

# **EXHIBIT 17**

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**From:** Buffy Ransom [buffy.ransom@oracle.com]  
**Sent:** Thursday, February 08, 2007 9:51 PM  
**To:** tod.keiffer@oracle.com  
**Subject:** RE: Third Party Risk

I think it is Sales Support Representative - may be the last person engaged?

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**From:** Tod Keiffer [mailto:tod.keiffer@oracle.com]  
**Sent:** Thursday, February 08, 2007 2:44 PM  
**To:** buffy.ransom@oracle.com  
**Subject:** RE: Third Party Risk

SSR Last I mean

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**From:** Buffy Ransom [mailto:buffy.ransom@oracle.com]  
**Sent:** Thursday, February 08, 2007 12:52 PM  
**To:** tod.keiffer@oracle.com  
**Subject:** FW: Third Party Risk

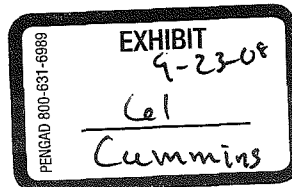
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**From:** Rick Cummins [mailto:rick.cummins@oracle.com]  
**Sent:** Friday, January 12, 2007 5:22 PM  
**To:** Bagshaw William E; BERNSTEIN ELIZABETH A.; BRADLEY JANET L.; Brook Paul; Collier John DAVID; DUGGAN PAUL MICHAEL; EBBITT SHEILA; EKDAHL LYLE; FARISH SANDRA; GRILLS DENISE EVANS; Hare David Dwane; HENSARLING LENLEY JAY; HENSLEE ROBBIN J.; HORSNAIL ALAN; HUSSEY JO; JENSEN CATHERINE V.; Jones Juan C; JONES LISA K.; Kesselring Patrick Michael; Knickerbocker Kersten LEIGH; LACHS ROBERT M; Lambert Kerry Lynn; Lindsey Kathleen M; Lothead Catherine S; LYSKAWA NANCY A; Madsen Christopher; McCarthy Timothy ROBERT; MCFADDEN PETER; MCMILLAN PATRICIA; MILLER GARY N; Moses-Reed Shelley Lynn; NOLAN BRAD JOSEPH; PATRICE JAMES A.; RANSOM BUFFY; ROMANO RACHEL; Ross JEFFREY Scott; Rowe-mccune Jordan; SCHIFF JOHN ALEXANDER; SHIPPY ELIZABETH ANN; Sweat David B; TAYLOR ALISON; Torres Yamilet J; WEBB JOHN K.; WONG DORIS D.; ZACHARKO DARYL W.  
**Subject:** Third Party Risk

Attached is the latest third party risk analysis. Highlights are as follows:

- FY07 YTD losses are 2.29% of the contract base compared to 1.62% at this point in FY06
- January losses are currently at \$2.4M (majority of that amount is Merck at \$1.4M)
- Q3 total loss in FY06 was \$5.4M. Q2 FY06 loss to date is \$5.2M. (Merck and Abitibi make up \$2.9M of that loss)
- Enterprise still leads the losses in terms of dollars, although the Q2 losses are very high in JDE products once again due to losses of Merck and Abitibi
- Tomorrow Now continues to be aggressive in the mid market. They are currently offering a "beta" program where a customer does not sign up for support, but has the ability to log a call into their call center and into Oracle. They then encourage the customer to compare the two.
- Losses have been managed very close to FY06 levels. Although we are seeing Tomorrow Now engaged with more customers, the sales teams have been strong in managing attrition and selling the value of apps unlimited and lifetime support.

Let me know if you have questions.



Regards,  
Rick

Rick Cummins

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