



**INTERWOVEN**

moving business to the web™

**Enterprise-Class Content Management –  
Empowering the Enterprise**

**Erin McCart, Dir., of Marketing, B2B Business Unit**

**4/12/2001**

# Interwoven, Inc.

## ◆ Company

- Founded 1995
- HQ - Sunnyvale, California
- 1000+ Employees
- Global Operations
- NASDAQ: IWOV

## ◆ Products

- TeamSite™ Suite
- TeamCatalog

## ◆ Customers and Partners

- 700+ customers
- Partnered with the Leading Technology and Consulting Companies



# Learning from the Leaders

## Financial Services



## Retail



## Technology



## Telecom / Transportation



## Pharmaceuticals / Healthcare



## Media / Entertainment



## Consumer



## Manufacturing



## Internet Portals



# Support All Content Types



*"Web content is collectively the text, graphics, audio, video and applications that provides a compelling experience online"*

1999

# Support All Content Types



Database Content

	A	B	C	D
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				

*"Web content is collectively the text, graphics, audio, video and applications that provides a compelling experience online"*

1999

INTERWOVEN CONFIDENTIAL

# Support All Content Types

Application Code



Database Content

	A	B	C	D
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				

*"Web content is collectively the text, graphics, audio, video and applications that provides a compelling experience online"*

1999

INTERWOVEN CONFIDENTIAL

# Support All Content Types

File System Content



Application Code



Database Content

	A	B	C	D
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				



*"Web content is collectively the text, graphics, audio, video and applications that provides a compelling experience online"*

1999

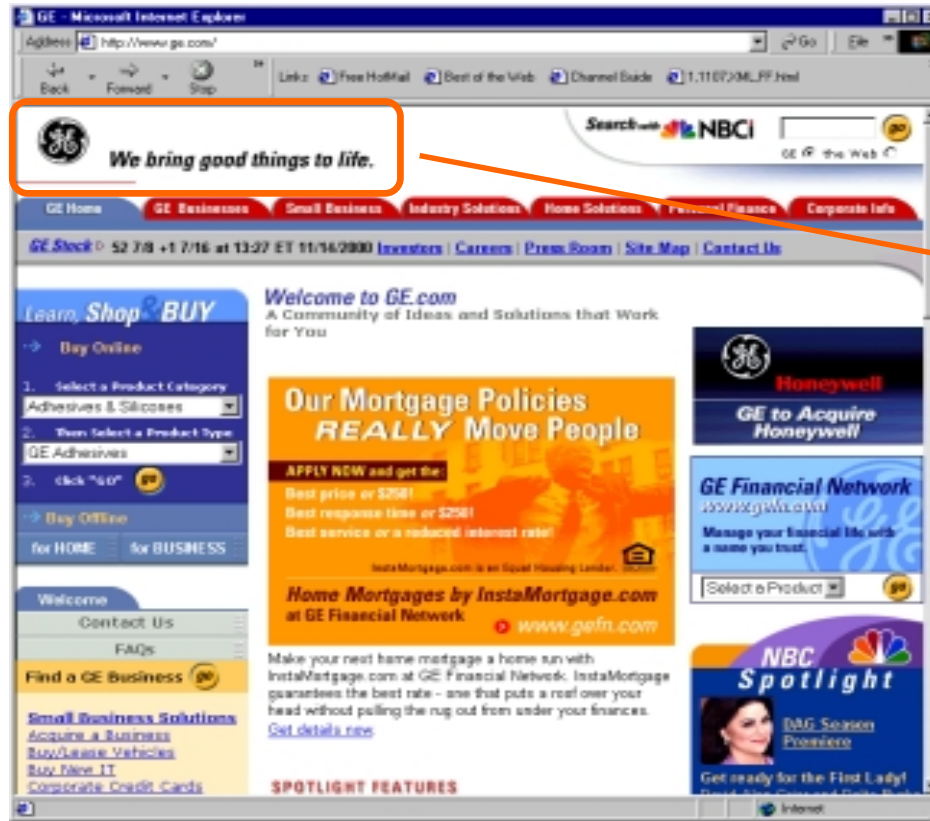
# Empower All Users



Web Team

INTERWOVEN CONFIDENTIAL

# Empower All Users



Web Team



Marketing

INTERWOVEN CONFIDENTIAL

# Empower All Users



Web Team



Marketing



Outside Agency

INTERWOVEN CONFIDENTIAL

# Empower All Users



Web Team



Marketing



Outside Agency



Legal

INTERWOVEN CONFIDENTIAL



# Interwoven Product Suite

## Platform Products

TeamSite™

TeamCatalog™

OpenDeploy™

ContentExpress™

## Solution Products

TeamSite™ Templating

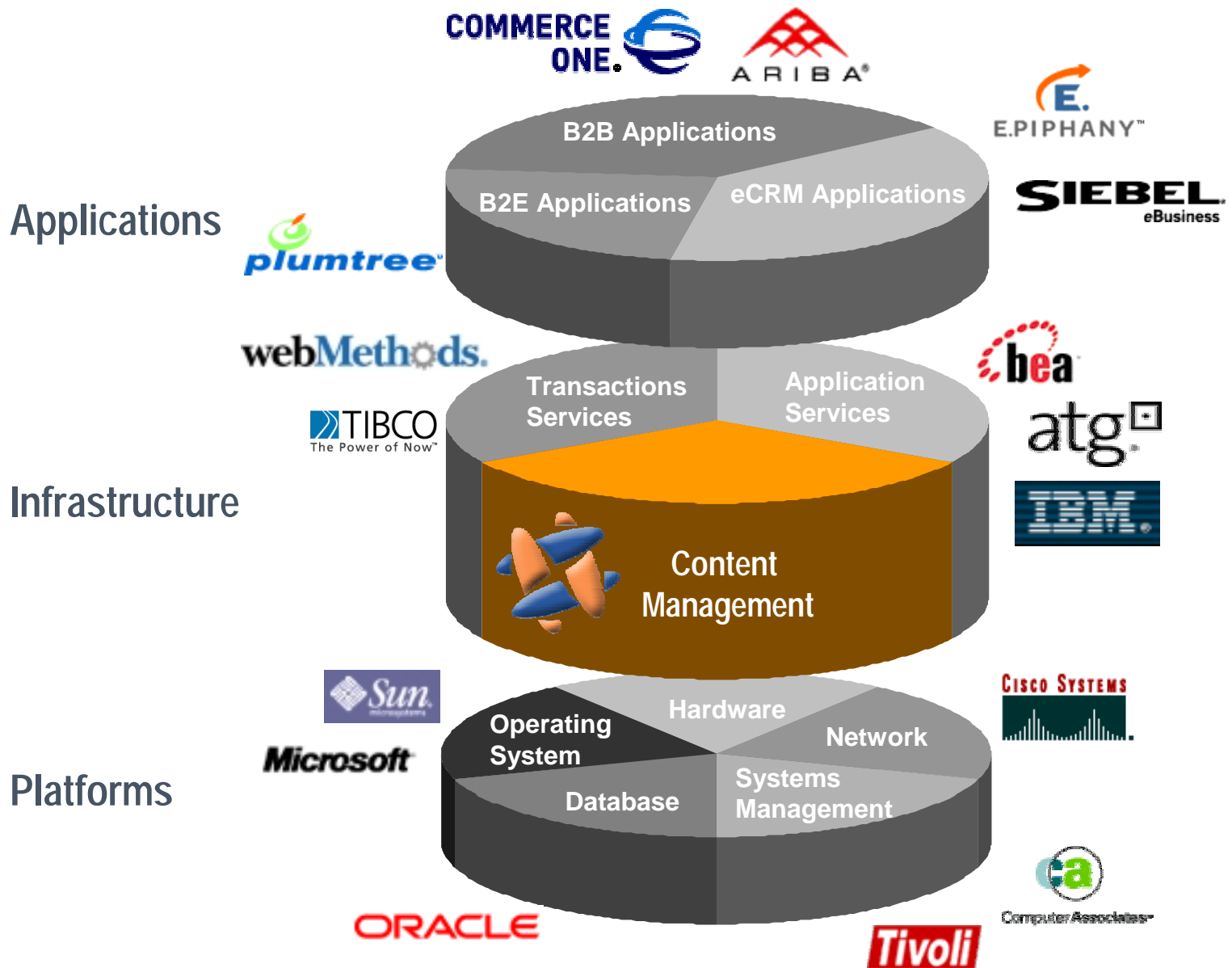
B2BEdition

FrontOffice™

MetaTagger™

TURBO

# Web Ecosystem



# Summary

- ◆ **Unassailable leader in Enterprise-Class Content Management**
  - Web leaders standardize on Interwoven
- ◆ **Stellar execution**
  - 700+ world-class customers
  - Q4 revenue growth of 628% year-over-year and 39% sequentially
  - Profitable
  - Strong balance sheet
  - Driving innovation to extend leadership
- ◆ **Interwoven TeamSite the Web's new killer app**
  - A Top IT Spending Priority for 2001