

INTEROPERABILITY:

By Design – Collaboration – Standards – IP Licensing

DID YOU KNOW:

Customers say interoperability is now as important to them as security and reliability

- IT Decision Makers seek pragmatic solutions to connect disparate systems that minimize costs while driving improved efficiencies

Key competitors suggest “open” standards implemented through open source software is the best way to achieve interoperability

- IBM in particular seeks to confuse the market about open standards and open source, and guide decision makers to the conclusion that they are one and the same

An increasingly diverse ecosystem requires multiple ways to achieve interoperability

- **By Design:** Interoperability is built into our products and technologies
- **Collaboration:** Companies work together to better meet shared customer needs
- **Standards:** Specifications for formats, protocols, and interfaces that encourage interop
- **IP Licensing:** Make IP assets such as copyright and patents broadly available

Microsoft products are established leaders in interoperability by design

- We embrace and optimize other means as well for interoperability, as evidenced by our Interoperability Customer Executive Council, announced in June 2006

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LEARN MORE:

Resources for Interoperability

//interop – Find out about interoperability messaging, resources, field-ready content, training opportunities, and more

//standards – Explore the center of our community of standards professionals and all standards-setting engagements

//linux – Discover an excellent compete resource for Linux and open source projects

//lcaweb – Learn about our IP licensing programs, as well as other areas of Microsoft policy associated with interoperability

www.microsoft.com/interop - Research public-facing information and resources about interoperability and standards

Weekly Newsletter – Sign up for the SDISC alias to receive weekly information about interoperability and standards announcements, resources, and industry news

Contact your corporate Interoperability & Standards resources:

- Interoperability team covers communications and generates field resources
- Standards team focuses on Strategy, Engagement, and Legal issues to improve the overall quality of standards work at Microsoft