

EXHIBIT RR



TomorrowNow Acquisition Monitoring Status Update

December 1, 2006

Thomas Ziemer, SAP AG

Andrew Nelson, TomorrowNow

THE FIRST-STEP BUSINESS SOLUTIONS GROUP



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TN-OR00601257

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA

Case #: 07-cv-01658-PJH

PLNTF EXHIBIT NO. 0381

Date Admitted: _____

By: _____

Nichole Heuerman, Deputy Clerk

Management Summary – TommorrowNow

Value Proposition

- Offer lower priced 24x7 maintenance alternative to PeopleSoft, JD Edwards, and Siebel customers with 50% savings on current support and maintenance fees
- Provide those customers with a choice to migrate to SAP (at their own pace) Customer View
- Serves as bridge for future SAP license business for (smaller, not SAP-minded customers) SAP View
- Hurt Oracle by taking away maintenance revenue

Business Case Analysis

- **TomorrowNow established as cornerstone of the Safe Passage Program**
 - Safe Passage pipeline (264 opportunities currently in process), TomorrowNow pipeline (872 open opportunities), and revenues justify the cost of the acquisition and additional operating expenses
 - Installed base grown to 193 customers with 161 TomorrowNow customer contracts signed in the first ten months of 2006 (106 new contracts and 55 renewals in 2006; 121 signed in 2005 with 75 new deals and 46 renewals)
 - € 25.7 million reduction of Oracle maintenance revenue in the first ten months of 2006 (€ 36.5 million in total including 2005)
 - € 6.9 million TomorrowNow stand-alone revenue in the first ten months of 2006 (€ 3.5 million in 2005)

Lessons Learned

- **Field:** Another year needed to finalize global alignment with SAP Sales organization
- **Marketing:** Oracle Disruption Campaign Q3/2006 resulted in high lead success rate for TomorrowNow, i.e. high return on marketing investments
 - Oracle Turn up the Heat Campaign resulted in 150+ opportunities for TomorrowNow (15 contracts signed)
- **F&A:** Globalization of business in cooperation with SAP regions is a challenge and was underestimated as such → Need to actively manage regional shared services for TNow

Conclusion

- **TomorrowNow is a strategic investment and serves as strategic weapon against Oracle:**
 - Take away maintenance revenue from Oracle
 - Create pre-pipeline of future SAP customers
- **TomorrowNow still operates at a loss in 2006 but Break-even is expected for 2008 after completion of globalization and business scoping in 2007 (in line with board assumption to become a profitable business within 2-3 years after acquisition)**



Service Delivery Readiness – TomorrowNow

TomorrowNow Forecast 12/2006	Global	Americas	EMEA	APAC
Headcount (in FTE)	165	118	24	23
Number of Offices	10	6	2	2

TomorrowNow Support Services

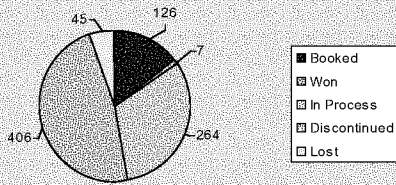
- 30-minute initial response time and corrective action on a 24x7 scale, dedicated support engineer for each account
- Ongoing tax and legislative updates, advanced expert on demand services (e.g. technology upgrades)
- Supported Products:

PeopleSoft Enterprise	J.D. Edwards World	J.D. Edwards OneWorld	Siebel		
<ul style="list-style-type: none"> ■ PeopleSoft 7.x, 8.x (Commercial & Public Sector) ■ HCM, NA ■ Payroll, Financials, Distribution, Manufacturing 	<ul style="list-style-type: none"> ■ J.D. Edwards World A7.x, 8.x ■ HCM, NA ■ Payroll, Financials, Distribution, Manufacturing 	<ul style="list-style-type: none"> ■ J.D. Edwards OneWorld XE 8.11 ■ HCM, NA ■ Payroll, Financials, Distribution, Manufacturing 	<ul style="list-style-type: none"> ■ Siebel 5.x, 6.x, 7.0x, 7.5x, and 7.7x ■ Call Center, Sales, Service, Marketing, Partner Management, Reporting & Analytics 	<ul style="list-style-type: none"> ■ Will start January 1, 2007 (Baan IV, Baan ERP) 	<ul style="list-style-type: none"> ■ Currently under Investigation (EBS 10.7, 11, 11i)

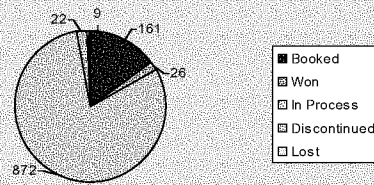


KPI Framework – TomorrowNow (Status October 31, 2006)

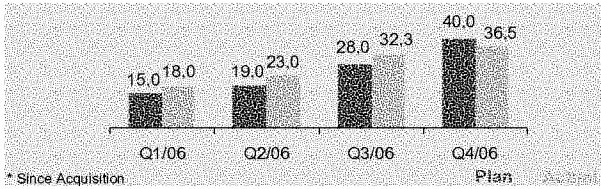
Safe Passage Opportunities (in CRM)



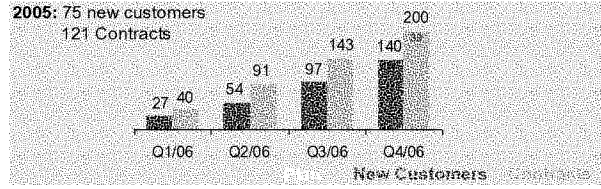
TomorrowNow Opportunities (in CoD)



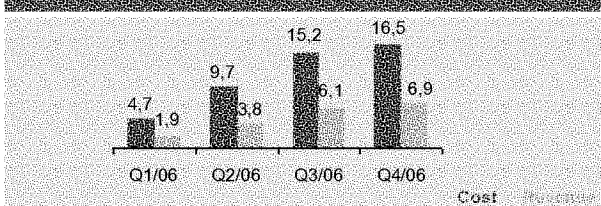
Cumulated* Maintenance Volume Taken Away From Oracle in 2006 (in €M)



Cumulated Number of New Customers & Client Contracts in 2006



Cost vs. Revenue in 2006 (Cumulative in €M)



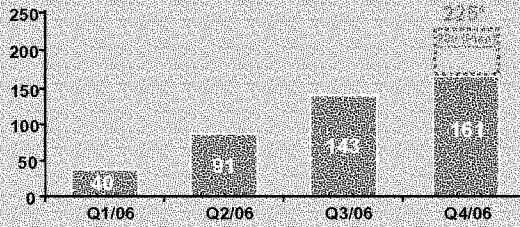
Customer Retention

- 90% Renewal Rate
- TomorrowNow Customer Satisfaction Survey (preliminary result after 63 interviews):
 - TR*IM Index: 107
 - Overall Satisfaction: 8.5
 - Satisfaction with TomorrowNow's account management: 8.7



TomorrowNow – Key Achievements by October 31, 2006

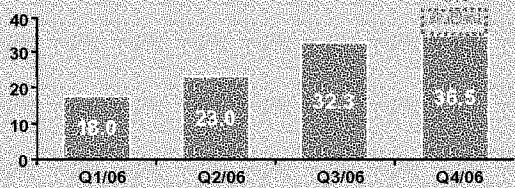
TomorrowNow – 2006 Customer Contracts
Cumulative Number of Customer Contracts



- 161 customer contracts signed in 2006 (106 new and 55 renewed deals)

New	27	54	97	106
				Forecast

TomorrowNow – 2006 Off Oracle Maintenance
Cumulated Maintenance Volume Taken Away From Oracle in €M



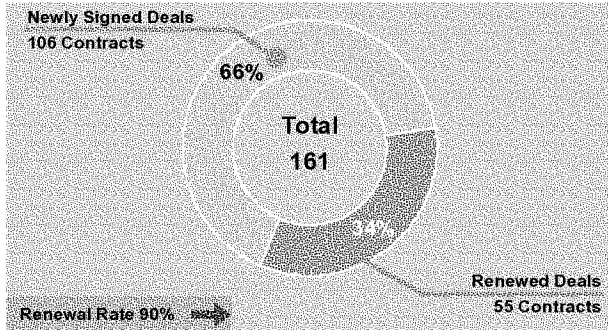
- € 25.7M maintenance volume lost for Oracle in 2006
- Another significant portion of lost maintenance for Oracle (approx. € 5M due to maintenance fee battle) is not reflected in this KPI

Selected 2006 Reference Customers

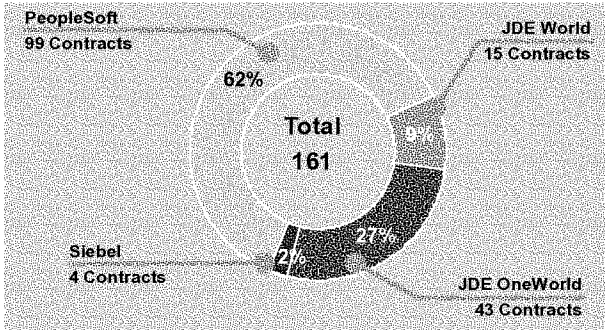


TomorrowNow - Customer Analysis by October 31, 2006

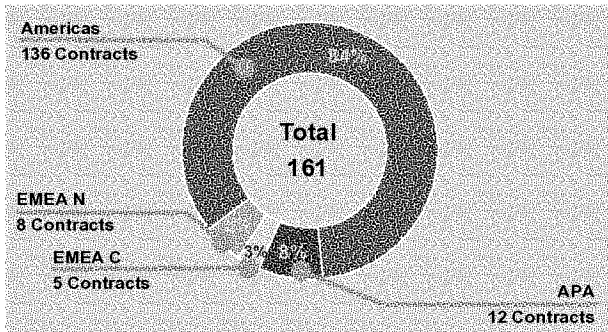
Booked Contracts by Type



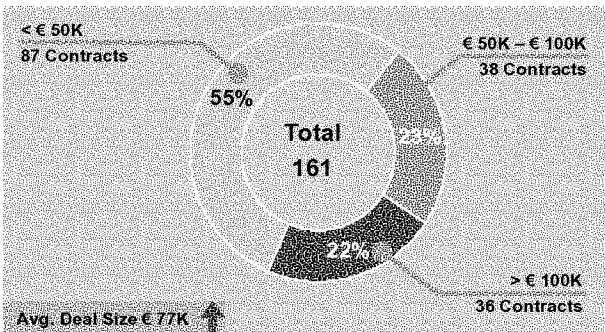
Booked Contracts by Product Line



Booked Contracts by Region

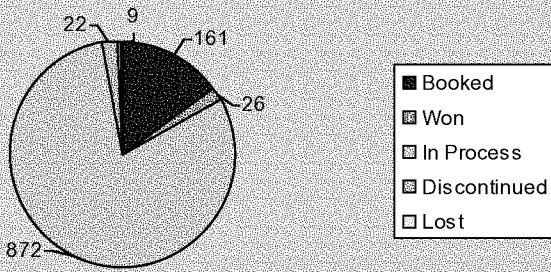


Booked Contracts by Deal Size



TomorrowNow Outlook – Q4/2006 & FY2007

2006/2007 TNow Opportunity Pipeline by Status

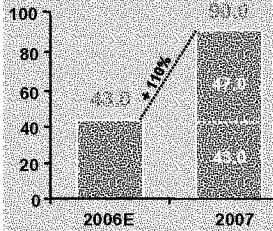


Q4/2006 TNow Opportunity Analysis

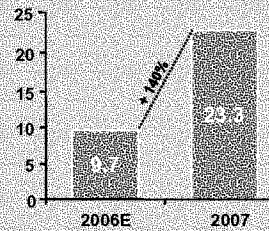
- In Process TNow Q4/2006 Opportunities: 155
 - New Customer Opportunities: 128
 - Existing Customer Opportunities: 27
 - In Process Opportunities by Product Line: 42 PSFT, 59 JDE OneWorld, 7 JDE World, 8 Siebel, 39 not assigned
 - In Process Opportunities by Region: 113 Americas, 19 APA, 14 EMEA C, 9 EMEA N
- Expected Sales Volume: € 7.7 million → € 15.4 million lost maintenance for Oracle
- Weighted Sales Volume: € 3.25 million → € 6.5 million lost maintenance for Oracle

Annual Loss for Oracle & TNow Revenue 2007

Cumulative Annual Loss for Oracle (in €M)

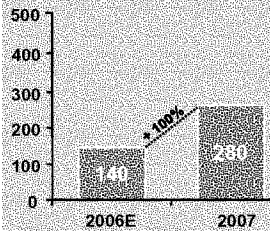


TNow Revenue (in €M)

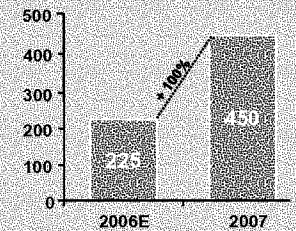


Number of New Customers & Client Contracts 2007

New Customers



Client Contracts



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THE KEY-BUSINESS FOR SAP



Financial Scorecard – TomorrowNow

When conducting a financial review for TomorrowNow the following two aspects have to be considered:

- TomorrowNow on a Stand-Alone basis, as well as
- Safe Passage implications which reflect a reduction of the expenses due to charge out to SAP entities

TomorrowNow (in € million)	Actual 2004	Actual 2005	Forecast 2006	Budget 2007*	Outlook 2008**	Outlook 2009*
Total Revenue	2,0	3,5	9,7	23,3	33,0	40,0
Total Operating Expenses	-1,9	-7,2	-20,2	-29,5	-29,7	-34,5
Income (Loss) from Operations	0,1	-3,7	-10,5	-6,2	3,3	5,5
Profitability	4%	-106%	-108%	-27%	10%	14%
Headcount (in FTE)	35	95	160	209	260	300

* Internal Plan excluding Baan and Oracle



Safe Passage/TomorrowNow – Cross Sell Opportunities

18 Joint Customers

204 Safe Passage Customers

Characteristics:

- Larger customers
- Upgrades planned
- SAP experience (already SAP customer, Joint customers)
- "No-Grade" strategy
- Short project cycles
- High support risk aversion



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THE BEST-RUN BUSINESSES RUN SAP



Appendix

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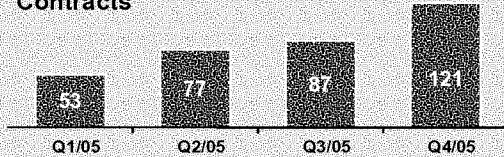


TomorrowNow – Key Achievements 2005

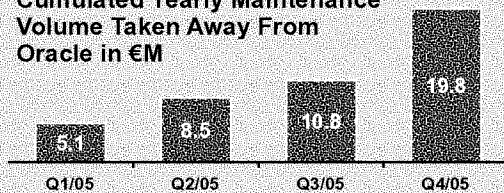
SALES & MARKETING ACHIEVEMENTS

- More than doubled number of customer deals (121 in total)
 - 75 new customers (67 AM, 7 EMEA, 1 APA)
 - 46 renewals
 - 9 "Pure Safe Passage" deals (5 AM, 4 EMEA), 22 Leads from SAP
- € 19.8M reduction of Oracle's maintenance revenue
- € 33.3M of Unfactored Pipeline

Cumulative Number of Customer Contracts



Cumulated Yearly Maintenance Volume Taken Away From Oracle in €M



REFERENCE CUSTOMERS



OPERATIONS & SERVICES ACHIEVEMENTS

Extended Business Operations

- 4 new offices in Denver (CO), Maidenhead (UK), Amsterdam (NL), and Singapore
- Expanded San Francisco, Atlanta, and Texas HQ offices
- Tripled number of employees up to nearly 100

Extended Business Operations

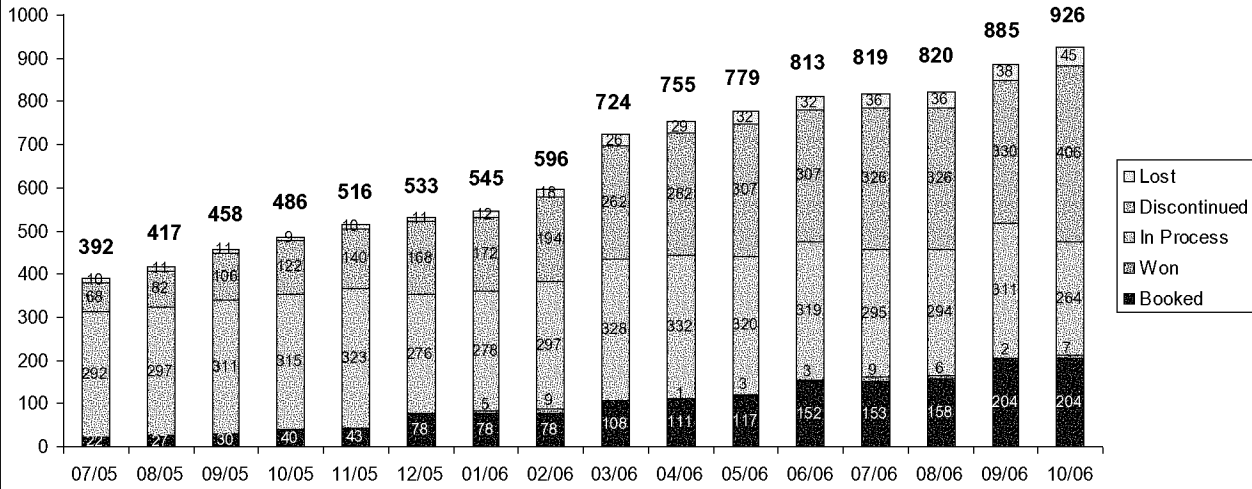
- 4 new offices in Denver (CO), Maidenhead (UK), Amsterdam (NL), and Singapore
- Expanded San Francisco, Atlanta, and Texas HQ offices
- Tripled number of employees up to nearly 100



Safe Passage – Cumulated Pipeline View by October 31, 2006

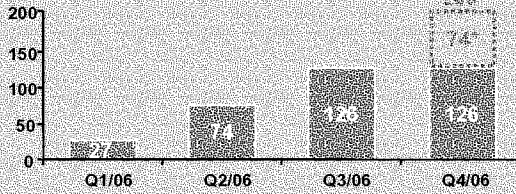
Key Messages:

- Safe Passage pipeline steadily increasing
- 78 booked deals with net software value of € 81.1M in 2005
- 126 booked deals in the first 10 months of 2006 with net software value of € 177.3M (50 Americas, 23 EMEA C, 29 EMEA N, 24 APA)



Safe Passage – Key Achievements by October 31, 2006

Safe Passage – 2006 Customers
Cumulative Number of Deals

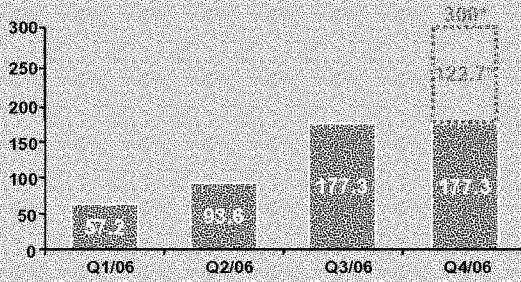


* 126 Safe Passage deals signed in 2006
(50 Americas, 23 EMEA C, 29 EMEA N, 24 APA)

Repl.mts.	Q1/06	Q2/06	Q3/06	Q4/06
Sum	52	142	255	255

* Forecast

Safe Passage – 2006 License Revenue
Cumulated Yearly Net Software Value (in €M)



* € 177.3M license volume lost for Oracle in 2006

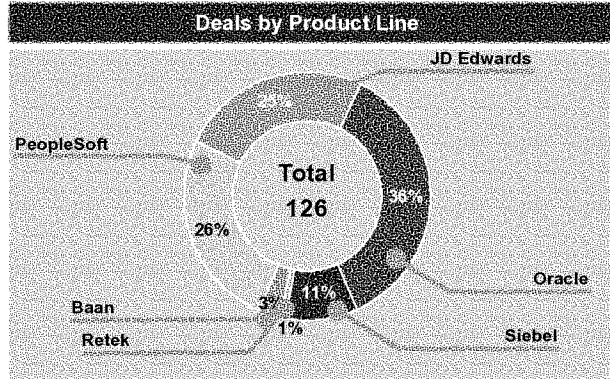
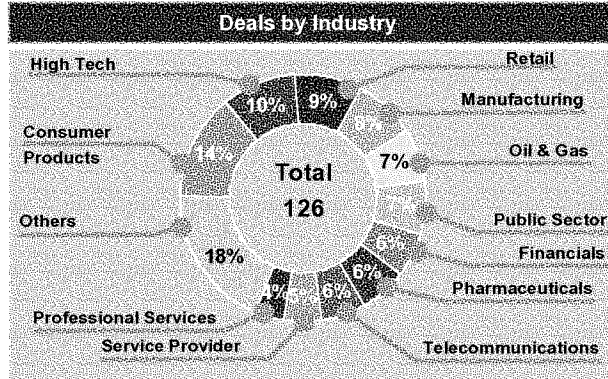
* Forecast

Selected Q3/2006 Customers

Customer Name	Country	Volume	Segment
Fujitsu Siemens Computers	Germany	€ 3.8M	SEBL
OCE	Netherlands	€ 2.1M	ORCL
ASML Netherlands	Netherlands	€ 3.0M	SEBL
China National Offshore Oil	China	€ 9.0M	ORCL
CSK Holdings Corp.	Japan	€ 3.5M	ORCL
Vodafone Group	UK	€ 4.0M	ORCL
Banco de Portugal	Portugal	€ 1.6M	ORCL
Wyeth Pharmaceuticals	USA	€ 15.0M	JDE
Commercial Metals Company	USA	€ 8.1M	ORCL
Albany International Corp.	USA	€ 4.4M	PSFT
PETSMART Inc.	USA	€ 5.0M	PSFT
Sara Lee	USA	€ 5.8M	SEBL
BanESCO	Venezuela	€ 1.0M	PSFT



Safe Passage - Customer Analysis by October 31, 2006



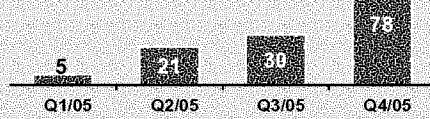
Safe Passage – Key Achievements 2005

SAFE PASSAGE – KEY ACHIEVEMENTS

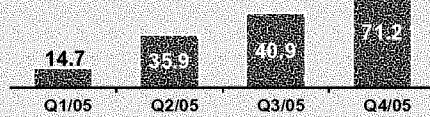
- 78 contracts covering J.D. Edwards, PeopleSoft, Retek, and Siebel customers (29 in NA)

- Strong pipeline growth in all regions (> 300 opportunities)

Cumulative Number of Customer Contracts



Cumulative Revenue (net software value in €M)

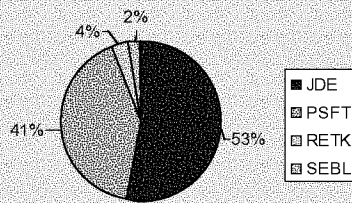


NOTABLE CUSTOMERS

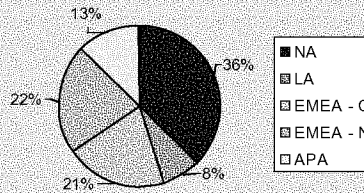


SAFE PASSAGE – 78 DEALS IN 2005

Safe Passage Deals by Segment



Safe Passage Deals by Region



Safe Passage Deals by Contract Size

