

EXHIBIT 10

From: Charles Phillips [charles.phillips@oracle.com]
Sent: Thursday, March 24, 2005 9:31 AM
To: Larry Ellison; Safra Catz
Subject: FW: Suggestion

Just starting hear SAP pitching the lower maintenance story to our installed base with TomorrowNow. I don't think it will work but I will track it nonetheless

-----Original Message-----

From: Elizabeth Baker [mailto:elizabeth.baker@oracle.com]
Sent: Wednesday, March 23, 2005 6:56 PM
To: Charles Phillips
Cc: Juergen Rottler; keith.block@oracle.com
Subject: Re: Suggestion

Charles, I am starting to see them pitch Tomorrow Now EVERYWHERE. SAP is pitching it at every silo deal. Here is a couple:

My personal knowledge:

- Timken, had old JDE
- Amgen, has JDE
- AMAT, has PSFT HR

Spoke to Matt MCCusker, handles PSFT/JDE installed base under \$1b in Southern California {under Matt Mills}.

- Edwards Life Science, SAP lead with Tomorrow Now and lower TCO. Edwards wanted them to explain how they are different in the life science space.
- * He will be receiving more information this week.

Spoke to Steve Hansen, handles PSFT/JDE install base from Reno to Hawaii {under Matt Mills}:

- McClathy, SAP pitched Tomorrow Now and is 40% cheaper on support than ours.
- * He will be sending me where SAP has pitched it by Monday.

Also was at Boucher's meeting and spoke to some of his guys they are seeing SAP to try to enter the door with lowering the customer's TCO utilizing Tomorrow Now. I will secure more specifics. Thank you.

Elizabeth Baker
650.506.0901

Charles Phillips wrote:

>Elizabeth, from what I've seen they haven't gotten any traction with Tomorrow Now so I'd be interested if you are seeing something different.

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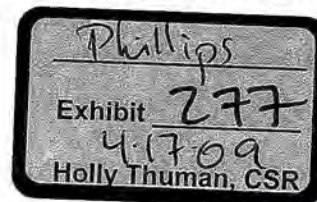
>-----Original Message-----

>From: Juergen Rottler [mailto:juergen.rotter@oracle.com]
>Sent: Wednesday, March 23, 2005 6:27 PM
>To: elizabeth.baker@oracle.com; keith.block@oracle.com
>Cc: Charles Phillips
>Subject: Re: Suggestion

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>Andy Albritten, PeopleSoft's global Support sales manager and Nancy Lyskawa - our Support Marketing Manager are the two appointed leaders for our campaign against TomorrowNow and other third party support providers.

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UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA	
Case No.	4:07-cv-01658 PJH/EDL
DEFENDANT Exhibit No. <u>A-0277</u>	
Date Admitted:	_____
By:	_____
Nicole Heurman, Deputy Clerk	

>As to the SAP attacks, Andy and his team keep a close focus on attacks and they are positioned to fight back.
>
>Overall, activity has been limited to date - but there have been a few cases where we've been fighting.
>
>Please pass on the names of any accounts under attack to Andy, so he and his team can engage.
>
>Thanks,
>
>
>Juergen
>
>-----Original Message-----
>From: Elizabeth Baker <elizabeth.baker@oracle.com>
>To: Keith Block <keith.block@oracle.com>; Juergen Rottler <juergen.rottler@oracle.com>
>CC: Charles Phillips <charles.phillips@oracle.com>
>Sent: Wed Mar 23 18:44:53 2005
>Subject: Suggestion
>
>Keith and Juergen,
>
>Just a suggestion. SAP is coming after our vulnerable siloed PSFT/JDE install base, weaving a story around TCO with Tomorrow Now and Safe Passage. We should identify these customers and offer them a hefty discounts based upon multiple year renewals, e.g. 2 years and 3 years and if they pay up front. This would slow SAP down and take some of the air out of safe passage.
>
>Just a thought. Thank you.
>
>Elizabeth Baker
>650.506.0901
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