



Inclusion reduces the effort to bring people together to collaborate.

People Are The Key

Martin Nielson, CEO

martin.nielson@inclusion.net

650 969 5000 x 114

4966 El Camino Real Suite 100. Los Altos, CA 94022, USA

www.inclusion.net

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Inclusion.net

- Established 1997
- Profiled by **ABC News** and **USA Today** as a wise business leader in the Internet industry
- 3 years of customer implementations





People Are The Key

- Inclusion brings people together = collaboration
- Inclusion delivers business value from every person in the organization.
- How? And what motivates people?

 **WorkPlaces**

People collaborating
on projects securely

 **MarketPlaces**

People openly share ideas,
knowledge and opinions



The Pain

- **Virtual teams are critically important but their productivity is sub-optimal**
 - Massive data warehouses lack context
 - Diverse communication tools, but not linked
 - eMail overload paralyzes people
 - Turnover hurts because know-how is lost
 - Publishing is often too difficult



“Inclusion unifies messaging, conferencing, and more in collaborative workplaces...and can dramatically reduce time-to-market and costs at any level in an organization under pressure to be better and faster”

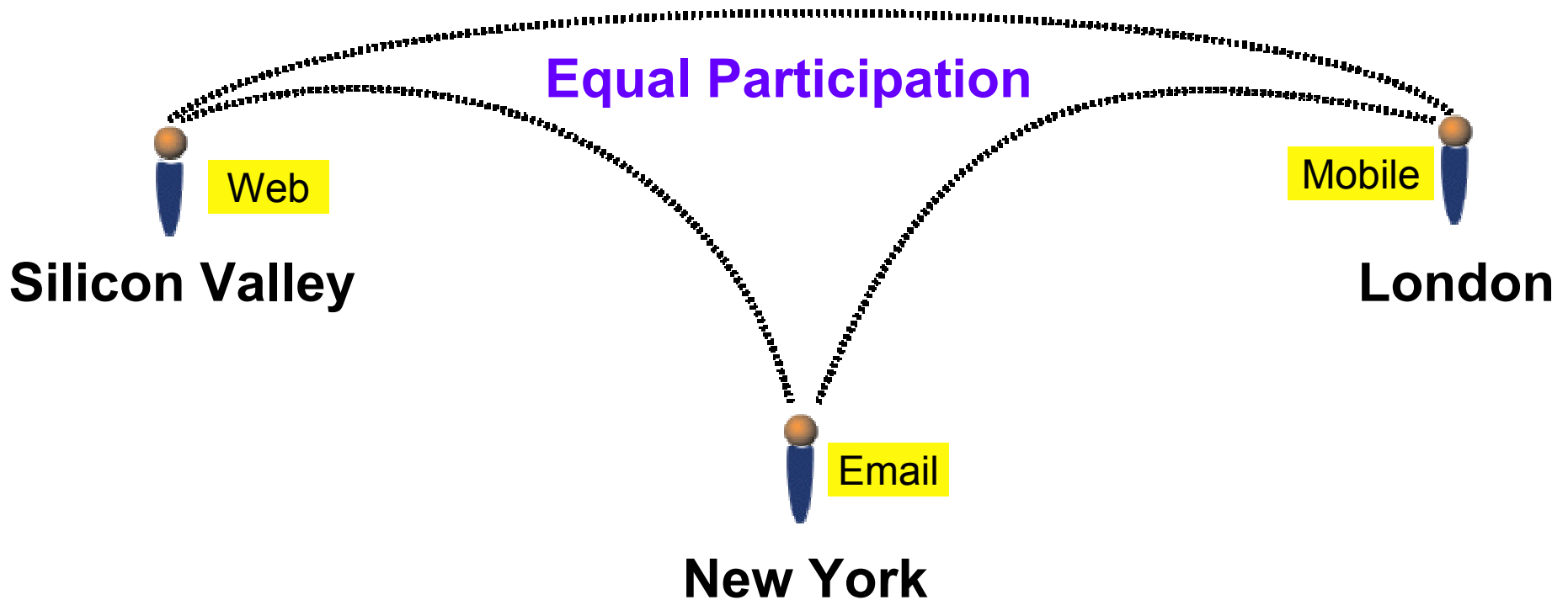
- Matthew Wolk, Vice President, Cable & Wireless

Problem Inclusion Solves



Inclusion is one of the only companies to create eBusiness workplaces on the fly regardless of the IT infrastructure used by the participants. This is a gap in all eBusiness solutions available today.

- Kent Greenes, Chief Knowledge Officer, SAIC





Messaging Is Critical

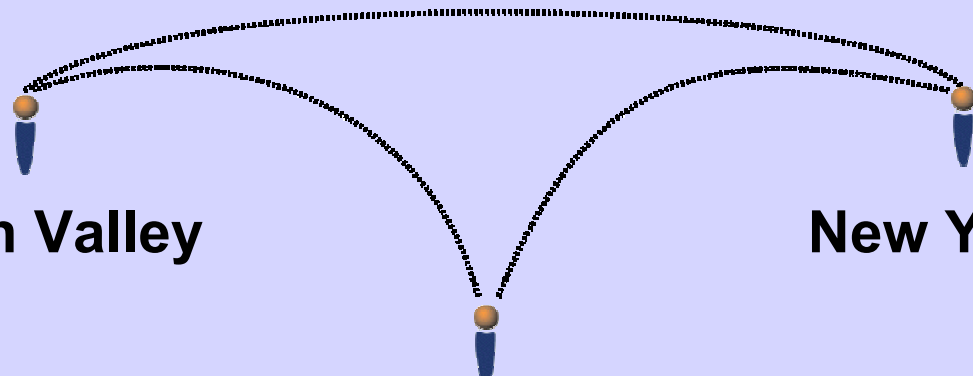
- **Discussions** - ad-hoc group thought exchange
- **Notification** - outbound on change / new info
- **Publication** - all messaging captured into publishable knowledgebase
- **Announcements** - newsletters, events



Silicon Valley

New York

Houston





Easy Set-Up

- Inclusion provides a hosted service where we worry about ...
 - Oracle pricing structures
 - Multiple system integration
 - 24x7 Operations
- Producers facilitate initial site set-up
- Deliver initial site in days, not months

Decision
on Friday



Ready
on Monday



Teams Created On-the-fly

- Teams are created and changed every day
- How fast
- Has this
- Solution
- their ex
- Some p

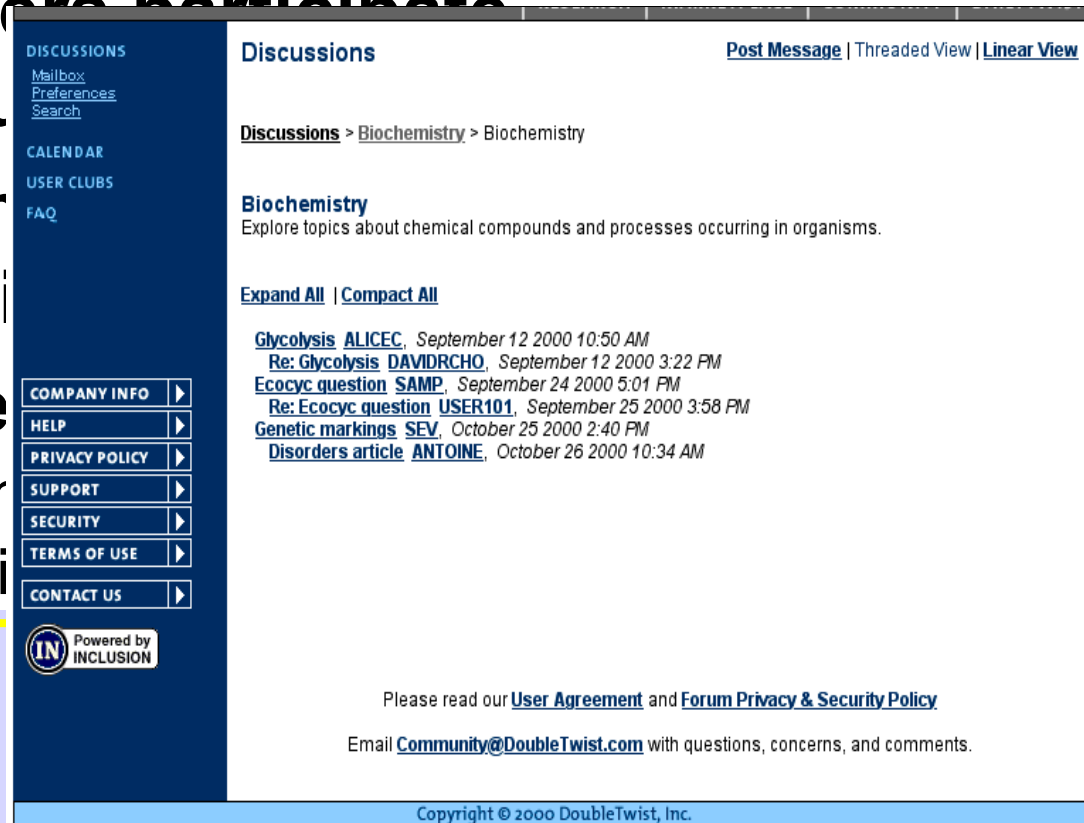
A screenshot of a web browser displaying a Sun Microsystems forum page. The browser's address bar shows 'sun.com'. The forum page title is 'Exploring Best Practices for Product Development Teams'. An email client window is overlaid on the forum page, showing an email from Bruce Preville to fcohen@inclusion.net. The email subject is 'Test measurement examples would be helpful'. The email body contains a message posted to the forum. A large white arrow points from the email client window towards the forum page. The Sun Microsystems logo is visible in the bottom left corner of the browser window. The footer of the browser window reads 'Chart 3 - (c) 2000 Inclusion Inc.'.





Flexible Participation

- Team members participate in many virtual ways
- Privileges are assigned and must be flexible
- Many choices for participation
 - Pre-enrollment
 - Moderated join



+



= Secure Participation



Easy to Operate

- Inclusion hosted service

- Network managers come with pagers attached
- Excellent co-location and server equipment
- Established

- Systems go

- We learn from

The screenshot shows the SwitchHouse website interface. At the top, there's a navigation bar with links for Home, Music, Games, Movies, Books, Software, Hardware, and Electronics. Below this is a search bar and a 'SwitchBOARD' logo. A sidebar on the left contains navigation options like 'Jump To', 'New User?', 'Member Sign-In', and 'Basics'. The main content area displays a forum thread titled 'Being a good swapping partner' with a subject line 'Subject: Being a good swapping partner'. Below the title is a text box containing the text: 'When members check out your profile, what are they looking for? What makes a good swap partner? Members share stories and give their opinions on why they would and would not swap again with someone.' At the bottom, there is a table listing forum posts.

Subject	Author	Posted
• Poll...	ianHKD	1/7/01
• Re: Poll...	Vinylville	1/8/01
• Re: Poll...	ianHKD	1/8/01
• How old are some of the proposals?	dallas4u	1/7/01
• Re: How old are some of the proposals?	cianna	1/8/01
• Re: How old are some of the proposals?	ianHKD	1/7/01
• Description of Items	ianHKD	1/7/01
• Help me!!	TigSpOrt85	1/6/01
• How does PayPal work?	TigSpOrt85	1/6/01
• Re: How does PayPal work?	collinmul	1/7/01
• Re: How does PayPal work?	cianna	1/8/01
• Live Chat ?	collinmul	1/6/01
• Re: Live Chat ?	Vinylville	1/7/01
• Re: Live Chat ?	thefoundry	1/9/01



Exact look

Powerful Results

-real gains for customers



**Time
is Money**

**Cash
is King**

**Knowledge
is Power**

Global 2000
❖ 10,000 empl.
❖ 500 bus. ptrns.

1 day gain in speed to market \$1 Million	1 less trip per year per employee \$1 Million	+5% QA from Best Practice engineering \$5 Million
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Small/Medium Enterprise
❖ 1000 empl.
❖ 50 bus. ptrns.

1/2 hr duplicated communication \$500,000	30 minutes of long distance saved /mo \$36,000	10% Reduced cost of turnover @ 5% \$600,000
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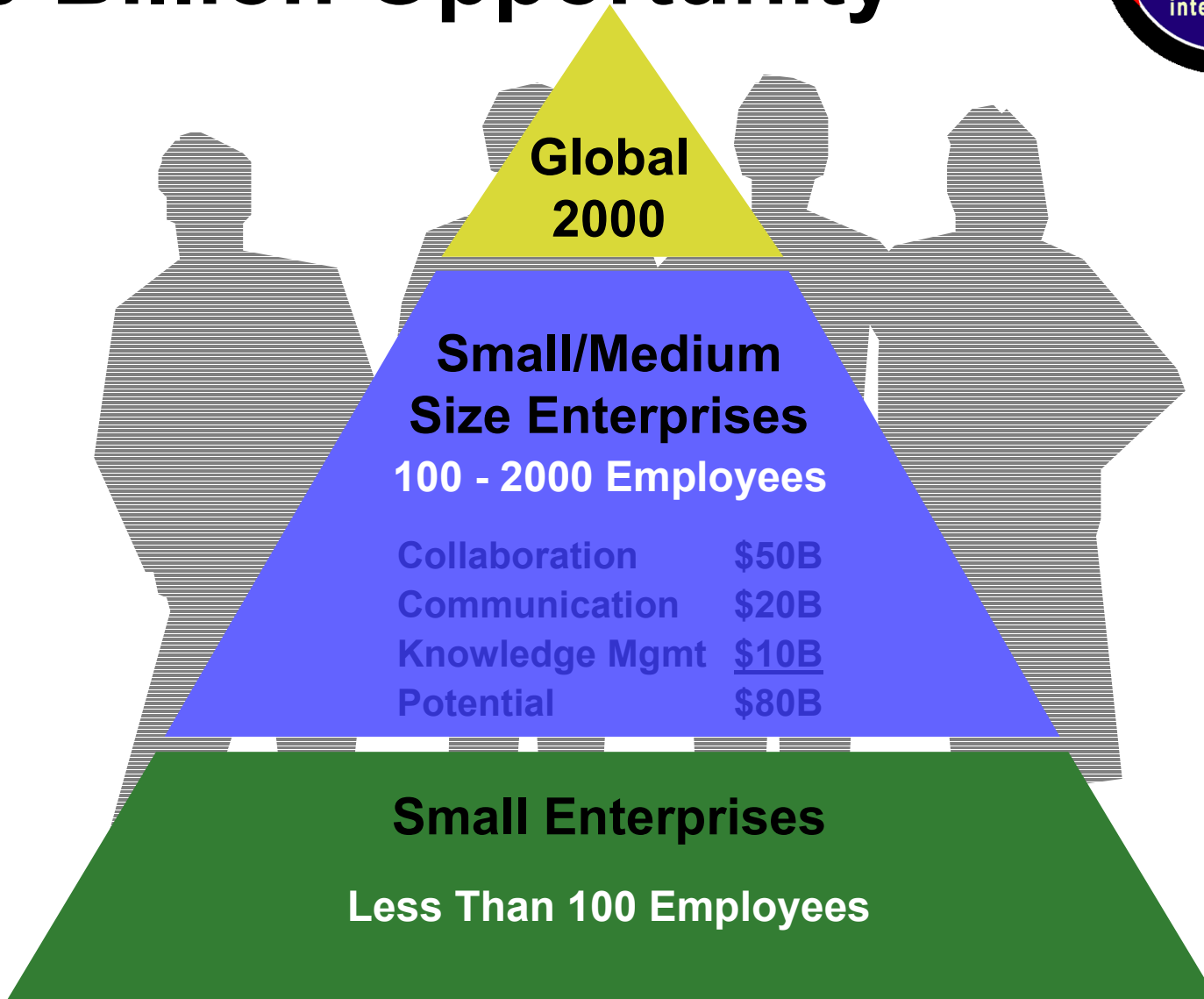
Small Business
❖ 50 employees
❖ 10 bus. ptrns.

No need for systems analyst \$150,000	1 less business trip per partner \$10,000	1 new contract due to inside knowledge \$100,000
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Dot Com
❖ 100 employees
❖ 150 bus. ptrns.

No need for community manager \$120,000	10% less hosting fee & 1 less server \$50,000	IPO value of 1 patent from tech design \$5 Million
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\$80 Billion Opportunity



\$\$\$ Value of each sale transaction