



# Office 2013 Suites



Office 2013 suites deliver powerful new versions of the applications your customers know and trust. They are perfect for customers who need Office for only one Windows PC.

## What's new:

- |   |  |
|---|--|
|  Word         | Add pictures, videos, or online media to documents with a simple drag and drop.                      |
|  Excel        | Recommended charts help you visualize data quickly and effectively.                                  |
|  PowerPoint | Reply to comments right next to the area you're discussing, so it's easy to follow who's commenting. |
|  OneNote    | Capture and share photos, web pages and other media in a digital notebook you can access on the go.  |
|  Outlook    | See your schedule, an appointment, or details about a contact without changing screens.              |
|  Publisher  | Take the simple path to creating professional publications that make an impact.                      |
|  Access     | Build a database fast to organize data and access it anywhere online.                                |

## Revenue Opportunities:

- Single transaction every 5-7 years or with new device purchase
- Partner can earn margin from new sales and upgrades

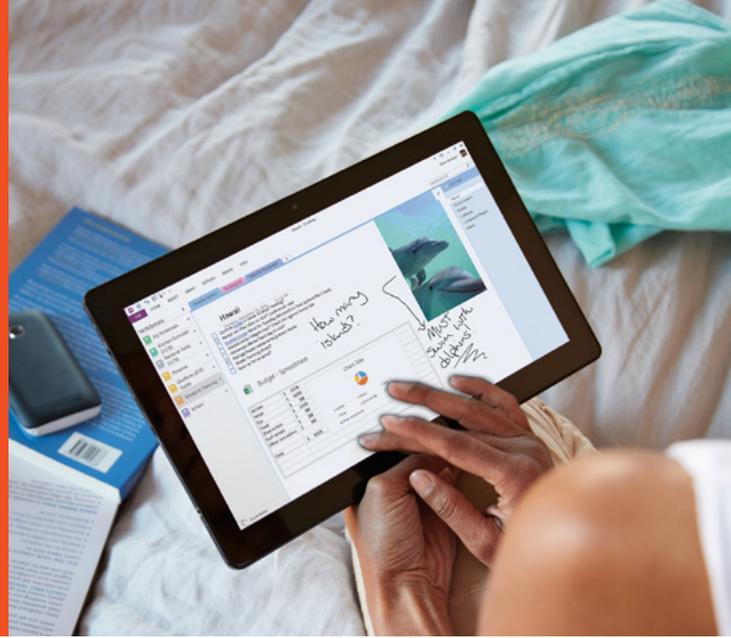
## When is the Best Time to Sell Office?

Of the customers who leave a store with a new PC, but without Office, fewer than 20% will return to the same store to purchase it. So, the best time to sell Office is when your customers buy new PCs. Customers are 5 times more likely to buy Office if you recommend it.

- Tell every customer "Remember, you will need Word, Excel, or PowerPoint on this PC."
- Since most customers think Office always comes on new PCs, suggest Office: "Remember, Office is not included on this PC. Let's add it to your order."
- **The best time for your customer to buy Office** is with a new PC or tablet running Windows 8.



Pick the right Office for your customer.



**Office Home & Student 2013**  
Accomplish more for home and homework.



**Office Home & Business 2013**  
Manage life and work more efficiently.



**Office Professional 2013**  
Work smart with professional impact.

	Office Home & Student 2013	Office Home & Business 2013	Office Professional 2013
Licenses	1 PC	1 PC	1 PC
Core Office applications: Word, Excel, PowerPoint	✓	✓	✓
Digital notebook: OneNote	✓	✓	✓
Email, calendars, and tasks: Outlook		✓	✓
Publishing & databases: Publisher <sup>1</sup> , Access <sup>1</sup>			✓

<sup>1</sup> Access and Publisher available on PC only.