Ted Brady
07/16/2003 08:28 PM

To: Kevin Parker/PeopleSoft@Peoplesoft
cc: Phil Wilmington/PeopleSoft@PeopleSoft, Kyle Bowker/PeopleSoft@Peoplesoft
Subject: Re: Urgent Information required - Oracle Displacements

Kevin, et al,

We are displacing Oracle HR with PeopleSoft HCM at a large division of Cardinal Health, Columbus, OH a $52B provider of products and services supporting the health-care industry.

Apps displaced: Oracle HR
Date of sale: 2002 (upgrade going to currently; live in some areas).

Ted Brady
Regional Director, Midwest
East Customer Base
PeopleSoft, Inc.
(cell) 216/272-0862
(main) 440/835-8157
----- Forwarded by Ted Brady/PeopleSoft on 07/16/2003 11:32 PM -----

Cheryl Regan
07/16/2003 09:22 PM

To: Ted Brady/PeopleSoft@Peoplesoft
cc:
Subject: Re: Urgent Information required - Oracle Displacements

Ted:

We are displacing Oracle within a large division of Cardinal Health.

Ted Brady

Ted Brady
07/14/2003 08:49 PM

To: MWE Customer team
cc:
Subject: Urgent Information required - Oracle Displacements

Ay Oracle displacements in our turf? Cardinal HR?

Ted Brady
Regional Director, Midwest
East Customer Base
PeopleSoft, Inc.
(cell) 216/272-0862
(main) 440/835-8157
----- Forwarded by Ted Brady/PeopleSoft on 07/14/2003 08:59 PM -----

Kyle Bowker
07/14/2003 05:21 PM

To: Sales NA Managing Directors, Sales NA RVPs and RSDs
cc: Phil Wilmington/PeopleSoft@PeopleSoft, Kevin Parker/PeopleSoft@Peoplesoft
Subject: Urgent Information required - Oracle Displacements

PENGAD-Bayonne, N. J.
GOVERNMENT EXHIBIT
4970

Please read the message attached below from Kevin Parker.

We have an urgent request for information for Oracle replacements by **Wednesday, July 16, 2003 close of business.**

Please send this information directly to Kevin Parker with a copy to Phil and myself.

Thank you for your support!

Kyle Bowker
Sr. Vice President North America

PeopleSoft USA Inc.
4460 Hacienda Drive
Pleasanton, CA 94588-8615
(925) 694-8540 Office
(925) 694-5155 Fax
email: kyle_bowker@peoplesoft.com

Executive Assistant
Romy Harness
(925) 694-5599 Office
(925) 694-5155 Fax
email: romy_harness@peoplesoft.com

----- Forwarded by Kyle Bowker/PeopleSoft on 07/14/2003 02:25 PM -----

Kevin Parker
07/14/2003 02:22 PM

To: phil_wilmington@peoplesoft.com, guy_dubois@peoplesoft.com, Kyle Bowker, steve_rowley@peoplesoft.com, Murray Creighton/PeopleSoft@PeopleSoft
cc: carol_richwood@peoplesoft.com, terry_bowden@peoplesoft.com, lori_varlas@peoplesoft.com
Subject: Urgent Information required - Oracle Displacements

In preparation for our upcoming earnings release conference call we need information about any Oracle displacements for 2001, 2002 or thus far in 2003. What we're looking for is those customer that have displaced any Oracle application with PeopleSoft in the recent past to mention in our conference call. **We are not looking for permission from the customers to use their names so please ask the sales teams not to start that process.** (I believe that recent examples of displacements include Maryland and Nextel.)

Please forward this on to your MDs and RVPs as appropriate

A quick response with a list of names, applications and year of sale is needed by Wednesday , close of business.

Kevin