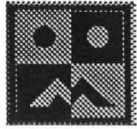
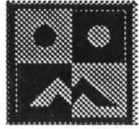


MOMENTA



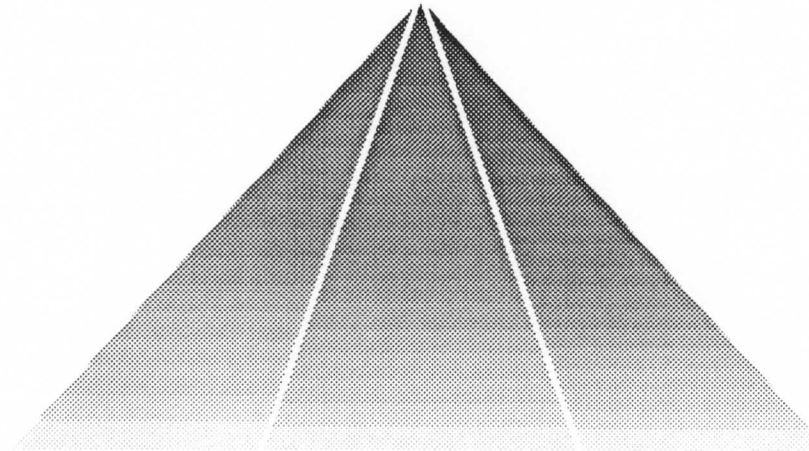
AGENDA

- **Overview**
- **The Product**
- **The Electronic Briefcase**
- **Key Technologies**
- **Distribution**
- **Company**



**MOMENTA:
A PENTOP SYSTEM SUPPLIER**

Complete System



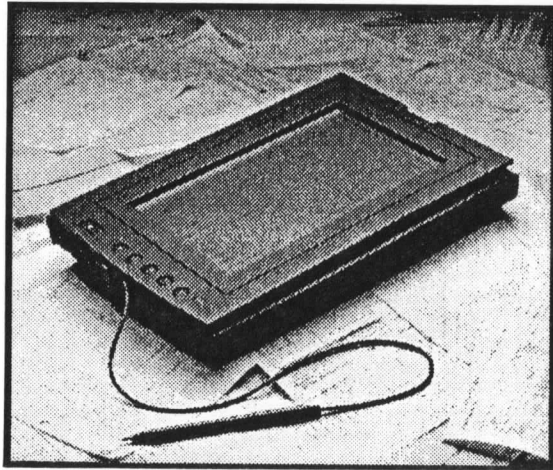
Hardware

**Applications
Software**

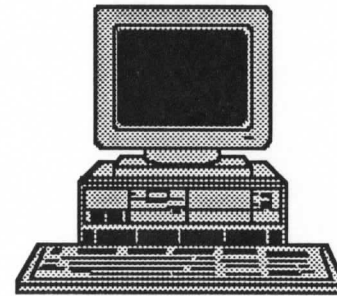
**Industry Standard
Operating Systems**



PENTOP COMPUTER



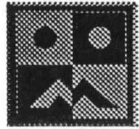
+



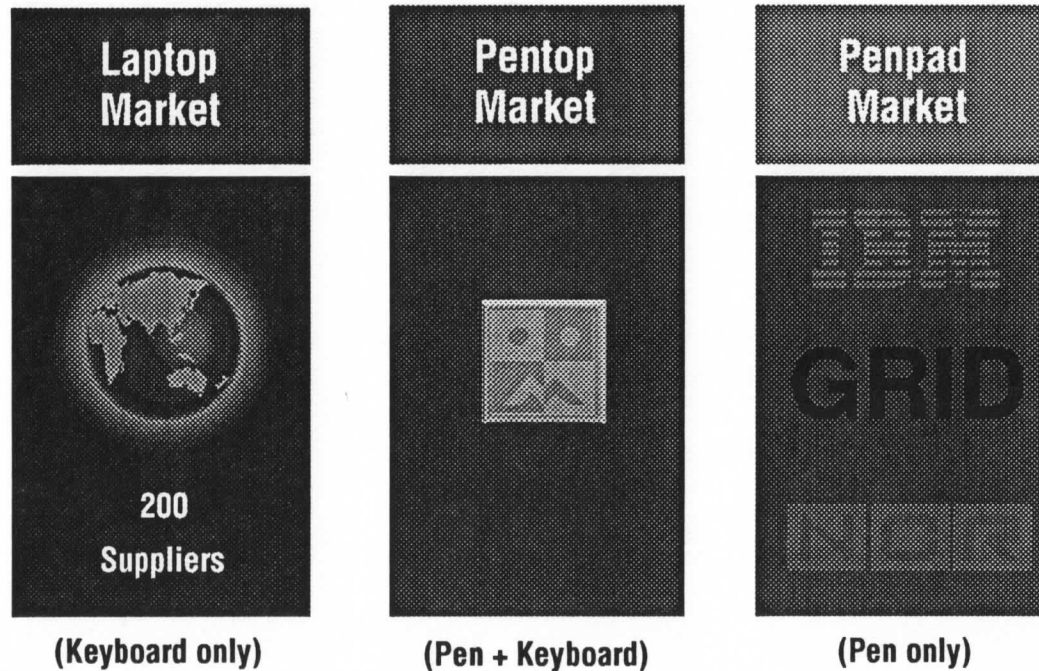
Penpad

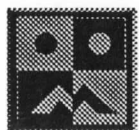
Pentop

Desktop (Laptop, Palmtop)

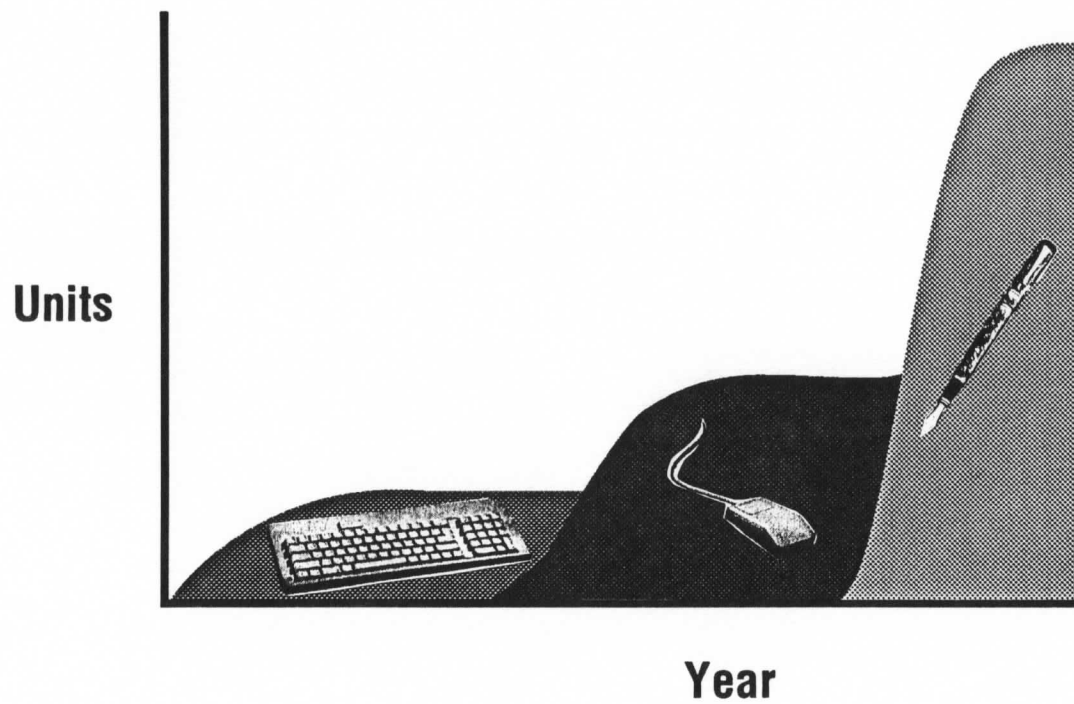


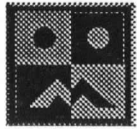
MARKET POSITION



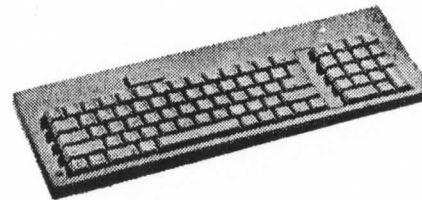


MARKET





TECHNOLOGY TRADEOFFS



Command & control



Note-taking



Text recognition



Graphic input



Obtrusiveness



Intuitiveness



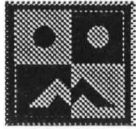
Great



OK



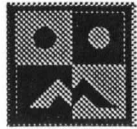
Poor



**Pentop
Computing**



**Handwriting
Recognition**



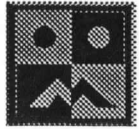
TECHNOLOGY CAPABILITIES

<i>abcd</i>		???
<i>a</i>		A
<i>a</i>		a
<i>l</i>		1
<i>e</i>		eg. delete
		Text Graphics Capture

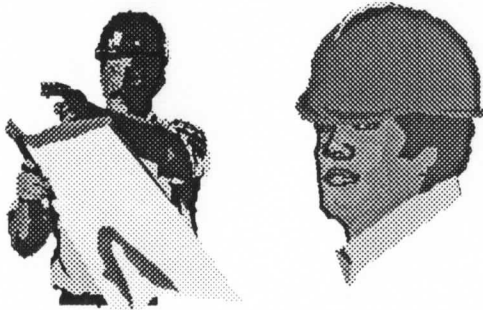
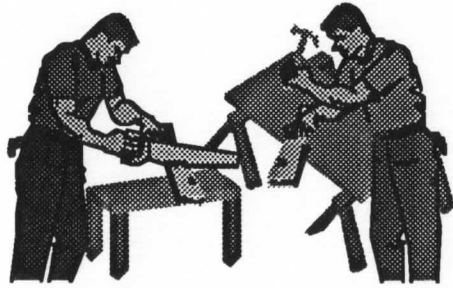


TECHNOLOGY ISSUES

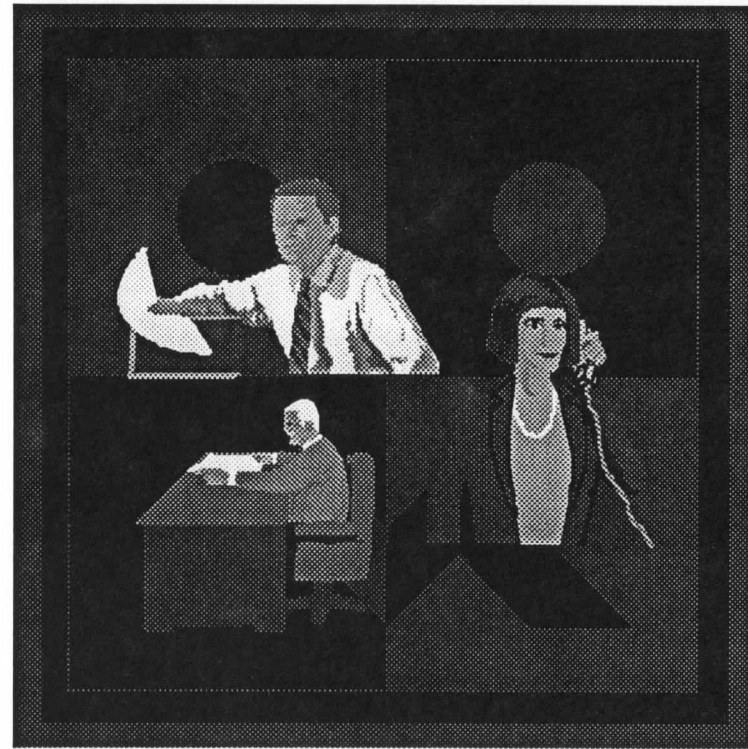




MARKET TARGET



Blue collar



White collar

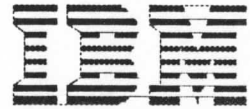


MARKET POSITION

Blue Collar

White Collar

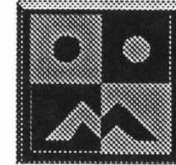
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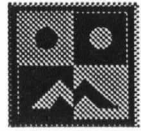
GRID



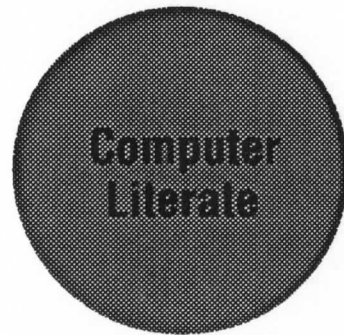
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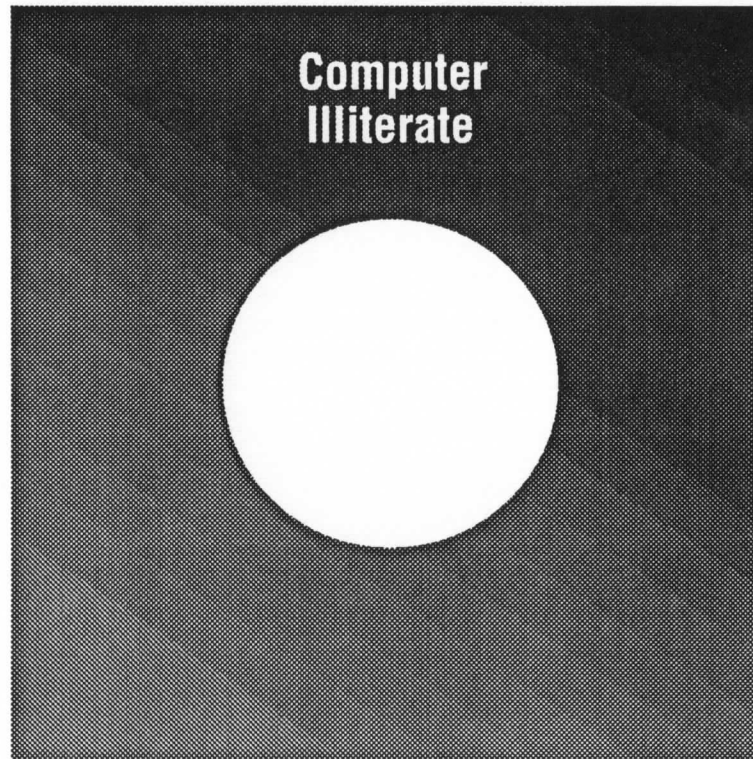
H
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MARKET GROWTH

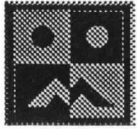


+

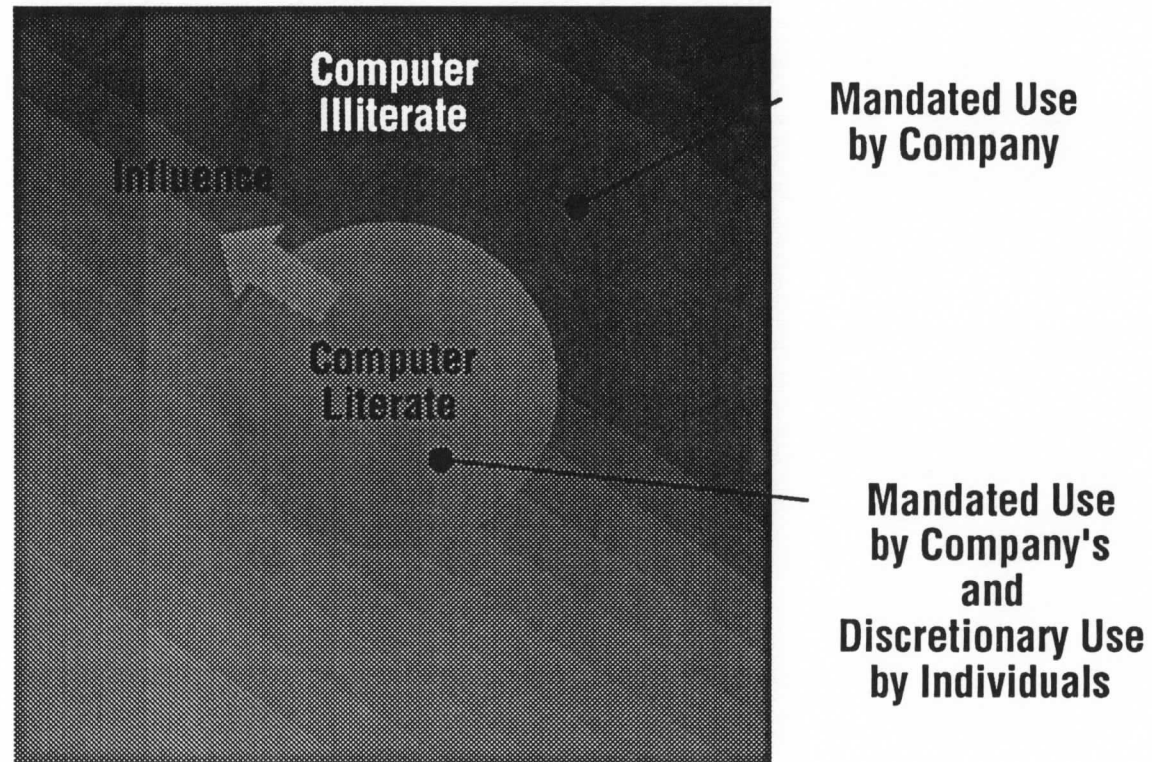


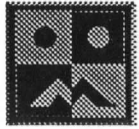
=

TOTAL
PENTOP
MARKET

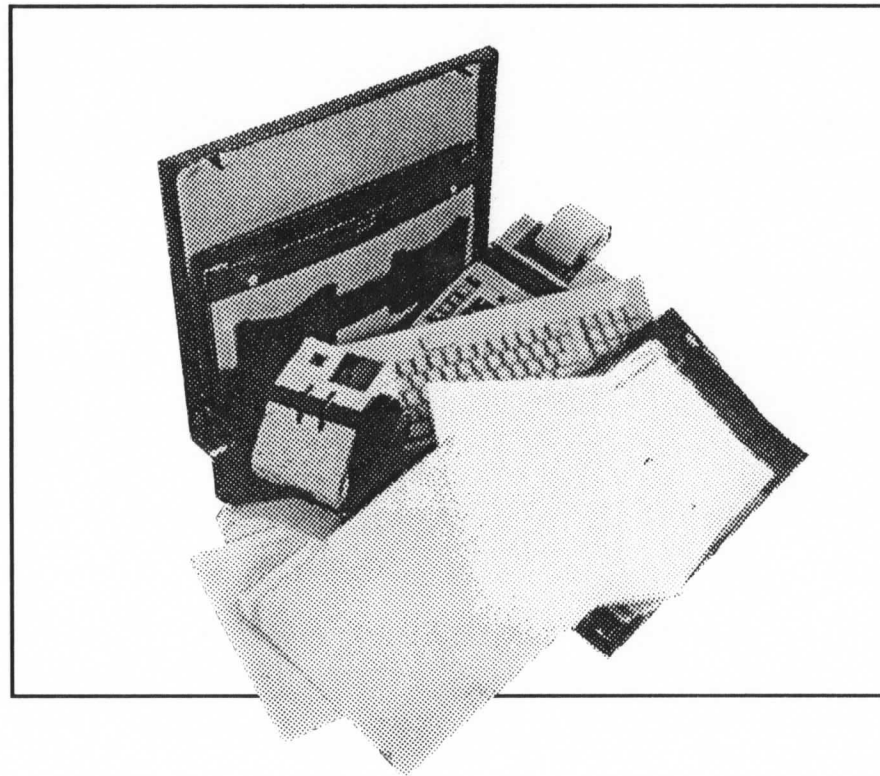


MARKET GROWTH

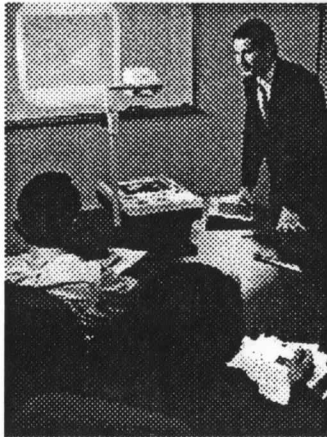




ELECTRONIC BRIEFCASE



Momenta Works the Way You Do

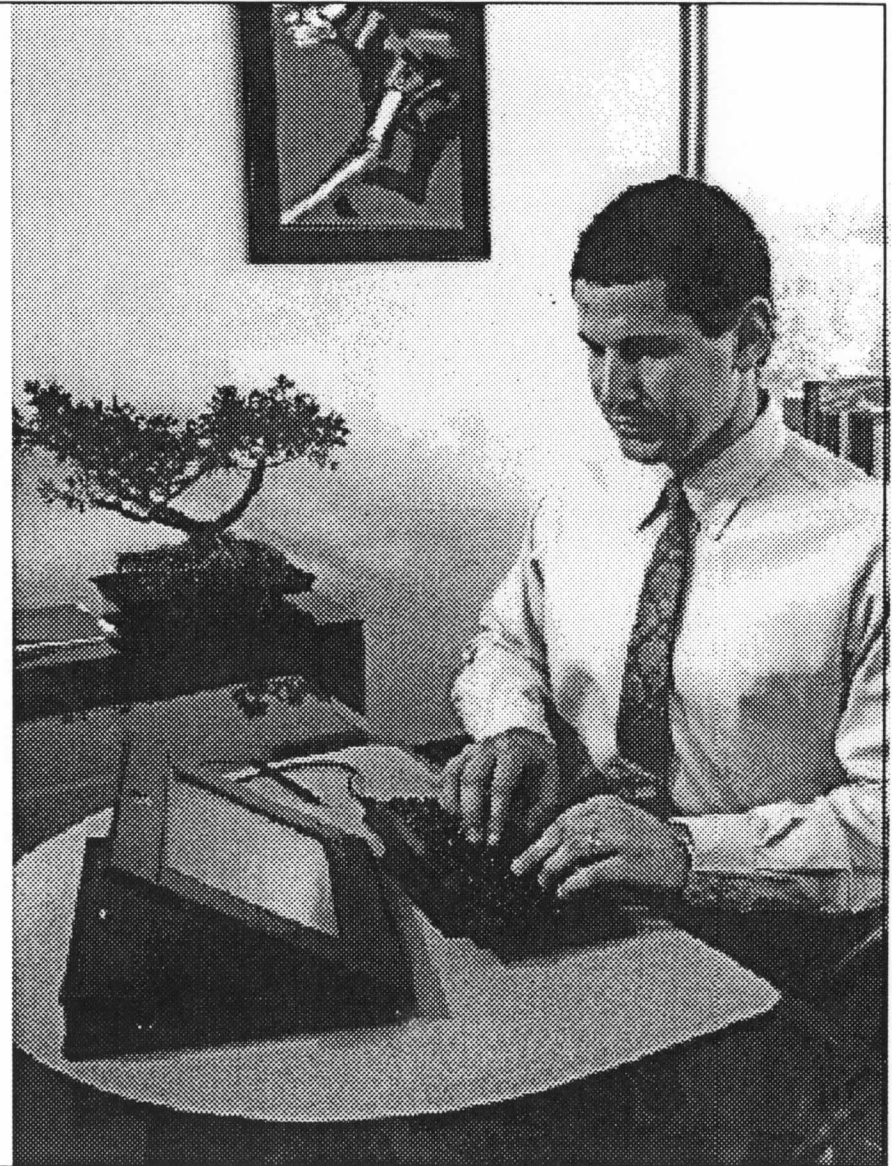


Monday: Preparing a Report



F U N C T I O N :

- **Easy setup**
- **Download report from secretary's PC**
- **Run standard applications (Lotus, Wordperfect)**

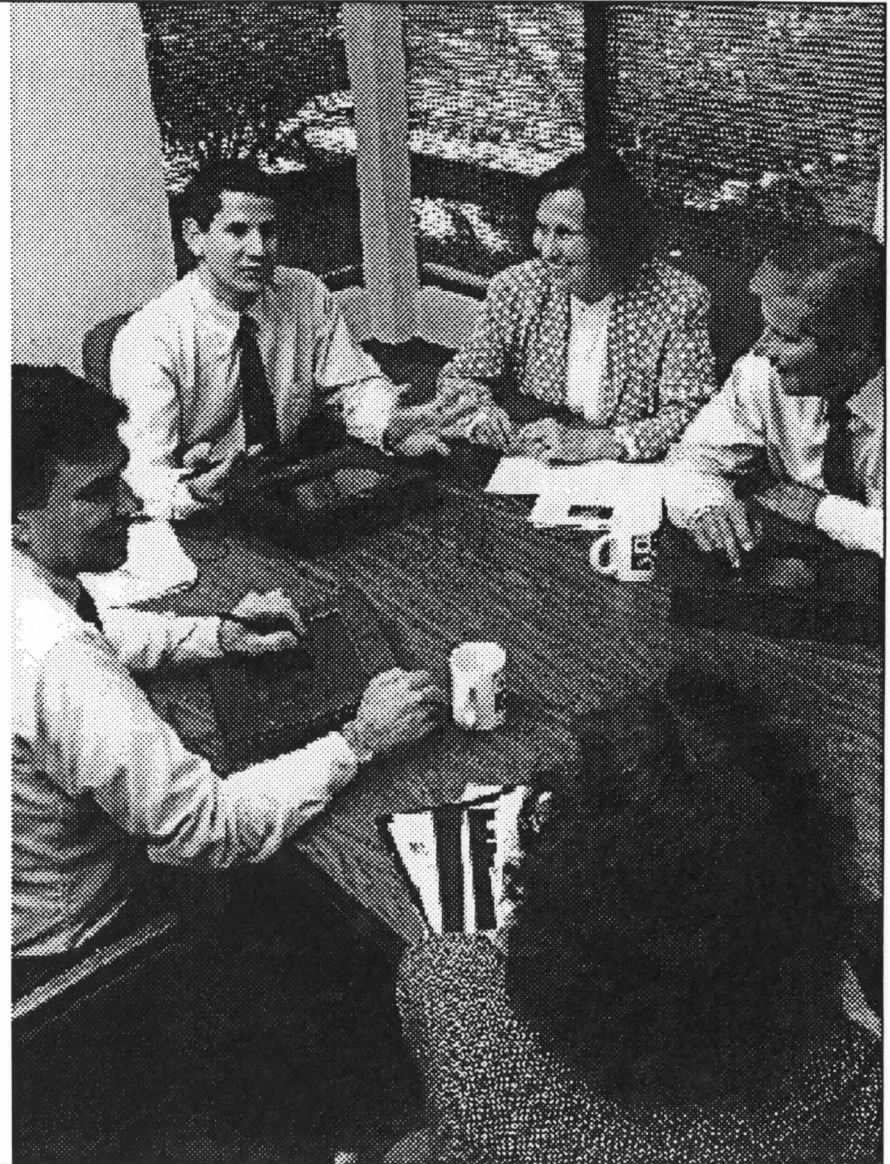


Tuesday: Attending a Meeting



F U N C T I O N :

- **Use stylus unobtrusively**
- **Manipulate calendar, notes, database, budget with pen**
- **Make new appointments**
- **Change a meeting**
- **Access information instantly**

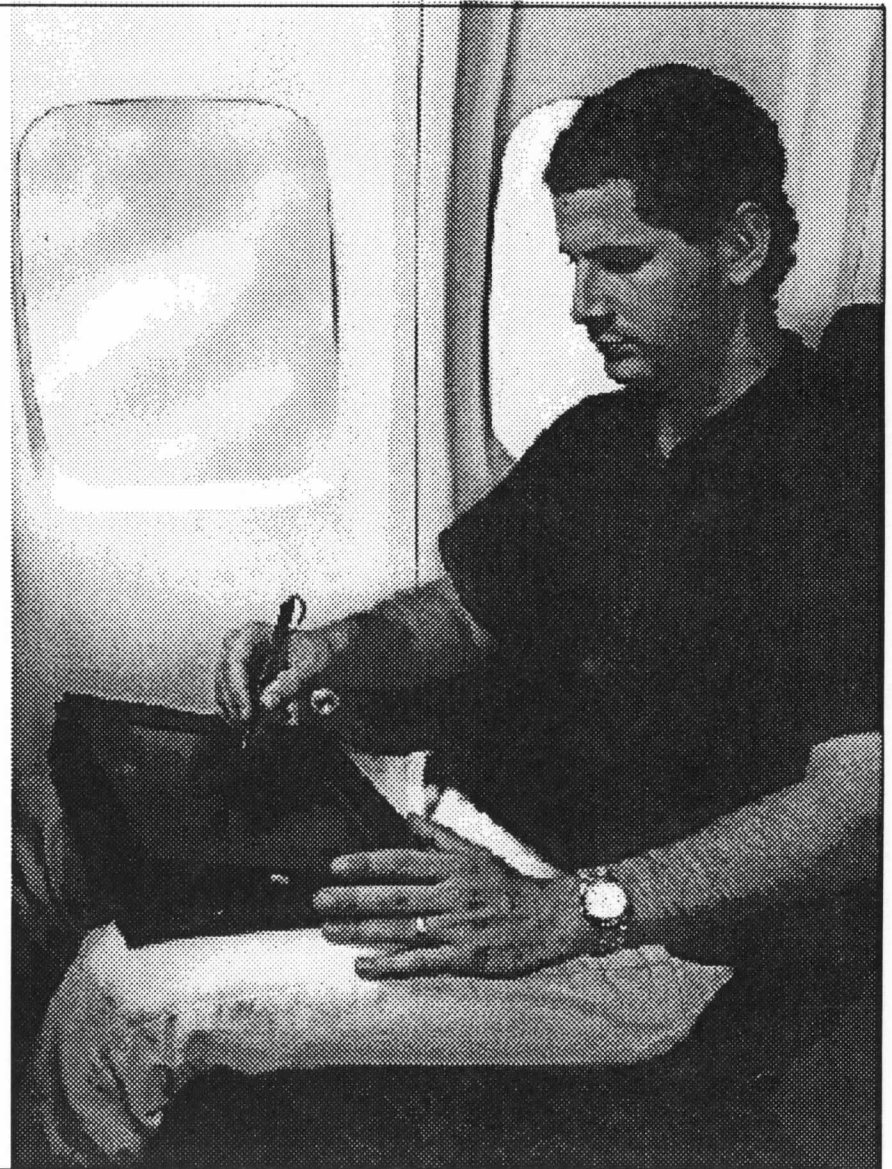


Wednesday: On an Airplane



F U N C T I O N :

- **Update a client presentation**
- **Revise proposal**
- **Enter new names in rolodex**

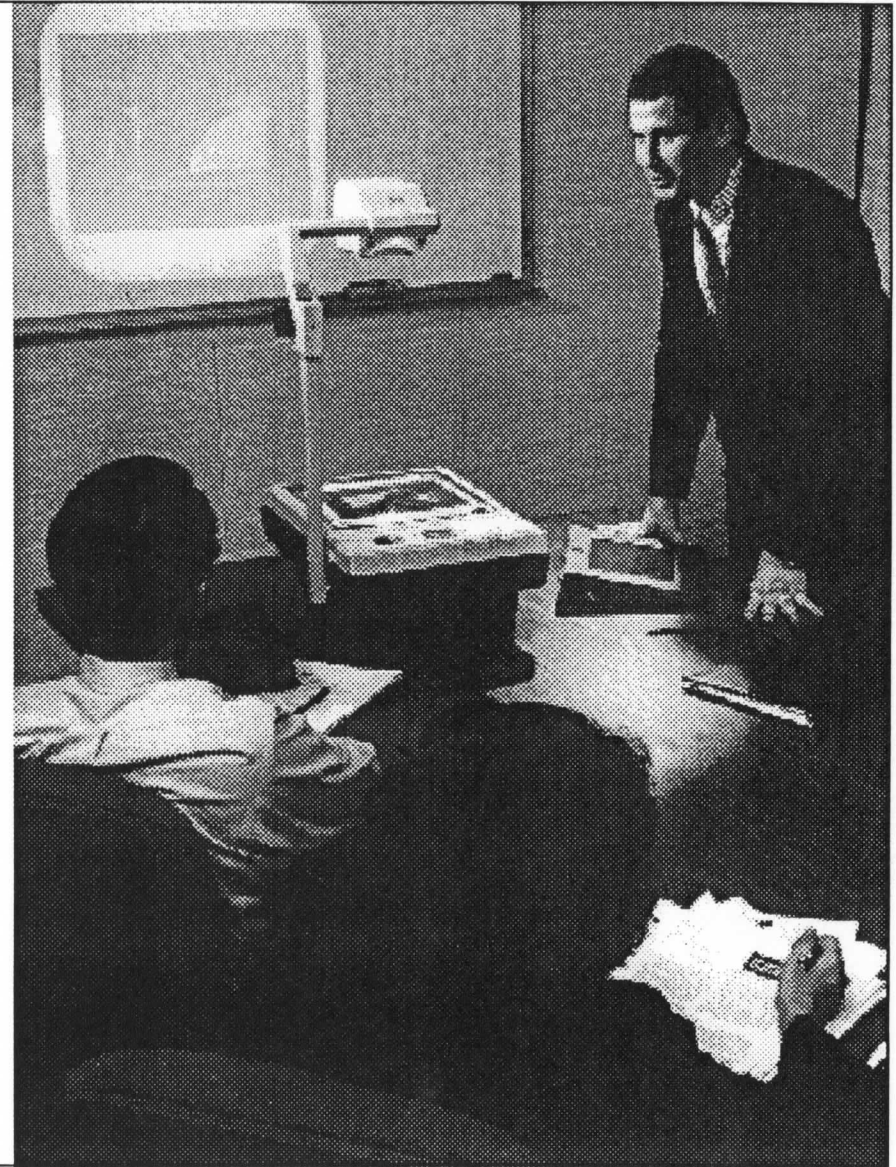


Thursday: Pitching a Client

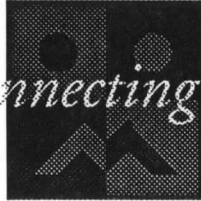


F U N C T I O N :

- **Add changes from last client input**
- **Produce final draft at client's facility**
- **Present interactively**
- **Sign off on a deal**

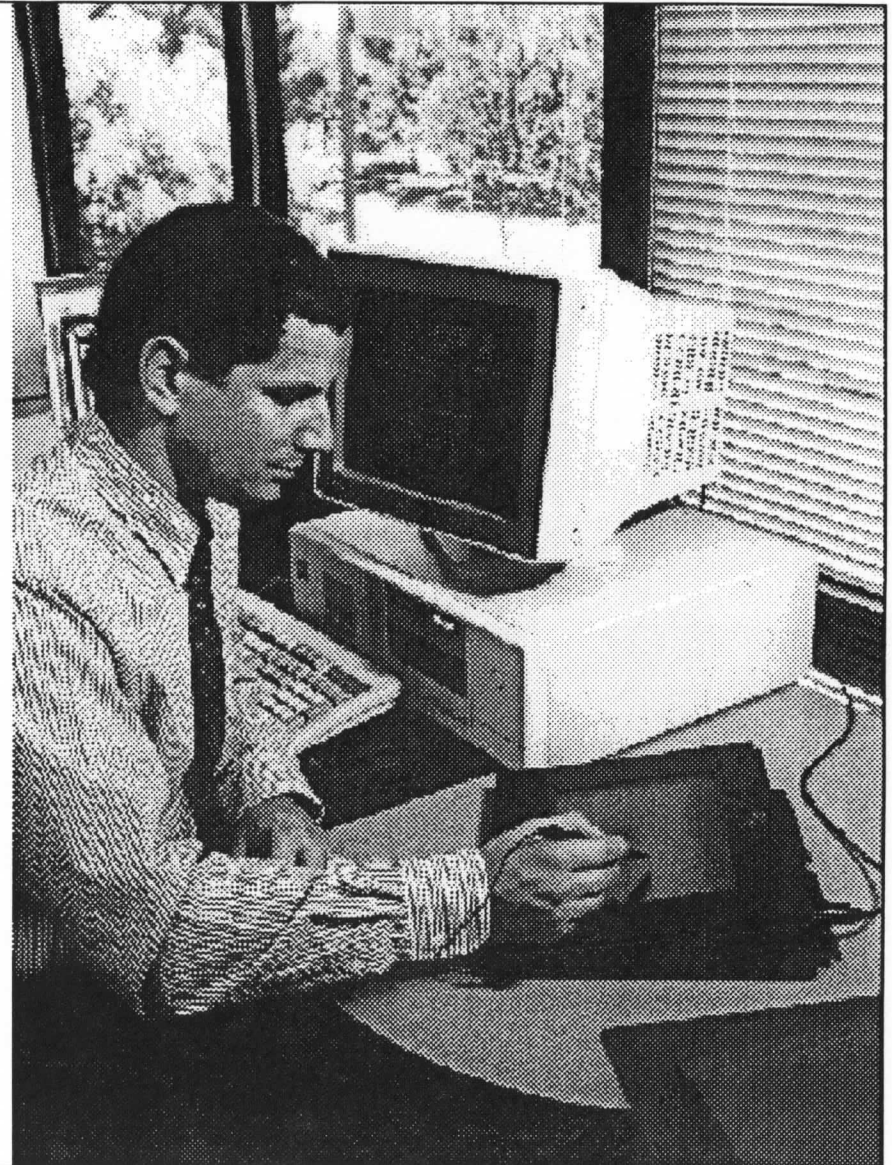


Friday: Connecting to Network



F U N C T I O N :

- **Back up work notes**
- **Transfer files to secretary**
- **Process expense report**
- **Scan business cards
into rolodex**

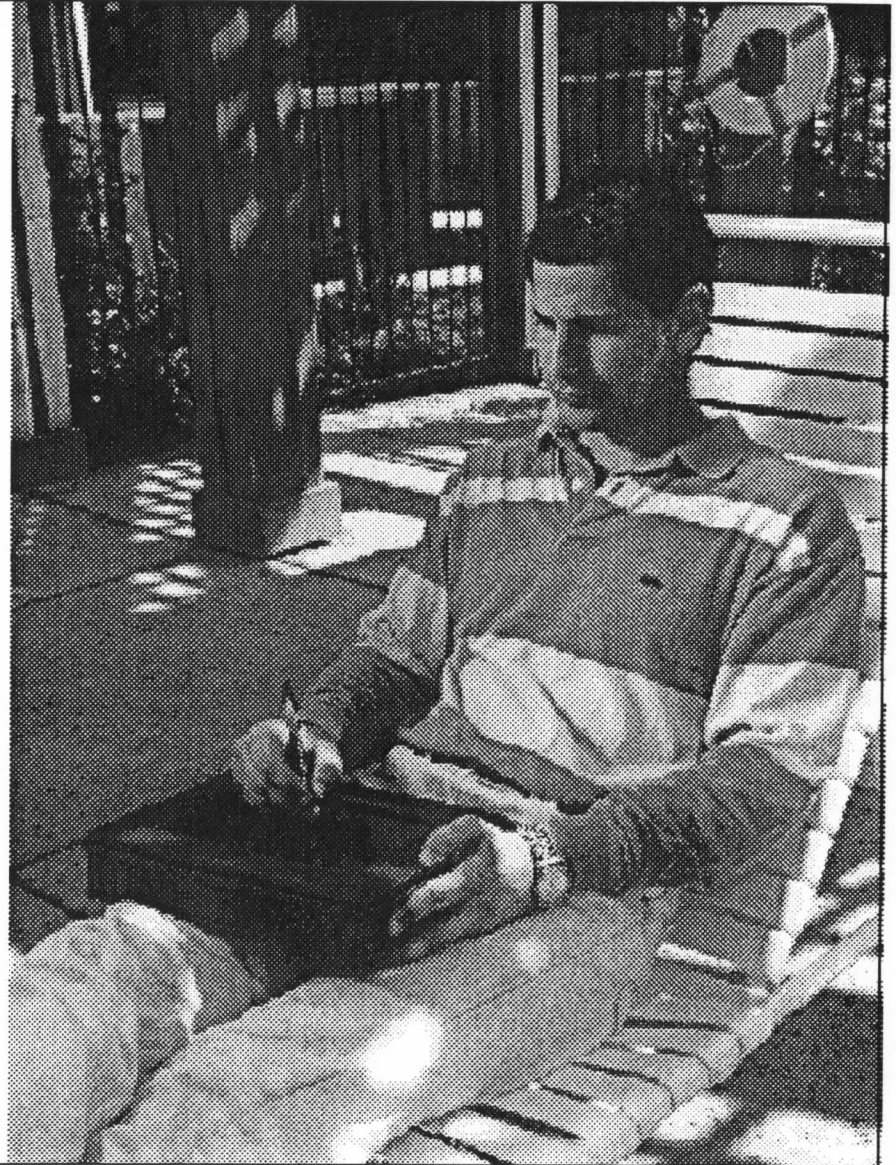


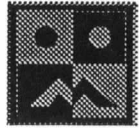
Saturday: Accessing Fax, Mail



F U N C T I O N :

- **Fax information securely**
- **Receive Fax of contract in progress, mark it up, send it back**
- **Use E-mail to return messages**
- **Use rolodex to call a friend for dinner**





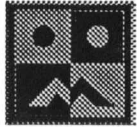
PRODUCT CONCEPT - OVERVIEW



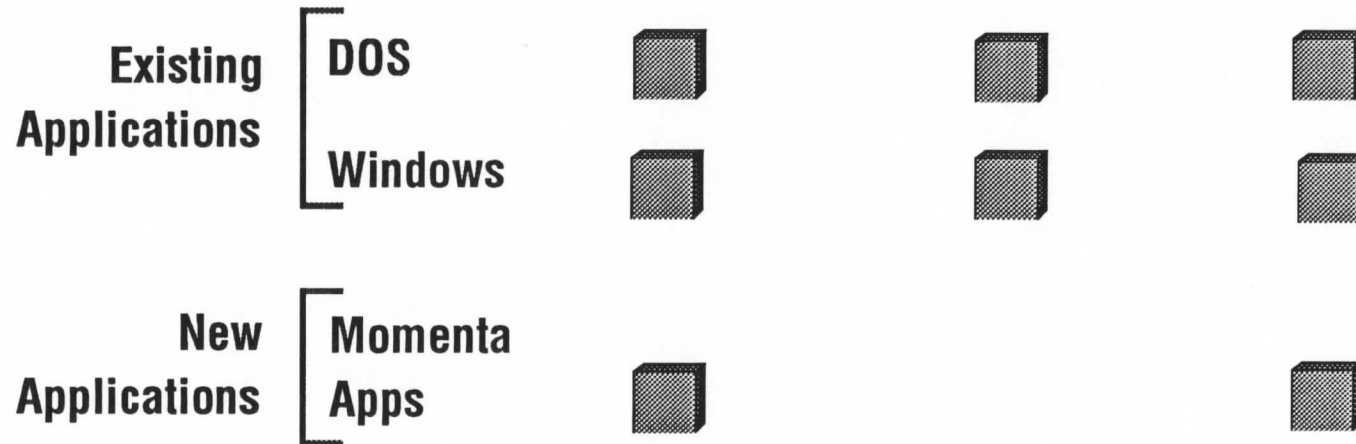
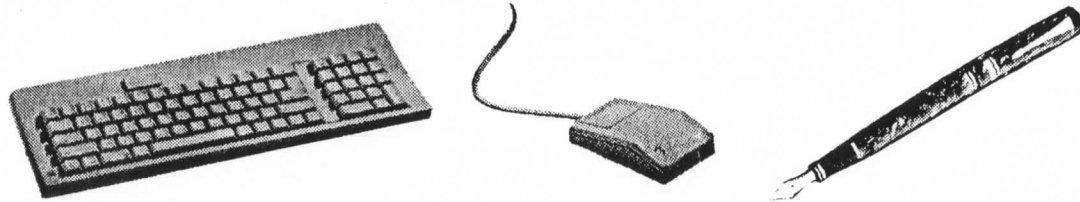


MOMENTA SOFTWARE STRATEGY

- **To offer a complete fully functional system to the market**
- **Provide compelling pen-centric object-oriented:
Applications (calendar, notebook, FAX, etc.)
Application development tools**
- **Built on industry standard operating systems
DOS for now; Windows later**



MOMENTA SOFTWARE SOLUTION





SOFTWARE APPLICATIONS

■ Bundled pen-centric applications

- Journal-note capturing application
- Presentation maker
- Calendar with alarms
- File transfer
- Address/phonebook
- Calculator
- Navigator
- Memo maker
- Word processor
- Spreadsheet
- Tutorial

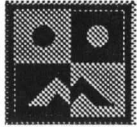
■ DOS in ROM

- Verson 5.0
- DOS pen-driver
- DOS browser



HARDWARE SUMMARY

- **Processors**
 - 386SX at 20 MHz, 2 DSP processors, 1 power/input processor
- **Processors**
 - 4 Mbyte RAM (expandable to 8MB)
 - 1 Mbyte ROM (expandable to 5MB)
 - 256K Flash ROM
- **Mass storage**
 - 40 MB hard disk standard (20, 60, 80, options)
 - Floppy option (3.5")



HARDWARE SUMMARY

■ I/O

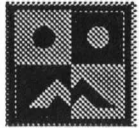
- Pen standard
- Keyboard standard
- Parallel port
- Keyboard port
- RS-232 serial port
- Fax/modem standard

■ Power

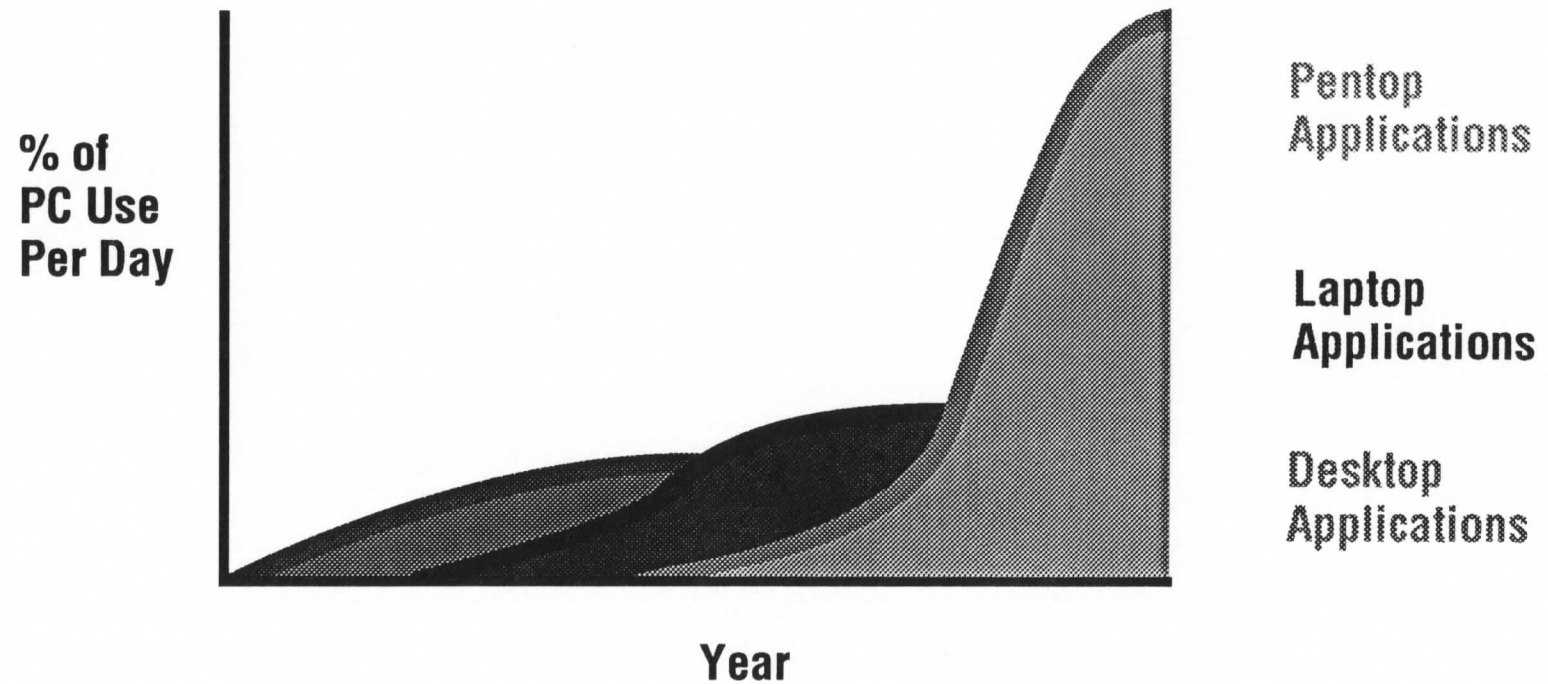
- 10 AA cells (Nicad, Alkaline, Nickel Hydride)
- Quick charge and use computer simultaneously

■ Display

- 640 x 480 resolution
- Reflective
- Backlight option
- Overhead option



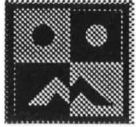
COMPELLING CUSTOMER VALUE





KEY TECHNOLOGIES

- **Pen**
- **Screen**
- **User Interface**
- **Development Environment**
- **Operating System**
- **Recognition**



KEY TECHNOLOGIES

■ Pen

Tethered vs. Untethered

Industrial Design

Tip Characteristics

Button



KEY TECHNOLOGIES

■ Screen

Reflective vs. Backlit

Digitizer



KEY TECHNOLOGIES

■ User Interface

Optimized for Pen

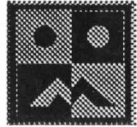
Minimal Travel

Commands at the Tip of the Pen

Customizable Work Area

Recognition Minimized

Simple and Powerful



KEY TECHNOLOGIES

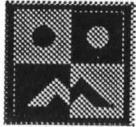
■ Development Environment

State-of-the-Art CASE Tools

Smalltalk - based

Object - oriented

**Optimized for Group Development
of Software**



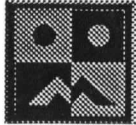
KEY TECHNOLOGIES

■ Operating System

DOS for Evolutionary Compatibility

**Momenta Software for Revolutionary
New Applications**

**Windows or Other Industry Standard
as Evolution Warrants**

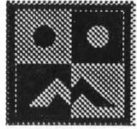


KEY TECHNOLOGIES

■ Recognition

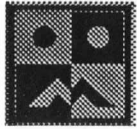
Keyboard for Extensive Text Entry

**Recognition for Small - scale Text Entry,
Mark-up, Naming, Tagging, Indexing, etc.**



DISTRIBUTION

- **Direct Demand Creation Support**
- **Fulfillment through Resellers**
 - **Storefront**
 - **Outbound**
 - **Value-Added Resellers**



S U M M A R Y

- **Pentop**
- **Anytime/Anywhere**
- **White Collar**
- **Horizontal**
- **Complete Product**
- **Global Company**
- **Distribution**



HISTORY (FUNDING, EMPLOYEES)

10 employees

95 employees

\$1M

\$4M

\$7M

\$18M

Total \$30M

Sept. '89

Dec. '89

July '90

July '91

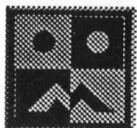




MANAGEMENT

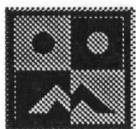
- > \$500M Equity in Past Jobs
- 5 Initial Public Offerings





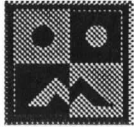
M A N A G E M E N T

- **Kamran Elahian - President/CEO**
 - **Cirrus Logic**
 - **CAE Systems**
- **John Fischer - VP Manufacturing**
 - **Hewlett-Packard**
- **John Frank - VP Sales**
 - **Zenith Data Systems**
- **Rocky Pimentel - VP Finance**
 - **Conner Peripherals**
 - **Seagate**
- **John Rizzo - VP Marketing**
 - **Weitek**
 - **Apple**
- **Shiraz Shivji - VP Engineering**
 - **Atari**
 - **Commodore**



I N V E S T O R S

- | | |
|------------------|---|
| USA | <ul style="list-style-type: none">■ Nazem & Company■ Institutional Venture Partners (IVP)■ Walden Group■ Associated Venture Investors (AVI)■ Sequoia Capital |
| Singapore | <ul style="list-style-type: none">■ Singapore Technologies - Vertex Management■ Singapore Economic Development Board■ PACVEN |
| Taiwan | <ul style="list-style-type: none">■ International Venture Capital Investment Corporation (IVCIC) |
| Japan | <ul style="list-style-type: none">■ Mitsui and Company |

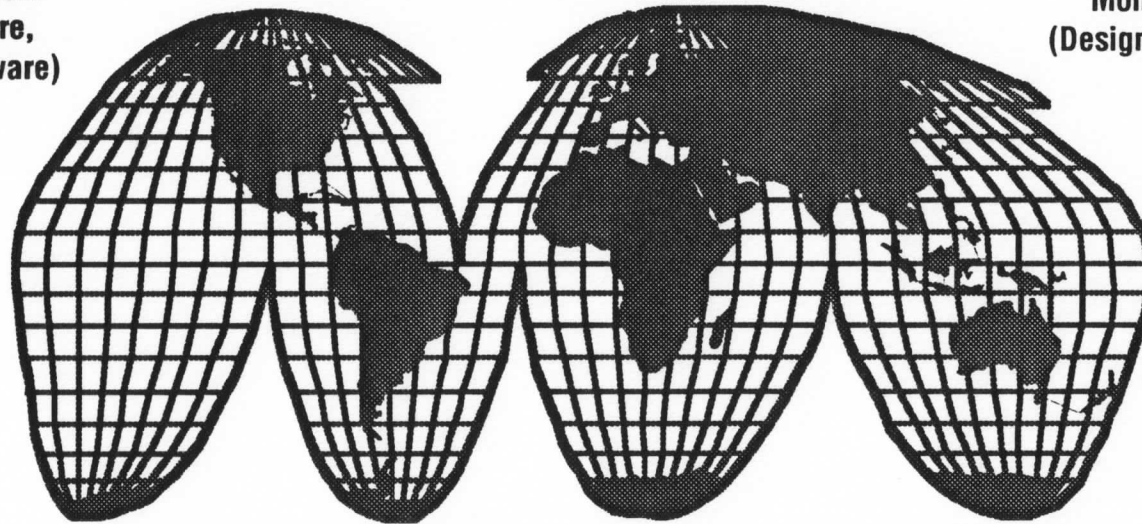


GLOBAL STRATEGY

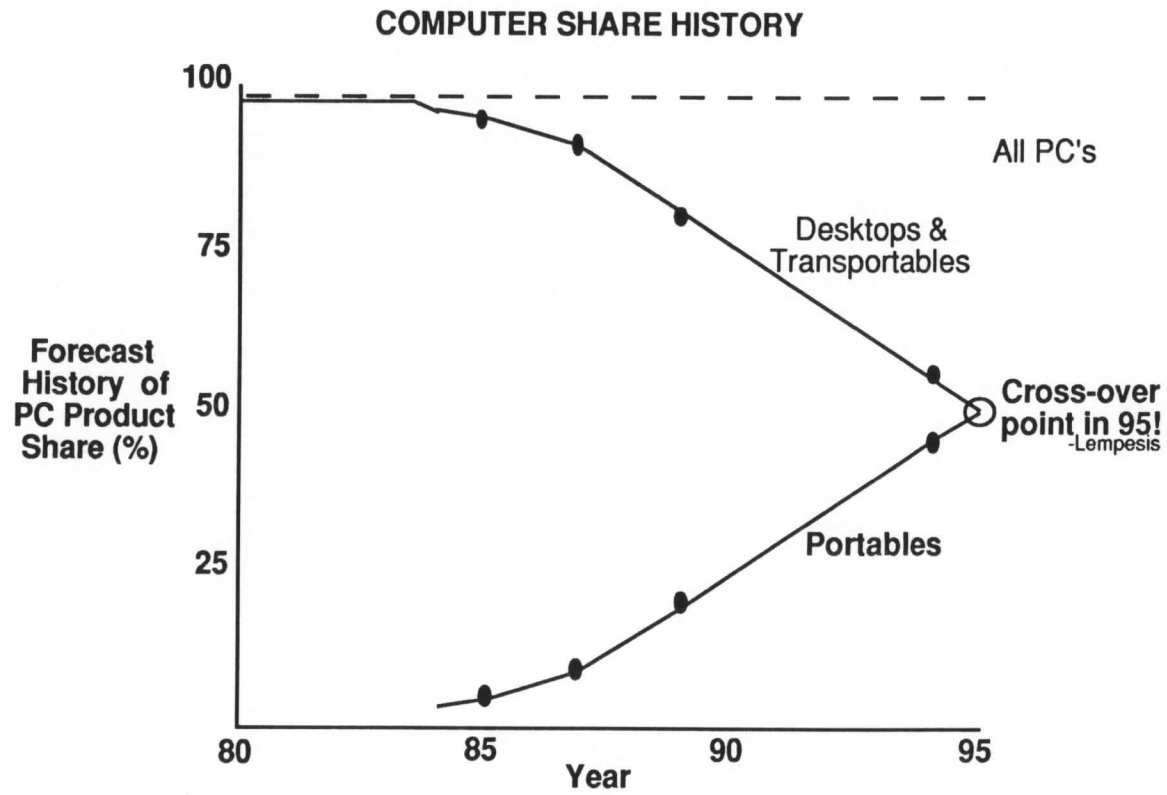
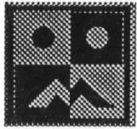
Momenta USA
(Architecture,
Design, Software)

Momenta Europe
(Software, Sales)

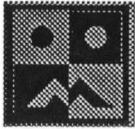
Momenta Japan
(Design, Procurement)



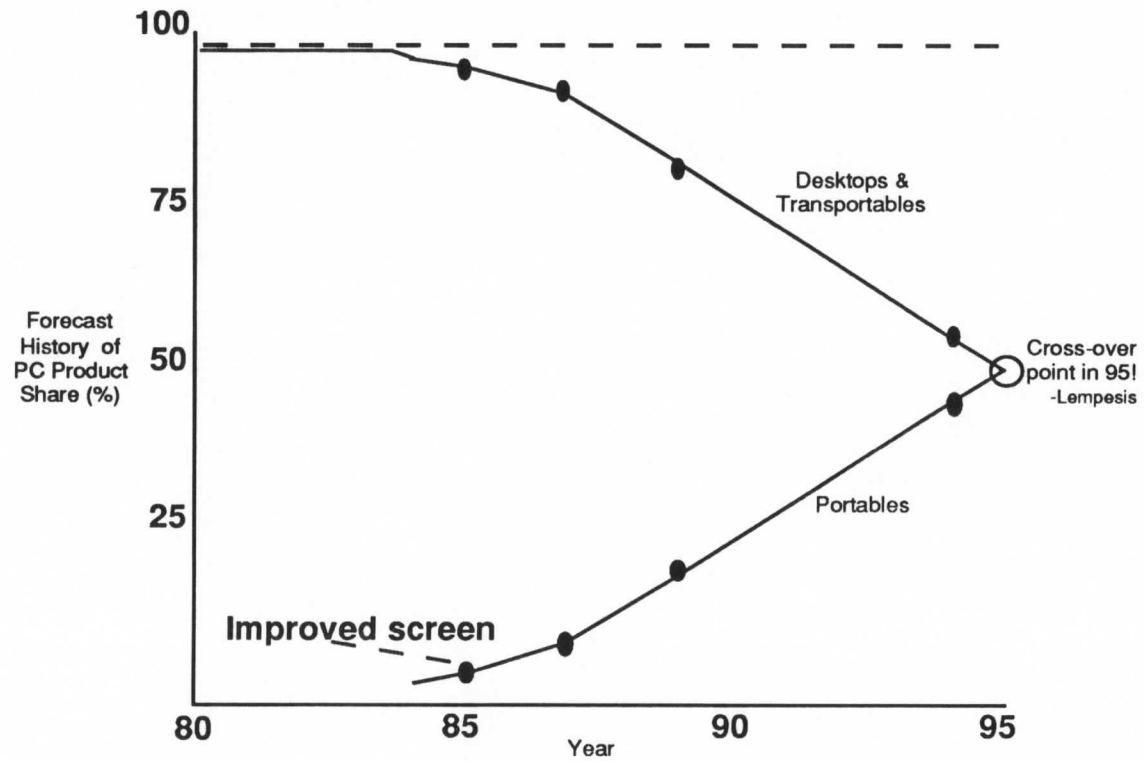
**Momenta
Singapore**
(Production)



Notebooks, Palmtops, & Laptops will exceed 45% of the PC Market by 1994!



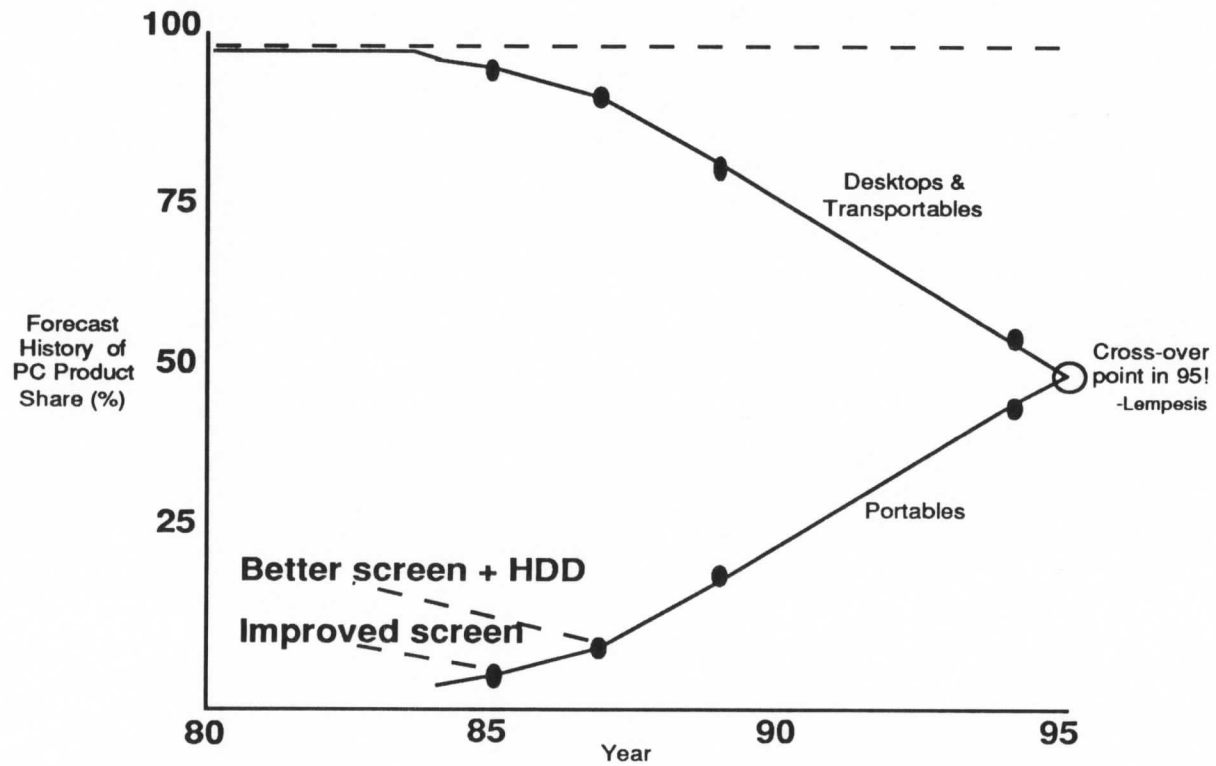
Enabling technologies for MOBILE COMPUTER Growth?



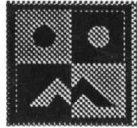
Increments In "DESKTOP REPLACEMENT" Functionality!



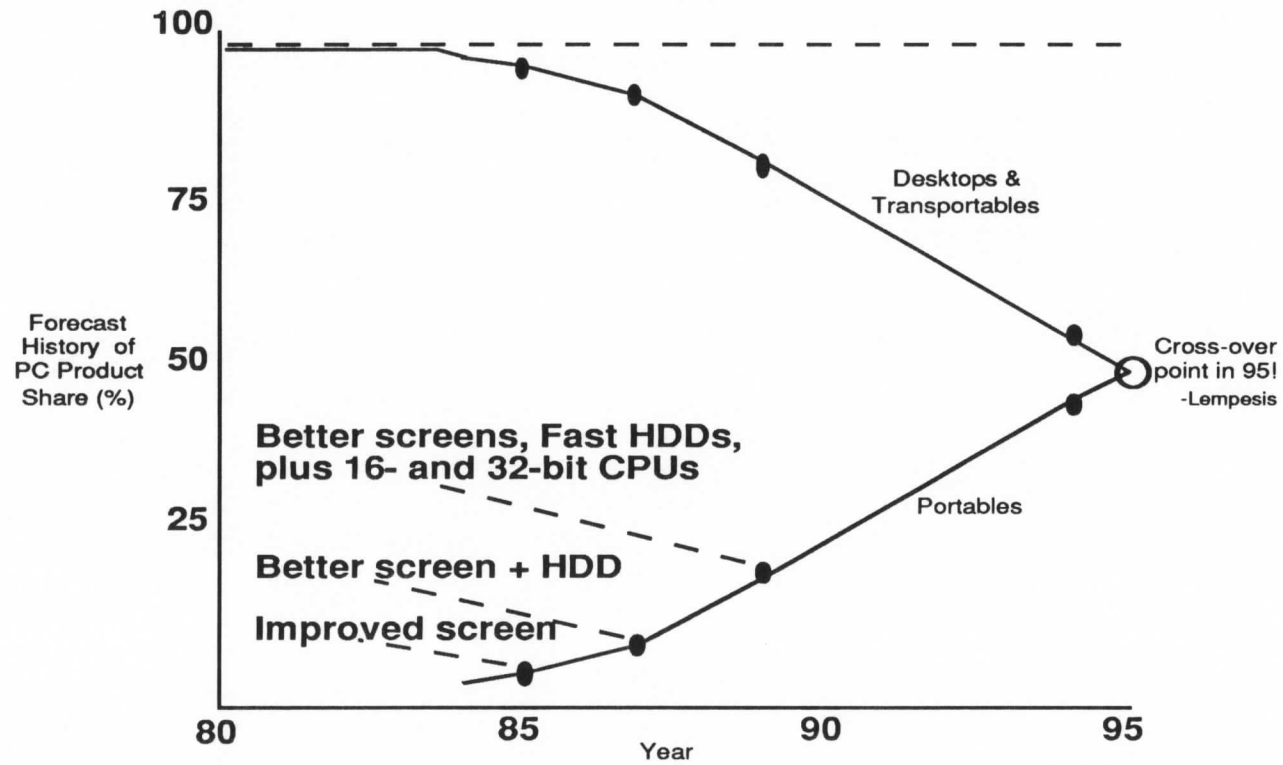
Enabling technologies for MOBILE COMPUTER Growth?



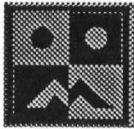
Increments In "DESKTOP REPLACEMENT" Functionality!



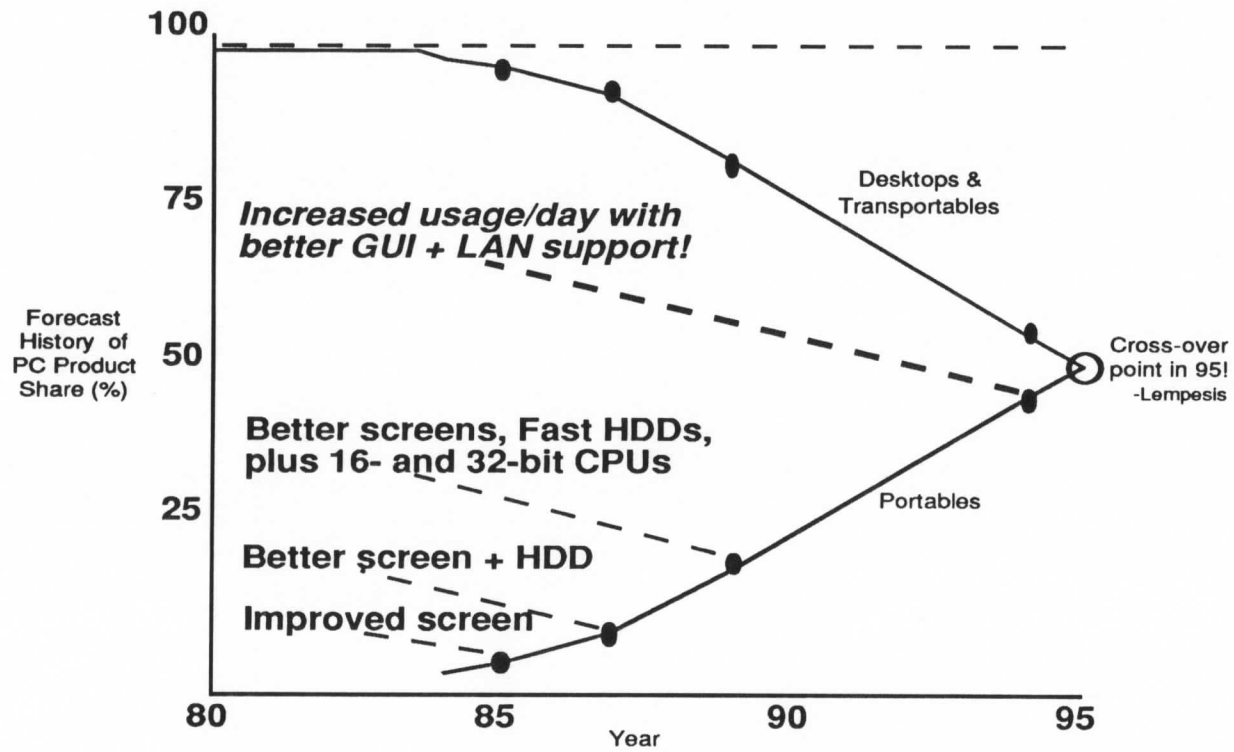
Enabling technologies for MOBILE COMPUTER Growth?



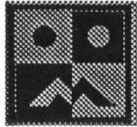
Increments In "DESKTOP REPLACEMENT" Functionality!



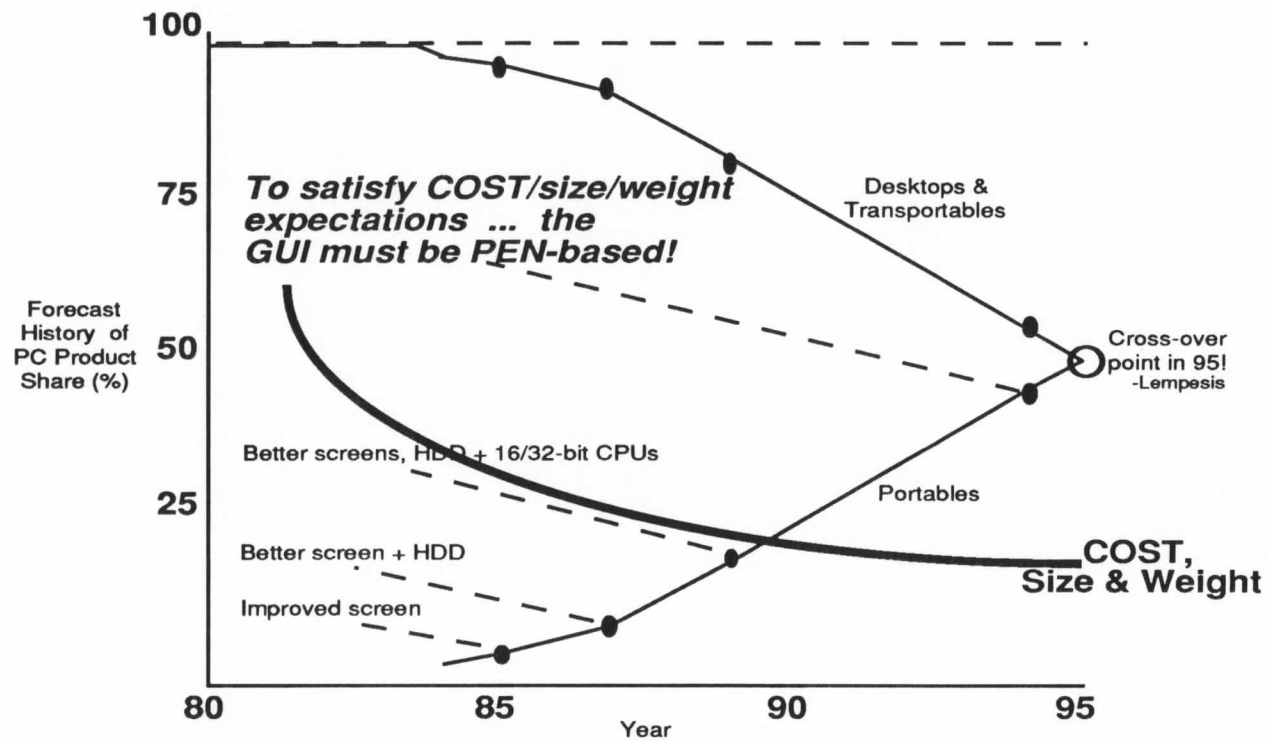
Enabling technologies for MOBILE COMPUTER Growth?



Increments In "DESKTOP REPLACEMENT" Functionality!



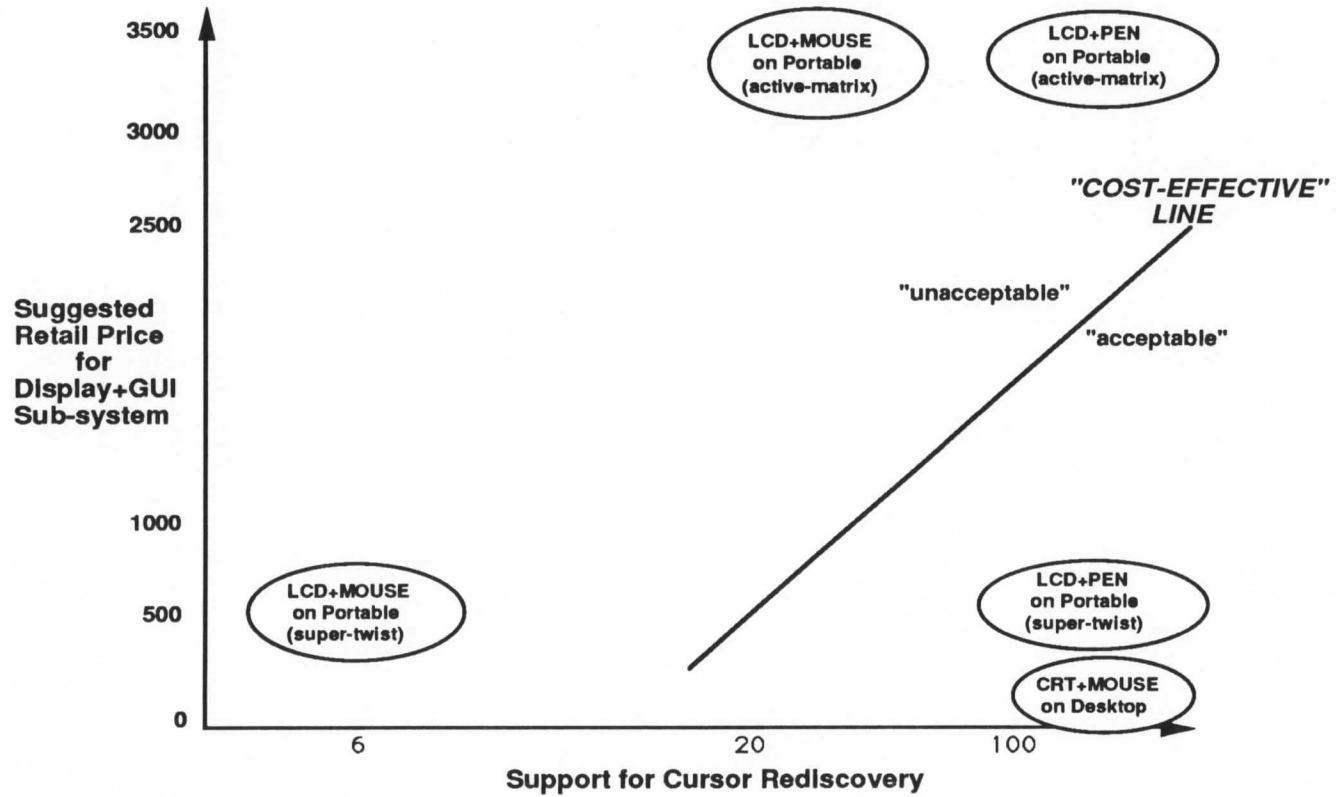
What Else Drives MOBILE COMPUTER Growth?



"DESKTOP REPLACEMENT" functionality must always be delivered within the historical expectations of COST, size, and weight!



Why Is A PEN-BASED Notebook Computer "COST-EFFECTIVE ?"





PRICE vs. CURSOR RESPONSE (for "indirect" pointers)

