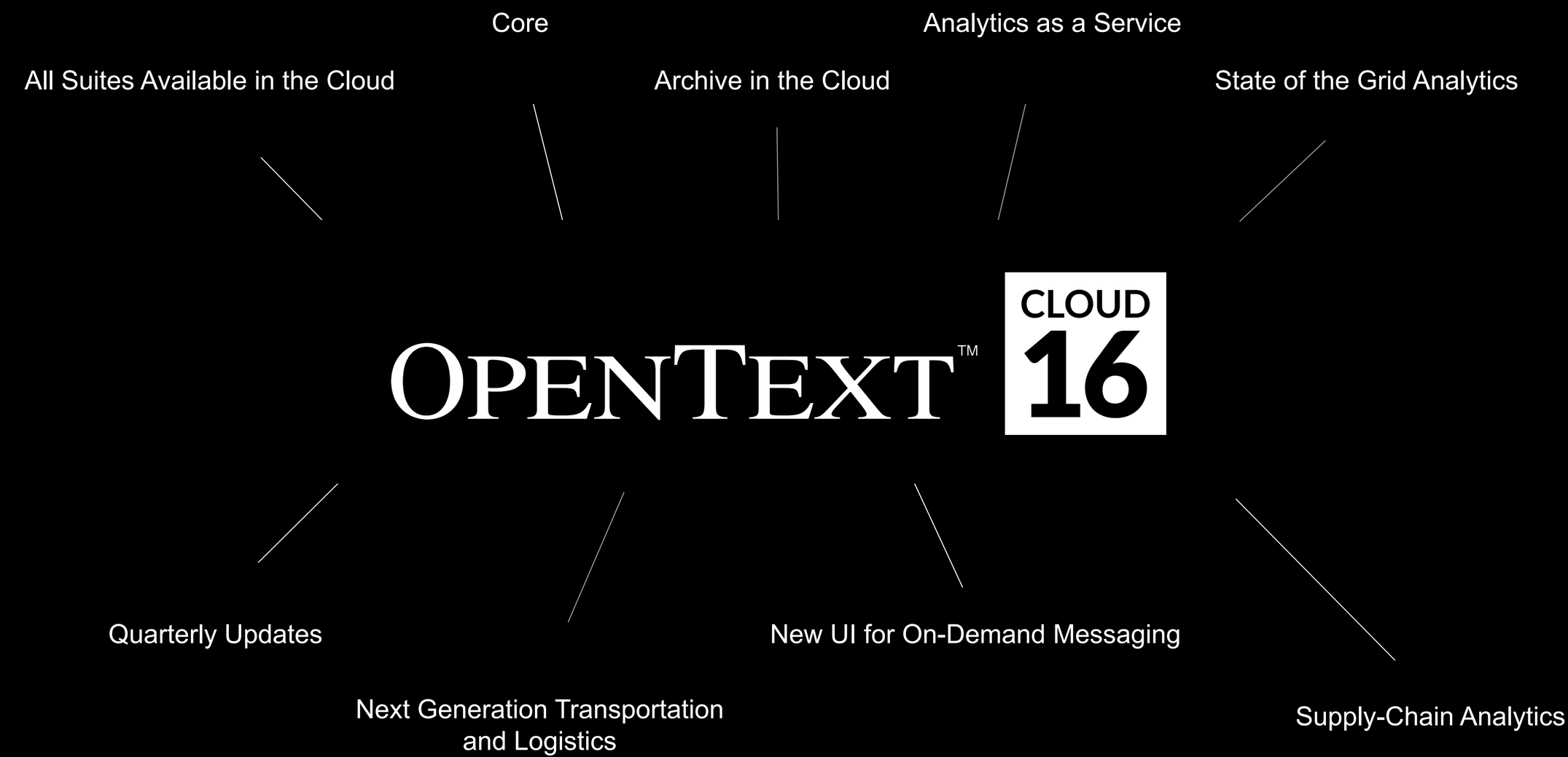
Analytics in all Suites

Flexible Deployment options (on premises, cloud , hybrid)

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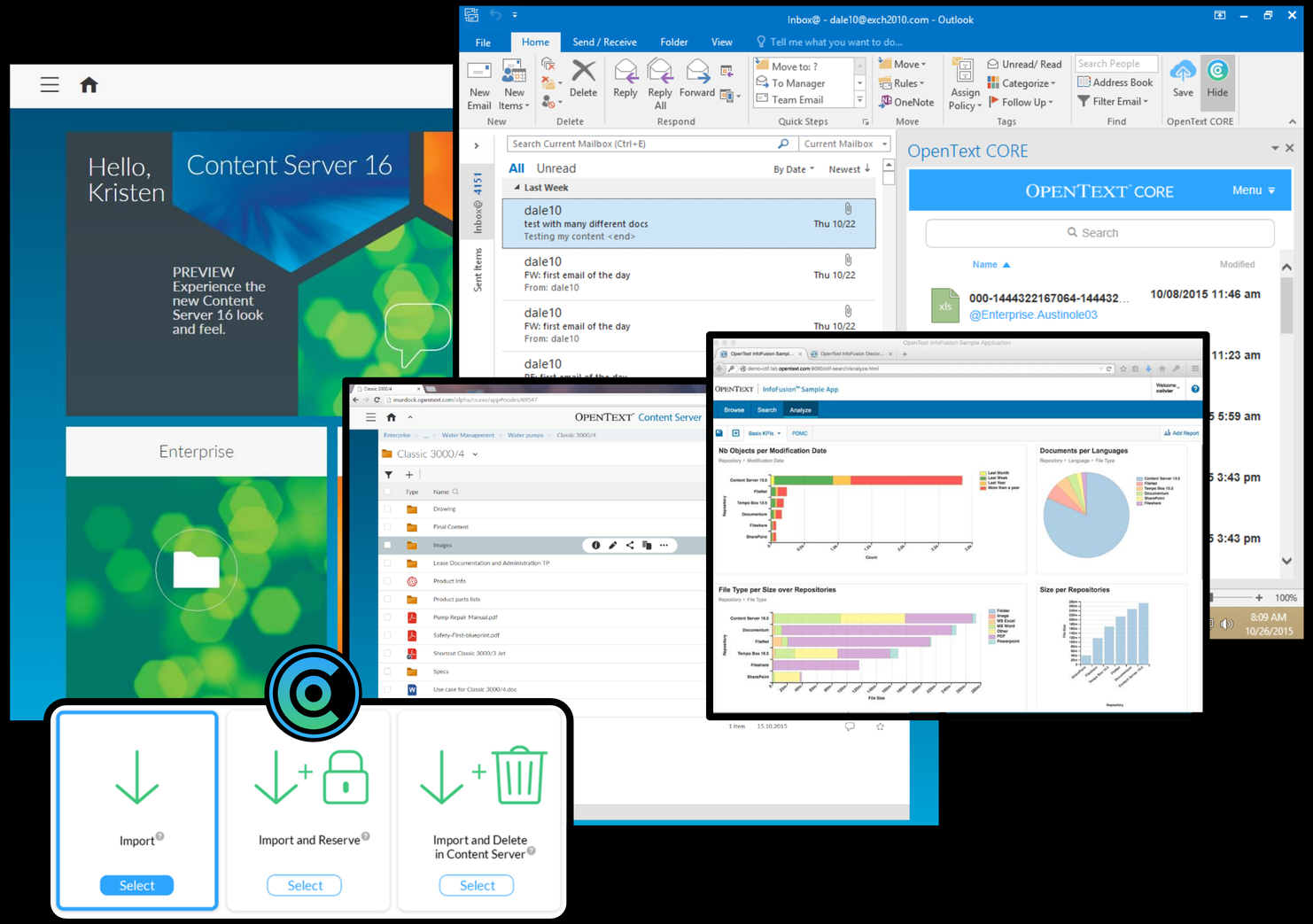
Introducing OpenText Cloud 16



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It is Time to Rethink ECM



- Content Suite to Core
- Connected Workspaces
- Business Centre for SAP
- S/4HANA & Postgres Support
- Responsive HTML 5 UI
- Analytics Integration
- Archive Center in the Cloud
- xECM for SAP and Oracle
- Desktop Sync
- InfoFusion

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Enterprise Applications

Solutions for SAP, Microsoft, Oracle, Salesforce

SAP Vendor Invoice Management & ICC

SAP Employee File Management

Microsoft SharePoint Services

PowerDocs PowerDocs

SAP Business Center

SAP ORACLE Extended ECM

SAP Digital Asset Management

SAP Document Presentment

New Innovations

SAP S/4 HANA

hybris software
An SAP Company

successfactors
An SAP Company



salesforce

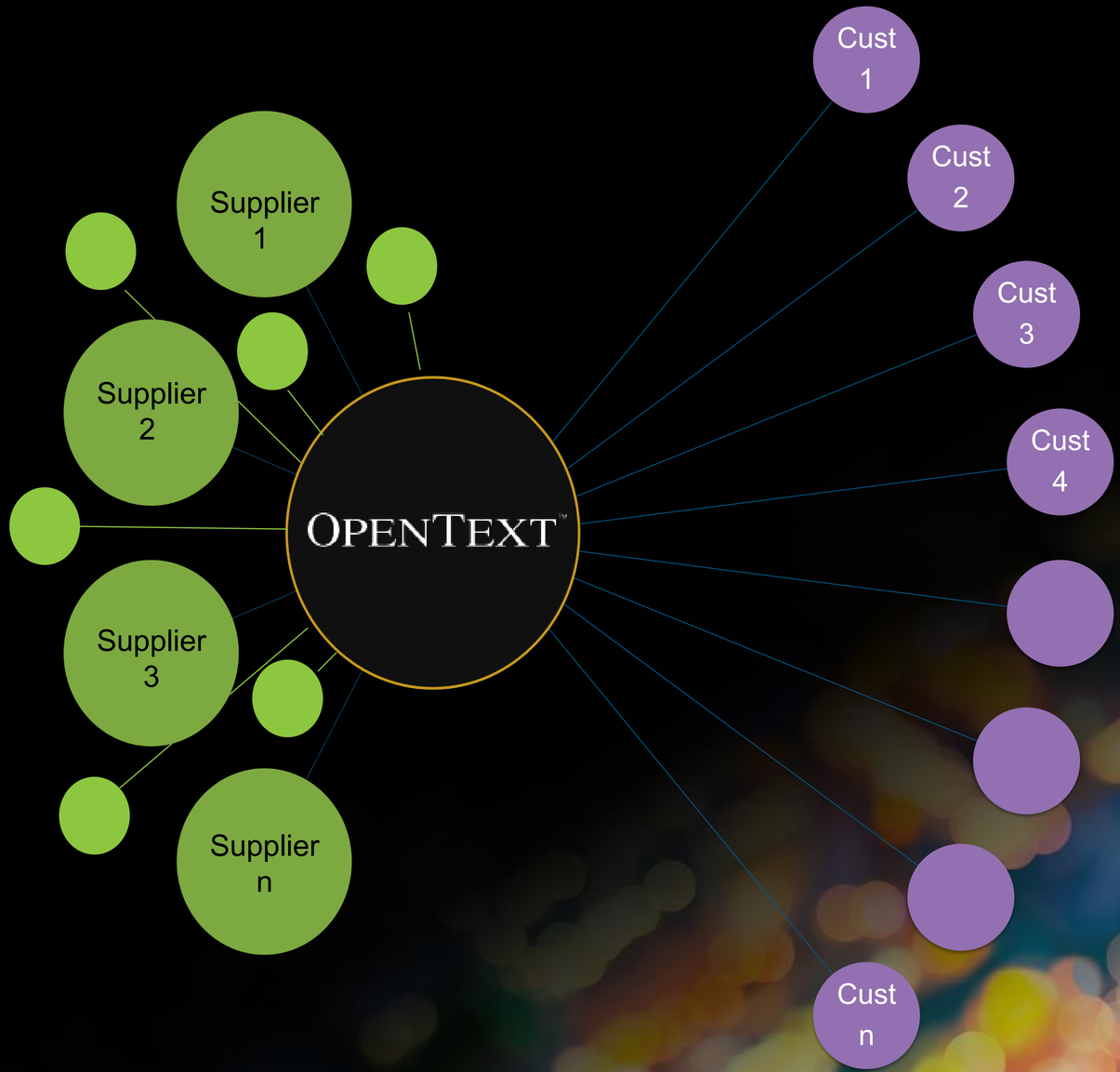
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Business Network

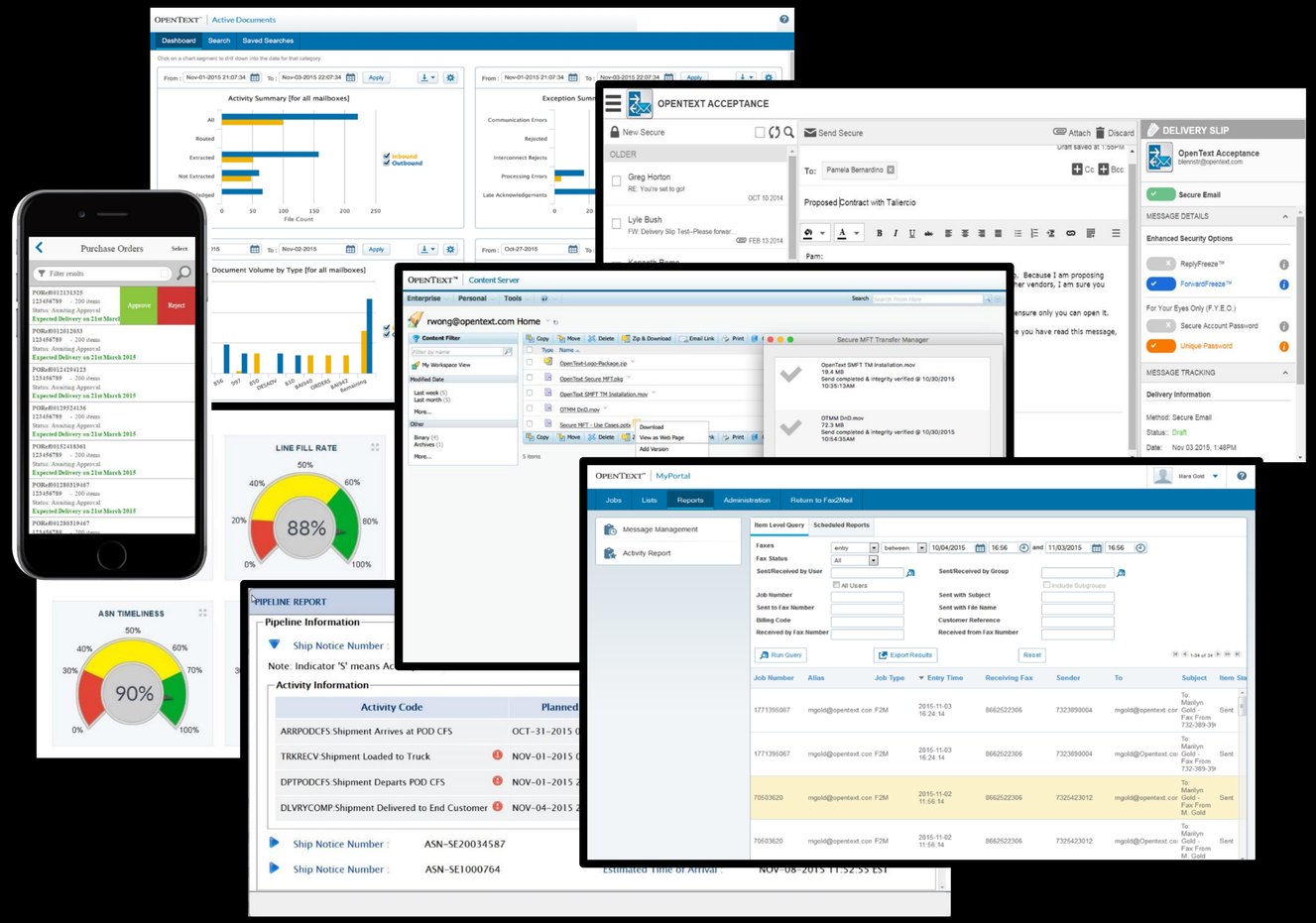
Procure to Pay



- 4500+ Canonical maps
- 60,000+ Customers
- 100k+ Suppliers and Partners



B2B is now Cloud to Cloud



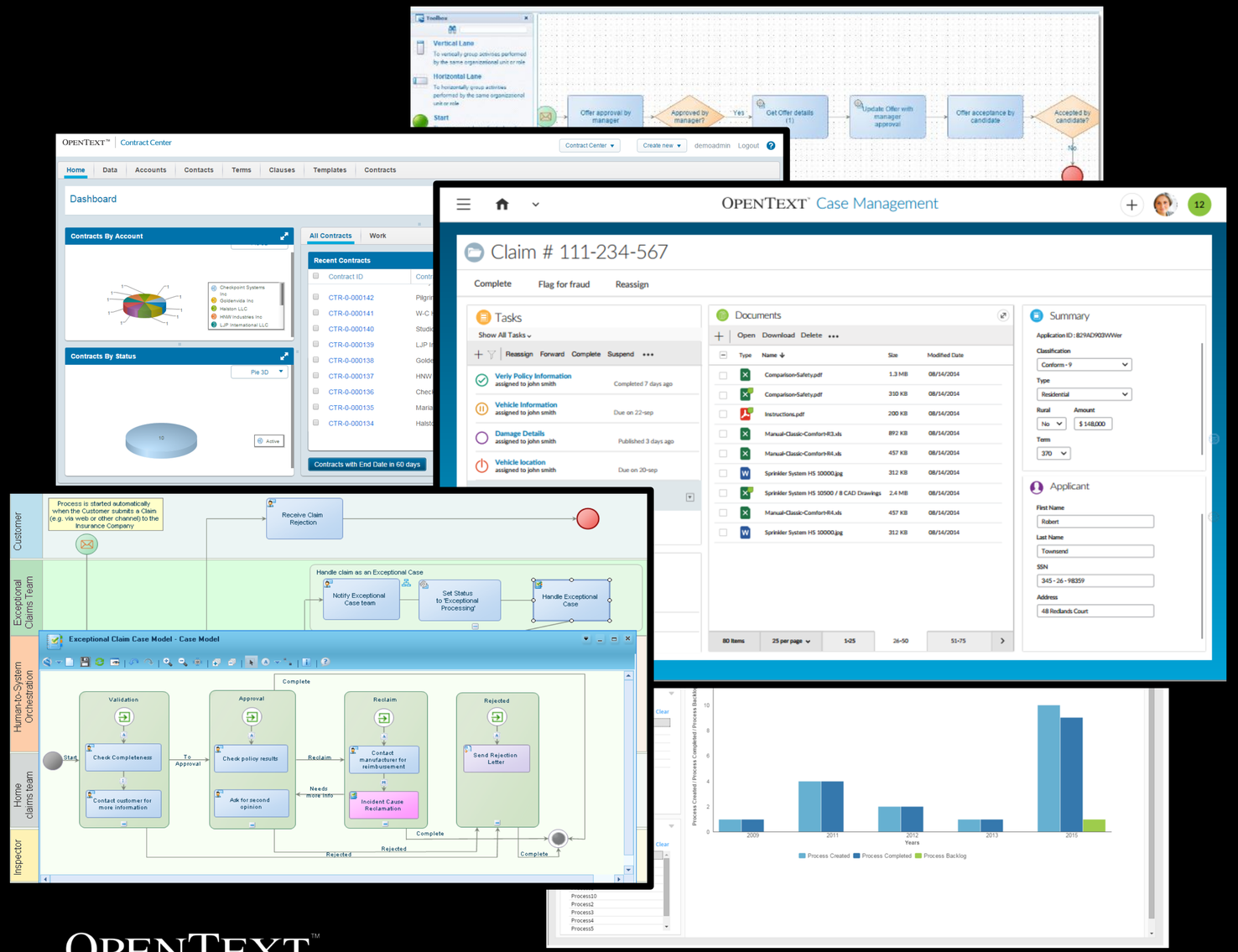
- Procure-to-Pay Automation
- Active Applications
  - Orders
  - Intelligence
  - Catalogue
  - Invoices & Compliance
  - Community
- Secure Messaging (MFT & Secure Mail)
- Fax to EDI
- Logistics Track & Trace
- On Demand Messaging
- Mobility (AO & AD)
- Trading Partner Self-enablement
- Analytics Integration (Managed Services and Applications)
- EMEA Trading Grid

Supply Network, Not a Chain

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BPM has Arrived

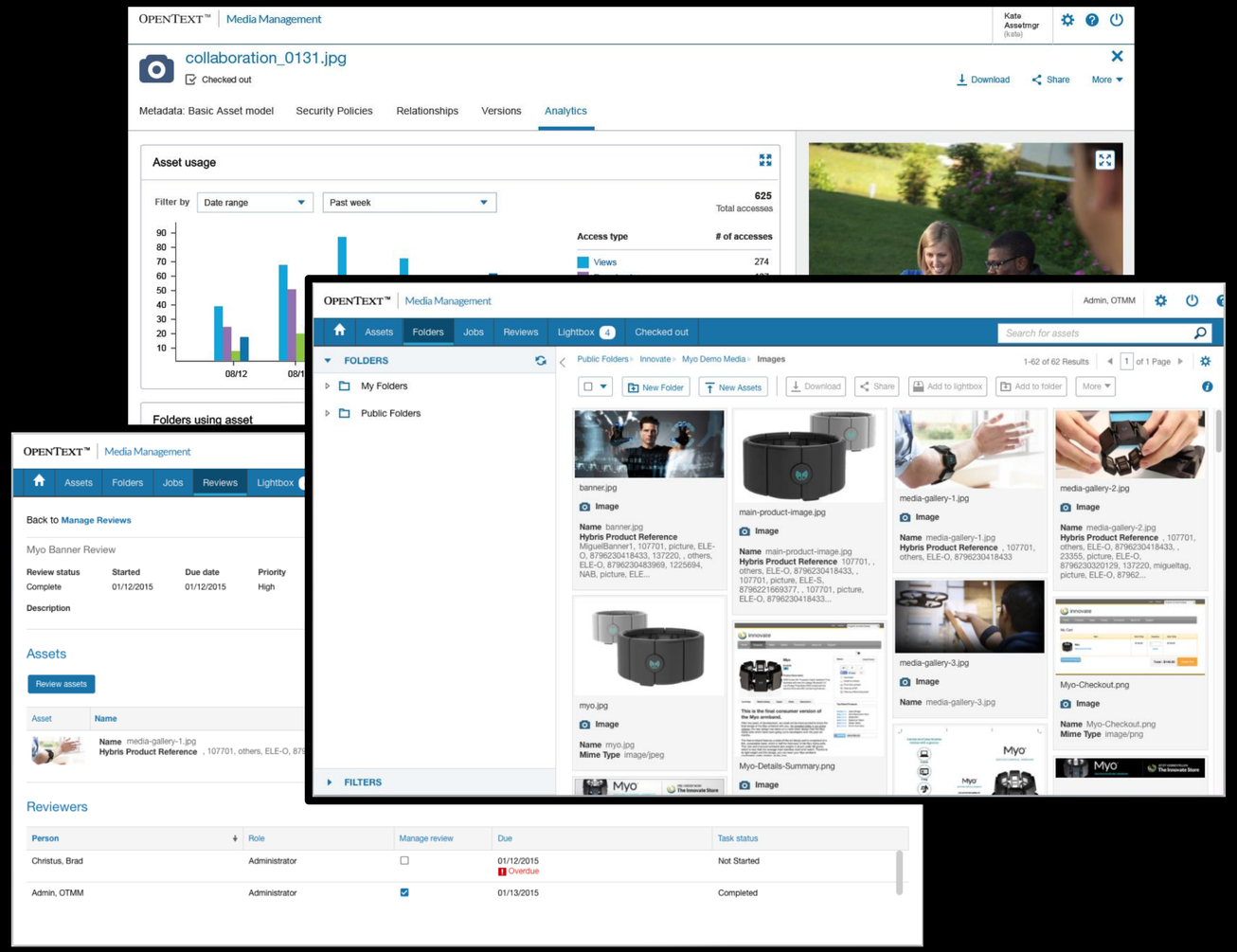


- Entity Modeling
- Contract Management
- Case Management
- Orchestration Engine
- Integrated Capture & Rights Management
- Lightweight Application Development
- Analytics Integration
- Deeper integration into Content Suite
- ROSMA capabilities

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CEM Delivers the Full Customer Journey



- PowerDocs
- Analytics Integration (Data Services & Analytics)
- Analytics Integration
  - Asset Lifecycle
  - Audit and Usage
- Round trip SAP Marketing (hybris) integration
- Updated Commerce Framework
- 3rd Party Translations
- New Design Tool WEM & CCM

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Analytics Everywhere



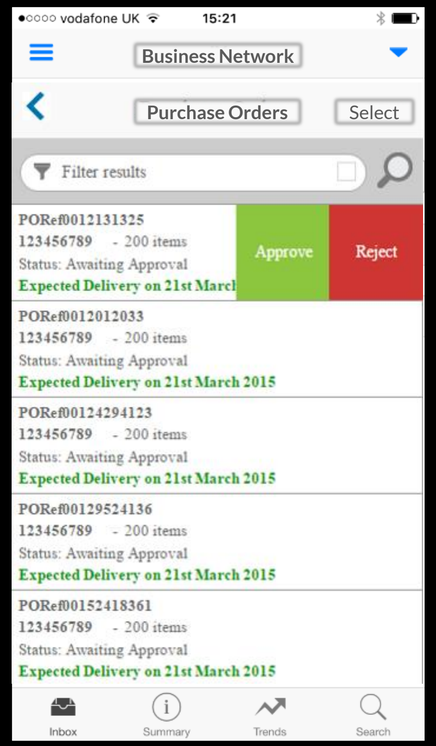
- Deep integration with Content, Process and Experience Suites
- Big Data Analytics in the Cloud
- Business Activity Index
- B2B Integration
- Full Connectors
  - Apache | Hive | Mongo DB | DB2 | Oracle
  - SQL Server | AWS | MySQL | Sybase | Excel
  - Postgres | Hadoop | XML | Salesforce
- BIRT Report Studio v2
- iHub
  - RESTful API v2
  - High Availability

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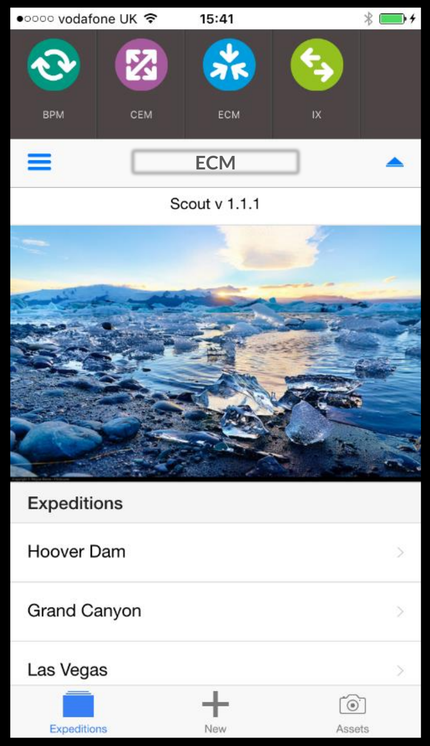
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Mobility with AppWorks

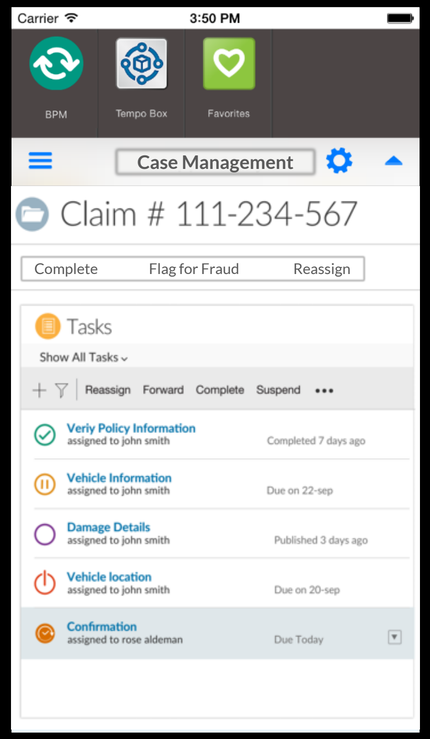
Business Network



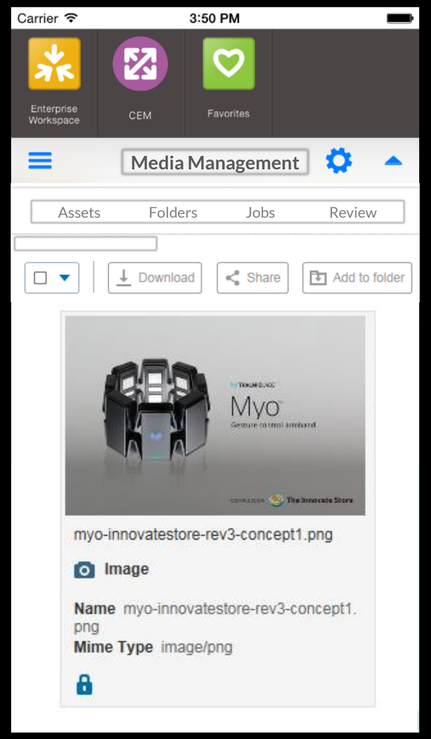
ECM



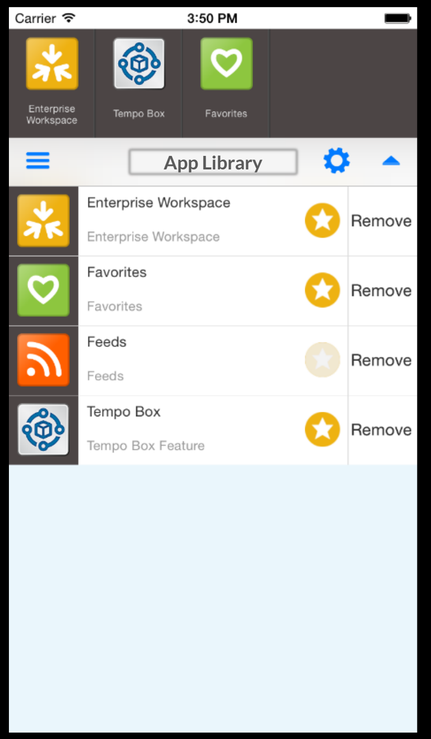
BPM



CEM



Apps Library



Full Support for Native Push Apps | Doc Sharing Between Native Apps | Redesigned iOS & Android Clients

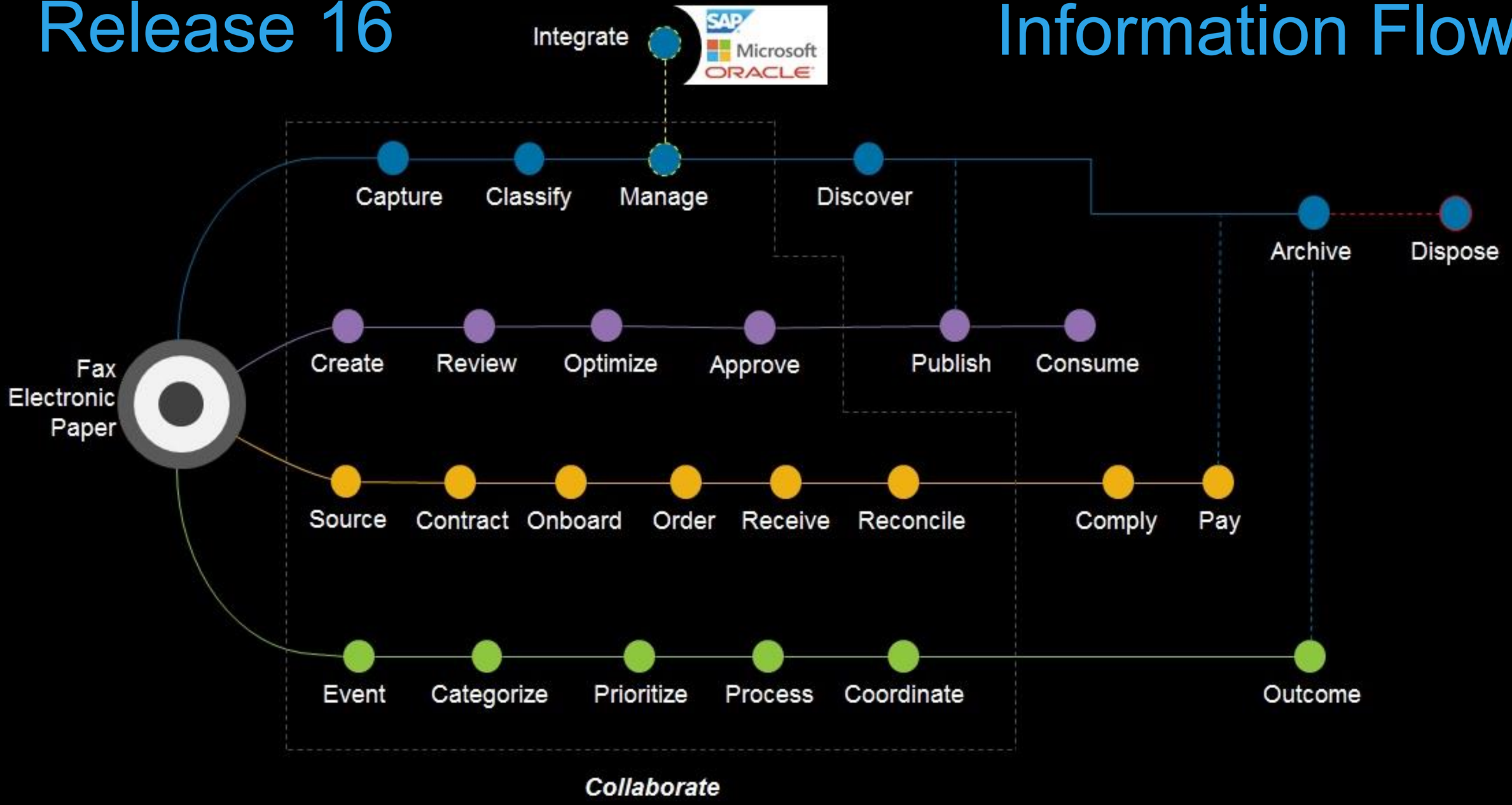
New Dev Tools – Gateway SDK, AW Templates, Eclipse Plugin | Secure Offline Storage, Caching & Auto Resume

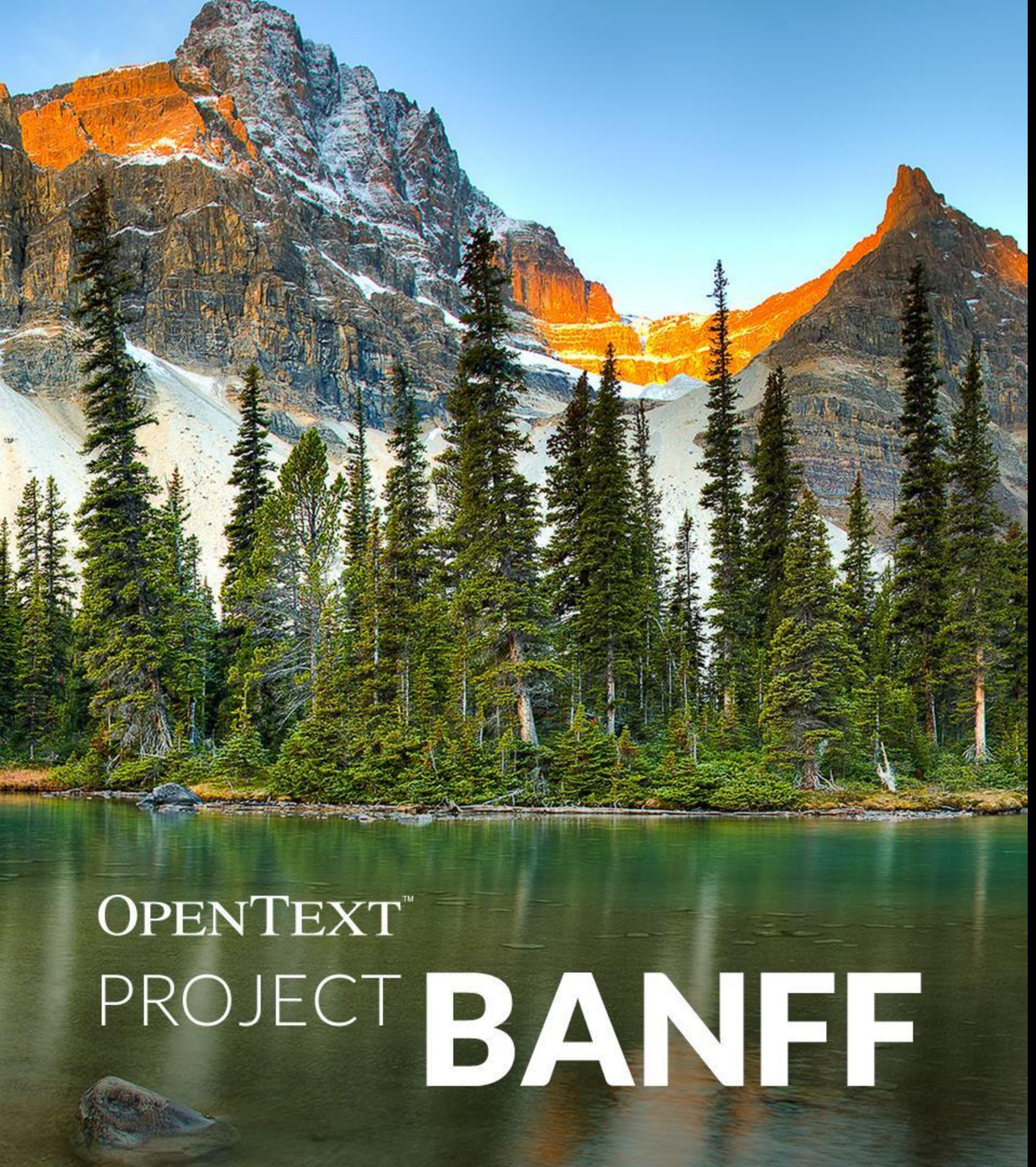
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Release 16

Information Flows





the **POWER** *of*



One **UI**

One **Tech Stack**

One **Way to Build Applications**

One **Integrated Data Model**

One **Way to Upgrade**

Managed Cloud Services

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CLOUD 16

NEW STANDARD CLOUD PACKAGES + Options

Content Cloud 16 and Experience Cloud 16

- 24X7 Monitoring & Uptime
- Security patching, Performance Tuning
- Minor Upgrades
- MCS Delivery Manager
- Backups, HA, DR
- Standard Test Environment

CERTIFIED GLOBAL DATA CENTERS



SIMPLE, USER BASED PRICING

NEVER UPGRADE AGAIN

Content Cloud 16	
Users	**Price/User/Month**
100	$66
500	$22
1000	$14
5000	$6
10000	$4

Global Technical Services Organization

- GTS Mission: “Deliver world class technical expertise to ensure our customers are successful in their use of OT solutions and services.”
- GTS Goals:
  - Increased Adoption
  - Accelerated Time to Revenue
  - Improved Customer Experience
- A team of 3,600 EIM experts (all things post sale):
  - Technical Support
  - Professional Services
  - Maintenance and Renewals
  - Cloud Onboarding
  - Customer care and satisfaction

Land → Adopt → Expand → Renew



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New Partner Program

Change, Growth and Velocity

ONE Program

Simplified Program Tiers

Referral Program

Market Development Fund

Enablement Investments

Loyalty Rewards

1500 Partners















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In Summary

- Suite 16 and Cloud 16
  - First EIM Digital release in the market place
  - On schedule for first customer access FY16-Q2, and general availability FY16-Q3
  - Major release and potential catalyst for the company in calendar 2016
  - Intend to drive new customer acquisition, upgrades and competitive replacements
- New Partner Model
  - Focus on value-added partners
  - Referral fees, not ongoing fees
- Key Investments
  - Release 10, Release 16, Banff, Yoho
  - $4b over the next few years ($3b in acquisitions and $1b in engineering)
  - Dividend program, buyback program
- 2020 aspirations, on track
  - 34% - 38% AOM
  - 90% or greater, recurring revenues
  - 50% or greater, cloud-based revenues

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