	A	B	C	D	E	F	G	H	I	J	K	L
1					Forecast Summary Report							
2	NAS Apps - Peoplesoft >500K				Either Pipe or Best case is >500K							
3	Sept 09,2003											EVP Contact
4	RVP	Sales Group	Salesperson	Customer Name	Key Competitor	Status	Win Prob	Close Date	*Pipeline*	*Forecast*	*Best Case*	
5	EAST											
6	Perrigan	CDERENE	Whitley, Lisa	CHOICEPOINT	Peoplesoft	Open	80	19-Sep-03	808,125	808,125	808,125	
7	Perrigan	GCASCIOL	Isolda, Alan	APPLICA INCORPORAT	Peoplesoft	Open	30	15-Oct-03	700,000	0	300,000	
8	Pierleoni	PMACPHEF	Gardnther, Katherine	Extendicare (Canada) In	Peoplesoft	Open	90	26-Sep-03	721,359	720,000	720,000	Ciandrini
9	Singh	BROONEY	Weed, Wendy	Gartner	Peoplesoft	Open	50	14-Oct-03	1,500,000	0	700,000	Henley/Block
10	Singh	BROONEY	Weed, Wendy	HOTJOBS	Peoplesoft	Open	10	25-Nov-03	300,000	0	500,000	
11	Singh	GCAVACCI	Angelos, Matthew	Cendant	Peoplesoft	Open	70	28-Nov-03	2,500,000	0	1,500,000	
12	Singh	JBRESLIN	Kreidberg, David	GENZYME	Peoplesoft	Open	40	28-Nov-03	1,000,000	0	1,000,000	
13	Singh	JBRESLIN	Ames, Gregory	ALLMERICA FINANCIAL	Peoplesoft	Open	20	27-Nov-03	500,000	0	0	Phillips
14	Singh	PCRISCUO	Grigg, Douglas	Integra LifeSciences	Peoplesoft	Open	50	31-Oct-03	500,000	500,000	500,000	
15	Tate	PBOVENZI	Fisher, Jonathan	NICOR	Peoplesoft	Open	40	30-Oct-03	650,000	0	650,000	
16	Tate	SPSMITH	Schaefer, Robert	Luxottica Retail	Peoplesoft	Open	40	12-Nov-03	500,000	0	0	
17	Tate	TMAHONE\	Moran, James	NORTHERN TRUST	Peoplesoft	Open	30	20-Nov-03	2,000,000	0	0	Henley
18	Tate	TMARTH	Sonne Jr., Louis	WORTHINGTON INDUS	Peoplesoft	Open	60	31-Oct-03	625,000	0	475,000	Block
19									12,304,484	2,028,125	7,153,125	
20												
21	WEST											
22	ARNTZ	SSENINGE	Leinweber, Eric	PINNACLE WEST CAPI	Peoplesoft	Open	10	1-Nov-03	500,000	-	-	
23	CALZOLARI	SGARLAND	Madere, Charles	HARTE HANKS	Peoplesoft	Open	10	20-Oct-03	500,000	-	500,000	
24	RENNER	RTURNHAI	Bedford, Richard	NEIMAN MARCUS	Peoplesoft	Open	80	15-Oct-03	500,000	400,000	700,000	
25	RENNER	RTURNHAI	Bedford, Richard	MICHAELS STORES IN	Peoplesoft	Open	30	15-Oct-03	1,300,000	-	-	
26	RENNER	KFEENEY	Ghormley, Nancy	HALLMARK CARDS	Peoplesoft	Open	60	15-Oct-03	2,000,000	1,085,000	1,900,000	
27									4,800,000	1,485,000	3,100,000	
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GOVERNMENT EXHIBIT
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