Phil Wilmington
09/26/2003 11:08 AM

To: Curt Brasfield/PeopleSoft@PeopleSoft
cc: Justin Anderson/PeopleSoft@PeopleSoft, kerry_calderwood@peoplesoft.com, Kyle Bowker/PeopleSoft@PeopleSoft, Michelle Hicks/PeopleSoft@PeopleSoft
Subject: Re: CareFirst Discount Approval

Approved
pw
Curt Brasfield

Curt Brasfield
09/26/2003 11:07 AM

To: Justin Anderson/PeopleSoft@Peoplesoft, Kyle Bowker/PeopleSoft@Peoplesoft, Phil Wilmington/PeopleSoft@PeopleSoft
cc: kerry_calderwood@peoplesoft.com, Michelle Hicks/PeopleSoft@PeopleSoft
Subject: Re: CareFirst Discount Approval

I approve - Kyle this needs you and Phil - Carefirst is a Oracle financials customer and originally selected Oracle for HR but we have clawed our way back and are now in the driver seat for the deal, but pricing was a major issue.

Curt Brasfield
Vice President & Managing Director
Southern Region
Office - 404-439-5886
Mobile - 404-307-3714

Justin Anderson

Justin Anderson
09/25/2003 06:26 PM

To: Michelle Hicks/PeopleSoft@PeopleSoft
cc: Curt Brasfield, kerry_calderwood@peoplesoft.com
Subject: CareFirst Discount Approval

Michelle, we need Curt to approve a 65% discount for Carefirst. Let me know if you need any more details. This will need to be escalated up the ranks to Phil ultimately.

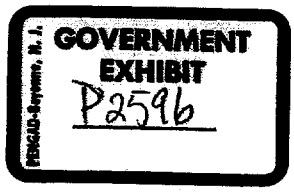
Thanks.

Justin Anderson
Regional Vice President
301-571-5864(main)
703-727-4812(mobile)

---- Forwarded by Justin Anderson/PeopleSoft on 09/25/2003 06:26 PM ----

Brent Bystrzycki
09/25/2003 12:41 PM

To: Justin Anderson/PeopleSoft@Peoplesoft, Kerry Calderwood/PeopleSoft@PeopleSoft



cc:
Subject: CareFirst Discount Approval

We will need Kyle and Phil's approval for a 55% Discount. We may need to go to 65% to pull it in this quarter. Please approve and forward to Curt.

List After TTR	2,262,700
Discount %	55% for contract prep (request ability to go to 65% if needed)
Discount Amount	1,244,485
Net License Fees	1,028,830

The 55% (potentially 65%) discount is needed to compete with Oracle. Oracle is their current Financials and DB provider. CareFirst has a long history with the Oracle who was selected for HR/PR when Systems were evaluated 2 years ago. This discount will position us just below Oracle from a cost standpoint.

Let me know if you need any further information.

Brent Bystrzycki
Account Executive - HCM
PeopleSoft
706 Westminster Dr.
Greensboro, NC 27410

336-854-3571 Office
336-254-9460 Cell