

EXHIBIT LL

Message

From: Klein, Christian [/O=SAP/OU=EUROPE1/CN=RECIPIENTS/CN=000000050059]
Sent: 10/25/2005 8:49:25 AM
To: Ziemen, Thomas [/O=SAP/OU=EUROPE1/CN=RECIPIENTS/CN=000000042894]; Welz, Bernd [/O=SAP/OU=EUROPE1/CN=RECIPIENTS/CN=000000034205]
CC: Josenhans, Joerg [/O=SAP/OU=EUROPE1/CN=RECIPIENTS/CN=000000035108]
Subject: TNow Budget 2006
Attachments: Business_Case_TNow_Vers4.ppt; Business-Case-Migration2006Vers 1.ppt; 3yp template.xls
Importance: High

Hallo Thomas, Hallo Bernd,

anbel der Budget Case TNow.

Die Zahlen sind bereits im System reflektiert. Ein Problem das ich hier noch sehe ist, dass wir on top auf HL1 8,4M€ externen Umsatz nehmen, dagegen aber 9,3M€ Kostenbudget (123 FTE) beantragen. Hier benötigt Gerd noch einlge gute Argumente auf den Sildes 3-5.

Bernd: Du haest ja bereits erwähnt, dass die Ausweitung des Programms auf Siebel Kunden eines sein könnte. Des weiteren müssen wir deutlich herausstreichen, dass wir von HL1 zu HL2 8,4M€ Revenue on top nehmen, TNow aber verglichen zu 2005 den Umsatz verdoppeln wird (von 10,6 in 2005 auf 23,6 M€ in 2006).

Die Übersichtslides 2-3 finde ich sehr gelungen Thomas. Einzig die Kosten in 2006 / 2007 verstehe ich nicht (mit Fragezeichen markiert).

Wenn wir das Zusatzbudget bekommen, hätten wir bereits in 2006 Gesamtkosten von 20M€ und nicht wie aufgeführt 8,9M€.

REDACTED

Jörg: Benötige von dir nochmals das angehängte Excel für TNow und Migration, da Corp. Controlling auch die COS Sicht sehen will und die Zahlen im alten Excel nicht genau mit dem System übereinstimmen.

Grüße,
Christian



Business_Case...

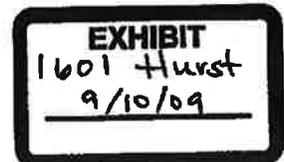


Business-Case-...

1.ppt



3yp template.xls



SAP-OR00250204



Business Case: TomorrowNow 2006

Board Area: Gerd Oswald

Status: October 17, 2005

THE BEST-RUN BUSINESSES

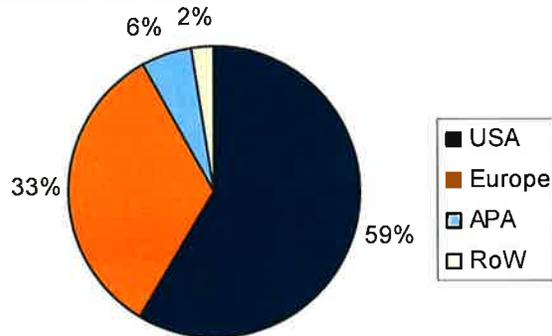


■ Biz Opportunity – TNow Offering for Siebel

CUSTOMER ANALYSIS

The Siebel customer base consists of **4,000 customers**, (including large number of joint SAP/Siebel customers) and presents a huge market opportunity

Total Revenue by Region



RELEASE / MAINTENANCE STRATEGY

- Support for Siebel applications will continue until 20012
- Siebel's Standard Support fee has been 20%. Oracle will likely try to uplift fees for many Siebel customers to 22% by re-negotiating support contracts

CURRENT SITUATION

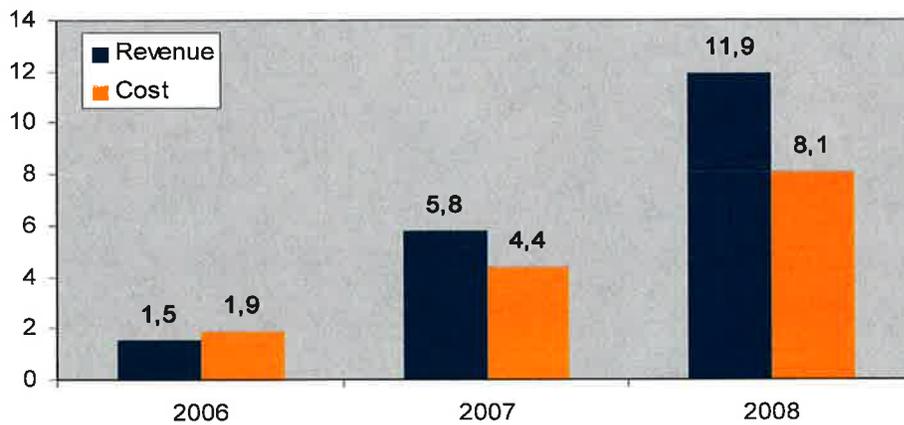
- The Siebel acquisition is not expected to close until early 2006
- Oracle will likely expand its Lifetime Support with **significant uplift of maintenance fees for Siebel customers** but so far Oracle has not provided road maps for support and enhancement plans
- **Gartner recommends that other CRM vendors take advantage of the uncertainty** surrounding the Siebel/Oracle event, as it may freeze some purchase decisions by current or prospective customers
- Particularly Siebel customers using pre-7.5-versions should according to Gartner weigh the implications of moving off of support within the next three years

CONCLUSIONS

- As a result of the acquisition of Siebel by Oracle, **SAP may enhance the Safe Passage Program for customers running Siebel** to offer a way out of the uncertainties arisen by this acquisition
- **The Maintenance offering – a key part of the Safe Passage Program and provided by TomorrowNow – can be used as enabler for future license revenue, to grow maintenance contract volume taken away from Oracle and to generate additional maintenance revenue for SAP**
- Market / Customers are already requesting SAP to offer SafePassage/TNow Services, especially for Joint SAP/Siebel Customers (e.g. Unilever)

Biz Planning – TNow Offering for Siebel

in €M



Margin	-27%	25%	32%
Headcount - Total	27	58	50
- Average	15	34	62
Customers (cumulated)	40	100	200

→ Approval to offer Maintenance Services provided by TNow for Siebel Customers