

EXHIBIT 9

From: Judith Sim [judith.sim@oracle.com]
Sent: Tuesday, October 04, 2005 7:04 AM
To: Akane Purser; Cavanna Christina M; Coyle Harold S; Dasteel Jeb Allen; Del Arroz Maria Elena; Forsythe Todd; Hummel CHRISTOPHER K; Karen Gainey; Lee Willie W.; Peter Williamson; Robinson NATHANIEL PETER; Ryoichi Hori; Salinger Paul George; UNTERBERGER CLAUS-PETER; Wee Peck Hoon; Weidick Tania
Subject: FW: Corporate Communications update...
Attachments: Charles update 9.30.doc



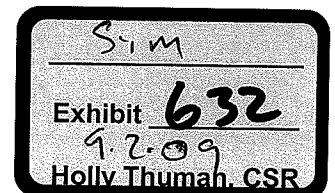
Charles update
9.30.doc

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

From: Bob. Wynne [mailto:Bob.Wynne@oracle.com]
Sent: Friday, September 30, 2005 5:39 PM
To: Charles Phillips; CCEXCS_WW; Greg Maffei; Tod Nielsen
Subject: Corporate Communications update...

Charles - attached please find this week's corporate communications update...Open World coverage continues to roll in. Nearly 7,000 pieces to date, and counting!

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Bob Wynne
Vice President
Corporate Communications
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MEMORANDUM

TO: Charles Phillips
FR: Bob Wynne
DT: 09/30/05
RE: Corporate Communications Update

Charles, following is a list of planned activities for corporate communications, as well as results delivered this week. Highlights include:

Upcoming Activities for the Week of October 3:

Analyst Relations/Competitive Intelligence

- **Plan to publish:**
 - Microsoft 3.0 CRM analysis (delayed from last week)
 - IBM vs. Oracle for SOA
 - Analysis of Microsoft's long awaited announcement on their ECM Strategy
 - IBM Workplace Knockoffs
 - MDM 5.5 Presentation and Battlecard
 - BI SpearHead training presentation with TCU
 - Anti SAP Sales training material
 - A sales kit on an Australian based Apps vendor, Technology One
 - Update on Australian based Apps vendor, Mincom
- **Quarterly calls with Charles Phillips & IDC & Gartner** on various topics.
- **Market share discussions in Japan, EMEA, and middleware.** Providing some guidance.
- **Customer refs provided for Forrester Wave on pricing & licensing,** Wave on ESB
- **Inquiry with Forrester** on BAM
- **Inquiry with Gartner** on enterprise asset management
- **CI team working with AMR in CI Webcast** on competing against Microsoft in Europe to be posted on partner Web site.

Product & Services PR

- **BusinessWeek article on TomorrowNow:** Provided reporter with extensive background info and an interview with Jesper Andersen on why TomorrowNow isn't a serious threat to Oracle.
- **CRM Magazine Awards:** Press release announcing four 2005 CRM Leader Awards from CRM Magazine. Distributing release on October 3.
- **Oracle Delivers PeopleSoft Enterprise Financial Management 8.9:** Press release announcing new enhancements to PeopleSoft Enterprise Financial Management, PeopleSoft Enterprise Service Automation and introduces PeopleSoft Asset Lifecycle Management. Distributing release on October 5.
- **PSFT SCM/SRM 8.9 and FMS 8.9:** Press releases will be issued across the wires on Wednesday, Oct. 5. Media interviews with John Web and Rich Rodgers will take place the week of 10/3.
- **A media briefing on eGovernment** is planned in Indonesia
- **Interview on recent developments and the market situation of SOA in Taiwan with PCWeek,** led by Kenneth Yu, Senior Sales Consulting Manager.
- **Charles Phillips and John Wookey EMEA Media Tour:** 4-6 Oct – media activity planned around Apps summits in Copenhagen, Frankfurt and Prague.
- **Oracle Grid Index:** planned launch date is November 1 with country plans being drawn up across Europe, North America and APAC (including Japan).
- **Fusion Middleware Tour:** 17 - 21 Oct - each country is targeting specific press to invite to attend, and creating individual plans for supplementary press activities (typically a press round table for attending execs).

- **SOA Workshop, Colombia:** Educational workshop with main IT publications in Bogota, Colombia.
- **Goodwill Sessions SOA, Mexico:** meetings with main IT editors in Mexico. Its main objective: evangelize editors about SOA benefits. Ie. Reforma, Mundo Ejecutivo, Infochannel and Information Week
- **Press releases planned for next week:**
 - 2005 CRM Leader Awards from CRM Magazine: distributing release on October 3 (HQ)
 - New enhancements to PeopleSoft Enterprise Financial Management, PeopleSoft Enterprise Service Automation and introduces PeopleSoft Asset Lifecycle Management. Distributing release on October 5 (HQ)
 - PSFT SCM/SRM 8.9 and FMS 8.9 release will be issued across the wires on Wednesday, Oct. 5 (HQ)
 - RFID applications - Trans-o-flex further enhances RFID applications with Oracle (Germany)
 - SOA Momentum, (Mexico)
 - Cyro Diehl appointed OPMA's VP for Latin America (LAD)

Corporate

- **Planning for Financial Analysts Day** and the Annual Shareholder Meeting.
- **Oracle Executive Partner Summit, Palermo:** 5-7th October. Keynote by Sergio Giacometto to Top EMEA Partners, plus a Roundtable on the EMEA SMB Sector.
- **Sergio Giacometto EMEA tour** is shaping up well and incorporates senior customer meetings, press and analyst interviews, keynote presentations, SME centre launches and employee briefings in each location - Netherlands, Denmark, Czech Republic, Spain, France and Germany
- **Think.com / IOD** - an article will appear in the *IOD's Northern Ireland* October Newsletter on a Think.Com project (involved a school in Northern Ireland). Also due to appear in the *IOD's* Newsletter are 2 partner stories and quotes (partners featured include Aepona & Wellington and their customers E-Plus and United Beverage).
- **Planning Session, Panregional:** review Q1 achieved goals and planned Q2 activities
- **Corporate Communications Educational Session, Brazil:** Internal workshop to educate executive assistants about Corporate Communications requirements from local and regional management.

Internal Communications:

- **In the pipeline for this week:**
 - Oracle Tops Survey for customer satisfaction – Computing
 - EMEA: Reading 020 10K Race
 - EMEA: Oracle Scotland Team Cleans Up in CSR Challenge
 - OES Search
 - Global Volunteer Days
 - Hyderabad Campus Opening
 - Hurricane Katrina Update
 - Apps Product Mktg Semi-Monthly Update
 - EMEA: ETC and Systems Integrator Days
 - APAC: PC Quest Awards
 - OneSource
 - APAC: Eveready Implementation and Factory Tour
 - EMEA: Oracle Academy Winners
 - APAC: First Hong Kong Outstanding Software Applications Competition
 - Mid-Market Campaign Series – Tech
 - APAC: Oracle Indonesia 10th Anniversary
 - XML Publisher
 - User Groups
 - LAD: El Pulso de Oracle Mexico

LAD

- o Fusion Middleware Offer for Latin America: Regional communication to sales team about benefits and OF proposal
- o *Oracle Volunteers Day*, Regional: informative emails about local programs each country will be involved
- o *Proyect Gaudi*, Argentina: internal distribution about go live project leading by Consulting
- o *Recruiting*, Brazil: Development of local internal communications brand

Major Highlights from the Week of August 26:

Analyst Relations/Competitive Intelligence:

- **AMR published positive report on:**
 - o Oracle in asset-intensive midmarket
 - o Oracle in manufacturing
- **AMR published neutral-to-positive report on Oracle in SCM.**
- **IDC published positive report on G-Log.**
- **Aberdeen published positive report on:**
 - o G-Log
 - o Oracle in lean manufacturing
- **ARC Advisory published positive report on Open World.**
- **Gartner provided draft review of:**
 - o PLM Magic Quadrant. Oracle & SAP are in visionaries. SAP is better placed.
 - o Siebel impact with customers - negative. Working with analysts now to rework the piece.
 - o Oracle's retail business unit - positive but needs some re-working. Revisiting piece with analyst.
 - o OWSF from Japan point of view – positive.
- **Forrester provided draft review of piece on OCS. Neutral to slightly negative.**
- **Burton provided draft review of identity management report - Oracle is mentioned neutral-to-positively.**
- **Ovum provided draft review of wireless report - working with analyst to correct misperceptions.**
- **Aberdeen provided draft review of Oracle in procurement – positive.**
- **Briefings this week on:**
 - o Middleware go-to-market strategy
 - o Oracle Fusion Middleware
 - o Financial services
 - o SOA adoption drivers
 - o Production scheduling
 - o OFF-SAP Campaign
- **Consulted this week on:**
 - o Quocirca on grid
 - o Gartner participated in Oracle Life Sciences Roundtable Event
 - o Forrester participated in UK Business Process Management Event
 - o Working with IDC Japan on OCS10g white paper
- **Supported:**
 - o JDE Strategy group in analysis of SAP bundles for manufacturing
 - o Support Marketing on analysis of Competition
 - o APAC sales on JDE E1 vs. SAP for road show
 - o NAS ASAP team on deal support
 - o EMEA ASBU leadership meeting in Amsterdam
 - o SQL PASS and BEA World conferences
- **Recorded BI Talking Head Video.**
- **Delivered: Anti-SAP Road show in APAC.**
- **Published:**

- o Rebuttal and response to SAP anti Oracle sales
- o Summary of announcements from BEA World 2005
- o Analysis of Microsoft reorg and company level
- o Comparison of Oracle connector for Outlook to Microsoft Exchange
- o Rebuttal to JBoss and Microsoft Interoperability announcement
- o SQL Server 2005 Battle card
- o OCS Open Source Analysis: Competitive and Technical
- o Netezza Battle card
- o Microsoft Sharepoint Services Knockoffs

Products & Services PR:

- **Oracle OpenWorld** - extensive coverage (more than 6,500 to date) continues to roll in on the entire range of keynote speeches, product announcements and executive updates. Key topics include Oracle's possible plans for Project Fusion to support multiple databases, Oracle's applications integration strategy - Project Fusion - following the recent acquisitions, Oracle's life-time support policy, analysis of Oracle's most recent acquisition - G-Log - and the various partner announcements. Most successful Open World coverage ever.
- **Managing Automation, SAP vs Oracle cover story:** Completed the final interview with Jesper Andersen to discuss Fusion Middleware vs SAP Netweaver as well as Oracle's industry strategy. Coverage will appear in December.
- **More than a dozen** journalists attended and reported on Oracle's first-even Fusion Middleware roadshow in Boston and New York. Good coverage overall.
- **Gladys Lau participated in Reuters Retail Summit**, meeting with senior writers and editors to discuss Oracle's retail strategy.
- **RFID Feature Story in InfoWorld:** Completed an interview with executives from NASA and InfoWorld to discuss the success of the Oracle CHEMSecure RFID pilot. Coverage will appear in October.
- **Interview with Red Herring and Juergen Rottler regarding TomorrowNow.** Conducted interview with RH and Juergen to counteract TomorrowNow's assertions that they are taking significant business from Oracle.
- **ComputerWorld Canada**, a major IT news outlet in Canada, covered The Labourer's Pension Fund's use of Oracle database and Oracle Application Server to run its pension administration system, in addition to a story from Oracle OpenWorld about Oracle's acquisition of Siebel.
- **A signing ceremony between Oracle and new partner in Pakistan, Netsol**, received coverage in *The Nation*, *The Post*, *Business Recorder*, *The News*, *Pakistan Observer*, *The Statesmen* and *Daily Din*.
- Early coverage from the **Oracle HCM media briefing in Malaysia with Sean Loiselle:** *Computimes* titled 'Moving forward with human capital', *Business Times* titled 'Oracle to outperform market growth' and in *Utusan Malaysia Business* titled 'Platform for developing human capital'.
- **Express Computer** in India featured a cover story on Oracle's initiatives in the Indian e-governance sector titled 'Facilitating e-governance'. SPS Grover, senior director, GEH, Oracle India, is quoted in the story.
- **Oracle e-Governance media roundtable in India:** Over 14 articles have already been published in leading financial publications across the country, including: *The Economic Times*, *Business Standard*, *The Financial Express* and *The Hindu Business Line*.
- **The Australian** featured a story on Linux - Oracle is noted to be a major advocate of this open source-operating platform.
- **Oracle Korea** successfully placed an article in *Maeil Business Newspaper* on **Oracle Fusion Architecture**, which highlights Oracle's standards-based, open architecture that offers more benefits to customers.
- **Oracle Japan announced the 'OFF SAP' program** on September 27th. The announcement has generated positive articles in business newspapers and online media.

- **Oracle Japan announced a free service for migration from Microsoft Access to Oracle Database** on September 28th. The announcement, coupled with the OFF SAP announcement has seen much coverage from local media on the migration campaigns.
- **Oracle/UK MD Profile** - Ian Smith met with *Computing* (28 Sept)
- **Self-Service HR** - *Pay magazine* on self-service HR and payroll, to be attributed to HRMS UK lead Vince Smallhorne (to be published in November)
- **Consolidation and Industry** - very positive two-page article in *Dagens Nyheter*, Sweden's largest daily, featuring Sergio Giacometto, talking about Oracle's role as consolidator and our industry focus.
- **Thomas Kurian / Fusion** - coverage in *Computerworld*, Switzerland.
- **Grid Computing** - roundtable with *ComputerWelt* (Austria).
- **ERP** - Paolo Leveghi interviewed by *PMI@Business* about ERP and applications in the midmarket.
- **Fusion Middleware and Apps Server** - interview with *Computerwoche* the most important IT Trade weekly in Germany and Andy Cleverly, Director Technology Marketing EMEA.
- **Apps Strategy** - Mario Bonzano interviewed by *Data Business*.
- **Healthcare coverage** gained in Tier 1 German business publications *Handelsblatt* (605136 circulation, daily) and *Die Zeit* (181210 circulation, weekly), resulting from the recent press trip to Seville in Spain.
- **Major Event – GITEX - Dubai** w/c 26 Sept with full press program. Achieving six TV interviews, several 1:1 interviews with key tier one media and two customer press conferences.
- Press conferences with **Jordan Commercial Bank** on the 26 September and with **Al Tayer Group** (27 Sept).
- **Oracle Fusion Architecture**, standards-based technology, linking applications, middleware and database (ICTWorld, South Africa).
- **IBM Websphere coverage** - Oracle certifies applications (01 Informatique, France).
- **Oracle Application Server Release 3** unveiled (ZDNet, UK, Terminal, UK).
- **"Oracle reassures customers"** - life after the acquisitions (La Tribune, France, VNU, Belgium and IT Reseller, Switzerland).
- **SOA and Middleware** - full-page article with **Jesper Andersen** (Finansavisen, Norway).
- **"Oracle aims high in telecommunications"** (Gazeta Prawna, Poland).
- **Abu Dhabi Investment Authority** implements **Oracle E-Business Suite** to streamline business (Computer News Middle East).
- **Lisbon City Hall** uses **Oracle Collaboration Suite** to modernize processes (Rostes, Portugal).
- **Oracle-Pannon** deal boosts operator-user interface (Budapest Business Journal, Hungary).
- **The Organization for Security and Cooperation in Europe** discusses their Oracle E-Business Suite implementation (Affarsvarlden, Sweden).
- **ASP Consulting** launches ASP service on Oracle technology, software-as-a-service (IT Business, Hungary).
- Oracle goes broadline with **Avnet and Ingram Micro** (IT Europa, Pan-EMEA).
- **"One-Stop Support"** for ISVs (ComputerPartner, The Netherlands).
- Oracle and **HP** lowering costs with the Grid (Infoworld, The Netherlands).
- **Van Sillevoldt Rijst** chooses **JD Edwards EnterpriseOne** (Telecommerce, The Netherlands).
- Oracle and **Dell** expanding alliance in SME market (Computerworld, Denmark).
- **Consit** first with Oracle certification (Computerworld, Denmark).
- **"SOA Armonia entre sistemas empresariales", Infoweek Magazine, Mexico:** Interview with Nestor Camilo, FM Director, and IDC Latin America Director about integration challenges in Latin America.
- **"Experimentando el Futuro", Enfasis Logistica, Mexico:** Detailed review on GSI, leading Oracle's partner. Only partner in LATAM that offers specialized RFID solutions.
- **"Oracle ofrece workshop de SOA", EbizLatam, Panregional:** Positive review about SOA's Latin America proposal from Oracle. Cover page.

- **“Avance Tecnologica de Evertec”, *El Nuevo Dia*, Puerto Rico**: Excellent review of one of our main customers specialized in bar code solutions. Customer referred to why they migrated from SQL to Oracle
- **Press releases included:**
 - On Demand - Baxters selects Oracle On Demand to Support Business Growth (UK)
 - Applications Strategy Briefing in Prague (30 Sept – Hung)
 - Availability of PeopleSoft Enterprise HCM 8.9's French version (28 Sept - France)
 - HRMS receives the "A" Certificate from the Polish Human Resources Management Association (28 Sept - Poland)
 - Oracle and its partners organize Business Intelligence Conference (28 Sept – Poland)
 - Lafarge builds its Shared Services Center based on Oracle Technology – (29 Sept – Poland)

Corporate:

- **Larry Ellison** quoted extensively on plans to increase revenue to \$30 billion through acquisitions and organic growth, acquisition strategy, Siebel, G-Log, PeopleSoft integration, his successor, Romanian investment and Oracle OpenWorld.
- **Q1 Earnings** receives neutral coverage across the region due to the concern about the database results.
- **Siebel** - blanket coverage on Oracle's plans to buy.
- **G-Log** - coverage across all regions on Oracle investing in Logistics Management software.
- **Safra Catz** meets President Traian Basescu of Romania and reinforced Oracle's support for Romanian education through academic initiatives (blanket coverage in Romania).
- **OPN Day Birmingham, UK - 29th September**. Keynote by Sergio Giacoletto to around 800 attendees, plus presentations from Stein Surlein and Ian Smith.
- **Sergio Giacoletto** coverage on the telco industry and how companies need to move from a network orientated to a customer orientated strategy to succeed (Dagens Nyheter, Sweden).
- **Financial Times** – letter appeared from Oracle UK MD, Ian Smith, about the skills of the UK workforce.
- **Coverage appeared in *It's Monday* following an interview** between editor Che Golden and Donal Reilly Oracle Ireland's Apps Sales Director around Oracle V SAP and "Tomorrow Now".
- **Coverage in *Today's Business Telegraph*** on Oracle's office in Northern Ireland including comments from Joanne Stuart, Regional Director Oracle Northern Ireland around the importance of meeting with and listening to Oracle's customers and partners in Northern Ireland and the importance of both to Oracle's success in Northern Ireland.
- **Interview for Oracle Scotland Regional Director Eddie Chance** with Andrew Bolger, the Scottish correspondent from the *Financial Times* and also with the *Sunday Times*
- **Copywriting of UK VP Finance's Norman Green's regular *Accountancy Age* column** (due to be published in Oct).
- **Oil and Gas Strategy Session, Venezuela:** Participation at regional meeting about Oil and Gas Industry positioning in Latin America.
- ***EKA Magazine*, Costa Rica:** Interview with Carlos Sarmiento, OracleDirect Director, about Oracle's SMB offering for Central America.
- **Communications Training, Colombia:** As part of Oracle's development program to Communications agencies, this week Corporate Communications offered an updated training about Oracle's messages, products and acquisitions strategy.
- **Crisis Communication, Brazil:** Presented to local management team and main strategy for Crisis management in the local market. Approved.
- **ThinkQuest, Puerto Rico:** Escuela S.U. Mercedes Palma, junior high school (K-9) is the first puertorican school to registered at the ThinkQuest competition. ThinkQuest is looking forward for more Spanish-speaking students in this competition. We are proud to announce we are in. This

project is being held with the collaboration of Dr. Roberto Joglar, professor at the University of Puerto Rico.

Internal Communications:

- **Check Out the Extreme Makeover of Oracle.com's Support and Consulting Sections**
- **Oracle OpenWorld Keynote Transcripts and PowerPoints Now Available**
- **Retek and ProfitLogic Web Sites Integrated - New Oracle Retail on Oracle.com**
- **AGSS Announces: Fred Studer to Lead Industry Strategy and Marketing**
- **Largest-Ever Oracle OpenWorld Was Packed with Content and Fun**
- **Safra Catz Hosts ThinkQuest Live 2005 During Oracle OpenWorld**
- **Oracle Reports First Quarter Fiscal Year 2006 Earnings**
- **APAC**
- **Taiwan's Oracle Applications Day Forum Highlights CRM Award and Strategy**
- **EMEA**
- **ETC Hosts Second Forum for EaSI-Community for Grid/Consolidation**
- **Win of the Week: Financial Services - Hypo Leasing Group (Croatia) Goes Full Oracle Lease Management Solution - Beats SAP/IBM**
- **NORTH AMERICA**
- **REPLAY: Straight Talk with Keith Block - Review Q1 performance, Q2 objectives, and the Impact of the Siebel Acquisition (14 min.)**
- **Q2 Promotion - Fusion Middleware Offer Extended!**
- **LAD**
 - **Back to School Program:** Messaging session in Iflex and Siebel. Kick Off message
 - **BSC Launch Program:** Signed by Luiz Meisler presents an updated status on Oracle LAD Balance Score Card
 - **Oracle Week, Brazil:** Weekly internal communication webtool