**Wolfe, Curtis L.**

**From:** Peter Relf [Peter.Relf@oracle.com]
**Sent:** Monday, October 15, 2001 4:28 PM
**To:** tatiawagner@maximus.com; cwolfe@state.nd.us; mressler@state.nd.us; rbackman@state.nd.us; grant_crawford@ndus.nodak.edu; dsipes@state.nd.us
**Cc:** Brown,Christine; Relf,Peter; Trovato,Fred; Ramsayer,Lee; Donald; Axelsen,Dennis
**Subject:** Oracle Response to Maximus ERP Matrix

Tatia,

Per Curtis Wolfe's request, Oracle has attached its response to the Maximus ERP requirements matrix you provided to us on October 4, 2001.

Please understand we are a bit concerned over responding with the details of this document while a formal ERP RFP is still in process. We hope that offering the attached summary figures (per module) will be sufficient to address your Microsoft/Great Plains out-of-the-box requirements comparison at this time.

Should the ERP RFP opportunity go forward, Oracle would be very anxious to submit the details of this report as part of our updated BAFO response.

In addition, we would also respectfully request the following bullet points to be provided along with this matrix to the governor.

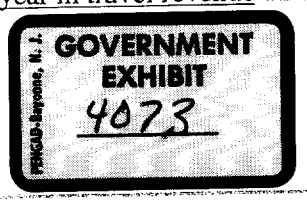
They are as follows:
- Oracle anticipates most of its integrated "out-of-the-box" ERP solutions to be installed and running in less than 2 years; upon being awarded the North Dakota ERP opportunity.

- Industry analysts are confirming: The ERP market opportunities, at the level desired by the state of North Dakota, are shrinking. For the past two years, Gartner Group has been shrinking its tracking of potential tier 1 ERP vendors that are considered viable contenders in the market to support such applications. The ERP vendor market is now consolidating, and will continue to consolidate as this mature ERP market play's out.

- Vendor's such as Oracle Corporation have already invested over $1.2 Billion in R&D to secure its position as a tier 1 ERP vendor. We are suspect of Microsoft/Great Plains offer for just $15.5 million to be invested in R&D to build a new state-of-the-art government ERP solution.

- The tier 1 vendors have submitted proposals documenting over 1,000 pages towards what the state will receive in an off-the-shelf ERP solution. We believe the state should expect a much larger and more detailed proposal from any vendor trying to sell the state on a custom ERP development project of this size and sophistication.

- Please add this bullet to Oracle's existing $100 million in economic development plan already submitted. Currently, Oracle is Rosenbluth's largest North Dakota customer. Per Rosenbluth International, Oracle generates over $100 Million a year in travel revenue through Rosenbluth's North Dakota facilities.



Tatia, we thank you and Maximus for your efforts to date. Please do not hesitate to call me you are in need of any additional information. We wish you good luck in your meeting with governor John Hoeven.

Regards,

Peter Relf
State & Local Government Sales
Oracle Corporation

P.S. The contents of this email and its attachment(s) are considered confidential to Oracle Corporation. Oracle requires the express written approval if Maximus or the State of North Dakota desired to show these materials to anyone other than the Governor of North Dakota's cabinet members and associated ITD personnel. No other ERP vendor may be allowed to see this email's content or its attachment in any form.

State of North Dakota: (This Document is considered confidential. Please see email)
Oracle Application Percentage of fit on requirements from Maximus

| Module | Percentage of Fit |
|---|---|
| Fixed Assets | 99.6% |
| Grants | 98.6% |
| Projects | 99.0% |
| Purchasing | 97.5% |
| Inventory | 100% |
| AR & Billing | 82.8% |
| HRMS | 98.7% |
| General Ledger | 94.3% |
| Budgeting | 96.4% |

Summary ERP Percentage of fit for Release 11.5.4

| | |
|---|---|
| Financials | 94.8% |
| Purchasing/Inventory | 98.5% |
| Projects/Grants | 98.7% |
| HRMS | 98.7% |

Student Information System Percentage of fit per Section

| | |
|---|---|
| Section 1 | 83% |
| Section 2 | 93% |
| Section 3 | 95% |
| Section 4 | 97% |
| Section 5 | 93% |
| Section 6 | 97% |

Summary SIS Percentage of fit for Release 11.5.4

| | |
|---|---|
| Student Information System | 94% |

Total Oracle Applications Percentage of fit for Release 11.5.4

| | |
|---|---|
| Total out of the box percentage | 97% |

Please remember, Oracle is only anticipating a two year implementation effort to fully install this Out-Of-The-Box integrated suite of e-business solutions.