From: Rick Cummins [rick.cummins@oracle.com]

Sent: Tuesday, March 28, 2006 5:33 PM

To: james.mcleod@oracle.com

Subject: RE: List of Q4 Accounts > $250K at Risk of Cancellation

James,

Thanks for all of these. We need to quickly develop a strategy for the Detroit Public Schools situation. Chris will be asking why he was not aware of that AT Risk account. Please think through this right away and let's discuss later this afternoon. We need to have a plan in place - probably involving Chris.

Thanks,
Rick

-----Original Message-----
From: James Mcleod [mailto:james.mcleod@oracle.com]
Sent: Tuesday, March 28, 2006 8:50 AM
To: rick.cummins@oracle.com
Subject: List of Q4 Accounts > $250K at Risk of Cancellation

Rick, following are the current for my team. Let me know if anything else is needed. Thanks.James

Acushnet $265,200 May 25th
Customer believes they are unable to upgrade from 8.4 to 8.9 due to functionality that was removed when production planning was re-written into PeopleTools. Customer also has grave concerns over Fusion, believing it will be Oracle database only, and some concerns over support cases. We have worked with Development to identify a viable upgrade strategy, resolved some of the Support concerns, and have spoken to the fact that the platform issue is still open. The field have offered to go in to demo the Upgrade strategy, which involves implementing a new, $0 license product, and to show Fusion. Waiting on customer for a date on this - also have 5% and 4% caps approved - customer currently has a 10% increase as falling off CAPs.

Vanderbilt University $372,422 May 20th
Enterprise customer having discussions with TN. Oracle sales is currently positioning new software sale and reinstatement of mods previously dropped. We have recently completed a partial renewal that changes the anniversary date from Frb to May to allow time for full evaluation. Client informed us as of 3/27 that they want to renew and have offered to pay flat fee for 2years if we allow them to pay quarterly in advace. ES will be routed for approvals

Honeywell Int'l $937,000 March 30th
SAP shop as of March 2005. Has ORCL ERP for half the company but has already made the decision to standardize on SAP. Client has given drop notification. We have had numerous conversations involving management team and product marketing. Client has stated that they want us to come back in with the team to present roadmap and technology update. We are awaiting dates from client to schedule.

Detroit Public Schools (Aggregate is $1,322,540.10 -4 renewals, with start dates of June 5, June 28, and June 30)
Currently at risk because C-level executives were brought in last year, all of whom came from SAP. Executives don't like the PeopleSoft apps and there's already an SAP footprint in the account. They are looking to go with TomorrowNow so they can save approximately 50% on the support bill and enter their safe passage program and switch entirely to SAP. Quotes have been provided for this years support and we are awaiting feedback to determine next steps.

Confidential Information   ORCL00185753

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