## EXHIBIT 36

Doc. 657 Att. 35

Page 1

UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA SAN FRANCISCO DIVISION

ORACLE CORPORATION,
A DELAWARE CORPORATION,
ORACLE USA, INC., A COLORADO
CORPORATION, AND ORACLE
INTERNATIONAL CORPORATION,
Plaintiffs,

VS.

CASE NO. 07-CV-01658 (MJJ)
SAP AG, A GERMAN CORPORATION,
SAP AMERICA, INC., A DELAWARE
CORPORATION, TOMORROWNOW,
INC., A TEXAS CORPORATION, AND)

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ORAL VIDEOTAPED DEPOSITION OF THOMAS ZIEMEN, produced as a witness at the instance of the Plaintiffs and duly sworn, was taken in the above-styled and numbered cause on Tuesday, September 30, 2008 - Volume 1, from 8:45 a.m. to 6:24 p.m., before JAMES M. PLAIR, Certified Shorthand Reporter in and for the State of Texas, reported by computerized stenotype machine at the offices of JONES DAY, 717 Texas, Suite 3300, Houston, Texas 77002-2712, pursuant to the Federal Rules of Civil Procedure and the

provisions stated on the record or attached hereto.

Job No. 1603-88906

DOES 1-50, INCLUSIVE,

Defendants.

Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page3 of 53
THOMAS ZIEMEN September 30, 2008
HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

		Page 9	3
11:06	1		
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11:07	12		
11:08	13	Q. (MS. HOUSE) Okay. So we've now segregated out	
11:08	14	this and we now have Exhibit 452, which starts at	
11:08	15	SAP-OR0002893[sic] through 2897, and this is an e-mail	
11:08	16	that is from your e-mail box. Correct?	
11:08	17	A. Correct.	
11:08	18	Q. And it's dated December 22nd, 2004, and it was	
11:08	19	from Mr. Oswald to you and to Mr. Welz. Is that correct?	
11:08	20	A. Correct.	
11:08	21	Q. And this was sent to you the day before you	
11:08	22	presented the PeopleSoft attack plan, Exhibit 447.	
11:08	23	Correct?	
11:08	24	A. Before I sent it as an e-mail, right.	
11:08	25	Q. And it's titled PeopleSoft 1-2-3?	
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Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page4 of 53
THOMAS ZIEMEN September 30, 2008
HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

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11:09	1	Α.	That is correct.		
11:09	2	Q.	And did you read this e-mail?		
11:09	3	Α.	I assume, yes.		
11:09	4	Q.	Did you do the highlighting on the document?		
11:09	5	Α.	I think so.		
11:09	6	Q.	And did you make the margin notes on the		
11:09	7	document?			
11:09	8	Α.	At least the one on the first page.		
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### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page5 of 53 THOMAS ZIEMEN September 30, 2008

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11:11	7		
11:11	8		
11:11	9		
11:11	10	Q. Do you remember using a highlighter on this	
11:11	11	document?	
11:11	12	A. I don't recall, but I assume, yes.	
11:11	13	Q. And when you highlight, do you tend to highlight	
11:11	14	things that are of interest to you?	
11:11	15	A. Yes.	
11:11	16	Q. And when you underline, you underline things	
11:1:1	17	that are of interest to you?	
11:11	18	A. Yes.	
11:11	19		
11:11	20		
11:12	21		
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11:12			
11:12			
11:12	25		

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-			Page 96
	11:12	1	
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	11:12	3	
	11:12	4	Q. And this is an e-mail that Mr. Oswald forwarded
	11:12	5	to you and it had been sent to him by Mr. Agassi. Do you
	11:13	6	see that?
	11:13	7	A. Yes.
	11:13	8	Q. And Mr. Agassi had indicated: "Please read the
	11:13	9	following e-mail trail," and did you do that?
	11:13	10	A. Yes, I did.
	11:13	11	Q. And at the bottom of Mr. Zepecki's e-mail trail,
	11:13	12	the first one, the one that's dated Tuesday, December 21st
	11:13	13	which is on 2893, he indicates, and this is a highlighted
	11:13	14	portion of this: "I am not sure how TN how TomorrowNow
	11:13	15	gets access to PeopleSoft software, but it's very likely
	11:13	16	that TomorrowNow is using the software outside the
	11:13	17	contractual use rights guaranteed to them and these use
	11:13	18	rights could be terminated by Oracle." Do you see that?
	11:13	19	MR. COWAN: Objection to form.
	11:13	20	A. Where is that? Can you show me?
	11:14	21	Q. (MS. HOUSE) The last line.
	11:14	22	A. Okay.
	11:14	23	Q. Do you see that?
	11:14	24	A. Yes.
	11:14	25	Q. Why did you highlight that portion?
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### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page7 of 53 THOMAS ZIEMEN September 30, 2008

THOMAS ZIEMEN HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

						Page	97
11:14	1	A. It	t seemed	to be	important.		
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11:14	5						der de constante de la constan
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Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page8 of 53

THOMAS ZIEMEN September 30, 2008

HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

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11:46	16			·
11:46	17			
11:47	18			
11:47	19			
11:47	20			
11:47	21			
11:47	22	After SAP acquired TomorrowNow in 20	05, di	d
11:47	23	you have any particular titles in connection with you	our	
11:47	24	TomorrowNow responsibilities?		
11:47	25	A. No particular title.		

Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page9 of 53

THOMAS ZIEMEN September 30, 2008

HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

		Page 117
11:47	1	Q. Did you ever hear yourself referred to as the
11:47	2	SAP TomorrowNow Global Business Owner?
11:47	3	A. That's one of the terms that our corporate
11:47	4	controlling uses.
11:47	5	Q. So the corporate controller portion of the
11:47	6	SAP AG company referred to you as the SAP TomorrowNow
11:48	7	Global Business Owner?
11:48	8	A. That is correct.
11:48	9	Q. Did you have can you are you aware of any
11:48	10	other titles that were associated with your particular
11:48	11	role as to TomorrowNow?
11:48	12	A. As I said, I was the Vice President of the
11:48	13	Business Service Business Development unit. That was
11:48	14	my title.
11:48	15	(Exhibit 450 marked)
11:48	16	Q. (MS. HOUSE) Okay. Could you look at
11:48	17	Exhibit 450, and Exhibit 450 is a document with Bates
11:49	18	numbers SAP-OR00001541 through 1548. It's titled
11:49	19	TomorrowNow Acquisition Monitoring, Status Update,
11:49	-20	December 1st, 2006, Thomas Ziemen, SAP AG, Andrew Nelson,
11:49	21	TomorrowNow. Is this your document?
11:49	22	A. I put that together.
11:49	23	Q. And those are your handwriting and scribbles on
11:49	24	it. Correct?
11:49	25	A. That is correct.

## Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page10 of 53 THOMAS ZIEMEN September 30, 2008

THOMAS ZIEMEN HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

·			Page 118
11:49	1	Q.	And is this the kind of monthly report that you
11:49	2	discussed	that you will provide to the SAP or to
11:49	3	Mr. Oswalo	d or is this a different type of report?
11:49	4	Α.	It's a different type.
11:49	5.	Q.	And what what was this report for?
11:50	6	Α.	For an acquisition monitoring update meeting.
11:50	7	Q.	How often were those meetings?
11:50	8	Α.	I don't know.
11:50	9	Q.	More than once a year?
11:50	10	Α.	I don't know.
11:50	11	, Q.	So that was a specific meeting that was called
11:50	12	to monito	r the TomorrowNow acquisition or all
11:50	13	acquisiti	ons?
11:50	14	Α.	That was requested by corporate controlling for
11:50	15	all acqui	sitions.
11:50	16	Q.	And this was the contribution that was being
11:50	17	done conc	erning the TomorrowNow acquisition. Correct?
11:50	18	Α.	That is correct.
11:50	19	Q.	Could you turn to page what page is it
11:51	20	1543?	
11:51	21	Α.	(Witness complies).
11:51	22	Q.	And this is titled Global Organization and
11:51	23		e Model and it has four boxes at the top and the
11:51	24		says TomorrowNow Board of Directors, Andrew
11:51	25	Nelson/Gr	reg Tomb/Mark White, and it has SAP Board Area on

### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page11 of 53 THOMAS ZIEMEN September 30, 2008

	Page 119
11:51 1	the right GSS, which is Gerd Oswald/Bernd Welz, and then a
11:51 2	line down to you and the title is SAP TomorrowNow Global
11:51 3	Business Owner, Thomas Ziemen, and then there is a line on
11:51 4	the left TomorrowNow President and CEO, Andrew Nelson, and
11:51 5	he has a line to you and he has a line to TomorrowNow
11:52 6	board of directors.
11:52 7	Was that an accurate description of the
11:52 8	governance of TomorrowNow at that point in time?
11:52 9	A. The line between Andrew and me wasn't considered
11:52 10	as reporting line.
11:52 11	Q. What was it considered?
11:52 12	A. Just on the same level.
11:52 13	
11:52 14	
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### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page12 of 53 THOMAS ZIEMEN September 30, 2008

		Page 134
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12:15	11	Q. (MS. HOUSE) Let me show you what's been marked
12:15	12	Exhibit 451, and Exhibit 451 is an August 2nd, 2005,
12:15	13	e-mail from Florence Hanemann. Do you see that?
12:15	14	A. Yes.
12:15	15	
12:16	16	
12:16	17	
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Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page13 of 53

THOMAS ZIEMEN September 30, 2008

HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

		Page 136
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12:18	6	
12:18	7	
12:18	8	
12:18	9	Q. Underneath something called Office
12:19	10	Equipment/Purchase it indicates that Andrew Nelson has the
12:19	11	authorization to decide what equipment would need to be
12:19	12	bought by the subsidiaries, whether it be server or
12:19	13	BlackBerries, and Thomas Ziemen will approve. Did you
12:19	14	have to approve any office equipment or purchases by
12:19	15	TomorrowNow?
12:19	16	A. For the different subsidiaries.
12:19	17	Q. Yes?
12:19	18	A. Yes.
12:19	19	Q. Okay. And for the bottom line it says: "Thomas
12:19	20	Ziemen is responsible for any expenses incurred by for
12:19	21	all TomorrowNow subsidiaries. As such, he needs to
12:19	22	approve purchases accordingly."
12:19	23	A. Correct.
12:19	24	Q. What does that mean? Did you have to approve
12:19	25	any purchases made by TomorrowNow subsidiaries?

Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page14 of 53

THOMAS ZIEMEN September 30, 2008

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					Pa	ge 137
12:19		A. That	is correct.	•		,
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### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page15 of 53 THOMAS ZIEMEN September 30, 2008

	Page 264
05:01 1	
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05:01 4	Q. Let's look at Exhibit 149.
05:02 5	In Exhibit 149 is a document entitled
05:02 6	Business Case TomorrowNow with the name Gerd Oswald on the
05:02 7	front, February 18th, 2004, Board Presentation. It goes
05:02 8	from 217178 through 217193, and is this the business case
05:02 9	that you put together in connection with the headcount
05:02 10	issue for TomorrowNow?
05:02 11	A. That is correct.
05:02 12	Q. And the date on that should read 2005, not 2004.
05:02 13	Correct?
05:02 14	A. That is a mistake.
05:02 15	Q. And does it have Mr. Oswald's name on it because
05:02 16	that is the person to whom you presented it?
05:02 17	A. He was the board member being in charge of
05:03 18	presenting it within the board meeting.
05:03 19	Q. Okay. So he would take this information, then
05:03 20	be the person who would represent it to the larger board?
05:03 21	A. That is correct.
05:03 22	Q. And was this board this business case
05:03 23	something that Mr. Oswald presented to the entire SAP
05:03 24	board?
05:03 25	A. Yes.
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Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page16 of 53

THOMAS ZIEMEN September 30, 2008

HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

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	05:19	18		
	05:19	19		
	05:19	20		
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	05:31	22		
	05:31	23		
	05:31		Q. (MS. HOUSE) Okay. We were discussing	
	05:31	25	Exhibit 149 and we were into the back of what's been	
1	•			

Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page17 of 53

THOMAS ZIEMEN September 30, 2008

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Page 276
described in this exhibit as the backup materials, and I
guess my first question to you and the backup materials
appear to start on 217182.
Did you did you prepare the backup
materials or did you help to prepare the backup materials?
A. I helped to prepare to prepare the materials.

### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page18 of 53 THOMAS ZIEMEN September 30, 2008

	- ·		Page 282
05:40	1		-  -  -
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05:41	13		
05:41	14		
05:41	15		
05:41	16		
05:41	17	Q. Okay. What the next page is 17186. It	t's
05:41	18	titled TomorrowNow, Top KPIs. Is that what you're	talking
05:41	19	about?	
05:41	20	A. Yes.	
05:41	21	Q. Okay. And did you help in the creation of	f this
05:41	22	page?	
05:41	23	A. I delivered the input. The service and s	upport
05:42	24	operations team prepared the slide.	
05:42	25	Q. And what does KPI stand for?	

### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page19 of 53 THOMAS ZIEMEN September 30, 2008

		Page 283
05:42	1	A. Key performance indicator.
05:42	2	Q. And on the left of the I guess the first
05:42	3	topic is called Business and the first chart is Number of
05:42	4.	Customers.
05:42	5	A. Exactly.
05:42	6	Q. And there is a dark line that says Original Plan
05:42	7	by TomorrowNow and a lighter line that says SAP Plan based
05:42	8	on Safe Passage. Do you see that?
05:42	9	A. That is correct.
05:42	10	Q. And the SAP Plan based on Safe Passage is the
05:42	11	line that is above the dark line. Correct?
05:42	12	A. That's correct.
05:42	13	Q. And that is a line that's graphing the number of
05:42	14	forecasted customers on a year-by-year basis associated
05:42	15	with the acquisition of TomorrowNow. Is that correct?
05:42	16	A. Correct.
05:42	17	Q. And so starting in as we've talked about, the
05:42	18	existence when the acquisition took place was 54
05:43	19	customers. Right?
05:43	20	A. That was the number we started off.
05:43	21	Q. And then projecting out for 2005 the projection
05:43	22	was 500 customers in 2005 and a thousand customers in
05:43	23	2006. Is that correct?
05:43	24	A. Correct.
05:43	25 .	Q. And those were calculations that you had

Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page20 of 53

THOMAS ZIEMEN September 30, 2008

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		Page 284
05:43	1	provided to Mr. Bamberger?
05:43	2 .	A. Mr. Bamberger and based on the workshop we had
05:43	3	in Bryan.
05:43	4	Q. Okay. And then the Maintenance Revenue is the
05:43	5	next one over. That's translating those customers into
05:43	6	dollars or actually into euros. Correct?
05:43	. 7	A. That is correct.
05:43	8	Q. And so the again, the lighter line on the top
05:43	9	is the projection that you made in connection with the SAP
05:43	10	Plan based on Safe Passage, correct, the lighter line on
05:44	11	the top of the graph?
05:44	12	A Correct.
05:44	13	Q. And the darker line was the Original Plan by
05:44	14	TomorrowNow as a stand-alone entity. Correct?
05:44	15	A. Correct.
05:44	16	Q. And so you were projecting 36
05:44	17	A. Million.
05:44	18	Q 650,000 euros in revenue from TomorrowNow for
05:44	19	2006. Is that correct?
05:44	20	A. It's a cumulated number.
05:44	21	Q. So not just for that one year?
05:44	22	A. Correct.
05:44	23	Q. And the key assumptions on the right, are those
05:44	24	your key assumptions?
05:44	25	A. Those are key assumptions, right.

### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page21 of 53 THOMAS ZIEMEN September 30, 2008

THOMAS ZIEMEN September 30, 2008 HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

			Page 285
05:44	1	Q.	Those are your you provided those key
05:44	2	assumptio	ns?
05:44	3	Α.	We we discussed that with Andrew.
05:44	4	Q.	Okay. And then you provided them to Mr. Oswald.
05:44	5	Correct?	
05:44	6	Α.	Correct.
05:44	7	Q.	And so there's a breakdown of which customers
05:45	8	are going	to have a 10 percent of license service fee, and
05:45	9	those wou	ld be the TomorrowNow customers. Correct?
05:45	10	Α.	Correct.
05:45	11	Q.	And then there would be certain customers that
05:45	12	would pay	SAP's standard 17 percent fee. Correct?
05:45	1.3	Α.	Correct.
05:45	14	Q.	And those were the assumptions going in at this
05:45	15	point in	time?
05:45	16	Α.	Right.
05:45	17	Q.	And you also created assumptions on average deal
05:45	18	size per	customer in 2005. Do you see that?
05:45	19	Α.	Right.
05:45	20	Q.	And that where did you get the information
05:45	21	for that	average deal size?
05:45	22	Α.	From Andrew Nelson.
05:45	23	Q.	That wasn't an average deal size related to
05:45	24	_	that was in SAP's so that that average deal
05:45	25	size, is	that for a stand-alone TomorrowNow revenue-only

#### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page22 of 53 THOMAS ZIEMEN September 30, 2008

THOMAS ZIEMEN September 30, 2008
HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

```
Page 286
05:45
       1
           customer?
                     That was the estimate that Andrew Nelson handed
                Α.
05:45
        2
05:45
       3
          over to me.
05:45
        4
05:46
        5
05:46
        6
05:46
       7
05:46
        8
05:46
        9
05:46 10
05:46 11
05:46 12
05:46 13
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05:46 15
05:46 16
05:46 17
05:46 18
05:46 19
05:46 20
                      And then there is a chart titled Headcount
                 Q.
05:46 21
            Release Plan & Budget 2005, and you said that I would
05:46 22
            understand the business case about the larger number of
05:46 23
            full-time equivalents if I looked at that. Is that what
05:46 24
            was the original proposal to the board?
05:47 25
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### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page23 of 53 THOMAS ZIEMEN September 30, 2008

		Page 287
	05:47	A. Yes. We asked for 113 headcounts for 2005.
	05:47	Q. And did the board approve that?
	05:47	A. He approved the first 26. It was the first two
	05:47	quarters.
	05:47	Q. And did the larger board approve the 26 or was
	05:47	that just Mr. Brandt?
	05:47	A. The larger board.
	05:47	Q. Did the larger board ever approve hiring the
	05:47	additional delta between the 113 and the 26 for 2005?
	05:47 1	A. Later on they approved that.
	05:47 1	Q. So at some point you did receive approval for
	05:47 1	
	05:47 1	A. We we submitted it to the board and get the
	05:47 1	approval then.
	05:48 1	
	05:48 1	6
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#### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page24 of 53 THOMAS ZIEMEN September 30, 2008

		Page 2
05:55	1	
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05:56	10	
05:56	11	
05:56	12	Q. (MS. HOUSE) Do you recall that there were many
05:56	13	presentations internally at SAP that talked about the
05:56	14	value of TomorrowNow associated with the revenue that it
05:56	15	would take away from Oracle?
05:56	16	A. I recall that.
05:56	17	
05:56	18	
05:56	19	
05:56	20	
05:57	21	
	22	
05:57		
05:57 05:57	23	

·	Page 298
06:04 1	
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06:05 9	
06:05 10	Q. Okay. Let's look back at Exhibit 450. It was
06:05 11	one of the first things I showed you. It's a
06:05 12	December 1st, 2006, PowerPoint entitled TomorrowNow
06:05 13	Acquisition Monitoring. It should be in
06:06 14	MR. COWAN: He has it.
06:06 15	MS. HOUSE: It looks like this. It's got
06:06 16	his scribbles on the front.
06:06 17	Q. (MS. HOUSE) And I know we've gone over this
06:06 18	briefly before. This was your report to the SAP board in
06:06 19	connection with monitoring the TomorrowNow acquisition.
06:06 20	Correct?
06:06 21	A. Acquisition monitor and report, yes.
06:06 22	Q. And you, again, attempted to be accurate when
06:06 23	you created this. Yes?
06:06 24	A. Yes.
06:06 25	Q. On the first page under the Value Proposition
	l l

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Page 299
            section -- and that is on Page 1542 under Management
06:06
        1
            Summary TomorrowNow -- there is a section titled Value
        2
06:06
            Proposition and that is attempting to capture the value of
06:06
        3
            the TomorrowNow acquisition to TomorrowNow -- I mean, to
06:06
            SAP. Correct?
        5
06:07
                      Can you read it again?
                 Α.
06:07
                      The phrase Value Proposition --
                 Q.
06:07
                      Yeah.
06:07
                      -- is that meaning to convey the value that the
                 0.
06:07
        9
            TomorrowNow acquisition was providing --
06:07
       10
                      That's correct.
                 Α.
06:07
       11
                      -- to SAP? Yes?
                 Q.
06:07 12
                      And to customers.
                 Α.
06:07 13
                      And to customers. Okay. The second part of the
                 Ο.
06:07 14
            section is the part that talks about the value to SAP.
06:07 15
            Correct? The first bullet is about -- or the first box is
06:07
      16
            the value to the customer and the second box is the value
06:07 17
                    Is that right?
             to SAP.
06:07 18
                       That is correct.
                  Α.
06:07 19
                      And you wrote under the first bullet of that
06:07 20
             second box: "Serves as bridge for future SAP license
06:07 21
             business for (smaller, not SAP-minded customers)." Do you
06:07 22
             see that?
06:07 23
                       That is correct.
                  Α.
06:07 24
                       And that was one of the values that, as of
                  Ο.
06:07 25
```

### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page27 of 53 THOMAS ZIEMEN September 30, 2008

										-
									Page	300
06:08	1	December	2006,	was a	assessed	as	to	TomorrowNow.	Correct?	
06:08	2	А.	That'	s coi	crect.					
06:08	3									
06:08	4									
06:08	5									
06:08	6									
06:08	7									
06:08	8									
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# Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page28 of 53 THOMAS ZIEMEN September 30, 2008 HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

			Page 301
	06:09		
	06:09		
	06:09		
	06:09	4	Q. And now we're talking about the second bullet in
	06:09	5	the SAP View of the value.
	06:09	6	A. That is correct.
	06:09	7	Q. And you agree that the reference there to
	06:09	8	hurting Oracle by taking away maintenance revenue was one
	06:09	. 9	of the values of the TomorrowNow acquisition. Correct?
	06:09	10	A. The accumulated number of TomorrowNow contracts
	06:10	11	for maintenance dollars was of value for SAP.
	06:10	12	
	06:10	13	
	06:10	14	
	06:10	15	
	06:10	16	
	06:10	17	
	06:10	18	
	06:10	19	
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	06:10	24	
	06:10	25	
1			

		Page 302
06:10	1	
06:11	2	
06:11	3	
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06:11	6	
06:11	7	
06:11	8	
06:11	9	Q. (MS. HOUSE) You go on under the Business Case
06:11	10 Ana	alysis, which is the next box under this summary, to
06:11	11 wri	ite that TomorrowNow and this is a quote:
06:11	12 "To	omorrowNow established as cornerstone of the Safe
06:11	13 Pas	ssage program." Do you see that?
06:11	14	A. Yeah.
06:11	15	Q. And that was accurate?
06:11	16	A. It was one cornerstone of the Safe Passage
06:11	17 pro	ogram, right.
06:11	18	
06:11	19	
06:11	20	
06:11	21	
06:11	22	
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		Page 304
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06:14	10	
06:14	11	
06:14	12	Q. (MS. HOUSE) And your conclusion on this page to
06:14	13	the board in assessing TomorrowNow in this review as of
06:14	14	December 2006 is: "TomorrowNow is a strategic investment
06:14	15	and serves as strategic weapon against Oracle." Right?
06:14	16	A. Where is that?
06:14	17	Q. Under Conclusion on this page
06:14	18	A. It's hard
06:14	19	Q the first bullet.
06:14	20	A. Hard to read.
06:15	21	Q. That's what the language says. Correct?
06:15	22	A. Correct.
06:15	23	Q. And underneath that in the sub bullet you write:
06:15	24	"Take away maintenance revenue from Oracle." Right?
06:15	25	A. Right.

		Page 305
06:15	1	Q. And then you write: "Create pre-pipeline of
06:15	2	future SAP customers." Right?
06:15	3	A. Right.
06:15	4	Q. And that was the first conclusion that you drew
06:15	5	and presented in connection with this report. Correct?
06:15	6	A. This is a summary.
06:15	7	Q. And you reference in the next bullet point that
06:15	8	TomorrowNow was still operating at a loss in 2006. Right?
06:15	9	A. Correct.
06:15	10	Q. But even though it was operating at a loss, it
06:15	11	was review it was perceived by you in your conclusion
06:15	12	as a strategic investment that serves as a strategic
06:15	13	weapon against Oracle. Right?
06:16	14	A. That serves as a strategic investment for SAP.
06:16	15	Q. Right? And as a strategic weapon against
06:16	16	Oracle. Right? That's what your language says. Correct?
06:16	17	MR. COWAN: Objection. Form.
06:16	18	A. Correct.
06:16	19	Q. $_{\cdot}$ (MS. HOUSE) So the value of TomorrowNow was not
06:16	20	just associated with it making a profit. Correct?
06:16	21	MR. COWAN: Objection. Form.
06:16	22	A. Its value was not only related to the fact to
06:17	23	become a profitable revenue a revenue unit.
06:17	24	
06:17	25	

TATE OF TEXAS

I, JAMES M. PLAIR, a Certified Shorthand Reporter in for the State of Texas, do hereby certify that this sosition transcript is a true record of the testimony by the witness named herein, after said witness was by sworn by me. The witness was requested to review the sposition.

I further certify that I am neither attorney nor musel for, nor related to or employed by, any of the sties to the action in which this deposition is taken; d, further, that I am not a relative or employee of any must or counsel employed by the parties hereto or mancially interested in the action.

I further certify that the amount of time used by each counsel at the time of the deposition is as follows:

Ms. Holly House -(08:10:54)
Attorney for PLAINTIFFS
Mr. Scott W. Cowan -(00:00:00)
Attorney for DEFENDANTS

GIVEN UNDER MY HAND AND SEAL OF OFFICE on this the \_\_\_\_\_\_, A.D., 2008.

JAMES M. PLAIR, CSR, RPR

Texas CSR 4409

Expiration: 12/31/2009

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713.426.0600 Fax

210 Firm Registration Number

Page 315

#### UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA SAN FRANCISCO DIVISION

ORACLE CORPORATION,

A DELAWARE CORPORATION,

ORACLE USA, INC., A COLORADO

CORPORATION, AND ORACLE

INTERNATIONAL CORPORATION, A

CALIFORNIA CORPORATION,

Plaintiffs,

VS.

CASE NO. 07-CV-01658 (MJJ)

SAP AG, A GERMAN CORPORATION, )
SAP AMERICA, INC., A DELAWARE )
CORPORATION, TOMORROWNOW, )
INC., A TEXAS CORPORATION, AND)
DOES 1-50, INCLUSIVE, )
Defendants. )

ORAL VIDEOTAPED DEPOSITION OF THOMAS ZIEMEN, produced as a witness at the instance of the Plaintiffs and duly sworn, was taken in the above-styled and numbered cause on Wednesday, October 1, 2008 - Volume 2, from 8:26 a.m. to 4:36 p.m., before JAMES M. PLAIR, Certified Shorthand Reporter in and for the State of Texas, reported by computerized stenotype machine at the offices of JONES DAY, 717 Texas, Suite 3300, Houston, Texas 77002-2712, pursuant to recess heretofore taken.

Job No. 1603-88908

### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page34 of 53 THOMAS ZIEMEN October 1, 2008

		Page .	e 329
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08:35	9 13		
08:3	9 14		
08:3	9 15	Q. (MS. HOUSE) And the next slide in this	
08:3	9 16	presentation, Exhibit 436, is Financial Scorecard for	
08:3	9 17	TomorrowNow, and, again, this looks very similar to the	
08:3	9 18	Financial Scorecard that we saw in the Exhibit 450	
08:3	9 19	yesterday. Do you see that?	
08:3	9 20	A. That is correct.	
08:3	9 21		
708:3	9 22		
08:3	9 23		
08:3	9 24		
08:3	9 25		

		Page 330
08:39	1	
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08:40	6	Q. And the next slide in the presentation on
08:40	7	Page 141573 actually, I let's see. I'm sorry. I
08:40	8	have the wrong page. The two slides out is 141574 titled
08:40	9	KPI Framework, TomorrowNow, Status December 31st, 2006,
08:40	10	and you helped provide the information that's contained on
08:40	11	this page. Is that correct?
08:41	12	A. Yes.
08:41	13	Q. And one of the metrics that's being graphed is
08:41	14	in the box on the middle right and it's titled Cumulative
08:41	15	Maintenance Volume Taken Away From Oracle in 2006 in euro.
08:41	16	Thousand euros or is that million euros?
08:41	17	A. That is million euros.
08:41	18	
08:41	19	
08:41	20	
08:41	21	
08:41	22	
08:41	23	
08:41	24	
08:42	25	

		Page 367
09:44	1	
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09:45	9	
09:45	10	
09:45	11	So, for the record, what I have shown the
09:45	12	witness is Defendant TomorrowNow, Inc.'s responses to
09:45	13	Plaintiff Oracle Corporation's third set of
09:45	14	interrogatories and SAP America, Inc.'s and SAP AG's
09:45	15	responses to Plaintiff Oracle Corporation's second set of
09:45	16	interrogatories. A subset of those pages are being shown
09:45	17	to the witness which start with Interrogatory No. 4 which
09:45	18	reads: "Describe all efforts undertaken by the SAP AG
09:46	19	executive board of directors to ensure that SAP TN did not
09:46	20	violate any Oracle copyright (or other intellectual
09:46	21	property right) in the provision of its services, the time
09:46	22	frame for each described effort, and the Identity, roles,
09:46	23	and responsibilities of all involved individuals."
09:46	24	The response to Interrogatory No. 4 is what
09:46	25	I am showing to the witness. It starts on Page 14,

. <del></del>	Page 368
09:46 1	continues through Page 17 of the interrogatory responses.
09:46 2	Have you seen this document before?
09:46 3	A. No.
09:46 4	Q. Did you have any role in assisting in the
09:46 5	creation of the answer to the interrogatory?
09:47 6	A. No.
09:47 7	Q. I want you to turn to Page 15 of this
09:47 8	interrogatory response, and in Paragraph 2 it starts in
09:47 9	the answer from the defendants: "By March 2005, the
09:47 10	SAP AG executive board issued a directive to TN's
09:47 11	TomorrowNow's management to remove customer local
09:47 12	environments from TomorrowNow computers. On behalf of
09:47 13	SAP AG's executive board, Thomas Ziemen instructed
09:47 14	TomorrowNow's CEO Andrew Nelson to evaluate and implement
09:47 15	removal of customer Local Environments from TomorrowNow
09:48 16	computers. In response to this direction, TomorrowNow
09:48 17	initiated a project to investigate removal of customer
09:48 18	Local Environments from TomorrowNow computers. Some have
09:48 19	referred to this project as," quote, "Project Blue.
09:48 20	Periodically, Andrew Nelson would communicate the status
09:48 21	of the project to Thomas Ziemen. The following current
09:48 22	and former TomorrowNow employees were involved," and there
09:48 23	is a list of those.
09:48 24	You indicated yesterday is it first
09:48 25	of all, what I just read, is that an accurate answer? Is

				Page 369
	09:48	1	that what	happened?
	09:48	2	Α.	I can't recall being ever instructed by the
	09:48	3	Executive	Board to instruct TomorrowNow to evaluate and
	09:48	4	implement	removal of the environments.
	09:49	5	Q.	You have no memory of having been instructed, as
	09:49	6	this inter	rrogatory response says you were, by the
	09:49	7	Executive	Board?
	09:49	8	Α.	That is correct.
	09:49	9	Q.	And so are you saying that this answer is
	09:49	10	incorrect	?
	09:49	11	Α.	I'm saying that I've never been instructed to do
	09:49	12	SO.	
	09:49	13	Q.	Do you know if the do you know if the SAP
	09:49	1.4	Executive	Board charged anybody with this directive?
	09:49	15	Α.	I don't know.
	09:49	16	Q.	Do you know of anybody who was told by the SAP
	09:49	17		Board to remove to assist in TomorrowNow
	09:49	18	TomorrowN	ow's removal of customer local environments from
	09:49	19	the Tomor	rowNow computers?
	09:49	20	Α.	No, I don't know.
	09:49	21	·Q.	You don't know of anybody who was so instructed
	09:49	22	to do?	
	09:49	23	Α.	I don't know.
	09:50	24	Q.	And the reference to having talked to Andrew
	09:50	25	Nelson to	evaluate and implement removal of the customer
1				

# Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page39 of 53 THOMAS ZIEMEN October 1, 2008

THOMAS ZIEMEN October 1, 2008
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_			
			Page 370
	09:50	1	local environments, do you recall having those
	09:50	2	conversations with Mr. Nelson?
	09:50	3	A. I remember him raising that undertaking in a
	09:50	4	couple of calls we had with him I had with him.
	09:50	5	Q. Okay. What did he say?
	09:50	6	A. That there is an undertaking with TomorrowNow
	09:50	7	underway to remove that and he will update me on the
	09:50	8	progress.
	09:50	9	Q. And did he indicate who was who had directed
	09:50	10	him from SAP to undertake that?
	09:50	11	A. He didn't refer to a single person.
	09:51	12	Q. And what was your response? Did you say, "What
	09:51	13	are you talking about"?
	09:51	14	A. I just advised him that he should stick to what
	09:51	15	he has been instructed.
	09:51	16	Q. By whom?
	09:51	17	A. I don't know.
	09:51	18	Q. So you told him to stick to what he was
	09:51	19	instructed, but you don't know who instructed him or what
	09:51	20	the instructions were. Is that your testimony?
	09:51	21	A. That is my testimony.
	09:51	22	Q. And did you then at that point try to understand
	09:51	23	what the issue was about why there should be a need for
	09:51	24	removal of local environments from the TomorrowNow
	0.9:51	25	computers?
1			

# Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page40 of 53 THOMAS ZIEMEN October 1, 2008 HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

	Page 371
09:51 1	A. No, I did not.
09:51 2	Q. Why not?
09:51 3	A. That was not part of my responsibility.
09:51 4	Q. So you're talking to Mr. Nelson about a project
09:51 5	to remove customer local environments from TomorrowNow,
09:51 6	but you don't understand why that project was needed and
09:52 7	you don't understand who directed him to do it. Is that
09:52 8	your testimony?
09:52 9	A. I haven't said that it was a project. He just
09:52 10	referred to the to the activities, to the undertaking,
09:52 11	to do that.
09:52 12	Q. Did he are you aware of any writing? When it
09:52 13	says a directive, do you have an understanding if there
09:52 14	was a written directive to Mr. Nelson or yourself?
09:52 15	A. I'm not aware of any written directive.
09:52 16	Q. Do you remember discussing such a directive at
09:52 17	any point with the SAP any member of the SAP Executive
09:52 18	Board?
09:52 19	A. No.
09:53 20	Q. And when Mr. Nelson communicated the status of
09:53 21	the project to you, what did he say the status was?
09:53 22	Because the project the word "project" actually comes
09:53 23	from the interrogatory response that was provided by
09:53 24	defendants. Do you see that?
09:53 25	A. I can't recall the date when he mentioned that.
1	

		$\cdot$
		Page 372
09:53	1	I would have to check all the minutes or the agendas.
09:53	2	Q. So that would have been something that would
09:53	3	have been covered in your monthly calls with him?
09:53	4	A. From time to time, he added that he added
09:53	5	this to the agenda.
09:53	6	Q. And from time to time, is that over the 2005
09:53	7	period?
09:53	8	A. That was over the period until 2007.
09:53	9	Q. So throughout the period that you were involved
09:53	10	with TomorrowNow you would get periodic updates on this
09:53	11	removal of customer local environments from Mr. Nelson.
09:54	12	Is that correct?
09:54	13	A. I haven't said periodic updates, but from time
09:54	14	to time he added that to the agenda.
09:54	15	Q. And when he amended that to the agenda, would
09:54	16	you discuss it with him?
09:54	17	A. He then told me briefly what his his take on
09:54	18	that undertaking is.
09:54	19	Q. And what did he say?
09:54	20	A. That they are still in discussions with SAP
09:54	21	Americas.
09:54	22	Q. And who at SAP Americas?
09:54	23	A. I can't recall a single name.
09:54	24	Q. So he said that his discussions were with
09:54	25	somebody from SAP Americas. Is that your testimony?

### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page42 of 53 THOMAS ZIEMEN October 1, 2008

			Page	37
09:54	1	Α.	That is correct.	
09:54	. 2	Q.	And did he ever indicate at any point in your	
09:54	3	discussio	ons with him about this that the any of the	
09:54	4	local env	vironments had actually been removed?	
09:55	5	А.	No, we did not did not discuss it on that	
09:55	6	detail le	evel.	
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# Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page43 of 53 THOMAS ZIEMEN October 1, 2008

	Page 377
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10:01 9	Q. Do you have any understanding from your
10:01 10	conversations with Mr. Nelson about any timeline for the
10:01 11	achievement of this directive?
10:01 12	A. He just told me that this was an ongoing
10:01 13	
10:01 14	Q. To your understanding, was there ever any
10:01 15	timeline for achievement of this project?
10:01 16	
10:01 17	
10:01 18	
10:01 19	employees to have them achieve this project's goals?
10:02 20	A. No, I'm not aware of that.
10:02 21	
10:02 22	
10:02 23	
10:02 24	
10:02 25	

## Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page44 of 53 THOMAS ZIEMEN October 1, 2008

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10:14	11		
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10:26	16		1 1
10:26	17	Q. (MS. HOUSE) Okay. Before the break I had ha	
10:26	18	you a document that's been marked Exhibit 462. I have	
10:26	19	already read in the Bates numbers to the record and it	.'s
10:26	20	about a update call with you and members of the	
10:26	21	TomorrowNow management team, and it the call is sla	ited
10:26	22	for March 20th, 2007. These notes have a variety of	
10:27	23	action items and there are references to AJN and TZ, a	
10:27	24	is AJN Andrew Nelson, to your knowledge? If you look	•
10:27	25	in if you look underneath, do you see how there's	

		Page 384
10:27	1	various items, like 1, 2, 3, 4?
10:27	2	A. Yeah, but you explained just that this relates
10:27	3	to a call with Andrew and me and the management team.
10:27	4	That is not correct.
10:27	5	Q. Okay. Was it not the management team?
10:27	6	A. It was just Andrew and me.
10:27	7	Q. Okay. And the call took place. Correct?
10:27	8	A. I assume so.
10:27	9	Q. And did you have an understanding that your
10:27	10	call was this one of your regular calls with Mr. Nelson
10:27	11	for update status and what was happening with TomorrowNow?
10:27	12	A. That was a regular call.
10:28	13	Q. And did you have these calls scheduled at a
10:28	14	particular time, you know, like monthly or the first week
10:28	15	of the month or
10:28	16	A. Sometimes monthly, sometimes biweekly. That was
10:28	17	varying a little bit.
10:28	18	Q. Okay. And that was over the course of your
10:28	19	involvement with TomorrowNow from 2005 until when you left
10:28	20	the position in 2007. Is that correct?
10:28	21	A. June-August 2007, right.
10:28	22	Q. And since you were continuing to do the reports
10:28	23	to the board to assist Mr. Bruner[sic] in the latter half
10:28	24	of 2007, did you also have calls with TomorrowNow in the
10:28	25	latter half of 2007?

·		Page 385
10:28	1	A. I recall my latest call with Andrew in
10:28	2	July 2007.
10:28	3	Q. And this call that's referenced here, did you
10:28	4	get the write-ups after the calls of the sort of minutes
10:28	5	of what was said by you and Mr. Nelson?
10:29	6	A. No, I did not.
10:29	7	Q. Okay. If you turn to the last page of this
10:29	8	document there's a reference under No. 18 and it says 18
10:29	9	and this is a quote: "Project Blue," dash, "taking much
10:29	10	longer than expected. Don't feel we can get payroll
10:29	11	development in external environments. Focus on new,
10:29	12	non-payroll environments. Will provide formal proposal to
10:29	13	you to present to board for review." Do you see that
10:29	14	quote?
10:29	15	A. I see that.
10:29	16	Q. Do you remember talking about that in this call?
10:29	17	A. He mentioned that at the very end of the
10:29	18	meeting.
10:29	19	Q. And was this news to you, that it was taking
10:29	20	longer than expected?
10:30	21	A. As I already stated, he mentioned that from time
10:30	22	to time in our calls and I can't recall what we discussed
10:30	23	in the earlier ones.
10:30	24	Q. He indicates he'll provide formal proposal to
10:30	25	you to present to board for review. Did he present that

# Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page47 of 53 THOMAS ZIEMEN October 1, 2008

		Page 386
10:30	1 formal pr	coposal to you?
10:30	2 A.	Not to my knowledge.
10:30	3 Q.	And did you do a presentation to the board for
10:30	4 review in	n connection with Project Blue?
10:30	5 A.	No, I did not.
10:30	6 Q.	Did you do anything to follow up on this item on
10:30	7 the agend	da? Did you do anything to follow up on this?
10:30	8 A.	No, there was no follow-up from my side.
10:31	9 Q.	Other than Project Blue, can you think of any
10:31	10 proposed	steps that were can you think of any steps
10:31	11 proposed	by SAP to address the TomorrowNow business model
10:31	12 of servi	ce delivery?
10:31	13 A.	I have no knowledge on that.
10:31	14 Q.	You're not aware of anything else?
10:31	15 A.	Not aware.
10:31	16	
10:31	17	
10:31	18.	
10:31	19	
10:31	20	
10:31	21	
10:32	22	
10:32	23	
10:32	24	
10:32	25	

#### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page48 of 53

#### THOMAS ZIEMEN

#### October 1, 2008

1	STATE OF TEXAS
2	COUNTY OF HARRIS
3	I, JAMES M. PLAIR, a Certified Shorthand Reporter in
1	and for the State of Texas, do hereby certify that this
4	deposition transcript is a true record of the testimony
_	given by the witness named herein, after said witness was
5	duly sworn by me. The witness was requested to review the
6	deposition.
	I further cortifue that I am a dill
7	I further certify that I am neither attorney nor
	counsel for, nor related to or employed by, any of the parties to the action in which this deposition is taken;
8	and, further, that I am not a relative or employee of any
	attorney or counsel employed by the parties hereto or
9	financially interested in the action.
10	I further certify that the amount of time used by
	each counsel at the time of the deposition is as follows:
11	
	Ms. Holly House -(06:34:06)
12	Attorney for PLAINTIFFS
	Mr. Scott W. Cowan -(00:00:00)
13	Attorney for DEFENDANTS
14	
15	GIVEN UNDER MY HAND AND SEAL OF OFFICE on this the
16	8th day of October, A.D., 2008.
17	
18	
	JAMES M. PLAIR, CSR, RPR
19	Texas CSR 4409
	Expiration: 12/31/2009
20	
27	MERRILL LEGAL SOLUTIONS
21	315 Capitol Street, Suite 100
22	Houston, Texas 77002
	713.426.0400 Phone
23	713.426.0600 Fax
24	210 Firm Registration Number
25	
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THOMAS ZIEMEN September 30, 2008
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	Page 312
1	CHANGES AND SIGNATURE
2	ORAL DEPOSITION OF THOMAS ZIEMEN SEPTEMBER 30, 2008
3	PAGE LINE CHANGE REASON
4	2 20 Mathias (not Nathrair) Spelling wrong
5	5 19 W-A-L-L-D-O-R-7 Dis missing
6	9 20 Mathias (not Nathias). spelling wrong
7	M 23 diplom (not diplome) spelling wrong
8	16 8 abroad (not broad) gelling wrong
9	16.21 for (not in) word wrong
10	16 23/24 for the (not as far as) words wrong
11	17 24 market (not marketed) spelling wrong
12	18 8 In connection with the phrase wrong
13	(not connecting to the)
14	26 20 Zencke (not Sanger) spelling wrong
15	33 25 First (not Seven) Good wrong
16	34 11 Ferose (not Veer Rose) spelling wrong
17	J7 23 Connection (not context) word wrong
18	38 11 proposition (not propositioned) word wrong
19	69 6 Jochen Scholten (not Jan) spelling wrong
20	90 6 Value (not very) wrong word
21	121 22 needed (not need) wrong word
22	135 20 pullout (not put out) wrong word
23	136 6 Carsten (not Carson) spelling wrong
24	142 23 Toms (not Thom) gelling wrong
25	173 23 Junge (not Yeoman) getting wrong
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### THOMAS ZIEMEN September 30, 2008 HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

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### THOMAS ZIEMEN September 30, 2008 HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

6.2°		
		Page 313
	1	I, THOMAS ZIEMEN, have read the foregoing deposition
	2	and hereby affix my signature that same is true and
	3	correct, except as noted above.
>	4	
	5	
	6	THOMAS ZIEMEN
	7	THOMAS ZIEMEN (BORN 2 nd DAY OF AUGUST 1966, RESIDENT AT NEULUSSHEIN/GENTAMY)
	8	THE STATE OF GENTAWY
	9	-COUNTY OF)
	10	Before me, M. GAUL, NOTARY PUBLIC, on this day
	11	personally appeared THOMAS ZIEMEN, known to me (or proved
	12	to me under outh or through [DENTITY CARD -) (description
	13	of identity card or other document) to be the person whose
	14	name is subscribed to the foregoing instrument and
	15	acknowledged to me that they executed the same for the
	16	purposes and consideration therein expressed.
	17	Given under my hand and seal of office on this
	18	31 St day of OCTOBER, 2008.
	19	NOTARIAT SHEIDEUSERG
	20	A with a
	21	NOTARY PUBLICATE AND FOR THE STATE OF HEIDELBERG (GENNAWY
	22	TE DEL BER
	23	My Commission expires: NO LIMIT
	24	My Committee on the second of
	25	
į	25	

# THOMAS ZIEMEN October 1, 2008 HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

	Page 560
1	CHANGES AND SIGNATURE
2	ORAL DEPOSITION OF THOMAS ZIEMEN OCTOBER 1, 2008
3	PAGE LINE CHANGE REASON
4	320 17 Plattner (not Platner) spelling wrong
5	335 13/14 That some of the wrong rentency
6	Tomorrow Now customers (context)
7	335 13/14 That some of the wrong sentence Tomorrow Now customers (context) they delivered services
8	to were part of the
9	License
10	(not in of they deliverer
11	of these services was)
12	384 27 Brener (not Bruner) spelling wrong
13	428 22 are (not have) wrong word
14	500 3 Zencke (not Zinke) spelling wrong
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#### Case4:07-cv-01658-PJH Document657-36 Filed03/03/10 Page53 of 53

THOMAS ZIEMEN October 1, 2008
HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

	Page 561
1	I, THOMAS ZIEMEN, have read the foregoing deposition
2	and hereby affix my signature that same is true and
3	correct, except as noted above.
4	
5	1/7/
6	THOMAS ZIEMEN
7	THOMAS ZIEMEN/ (BORN 2nd DAY OF AUGUST 1966, RESIDENT AT NEULUSSHEIN/GERMANY)
8	THE STATE OF GERNANY
9	
10	Before me, M. GAUL, NOTARY PUBLIC, on this day
11	personally appeared THOMAS ZIEMEN, known to me (or proved
12	to me under oath or through DENTITY CARD - (description
13	of identity card or other document) to be the person whose
14	name is subscribed to the foregoing instrument and
15	acknowledged to me that they executed the same for the
16	purposes and consideration therein expressed.
17	Given under my hand and seal of office on this
18	31 day of OCTOBER, 2008.
19	NOTARIAT SHEIDELBERG
20	2 Marie Mari
21	NOTARY PUBLIC IN AND FOR  THE STATE OF HEIDELBERG /GENNAWY
22	THE STATE OF ME 13C CSCICO / GC 100 (V)
23	My Commission expires: NO LINIT
24	
25	

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