

Open Text Investor Briefing

Redmond, October 2008

Microsoft Solutions and Applications Group

10/7/2008

Copyright © 2008 Open Text Corporation. All rights reserved.

Disclaimer

OPEN TEXT
The Content Experts™

Certain statements in this presentation constitute forward-looking statements or forward-looking information within the meaning of applicable securities laws ("forward-looking statements"). Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of Open Text, or developments in Open Text's business or in its industry, to differ materially from the anticipated results, performance, achievements or developments expressed or implied by such forward-looking statements. Forward-looking statements include all disclosure regarding possible events, conditions or results of operations that is based on assumptions about future economic conditions and courses of action. Forward-looking statements may also include any statement relating to future events, conditions or circumstances. Open Text cautions you not to place undue reliance upon any such forward-looking statements, which speak only as of the date they are made. Forward-looking statements relate to, among other things, changes in the ECM market; the market focus of Open Text, Open Text's revenue mix and margin targets; Open Text's operations priorities; and Open Text's strategy for its products and solutions. The risks and uncertainties that may affect forward-looking statements include, among others, the completion and integration of acquisitions, the possibility of technical, logistical or planning issues in connection with deployments, the continuous commitment of Open Text's customers, demand for Open Text 's products and other risks detailed from time to time in Open Text's filings with the Securities and Exchange Commission and Canadian provincial securities regulators, including Open Text's Annual Report on Form 10-K for the year ended June 30, 2008. Forward-looking statements are based on management's current plans, estimates, projections, beliefs and opinions, and the Company does not undertake any obligation to update forward-looking statements should assumptions related to these plans, estimates, projections, beliefs and opinions change.

Agenda

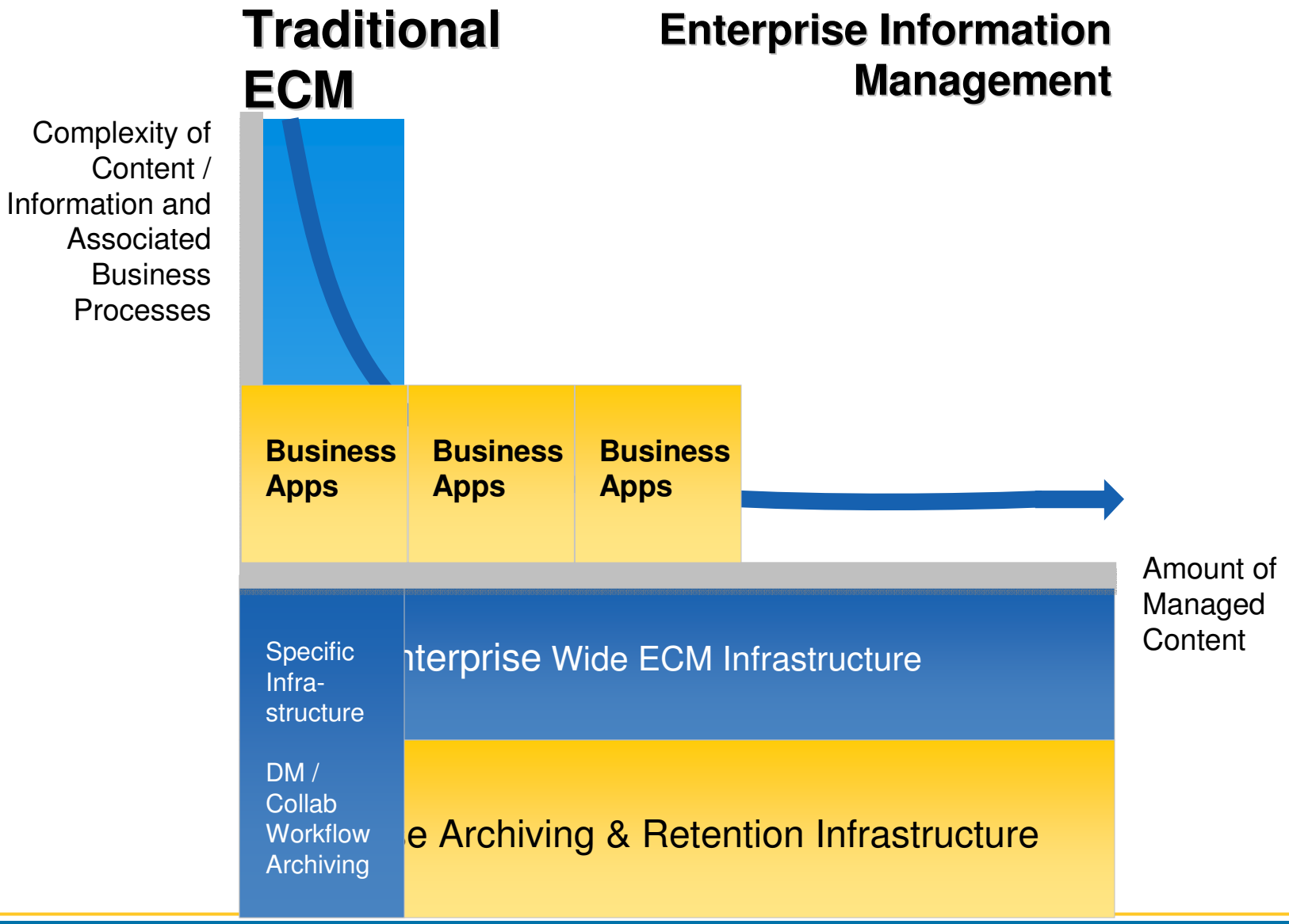
OPEN TEXT
The Content Experts™

- 2.00pm-2.30pm: Open Text Microsoft Solutions Strategy
  Jens Rabe, Open Text
- 2.30pm-3.00pm: How Open Text adds value to the Microsoft Ecosystem
  Kirk Koenigsbauer, Microsoft
- 3.00pm-4.00pm: Open Text Microsoft Solutions Product Portfolio
  Lynn Elwood & Adrian Studer, Open Text
- 4.00pm-4.15pm: Break
- 4.15pm-4.45pm: Open Text Legal Solutions on a Microsoft Infrastructure
  Norm Thomas, Microsoft
- 4.45pm-5.00pm: Q&A and close

Copyright © 2008 Open Text Corporation. All rights reserved.

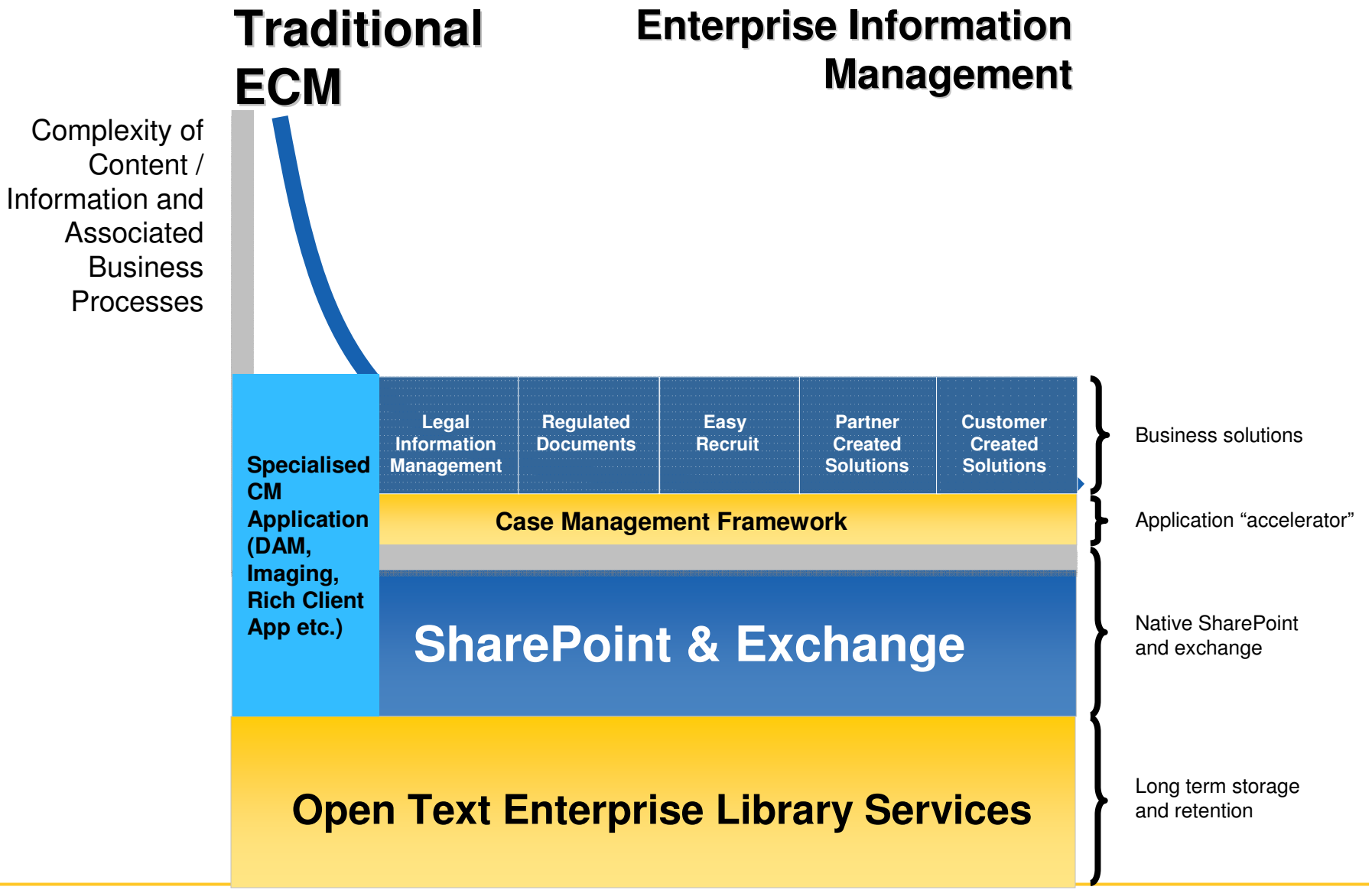
How SharePoint changed the ECM Landscape

OPEN TEXT
The Content Experts™



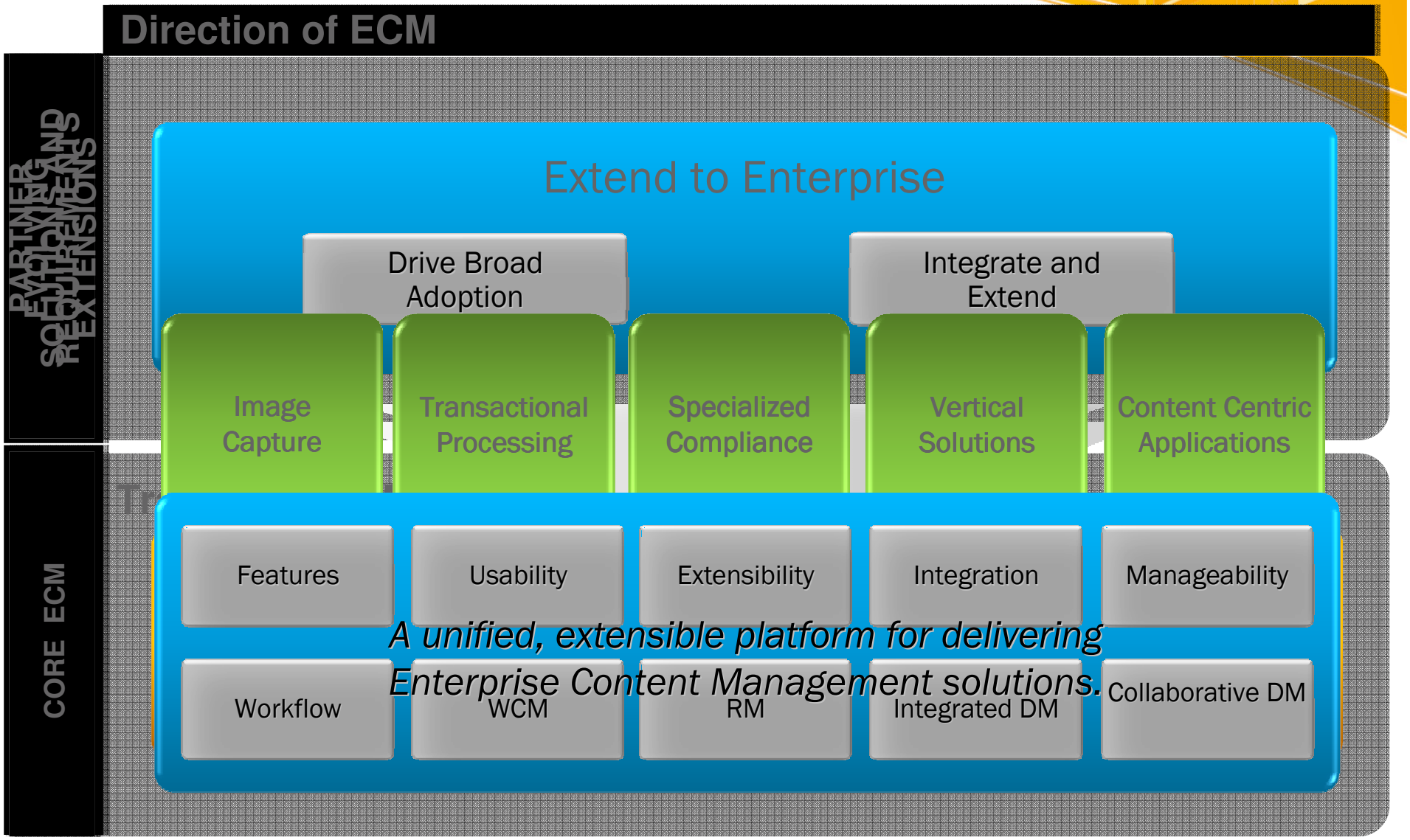
Open Text Value & the Long Tail

OPEN TEXT
The Content Experts™



Microsoft's ECM Vision

From silo to infrastructure



OPEN TEXT
The Content Experts™

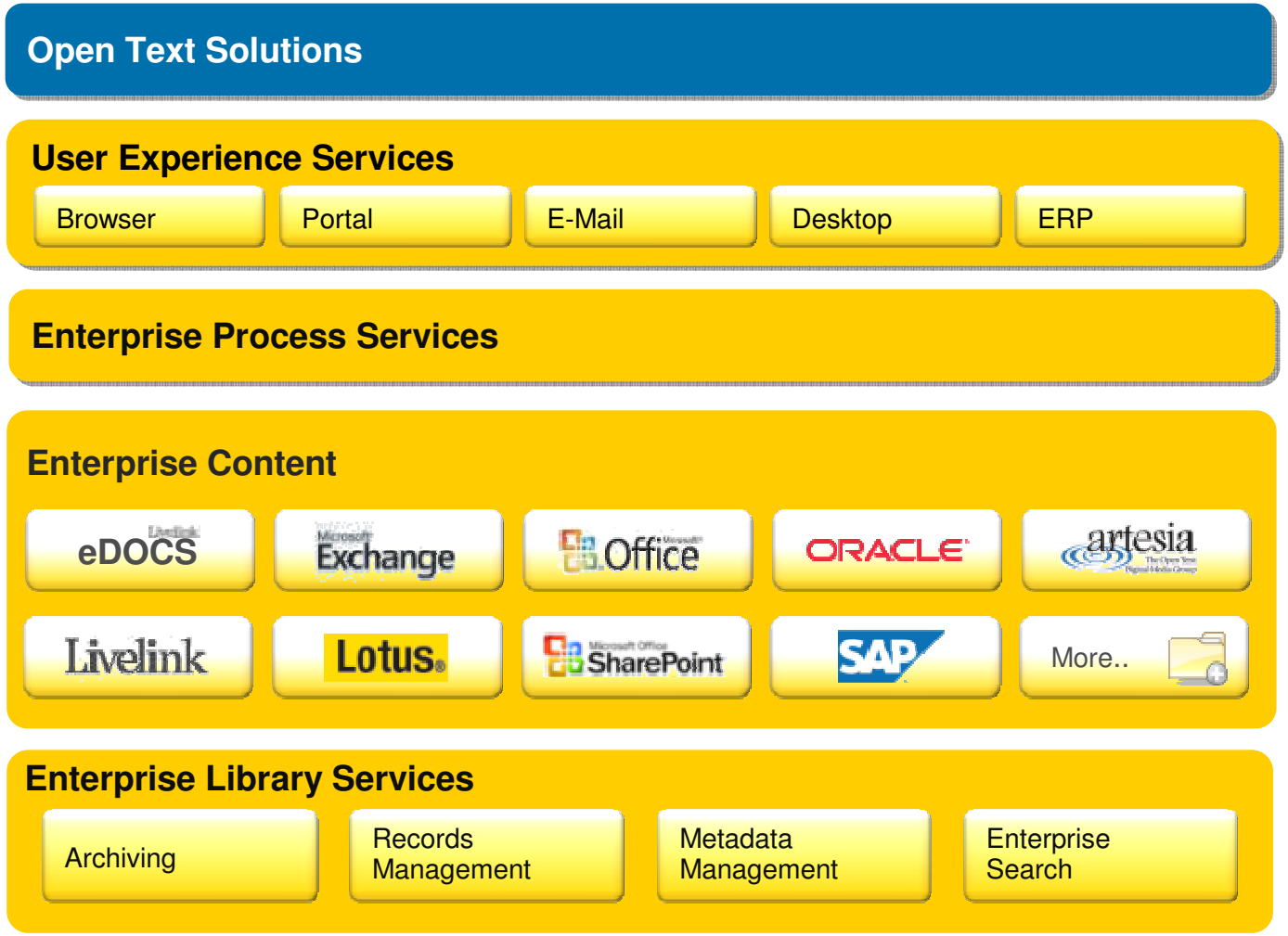
Open Text Content Services

Open Text Content Services



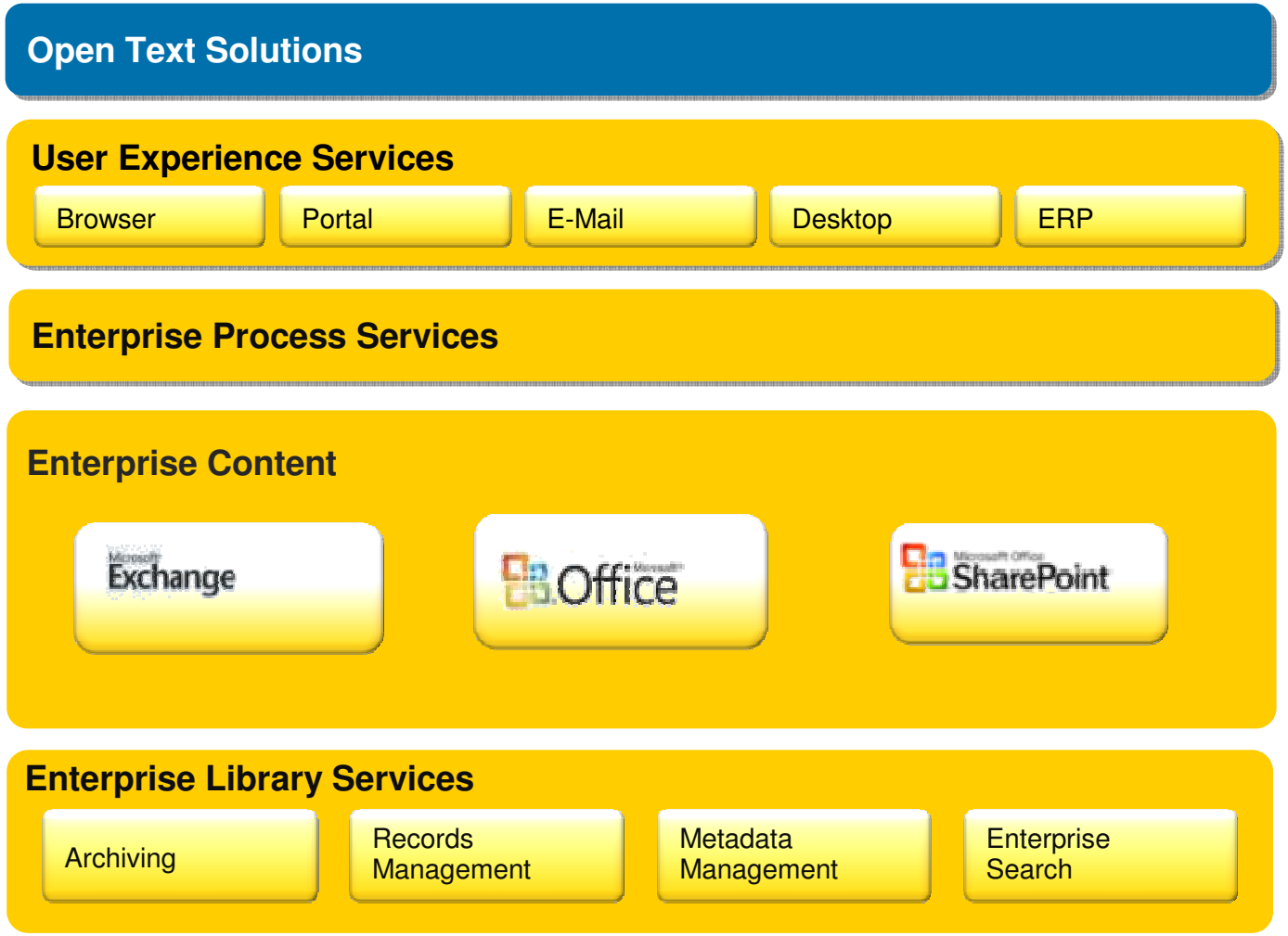
Open Text Content Services

OPEN TEXT
The Content Experts™



Open Text Content Services

OPEN TEXT
The Content Experts™

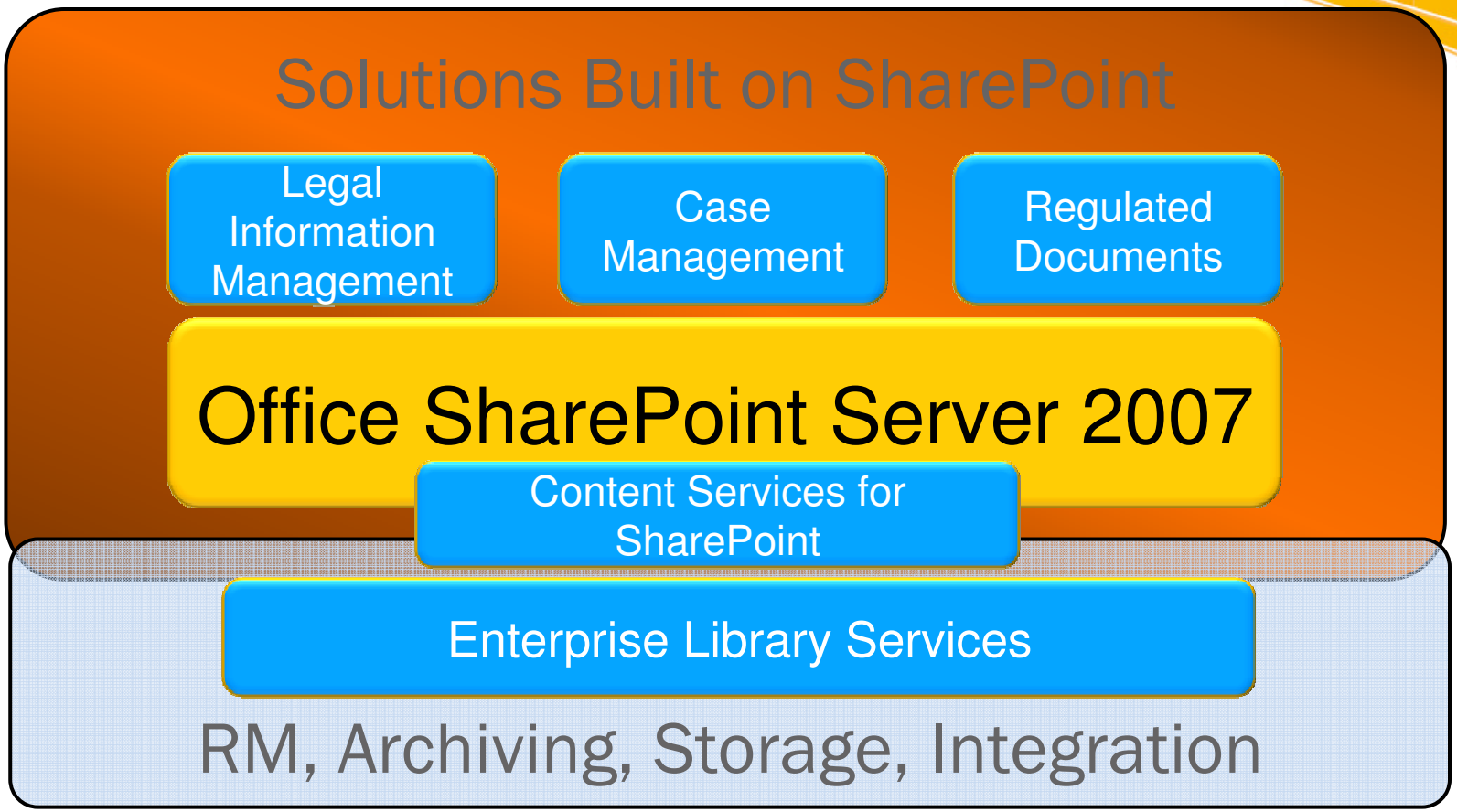


Open Text and the Microsoft Ecosystem



- **Superior Ease of Use**
  - Intuitive operation within SharePoint and Office 2007 with ECM practices built in seamlessly
- **Serve the business user**
  - Business Solutions that drive productivity with an overarching ECM concept while ensuring good CM practices
- **Business Agility**
  - Innovate and respond to business change across the organisation
  - Agile business processes, enriched with content, automatic classification and efficient content reuse
- **Control and Governance**
  - Content governance without compromise on user efficiency
  - Brings platform independence to the back end

Working Together to Deliver Real World Solutions



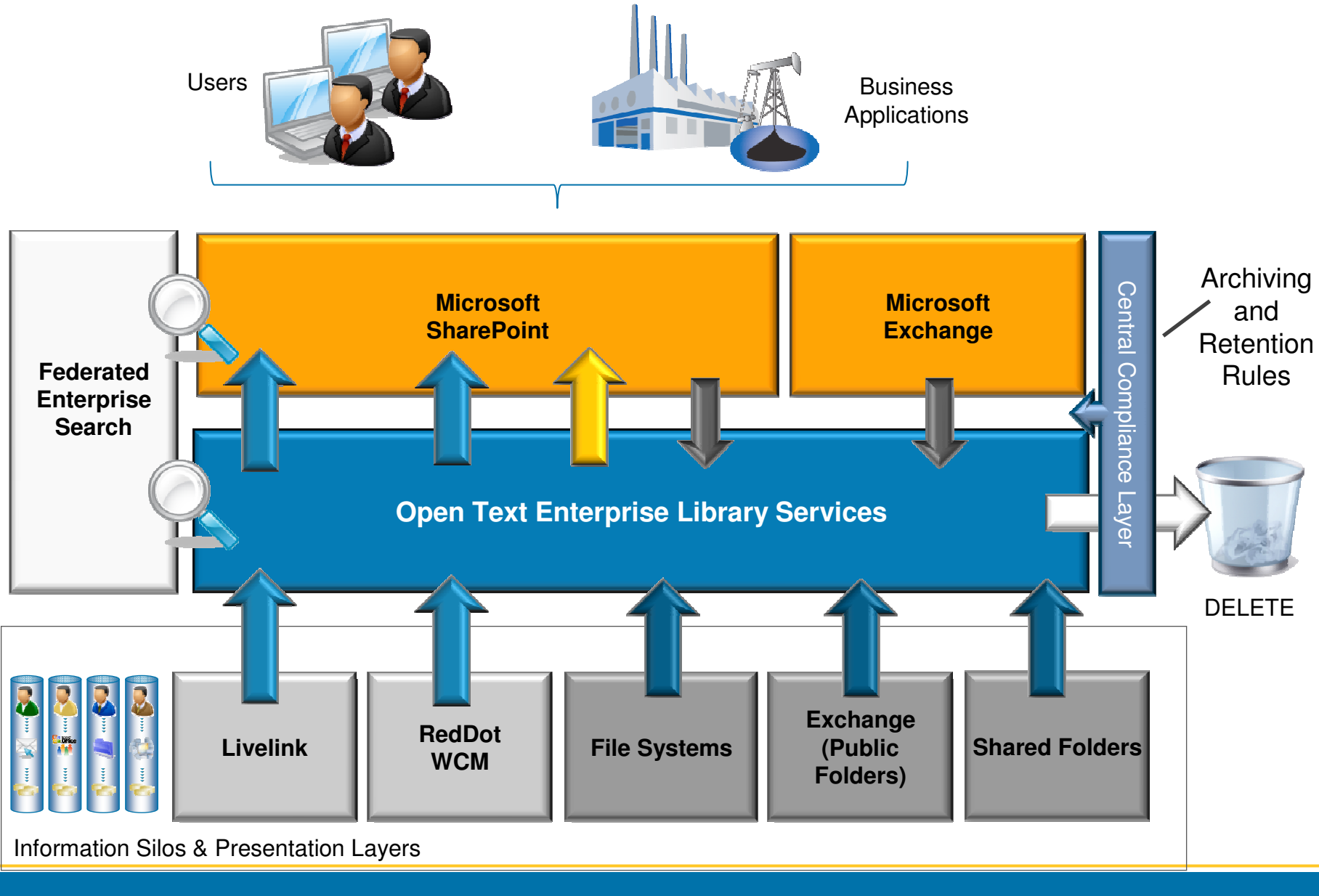
What We Offer To the Market

OPEN TEXT
The Content Experts™

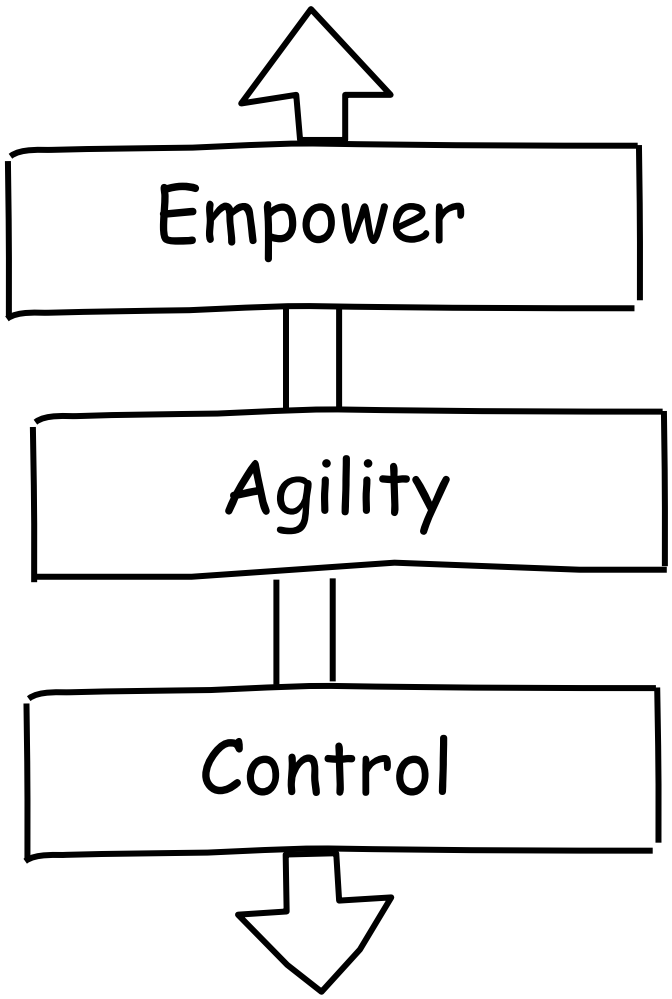
What	For	How
Solutions 	• Vertical / Horizontal „Out-of-the-Box“ Solutions based on frameworks	Vertical / Process Know How through Open Text and Partners
Frameworks 	• Foundation for fast, cost efficient and sustainable development of industry and process centric solutions, specific to customers requirements	Reusable functional solution components grouped by problem themes for customers and partners
CLM Services 	• Centralised Records and life cycle management • Compliant archiving and retention • Integration of content from other leading systems (SAP, Email, File Systems) • Search across the Enterprise	Enterprise Library Services bridging information silos and ensuring enterprise wide content management practices.
Storage Services 	• Increased Performance • Faster Backup und Recovery • Simplifies Administration • Smaller resource footprint	Reduction of all SQL stored content by up to 80% through external storage of content BLOBS (using EBS)

Microsoft Infrastructure – Customer Example

OPEN TEXT
The Content Experts™



ROI Whiteboard – Control



Numbers used in this calculation are derived from a clients the Telecom industry:

1. Cost of fully maintained SAN storage (used for database storage): 300 KEUR per TB per year
2. Cost of fully maintained SATA storage (used for file storage): 90 KEUR per TB per year
3. Motorola currently has about 650 MB per user in their collaboration system
4. Operational cost per user per year if kept on Database operated store: 1TB serves content storage demand of 1538 users. Cost per user on SAN per year: 300 KEUR / 1538 = 195 EUR per year. (SATA is 90 KEUR / 1538 = 58.50 EUR per year)
5. If the customer uses CLM Services
   - 80% of the content will no longer be in the DB but in archive storage
   - 30% are likely to be single instanced
   - Content that ages will be automatically deleted through retention rules (if not put under CLM it is likely to be „forgotten on the DB....")
6. Cost per user on CLM Service:
   - 20% = 39 EUR / year (on SAN)
   - 80% = 46.80 EUR / year (on SATA)
   - 80% -> 64% though SIA (-> 37.44 EUR)
   - Total cost per user per year: 76.44 EUR
   - Savings per 5000 users per year: 593 KEUR



Thank You