Phil Wilmington

12/14/2001 05:59 AM

To: James Brzusek/PeopleSoft@PeopleSoft
cc:
Subject: Re: PHIL WILMINGTON APPROVAL NEEDED - Amerigroup summary

Approved.
pw
James Brzusek

James Brzusek

12/14/2001 05:34 AM

To: Phil Wilmington/PeopleSoft@PeopleSoft
cc: Curt Brasfield/PeopleSoft@PeopleSoft, James Brzusek/PeopleSoft@PeopleSoft
Subject: PHIL WILMINGTON APPROVAL NEEDED - Amerigroup summary

Phil,

We need your approval on an extremely competitive and short sales cycle against Lawson (we got in late and stole this deal away). **The whole deal in working with Anderson took us about 4 weeks total.** We gained agreement to get a check as well this month so there will be no DSO on the deal as well (we like cash in the door).

To net it out we need approval for:
* **Go additional 53.1% discount to win (we are still $150K+ higher than Lawson)**
* **Set growth to be 15/10**
* **maintenance caps will be 8% for 5 years**

Thanks, let's make Lawson really hurt in the first quarter they decided to go public.

Jim

James C. Brzusek - Regional Sales VP
PeopleSoft
3353 Peachtree RD NE
Suite 600
Atlanta, GA 30326
404-439-2760 - office
404-439-5369 - fax
770-883-3444 - cell

----- Forwarded by Kerry Calderwood/PeopleSoft on 12/13/01 12:06 PM -----

Tim Golden

12/13/01 11:52 AM

To: Kerry Calderwood/PeopleSoft@PeopleSoft,james_brzusek@peoplesoft.com
cc: Joel Combs/PeopleSoft@PeopleSoft, Tim Golden/PeopleSoft@PeopleSoft

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA
Case Number: C 04-00807 VRW
DEFT EXHIBIT NO. D5910
Date Admitted: _____
By _____

Subject: Amerigroup summary

Kerry,Jim-

Amerigroup justification:
The relationship we have been building with Anderson really paid off here. Anderson brought us into the deal and worked very closely with us to win this account.
This opportunity hit the fast track once Amerigroup IPOed and they needed to be on a Tier 1 Financial/HR application and off of the current system (Solomon & excel). The sales cycle was short and concise, within 3 weeks we did surveys, demos, and began negotiations.
- low cost of sale, due to short & concise sales cycle - 1 day of demo;
- highly competitive w/Lawson, we are still 25-30% higher in price than Lawson, Lawson negotiations were going on simultaneously to ours;
- Amerigroup paying full contract value by check and will deliver in December - no DSO;
- Amerigroup has agreed to full participation in reference program;
- Amerigroup also agreed to joint press release.

Attached is final price calculator. The final Amerigroup schedule Total License Fee than what is listed in the price calculator, below is the breakout/math

Amerigroup Schedule Total License Fees = $806,726
HRMS = $259,218
Financials = $406,125
SCM = $98,748
Portals = $28,010
Analytics = $14,625

Amerigroup Price Calc.xls

Tim Golden
Financials/SCM Sales Manager
PeopleSoft Mid-Atlantic Region
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