

EXHIBIT CC

Business Case TomorrowNow

Gerd Oswald

February 18, 2004

BOARD PRESENTATION

CONFIDENTIAL

THE BEST-RUN BUSINESSES RUN SAP



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UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA
Case #: 07-cv-01658-PJH
PLNTF EXHIBIT NO. 0177
Date Admitted: 1/2/10
BY: [Signature]
Nichole Heuerman, Deputy Clerk

Executive Summary: *TommorowNow*

Objectives of Today's Presentation

Decision Meeting

- Approval of additional headcount of 26 FTEs for **Q1** and **Q2** only. Total cost for full year 2005: TEUR 2,1 Mill.
 - Q1: 10 additional FTEs in US (Denver) TEUR 1.300
 - Q2: 16 additional FTEs. Thereof Ireland 6 FTEs (TEUR 270); US 4 FTEs (TEUR 400); India 6 FTEs (TEUR 126)

Context

- PSFT's customer base consists of 12.500 customers, approximately 2000 joint SAP/PSFT customers
- 500 new customers in 2005 reflects only 4% of PSFT customer base
- Expected 350 customers on core TNow business; additional 150 on SAP's Safe passage offering
- Revenue will grow to € 11,4 Mill in 2005 and will be more than trebled in 2006 (€ 36 Mill)

Recommended Approach	Benefits/ Rationale/ Impact	Tradeoffs/ Risks to SAP
Partly release of additional budget request: € 2,1 Mill for 26 FTEs (total additional budget request for full year 2005 is € 5,5 Mill; 113 FTEs)	With additional 26 FTE's TNow is able to support 1100+ customers globally Generate additional Maintenance Revenue for SAP Use Maintenance offering as enabler for future licences revenue	Avoid conflicts with intellectual property of PSFT (Oracle) Convincing customers on a global base for scalability Increase HC costs