EXHIBIT
#64
1-5-04 DLT

	A	B
1	*Q1-04 PSFT Summary Info*	
2		
3	Wins vs PSFT as of 8/25/03	3
4	Losses vs PSFT as of 8/25/03	11
5		
6	# Deals Currently Competing In	59
7	(of those current deals)	
8	# Replacements/Upgrades	8
9	# New Deals	51
10	# Green (winning)	23
11	# Yellow (too soon to tell)	36
12	# Red (going badly)	0

GOVERNMENT
EXHIBIT
P2139

	A	B	C	D	E	F	G	H	I
1	Red/Yellow/Green	Opportunity	Organization	Product	Probability for Oracle win	Status	Oppt. Amount	New Deal or Replace	Comments
	Green	Barnes & Noble	East Apps	Financials, Financial & Sales Analyzer, E-Business Intelligence, Project Costing, Purchasing, Tutor, ISupplier Portal	90%	contracts stage, all issues resolved		new	
2									
3	Green	Choicepoint	East Apps	HR	80%	In contract neg.	$ 811,000	new	Negotiating contracs
4	Yellow	Cross Country Home Services	East Apps	CRM			$150,000	new	Peoplesoft not a competitor
	Green	Extendicare (Canada) Inc	East Apps	HR, Payroll, Financials	99%	with CEO	$ 700,000	new	Oracle selected. CEO returning from vacation on 8/25. Internal mtgs on 8/26 will determine when they execute contracts. CEO will not be pressured to move before he is ready.
5	Yellow	Garden of Life	East Apps	Suite	70	Have verbal	$350,000	new	Finalizing contract discussions - meeting with the President on 8/20 to hopefully finalize negotiations
6	Yellow	Information Mapping	East Apps	eBiz Suite, Ilearning/OTA/Quoting/Incentive Comp	60%	final negotiations, pricing, OCS	$ 150,000	new	users voted for Oracle, but the CFO has cold feet, doing more references now - feeling like Oracle is "too big" for them
7	Green	Kemet Corp	East Apps	HR	50	Need ok from CEO	$ 265,000	new	Decision by next wed - looks good; Peoplesoft no longer in deal
8	Yellow	Solo Cup	East Apps	Financials	60%	Q2 Building ROI	$450,000	new	Competitive tradeout of Psoft financials. ROI tied to mfg/supply chain and needs to be further defined.
9	Green	Zebra Technologies	East Apps	CRM	90%	8-26 close date	$401,000	new	Exec brd approved on 8-15. Revenue recognized on 8-26 when acceptance period expires.
10							$ 1,000,000	new	In RFP stage now
11	Yellow	AIG	NASA -STAR	Billing/Collections				new	
12	Yellow	AOL	NASA -STAR	Fin Apps & Call Center	20%	Pipeline 5/30/2004	$ 2,000,000		Just Completed demo against SAP and Peoplesof
13	Yellow	AOL	NASA -STAR	Call Center			$ 5,000,000	new	Oracle, Siebel, Psft shortlist
14	Yellow	Bank One	NASA -STAR	OFSA	30%	Pipeline 11/28/2003	$ 1,500,000	new	Only SAP install in FinApps, should be good fit, relationship issues
15	Yellow	Citigroup	NASA -STAR	Projects, Supplier portal	30%	Pipeline 5/30/2004	$ 250,000		Early in process, Possible extension of existing P2P
16	Yellow	Cox	NASA -STAR	ERP/SCM	20%	Pipeline 11/28/2003	$1,500,000	Replace	Replacement of JDE financials
17	Yellow	Fifth Third	NASA -STAR	Fin Apps	20%	Pipeline 5/30/2004	$ 750,000	new	D. Russo engaged on Blueprinting
18	Yellow	Fifth Third	NASA -STAR	HR/Payroll	20%	Pipeline 5/30/2004	$ 750,000	new	D. Russo engaged on Blueprinting
19	Yellow	First Tennessee	NASA -STAR	Fin Apps	20%	Pipeline 5/30/2004	$ 1,500,000	new	Early in process
20	Yellow	Huntington	NASA -STAR	HR	70%	Forecasted for Q1	$ 800,000	new	Replacement of ADP inhouse
21	Yellow	JC Penney	NASA -STAR	Fin Apps	20%	Pipeline 5/30/2004	$ 500,000	new	Early in process
22	Yellow	National City	NASA -STAR	Fin Apps	20%	Pipeline 5/30/2004	$ 1,000,000	new	Early in process
23	Yellow	Sears	NASA -STAR	HR	30%	Pipeline 3/15/2004	$ 4,000,000	Replace	Early in process
24	Yellow	St Paul Co	NASA -STAR	Fin Apps	20%	Pipeline 5/30/2004	$ 3,000,000	new	Early in process
25	Yellow	Telcove	NASA -STAR	Fin Apps, Purchasing, Projects	30%	Pipeline 11/30/2003	$ 200,000	new	Requirements studay completed, budgeted

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	A	B	C	D	E	F	G	H	I
26	Yellow	UBS	NASA -STAR	HR	30%	Pipeline 2/15/04	$ 2,500,000	Replace	Facing PSFT 8 upgrade or SAP FinApps installed
27	Yellow	Walgreen	NASA -STAR	HR	30%	Pipeline 4/30/2004	$ 2,000,000	new	Early in process
28	Green	GE NBC	NASA-ICP	HR, EAM	70%	Upside for Q2	$ 585,000	Replace	Oppt. $ represent new modules only
29	Yellow	Qualcomm	NASA-ICP	HR/Financials/ Manufacturing	65%	Forecasted for Q1	$ 1,000,000	Replace	Oppt. $ represent new modules only
30	Yellow	Stryker	NASA-ICP	vs. JDE (full erp)	50%	Upside for Q2	$ 1,000,000	Replace	This is a JDE Replace vs. Upgrade not Psoft
31	Green	Teradyne	NASA-ICP	HR	70%	Upside for Q1	$ 600,000	Replace	Oppt. $ represent new modules only
32	Green	Angiotech	West Apps - Amtz	ERP	90%	Verbal for Orcl	$ 100,000	new	Verbal - Q1 Deal
33	Yellow	Cellon	West Apps - Amtz	ERP/Fin	20%	eval on hold	$ 600,000	new	$500K includes EBSO. The eval is currently on hold, but PSFT and ORCL are the final two candidates. Companies business has been impacted by SARS and they are waiting for revenue growth to resume before making a system selection.
34	Green	Deseret Book	West Apps - Amtz	ERP	80%	mtg w/ CEO today	$ 200,000	new	Still more demo's to do, confirming timeframe with the CEO today, project is approved by Sr. Mgt, contract in place, working to get CFO's vote
35	Yellow	Dolby Labs	West Apps - Amtz	Fin/ Icomp/ mfg	20%	Surveys	$ 400,000	new	Early in cycle. Decision in Oct. SAP also compete. Royalty recognition key.
36	Green	Factual Data	West Apps - Amtz	ERP/Fin	80%	in legal review	$ 416,000	new	Oracle selected at local level by all mgt. Parent company Krull, must review all purchases. Mtg on the 25th w/ Krull to review contract and terms.
37	Yellow	Monster Cable	West Apps - Amtz	ERP	40%	Demos	$ 350,000	new	
38	Yellow	Restoration Hardware	West Apps - Amtz	ERP	30%	Open	$ 150,000	new	early in cycle but there appears to be a preference of Oracle over PSFT
39	Green	Runco	West Apps - Amtz	ERP		Demo	$ 110,000	new	Plus EBSO
40	Green	Virginia Mason	West Apps - Amtz	ERP Opportunity	60	Open	$ 690,000	new	ORCL selected, execs committed to August close
41	Green	American Heart	West Apps - Calzolari	ERP/Fin	30	demo	$ 600,000	new	shortlisted to 3. JD Edwards lost. Oracle prft eliminated
42	Green	G-Bass	West Apps - Calzolari	Financials	75%	Aug decision	$ 110,000	new	decision this week; rapidym running final fit/gap analysis due 8/20; exec committee review and final decision this week; pushing for Aug signature. Oracle favored by CFO.
43	Green	Hudson Advisors	West Apps - Calzolari	ERP/Fin	70	contract neg	$ 100,000	new	users in Indonesia
44	Yellow	All Coast	West Apps - Renner	ERP	50%	Final decision	$ 250,000	new	P-Soft and all other competition eliminated. Oracle or "do nothing", budgeting up for approval in October.
45	Green	AmariNet	West Apps - Renner	e-business suite	50%	decision in Sept	$ 150,000	new	Peoplesoft is one of the vendors they are looking at The other one is Lawson and they are more of the competition at this point. Customer is also concerned that Peoplesoft is trying to push JDE. Originally they were not sure if they should consider Peoplesoft, but Gartner told them that they should.

	A	B	C	D	E	F	G	H	I
46	Yellow	Avista	West Apps - Renner	ERP - S/C	50%	Final TCO	$ 450,000	new	Down to the end, decision in early September. Oracle/P-Soft dead heat.
47	Yellow	Cardinal Health	West Apps - Renner	CRM & Leasing	40%	Open	$ 750,000	new	PeopleSoft selected earlier this year as a result of acquisition status. Need to validate Oracle is valid option for this project. Conversion opp.
48	Green	Copeland Sports	West Apps - Renner	Suite and EBSO	50%	Surveys/Demo	$ 400,000	new	Peoplesoft and JDE were just eliminated and it is down to Oracle and Lawson. Oracle is in lead!
49	Yellow	CSG Systems	West Apps - Renner	H/R	50%	Finnal selection	$ 225,000	new	Down to selection. Oracle and lawson probable final 2, P-soft looks eliminated. Customer will eval all ERP vendors that run on an Oracle DB. Late Q2/early Q3 decision
50	Yellow	Distinctive Appliances (DACOR)	West Apps - Renner	ERP	10%	Waiting on RFP	$ 300,000	new	
51	Green	Experian	West Apps - Renner	Lawson Replacement/HRMS	30%	Open	$ 350,000	new	Working on the final steps to closure.
52	Yellow	Exult	West Apps - Renner	Fin apps/purchasing	80%	Compliance issue	$ 100,000	Add on's with install	These guys host PSFT apps for their customers and use PSFT HR- claim to be working with Block/Clandrini on a larger partnership with Oracle..they're using Oracle finapps and purchasing Plus EBSO
53	Green	Fort Mojave	West Apps - Renner	ERP/Fin	75%	reviewing contracts	$ 100,000	new	
54	Green	Fort Mojave	West Apps - Renner	ERP	80%	Waiting on contracts	$ 100,000	new	Health Board has approved. Waiting on contracts. Oracle won pilot over PSFT. Enterprise deal decision in September. Also includes EBSO and OCS contract in addition to licenses
	n	Hallmark Cards	West Apps - Renner	HR/Payroll	60%	decision in Sept.	$ 2,000,000	new	
56	Green	Michaels Store	West Apps - Renner	e-business suite	80%		$ 1,100,000	new	Customer making decision to undo Ppsft and repl with Oracle apps. Final decisions this Wed (8/20). OCS to do implementation if successful
57	Green	Neiman Marcus	West Apps - Renner	Payroll/Recruitment	80%		$ 500,000	new	Competition now from BPO options with Ppsft and other competition based on TCO.
58	Yellow	Pinnacle West	West Apps - Renner	ERP	33%	Demos next	$ 1,000,000	new	Down to P-sft, Lawson, Oracle. SAP eliminated in the RFP stage. Demos next.
59	Yellow	Tetra Tech	West Apps - Renner	e-business suite	30%	Demos completed 8/15. Decision by Oct 1	$ 1,000,000	new	IBM leading selection; Very competitive with JDE
60	Yellow	Turner HR	West Apps - Renner	HR	50%	Q2 deal, presenting proposal	$ 300,000	new	Presenting to Turner CIO 8/18 proposal with "all in one".

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	J	K	L	M	N	O	P	Q	R
1	*Outstanding Issues*	*ABU SS (HR)*	*ABU SS (SCM)*	*ABU SS (CRM)*	*ABU SS (Projects)*	*ABU SS (PLM)*	*ABU SS (OPM)*	*ABU SS (BI)*	*ABU SS (Leasing)*
2									
3		Stevens, Lisa							
4									
5	CEO feeling comfortable with final numbers & go forwrad plan to sign by Aug. If not, then in early Sept.	Mancini, Mark							
6							Hyers, Andrew		
7		Younkin, Tom							
8		Stevens, Lisa	O'Sullivan, Jerry						
9	Mfg business case. Project plan - We have the verbal nod but the "Why Buy Now" isn't selling enough for Financials only to transaction done in Q1. Deal will ...en in Q2/Q3 and should encompass ...g, as well as fin apps. Current Peoplesoft customer - this will be a competitive tradeout.		Allen, Jennifer						
10	None		O'Sullivan, Jerry	Nelson, Cody Burke, John; De rosa, Tom		Ger, Michael			
11									
12	Selection, Negotiation and Close			DeRosa, Tom DeRosa, Tom					
13									
14	Site visits scheduled week of Sept. 8th								
15	Early in sales cycle								
16	Early in sales cycle		Wells, Mark						
17	Early in sales cycle								
18	Early in sales cycle								
19	Early in sales cycle								
20	Requiring more ROI to justify versus free ADP Enterprise	Kobzowicz, Tim							
21	Early in sales cycle								
22	Early in sales cycle								
23	Early in sales cycle								
24	Early in sales cycle								
25	Early in sales cycle								

	J	K	L	M	N	O	P	Q	R
26	Initial interest in evaluation, will need like for like program								
27	Early in sales cycle								
28	Need Like for Like Program Approved		Allen, Jennifer						
			Belding, Patrick					Rigatuso, Chris	
29	Financial Reporting Issues								
30	Very Competitive given JDE Incumbant	Younkin, Tom	O'Sullivan, Jerry						
31	None								
32	Order paperwork, approval								
33	Some projects DBI functionality that customer requires is not released yet.	Monk, Stewart							
34	CFO wants to see MORE product. This is a very detailed guy, we spent 6 hours on GL and AP, now he wants to see Costing and AR. We need his vote to get this deal, so we are pushing for a final demo on Friday of this week.								
35									
36	al is just finalizing the acuisition with as such, Krull wants to review all nases. Legal at Factual has reviewed and now Krull legal is doing the same. Sr Mgt from Krull will be in Denver on Aug 26th to review the contract.								
37									
38		Monk, Stewart							
39									
40	Finalize legal negotiations	Monk, Stewart							
41									
42									
43									
44									
45									

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	J	K	L	M	N	O	P	Q	R
46									
47	User interface and overall perceived functionality of PeopleSoft. It is perceived to be easier to use with nicer user interface.								
48									
49		Hart, Angela							
50	None - early in cycle								
51		Flynn, Dan							
52	We've determined there hasn't been much, if any conversations- and we're pushing to get new, updated Oracle user counts.								
53	reviewing contracts								
54									
		Hart, Angela							
56	CS numbers along with our decrease in license as "incentive"								
57	CIO been out of town, now back and trying to get time with him.	Manckal, Mark							
58		Flynn, Dan							
59	IBM JDE Bias. Executives at TT now involved to meet with both vendors Executive teams	Flynn, Dan	Binsley, Andy						
60	Politics between NY and Dallas with customer.								

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	A	B	C	D	E	F	G	H	I
1	Opportunity Number	Deal Type	Deal-Sub Type	NAS Org	Area	Sales Group	Sales Person	Customer	Opportunity
2	1008214	Apps	HR	Strategic	SWELLEN	BKELLEY	Masini, Al John	TARGET	Target - HR
3	980633	Apps	Apps	NA Apps	MMILLS	KFEENEY	Brugner, James Matthew	Beltservice Corp.	ERP
4	1014193	Apps	HR	NA Apps	JBOUCHER	GCASCIOL	Florance, Robert G (Bob)	NAMASCO CORP	HRMS
5	192475	Apps	Financial	NA Apps	JBOUCHER	GCAVACCH	Doyle, Patrick Dennis (Pat)	GAF	Financials & Supply Chain Opportunity
6	978752	Apps	Financial	NA Apps	MMILLS	DBONNETT	Upp, Melissa	Driscoll Strawberry Associates Inc.	ERP, SCM
7	992659	Apps	eBusiness Suite	NA Apps	JBOUCHER	BROONEY	Weed, Wendy Ann	VitalWorks Inc	e-business suie
8	1002186	Apps	HR	NA Apps	MMILLS	DBONNETT	Sanchez, Bruce David	BELL MICROPRODUCTS INC	ERP-HR
9	1002273	Apps	Financial	NA Apps	JBOUCHER	GCAVACCH	Barton, Hugh John	Delta Financial Corp	Full ERP
10	912677	Apps	eBusiness Suite	NA Apps	JBOUCHER	SPSMITH	Van Belkum, Joseph J (Joe)	AISIN USA MANUFACTURING INC	ERP Selection
11	980587	Apps	Apps	NA Apps	MMILLS	RTURNHAM	Pitala, Craig (Craig)	ELECTRONIC DATA SYSTEMS	OMS/CRM
12	1004968	Apps	eBusiness Suite	NA Apps	JBOUCHER	DKEISTER	Gelnett, Lance R.	ARBITRON	RA-Arbitron-ERP
13	1048080	Apps	eBusiness Suite	NA Apps	MMILLS	TOTOOLE	Mcpherson, Shelby Eugene (Shelby)	PLANAR SYSTEMS	RMA/Service
14	1037242	Apps	Financial	NA Apps	MMILLS	JLAWSON	Eli, Wayne N.	BRITISH COLUMBIA LOTTERIES CORPORATION	ERP
15	996452	Apps	Apps	Strategic	SWELLEN	ALANIER	Williams, James B (Bart)	SUNTRUST	Expansion of Financials

	J	K	L	M
1	*Status*	*Close Date*	*Total Opportunity Amount*	*Key Competitor*
2	Lost	20-Aug-03	3,000,000	Peoplesoft
3	Lost	29-Aug-03	300,000	JD Edwards
4	Lost	31-Jul-03	70,400	Peoplesoft
5	Lost	29-Aug-03	800,000	Peoplesoft
6	Lost	20-Jun-03	130,455	Peoplesoft
7	Lost	20-Aug-03	200,000	Peoplesoft
8	Lost	15-Aug-03	150,000	Peoplesoft
9	Lost	30-Jun-03	300,000	JD Edwards
10	Won	30-Jun-03	800,000	JD Edwards
11	Lost	29-Aug-03	2,000,000	Peoplesoft
12	Lost	18-Jul-03	450,000	Peoplesoft
13	Won	31-Jul-03	114,000	Peoplesoft
14	Lost	26-Aug-03	302,971	Peoplesoft
15	Won	20-Aug-03	60,000	Peoplesoft

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