

# EXHIBIT SS

Message

**From:** Welz, Bernd [/O=SAP/OU=EUROPE1/CN=RECIPIENTS/CN=000000034205]  
**Sent:** 12/23/2004 9:40:30 AM  
**To:** Rumpf, Bernd-Michael [/O=SAP/OU=EUROPE2/cn=Recipients/cn=000000135214]; Tomb, Gregory [/O=SAP/OU=America1/cn=Recipients/cn=000000048769]  
**CC:** Schwarz, Markus [/O=SAP/OU=EUROPE2/cn=Recipients/cn=000000039245]; Ziemen, Thomas [/O=SAP/OU=EUROPE1/CN=RECIPIENTS/CN=000000042894]; Oswald, Gerhard [/O=SAP/OU=EUROPE1/CN=RECIPIENTS/CN=000000034905]  
**Subject:** PeopleSoft Attack Program  
**Attachments:** PS\_Attack\_Program\_12\_2004\_V6.ppt  
**Sensitivity:** Company Confidential

Hi Bernd and Greg,

Thomas Ziemen in my team has put together for the board a PeopleSoft Attack Program. Enclosed please find the latest version. Henning, Leo, Gerd and Shai had given input and extensive guidance on this. Peter Graf has shaped the messaging. Greg McStravick has been the field contact for Thomas nominated by John Nugent. Latest news is, that Leo will include it in his FKOM key note.

The offering (see page 5-6) to PS customers will have 3 parts:

- Maintenance services
- Integration services
- Migration services

A solution for how to provide PeopleSoft Maintenance is in the workings. Most tools and content for integration and migration already exists.

I suggest we use the FKOM-Meeting to define how we bring this into execution.

Best regards,  
Bernd.

-----Ursprüngliche Nachricht-----

**Von:** Ziemen, Thomas  
**Gesendet:** Donnerstag, 23. Dezember 2004 15:08  
**An:** Breuer, Martin; Baur, Thomas; Heitmann, Herbert; Graf, Peter; Wohl, William; Wood, Nigel; Welz, Bernd; Scholten, Jochen  
**Betreff:** PeopleSoft Attack Program

Dear all,  
please find enclosed the latest version of the PeopleSoft Attack Program Presentation.  
If applicable please forward this to other people involved.

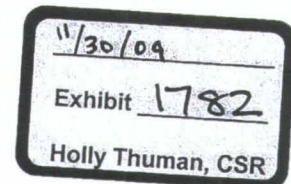


PS\_Attack\_Prog...

Merry Christmas and a very happy New Year.

Kind regards, Thomas

Thomas Ziemen  
Vice President  
Service Solution Management  
SAP AG  
Neurotstraße 16  
69190 Walldorf  
T +49 6227 7-44766  
F +49 6227 78-20080  
M +49 171 3363644  
E: thomas.ziemen@sap.com  
<http://www.sap.com>



HIGHLY CONFIDENTIAL INFORMATION - ATTORNEYS' EYES ONLY

SAP-OR00493900

UNITED STATES DISTRICT COURT  
NORTHERN DISTRICT OF CALIFORNIA  
Case #: 07-cv-01658-PJH  
PLNTF EXHIBIT NO. 4814  
Date Admitted: 1/18/10  
BY: [Signature]  
Nichole Heuerman, Deputy Clerk



# **A Roadmap for PSFT Customers to SAP**

**Positioning Overview: December 23, 2004**

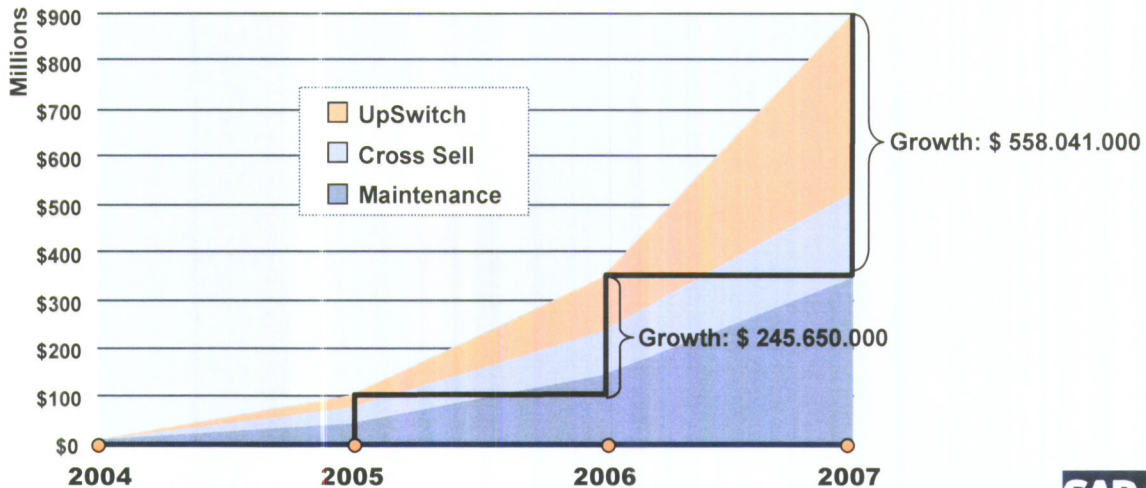
**Thomas Ziemer**  
Service Solution Management  
SAP AG

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## SAP Business Opportunity

Assumptions	2005		2006		2007		SUM
	No of Customer	Revenue in \$	No of Customer	Revenue in \$	No of Customer	Revenue in \$	
UpSwitch (discount 75% - 25%)	250	25.000.000,00	375	85.200.000,00	750	268.154.500,00	
CrossSell (average deal size \$ 70K)	500	35.000.000,00	750	58.450.000,00	1000	85.886.500,00	
Maintenance (17% on amount of licenses)	500	34.000.000,00	1500	102.000.000,00	3000	204.000.000,00	
<b>SUM in \$</b>		<b>94.000.000,00</b>		<b>245.650.000,00</b>		<b>558.043.007,00</b>	<b>897.693.007,00</b>



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- The transition to a "GOOD ENOUGH" world creates an opportunity for SAP's competitors we can trust they will seize.
- Keeping them off our turf will require a dual approach:
  - ◆ RE-INVENT OUR SOLUTIONS AROUND ESA/NETWEAVER,
  - ◆ REINFORCE OUR STRENGTH – INDUSTRY SOLUTIONS.