

From: Chimene Stewart [Chimene.Stewart@oracle.com]  
Sent: Tuesday, February 03, 2004 19:54  
To: Peter Rae  
Cc: Illman, Karen; Prestipino, Frank  
Subject: Re: Policy on market definition



Chimene.Stewart.v  
d (268 B) Peter,

I'm forwarding your message to Frank Prestipino, who is in charge of mid-market marketing and has been closely involved with legal on determining what we can -- and can't -- say about midmarket.

Frank, can you please clarify a definition for Peter? He's our apps PR lead for DMEA.

Thanks,

CS

Peter Rae wrote:

> Hi, Chimene. It was great to work with you and your team in San Diego. My plane had barely touched down in cold old England when I read of your promotion, on which many congratulations.

>  
> I don't know if this issue still falls into your domain, but you may recall that external legal counsel had wanted us to refrain from giving any definition of the mid-market in our draft news release for AppsWorld, which I subsequently canned. People here with mid-market responsibilities are asking me for guidance on what they can say about the mid-market now. We used to define it as companies with between 10 and 500 employees or with turnover between €5 million and €250 million.

>  
> Is there a form of words we are authorised to use, pending the DOJ ruling?

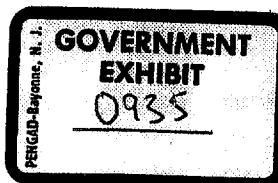
>  
> Regards,

>  
> Peter

--  
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