PeopleSof Employee Cuts

	FY03	Change	FY05	% Change
Sales Quota Reps	437	(437)	0	-100%
Other Sales & Marketing	1,080	(1,080)	0	-100%
Research & Development	2,370	(1,370)	1,000	-58%
General & Administrative	865	(740)	125	-86%

July Model (Pls. Ex. 3004) p. 34, lns. 168, 1 '6, 180, 193

J.D. Edwarc s Employee Cuts

	FY03	Change	FY05	% Change
Sales Quota Reps	273	(198)	75	-73%
Other Sales & Marketing	811	(794)	17	-98%
Research & Development	1,282	(707)	575	-55%
General & Administrative	672	(602)	70	-90%

July Model (Pls. Ex. 3004) p. 41, lns. 162 170, 174, 188