

EXHIBIT G

.

From: Rick Cummins [rick.cummins@oracle.com]
Sent: Wednesday, December 28, 2005 12:25 AM
To: Madsen Christopher
Cc: BLACKFORD JAMES M
Subject: FW: Abitibi Executive Summary

Attachments: psftexecsummary.doc



psftexecsummary.d
oc

Approved.

Chris,
Please approve flat line to save this customer from third party vendor. Let me know if you have questions.

Regards,
Rick

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

From: Jamie Blackford [mailto:jamie.blackford@oracle.com]
Sent: Tuesday, December 27, 2005 5:18 PM
To: CUMMINS RICK
Cc: GARDNER WILLIAM
Subject: FW: Abitibi Executive Summary

Rick
Abitibi is having financial difficult and WAS looking at third party options including Tomorrow Now. We have convinced them that this was NOT in their best interests. They have agreed to this year's renewal but have asked for relief for the next few years. If we flatline for next two years we are losing about 85K per year in increases. However, this is well worth it to secure this maintenance for a large and important customer in Canada. Abitibi is on XE and is certainly in "wait and see" mode with respect to Oracle so this good faith gesture would go a long way in furthering this relationship.
Thanks
Jamie

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

From: Bill Gardner [mailto:bill.gardner@oracle.com]
Sent: Tuesday, December 27, 2005 4:50 PM
To: BLACKFORD JAMES M
Subject: Abitibi Executive Summary

Name of Company: Abitibi-Consolidated Inc.
Approver: Tier 1: OSSINFO_US, or HQAPP

Requests: Flatline support fees for 2007 & 2008

Justification:
Company/Industry (Pulp & Paper) is suffering. Customer is closing 2 plants and has laid off 700 employees or 5% of their workforce in the last 3 months. Customer has been mandated to cut expenses by 40% to improve operating margins. They were seeking a 40% discount. Because of these financial issues, ACI was looking at third party alternatives

ORCL00185270

UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA Case No. <u>4:07-cv-01658 PJH/EDL</u> DEFENDANT Exhibit No. <u>A-5181</u> Date Admitted: _____ By: _____ Nicole Heurman, Deputy Clerk

including TomorrowNow. They are a long time reference customer and one of the largest JDE Canadian accounts. ACI is seeking relief from all IT partners. They have agreed to pay the 2006 renewal in full but are requesting a flatline for the future.

Approver: Tier 1: OSSINFO_US, or HQAPP

Support Sales Manager, Canada
7700 Technology Way, Denver, CO 80237
303-334-1354