

EXHIBIT 13

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From: Chris Hummel [chris.hummel@oracle.com]
Sent: Friday, September 15, 2006 8:07 AM
To: holger.mueller@oracle.com; Christina Cavanna; judith.sim@oracle.com;
todd.forsythe@oracle.com; tania.weidick@oracle.com; karen.tillman@oracle.com;
paul.salinger@oracle.com
Cc: LYSKAWA NANCY A; gaye.hudson@oracle.com; HENSLEE ROBBIN J.
Subject: RE: Recap of Buzz Mtg re: SAP Passage II Campaign

Holger,

I was thinking along the same lines as you - we need to understand how big the segments are that might be at risk. We'll have a little of this info for tomorrow's meeting, but it may take us a little longer to collect the full data set.

-----Original Message-----

From: holger mueller [mailto:holger.mueller@oracle.com]
Sent: Thursday, September 14, 2006 11:11 PM
To: chris.hummel@oracle.com; Christina Cavanna; judith.sim@oracle.com;
todd.forsythe@oracle.com; tania.weidick@oracle.com; karen.tillman@oracle.com;
paul.salinger@oracle.com
Cc: LYSKAWA NANCY A; gaye.hudson@oracle.com; Cavanna Christina M; HENSLEE ROBBIN J.
Subject: RE: Recap of Buzz Mtg re: SAP Passage II Campaign

Chris cc et al

very happy to believe so and agree on the #1 challenge you mention below.

My concern is that for all customers that run out of support and are not on a release that has sustaining support (and with that Lifetime Support) - the SAP pitch could be more attractive than we like. And SAP is more dedicated to target these since ever - unfortunately. Do we know how many customers are on these releases?

I look forward to the call tomorrow,

regards,
Holger

For additional information.

- * Visit the SAP Battledesk website
<<http://my.oracle.com/portal/page/myo/nasc/NAKAComms/NAIndustry/North%20America%20Off%20SAP/TAB4204130>>
- * Visit SAPINATOR Archive site <<http://my.oracle.com/portal/page/myo/global/Video%20and%20Multimedia/SAPINATOR/SAPINATOR>> on my.oracle.com
- * Download
<http://my.oracle.com/portal/page/myo/ROOTCORNER/PRACTICESORGANIZATIONS/CORPORATE_ORGS/SL/GSS/Applications%20Global%20Sales%20Support/OFF%20SAP/SAP%20Battle%20Kit> the SAP Battlekit
- * . or ask the SAPINATOR <[mailto:ask_sapinator_ww@oracle.com?subject=SAPINATOR%20-%20please%20help%20with...>](mailto:ask_sapinator_ww@oracle.com?subject=SAPINATOR%20-%20please%20help%20with...) .

-----Original Message-----

From: Chris Hummel [mailto:chris.hummel@oracle.com]
Sent: Thursday, September 14, 2006 5:15 PM
To: holger.mueller@oracle.com; Christina Cavanna; judith.sim@oracle.com;
todd.forsythe@oracle.com; tania.weidick@oracle.com; karen.tillman@oracle.com;
paul.salinger@oracle.com

Cc: nancy.lysgawa@oracle.com; gaye.hudson@oracle.com; chirstina.cavanna@oracle.com;
HENSLEE ROBBIN J.
Subject: RE: Recap of Buzz Mtg re: SAP Passage II Campaign

Holger,

I think we need to put this in perspective.

First, our Lifetime Support Policy is hands-down the best in the industry. I'm happy to document the differences between our LSP and SAP's 5-1-2 policy, or people can refer to the support unplugged sessions:

http://ouweb.us.oracle.com/custom/global/support_unplugged.html

Second, the range of customers who still use products more than 8 years beyond general availability that require tax and regulatory updates (financial, HR, a few others) - our one segment of customers that don't get such updates - is relatively small. Frankly, SAP's equivalent offering does not offer tax and regulatory updates either. You would have to go to a 3rd party to address this for SAP . . . Furthermore, we are currently discussing a service from Oracle that would address this very issue.

Third, very few customers have chosen to go to TomorrowNow (TN) and, in fact, we are already seeing customers like Manitowac start to come back. The danger here is more marketing than support revenue.

Finally, the real danger from TN is that they freeze continued investment by customers into new releases of Oracle products by raising FUD. If a customer is committed to maintaining software currency and upgrading their Oracle products, TN is not an issue. It only becomes an issue if the customer is reconsidering its commitment to the Oracle platform. Then TN tries to woo them with economic cost savings, additional services, etc.

If we present a strong case for why customers should continue to choose Oracle software and to upgrade to newer versions, TN is irrelevant. Documenting that roadmap and that business case is our #1 challenge.

Regards, Chris

-----Original Message-----

From: holger.mueller [mailto:holger.mueller@oracle.com]
Sent: Thursday, September 14, 2006 3:33 PM
To: Christina Cavanna; judith.sim@ORACLE.COM; todd.forsythe@ORACLE.COM;
tania.weidick@ORACLE.COM; karen.tillman@ORACLE.COM; paul.salinger@ORACLE.COM
Cc: chris.hummel@ORACLE.COM; nancy.lysgawa@ORACLE.COM; gaye.hudson@ORACLE.COM;
chirstina.cavanna@ORACLE.COM
Subject: RE: Recap of Buzz Mtg re: SAP Passage II Campaign

... to the question when does support 'end' and what releases get 'life time' support - I am finding out it's not so easy to describe in a short email... see the attached document, too.

Nancy, Chris - correct below at will - we all did not know yesterday by heart...

For Oracle eBS...

For release 11iR7 upwards we offer life time support (which actually means there is sustaining support after the end of premier support (for 11iR7-9) or extended support (for 11iR10).

BUT: Sustaining Support ends for all 11iR6 and lower releases in July 2007.

Interesting: We offer sustaining support for 11.0.3 till Jan 2009

For PSFT...

We offer lifetime support for all releases in the spreadsheet - but extended support only for 8.8 and higher.

For EnterpriseOne

We offer lifetime support for 8.11 and 8.12 - not for anything lower.

Customers on 8.9 have time till SEP 2008 for running out of Updates, Fixes etc - and for Tax and Regulatory till SEP 2009, for 8.10 it's JUN 2009 and JUN 2010 respectively. For XE and 8 we offer all longer till DEC 2013.

For World
We offer Premier Support Beyond 2013 - and then Lifetime support.

JDE Supply Chain
... sorry cut that off.

For Siebel
We offer Lifetime Support for CRM 6.x, 7.53, 7.7x, 7.8x... we offer extended support for these, too.

The Issue SAP will leverage is that all of these releases go into SUSTAINING support before 2015 - there date until which TomorrowNow is supporting also Tax and Regulatory update - we DON'T - only till end of Premier support - or if offered - till end of extended support.

As of right now Oracle does not offer Tax and Regulatory for any product - even the ones shipping this year (don't know for Oracle 12) till 2015... expect SAP to use that.

Sorry for the lengthy email - this is complex stuff...

regards,
Holger

For additional information.

* Visit the SAP Battledesk website

<<http://my.oracle.com/portal/page/myo/nasc/NAKAComms/NAIndustry/North%20America%20Off%20SAP/TAB4204130>>

* Visit SAPINATOR Archive site <<http://my.oracle.com/portal/page/myo/global/Video%20and%20Multimedia/SAPINATOR/SAPINATOR>> on my.oracle.com

* Download

<http://my.oracle.com/portal/page/myo/ROOTCORNER/PRACTICESORGANIZATIONS/CORPORATE_ORGS/ST/GSS/Applications%20Global%20Sales%20Support/OFF%20SAP/SAP%20Battle%20Kit> the SAP Battlekit

* . or ask the SAPINATOR <mailto:ask_sapinator_ww@oracle.com?subject=SAPINATOR%20-%20please%20help%20with...> .

-----Original Message-----

From: Christina Cavanna [mailto:CHRISTINA.CAVANNA@ORACLE.COM]

Sent: Wednesday, September 13, 2006 9:39 PM

To: 'judith.sim@ORACLE.COM'; 'todd.forsythe@ORACLE.COM'; 'tania.weidick@ORACLE.COM';

'holger.mueller@ORACLE.COM'; 'karen.tillman@ORACLE.COM'; 'paul.salinger@ORACLE.COM'

Cc: 'chris.hummel@ORACLE.COM'; 'nancy.lysgawa@ORACLE.COM'; 'gay.hudson@ORACLE.COM';

'christina.cavanna@ORACLE.COM'

Subject: Recap of Buzz Mtg re: SAP Passage II Campaign

All,
Below is a summary of SAP announcement yesterday and the actions we agreed to take as a result of the SAP Passage II campaign SAP launched yesterday. Per Chris Hummel, there is a meeting on Friday with services marketing, support, and others to discuss other actions needed.

SAP ANNOUNCEMENT SUMMARY:
From the SAP Battledesk at Oracle:

On September 12, SAP launched phase II of their SAP Passage campaign designed to lure clients away from Oracle. Key difference in this campaign is 50% savings on support with

TomorrowNow over Oracle. Key message is "SAVE MONEY, BUY TIME". Attached is a PPT with more detail including SAP campaign strategy, timelines, and sample ads.

Campaign Overview:

September 12, SAP began running direct response print, banner, and keyword search ads featuring offers to JDE, PSFT, and Siebel installed base.

Objectives:

- Increase migrations to SAP from Oracle
- To energize SAP sales force
- Signal to marketplace that SAP and TomorrowNow will be aggressive in the battle with Oracle
- Provide alternatives to JDE, PSFT, and SEBL users who feel pressured to migrate to Oracle Fusion (hence the "BUY TIME" tag line)

Ad Campaign:

PEOPLESOFT USERS: SAVE MONEY, BUY TIME

SAP AND TOMORROWNOW OFFER PEOPLESOFT USERS FULL SUPPORT AT UP TO A 50% COST SAVINGS THROUGH 2015.

Don't feel pressured to upgrade your software just because Oracle is limiting options for support on your current application. Through our subsidiary TomorrowNow, we're offering full support for your PeopleSoft applications through 2015. And you can get it for up to 50% less than what you're paying now. You get the time you need to make informed decisions about any future migrations. And save money in the process. Because at SAP, we're here to serve your interest, not the other way around. Visit sap.com/options or call 1-866-609-1131 for details.

ACTIONS (from marketing)

1. Run Applications Unlimited Ads and Lifetime Support/Customer Support ads (Todd)
2. Ensure Applications Unlimited and Lifetime Support themes included in every presentation in the 1,000 city apps roadshow (Tania)
3. Develop specific offer/program for SAP customers that attend OpenWorld (Fred and Holger)
4. Include Apps Unlimited and Lifetime Support themed boilerplate language in every apps press release (Karen)
5. One page document that translates SAP's program components into "real" customer terms (Fred and Holder)
6. Ensure Oracle Web sites have above content, including OFF SAP page (Todd)
7. Work with Services Marketing/Support to support any actions/response they decide (All)