Summary Statistics

- PeopleSoft identified as a competitor in approximately 600 discount forms
- Oracle and PeopleSoft compete with each other more frequently in deals with larger license revenues
- Oracle faces competition on larger deals (93% of the time)

Summary Statistics

Oracle and PeopleSoft compete with each other more frequently in deals with larger license revenues

[1] License Revenue	[2] Number of Sales Opportunities	[3] Number of Sales Opportunities with at Least One Competitor	[4] Frequency of Sales Opportunities with at Least One Competitor	[5] Number of Sales Opportunities Competing with PeopleSoft	[6] = [5] / [2] Frequency of Sales Opportunities Competing with PeopleSoft
LR < $50K	[illegible]	[illegible]	[illegible]	[illegible]	49.2%
LR > $50K	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TOTAL	985	774	78.6%	[illegible]	40.5%

Source:
Oracle 2003 Fiscal Year, North American Sales Representative and Customer Surveys.