Pricing Intelligence

PeopleSoft:
Product Pricing Overview

October 2002

Warning
The information contained in this document is dated material.
Events may have occurred since the original publication, which might alter the accuracy of the report.

If you need additional or current information on the project, please contact the team member(s) who created this report.
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PENGAD-Bayonne, N.J.
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Document Use

This competitive pricing document has been created to better assist you in understanding the marketplace in which Oracle competes. The document is an overview of an Oracle competitor, and was created from primary and secondary source research with regard to pricing and licensing.

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PeopleSoft Product Pricing

Overview

According to our research, PeopleSoft product pricing is largely calculated by an automated tool called The PeopleSoft Price Calculator, which is a PeopleSoft proprietary resource and unavailable to the public- including customers. While Sales Executives are empowered with autonomy to use creativity in pricing (with supervisor approval and given core pricing parameters), the calculator enables the Sales Executive to choose from a number of variables to achieve a Grand Total of Fees to also include Reductions, Royalties, and 1st Year Maintenance. The Sales Executives calculations totaled by the tool must accompany each sales contract internally submitted prior to deal execution, but is by policy not seen by the client customer.

PeopleSoft pricing is also formulated for the whole enterprise and not named user. Based on Market Segmentation (Products, Services, Federal Government, Financial Services, Higher Education, Manufacturing, Public Sector, Retail, and Service Industry) input is required for the Customer's Size Metrics. Appropriate metrics are dependant upon the specific PeopleSoft Product Line, then based on any one of the following: number of Employees, number of Students (Student Administration Solutions), Funds Raised (Contributor Relations Solutions), and either Annual Revenue, Budgets, or Assets. If Assets are selected, an appropriate Industry Category must be determined from Financial Services: Brokerage & Banks, Diversified Financials, Life & Health, and Property & Casualty. These selections will provide the tool with specific formulas and ratios.

The Asset to Revenue Ratios that can be used in the tool for pricing the financial, distribution, and manufacturing products for financial service organizations based on the asset size instead of revenue are:

All Financial Services	**~7.8**
Financial Services by Industry Sub sector	
Brokerage & Banks	**~10.6**
Diversified Financials	**~7.7**
Life & Health - Mutual & Stock	**~5.6**
Property & Casualty - Mutual	**~2.6**
Property & Casualty - Stock	**~3.7**

Each PeopleSoft contract has an Expansion of Rights Clause, which guarantees future license pricing should the customer expand past per-agreed upon size thresholds. With size/revenue based price and expansion variables, PeopleSoft gives customers the right to deploy as many servers, users, and workstations as needed within their licensed enterprise size.

Discounts

Existing client Add-On sales qualify for a Relationship Level Reduction (RLR), in addition to the Total Transaction Reduction (TTR). Net license fees paid by the customer in the last 24 months are input to the tool and the applicable Relationship Level Reduction percent discount will be added to the Total Transaction Reduction. The Discount Schedules are as follows:

Total Transaction Reduction		**Relationship Level Reduction**	
Threshold	Reduction	Threshold	Reduction
250,000	25.0%	1,000,000	5.0%
750,000	27.5%	2,000,000	10.0%
1,500,000	30.0%	3,000,000	15.0%
2,500,000	35.0%		
3,000,000	40.0%	*Relationship Level Reduction is only*	
4,000,000	45.0%	*applicable if the customer licensed*	
5,000,000	50.0%	*PeopleSoft product in the last 24 months.*	

Additional Discounting is available with a Delegation of Authority document and executive approval. These features would include a **Fixed Contract Value** or **Fixed Additional Discount**. The sales representative may also use an additional 10% discount at their judgment.

Expansion Clause

PeopleSoft provides a Value Based Pricing Proposition where customers must pay incremental license fees once they exceed thresholds specified and agreed upon within the sales cycle. These incremental fees are based on the original contract price. The Expansion Clause, defining the thresholds and the associated incremental license fees is required in the schedule for every PeopleSoft software sale with the exception of the PeopleSoft Customer Info System (CIS) and 3rd Party Products.

Standard Expansion Terms

Mid-Market	Customer Size (Rev)	Expansion	Incremental Fee
	1-100M	20%	5%
	101-300M	20%	10%
	>300M	10%	10%

Up-Market	Expansion	Incremental Fee
	10%	10%

Maintenance
First year maintenance is mandatory with all PeopleSoft Products. PeopleSoft's Standard Support is 20% of the Net License Fee, however other options are offered: Premium Support or Platinum Support (22-27%), and Accelerated Solutions Support (18%, but not valid if customer purchases Accelerated Solution and other PeopleSoft products). Additional discounts apply for purchasing longer-term maintenance contracts. In some cases, discounting has brought the price down to 15% of the purchase price.

3rd Party Royalties
If 3rd party technology, such as Oracle, Sybase, Cognos, is bundled or embedded in a PeopleSoft product, the price calculator provides an estimated royalty cost. This figure provides the Sales Executive an indication of a possible Sales credit impact. The 3rd Party's appropriate license and support requirements are also separately dictated.

Training, Installation, and Implementation
Training, Installation, and Implementation Consulting fees are separate costs from the software charges. Installation pricing varies according to the customer's operating system, database type, and number of products being loaded and installed. A typical price for this service is $180K. Training is suggested as follows:

Mid-market Transactions	3% of Net License Fee
New Up-Market transactions	7% of Net License Fee
Add-On Up-Market transactions	3% of Net License Fee

So What?

Commentary-
Overall, PeopleSoft's pricing appears to be less than its competitors and Sales Reps have a lot of variables to effect price by the Delegation of Authority Discount Document, Relationship Level Reductions, and Expansion. At times, the low price can lead to less discounting than the client may assume as price lists are not available for viewing and customers have no way to validate whether the pricing is fair in terms of how the deal was positioned. This is especially the case when a customer wishes to buy à la carte or an additional product at a later date. There is no "set price" that is found on a tangible menu, but rather calculated in the tool based once again on a number of variables. Many Sales Execs are unable to articulate and show the exact breakdowns found within the calculation tool. A real savvy buyer can probably trip up the rep at times.

PeopleSoft has generated approximately 25% of its sales from its mid-market effects, but recently improved that share closer to 33% with a dedicated strategy to expand outside of the U.S. Investor reports are optimistic regarding its expanding global success chances.

Oracle and SAP remain the greatest competition on the high end "Up-Market," withMicrosoft, smaller companies, and new entrants on the low-end. Deals between $1-10MM are down 15%, and upgrade deals are closer to $100-200K. PeopleSoft maintains a distribution strategic focus of high support-high customer contact.

Achilles Heel?

One way sales execs can compete with PeopleSoft is in terms of showing actual discounts, seeing if the potential client is able to receive a future discount equal to the initial deal discount from PeopleSoft. More often than not, the PeopleSoft rep will not be able to commit on a forward projecting deal discount. On the flipside, a number of preset discounts are almost always being added into the total price without the client having to specifically ask.

Expansion is also a frustration for PeopleSoft clients where they often feel "taxed" on their growth successes by the Standard Expansion Terms. PeopleSoft can use this clause to generate additional revenues from its customer base with no incremental usage required. Incremental and expansion fees have recently caused many clients confusion and frustration.

Contract vagueness, may be prevalent when a division of a large company wishes to buy a product and the tool figures can't be applied. For example, if a $10B company wanted a CRM package for a division of 500 employees, the number of employees would not be solely counted and revenue would be too difficult to ascertain in a division. PeopleSoft will use a $250,000 revenue number multiplied by the 500 employees as a factor, but the contract will say based on the number of employees. (No information to this point has been found on how the $250,000 was derived)

The easiest competitive tip is for an Oracle rep to say to the client, "here's my pricing, it's transparent, why can't PeopleSoft show you theirs?" but sell value against toe-to-toe price.

Net/Net

PeopleSoft vs. Oracle

PeopleSoft		Oracle	
Discounts			
-	PeopleSoft Sales Rep has an additional 10% off the standard discounting allowance.	+	Oracle Sales Management has an additional 25% points beyond the eBusiness discount schedule and Tier I executives have up to 45 additional points beyond eBusiness standard discounts. Oracle has specific discount approval parameters to facilitate Sales Management's ability to monitor "street" discounting practices and provide timely input into the pricing process relative to competitor behaviors and customer expectations.
+	Additional PeopleSoft discounting is available with ***executive*** approval. Must complete Delegation of Authority Documents.	+	Additional discounting beyond Tier I is available per HQAPP/ CEO Executive approval.
+	PeopleSoft offers a formal Relationship Level Reduction (RLR) beyond their standard discount practices for customers who have purchased licenses in the past 24 months.	-	Oracle has no formal Relationship Discount. Oracle discounts are based on transaction volume at the time of the deal. Price Holds can be considered to act as a RLR since it extends a discount to customer based on past purchases.
+	PeopleSoft provides discounts starting at 25% for $250,000 and go up as high as 50% on $5M+	-	Oracle's **published** discount schedule is up to 25%, but "actual" discounts are comparable to PeopleSoft on comparable size deals.
-	PeopleSoft's initial license discount threshold begins at **$250,000 (10x the Oracle requirement)**	+	Oracle customers receive a discount with an investment in license and support as low as $25,000
-	PeopleSoft cannot carry over discounts to the next deal. Essentially, PeopleSoft does not offer price holds tied to a specified set of products relative to a given price list. **They have little to no price protection. Instead they offer the RLR.**	+	Oracle offers its customers price protection by providing available contract options that can extend an agreed upon discount up to 5 years, typically referred to as a "price hold."

Expansion Clause			
-	PeopleSoft charges client additional fees based on an Expansion Clause. The Expansion clause is based on a company's core business metrics relative to the application being purchased, such as revenue. **It's important that customers understand that their license fees will increase based on the growth in their corporate metrics regardless of whether the software was directly attributable to the company's success or not.**	+	Most of Oracle's products are based on user or usage metrics. Therefore, there are no additional fees relative to license if the usage has not changed. Typically, more users and usage are the primary activities that will generate additional license fees for Oracle applications. **Oracle's pricing is directly related to the benefit the users receive or to the processing activities related to the transactions the Apps perform. It is a more appropriate method for price justification.**
Maintenance			
-	For PeopleSoft first year maintenance is mandatory	**Neutral**	Oracle highly recommends first year maintenance but does not "require" it.
+	Standard Support can be 20% of Net License Fees. PeopleSoft also provides additional discounts on Support and can be as low as 15% of net.	-	Oracle is generally a couple of points more based on net license fees. There is some flexibility to provide higher discounts on support for very large complex transactions.
General Pricing & Licensing Policies and Practices			
-	PeopleSoft uses a proprietary pricing tool "black box." The sales rep cannot and does not disclose the pricing model to the customer; therefore, the customer has less leverage in the negotiation process because they don't know the pricing attributes they would be negotiating. PeopleSoft cannot demonstrate the fairness, consistency and equity of their pricing and how each customer is treated relative to another.	+	Oracle was the first enterprise software vendor to make its license prices publicly available. With the release of the Software Investment Guide, Oracle is now the first to make its pricing policies and practices available. The goal of these initiatives is to improve trust between Oracle and its customers. The value of Oracle's transparency should not be underestimated and is key in demonstrating Oracle's commitment to treat its customers equitably. **PeopleSoft's inability to explain its pricing model to customers relative to consistent pricing terms over any given period of time should be highlighted during negotiations.**

PeopleSoft Product Pricing **Nov-02**

Note: The information contained in this document is dated material. Events may have occurred since the original publication, which might alter the accuracy of the report.

This is not an official PeopleSoft Pricing Tool and not an Internal PeopleSoft Proprietary Document, Prices should not be considered exact, but representative of past quotes.

Example: Using XYZ Company's Employees and Revenues

PeopleSoft HRMS (Price Metric: Employees)	Prerequisites (must license)	Employees: 19,657 Revenue: $3,546,000,000 List-Single Product	Employees: 3,632 Revenue: $394,400,000 List-Single Product				Employees: 19,657 Revenue: $3,546,000,000		Employees: 3,632 Revenue: $394,400,000	
Human Resources		715,700	364,300	Human Resources	$	60 Person	19,657	$ 1,179,420	3,632	$ 217,920
Payroll For N America		715,700	364,300	Payroll	$	60 Person	19,657	$ 1,179,420	3,632	$ 217,920
Benefits Administration	HR	604,000	223,100	Advanced Benefits	$	40 Person	19,657	$ 786,280	3,632	$ 145,280
FSA Administration	HR, Payroll For N America	179,000	66,100							
Payroll Interface	HR	475,500	154,000							
Payroll Interface Connector for ADP Connection	Payroll Interface, HR	89,500	35,000							
Time and Labor	HR	604,000	223,100	Time and Labor	$	35 Person	19,657	$ 687,995	3,632	$ 127,120
Stock Administration	HR	542,300	192,500							
Pension Administration		661,500	344,300							
Resume Processing	HR	134,200	49,600							
eRecruit	HR	134,200	49,600	iRecruitment	$	50 Person	19,657	$ 982,850	3,632	$ 181,600
eRecruit Manager Desktop	HR	134,200	49,600							
eCompensation	HR	89,500	33,100							
eCompensation Manager Desktop	HR	89,500	33,100							
eProfile	HR	89,500	33,100							
eProfile Manager Desktop	HR	89,500	33,100							
eDevelopment	HR	89,500	33,100							
eBenefits	HR	89,500	33,100							
ePay	Payroll for N. America or Payroll Interface or Global Payroll Core or a Global Payroll Country Extension	89,500	33,100							
eEquity	HR & Stock Administration	89,500	33,100							
Directory Interface	HR	89,500	33,100							
Workforce Analytics (EPM) (Price Metric: Employees)	Prerequisites / Notations	List-Single Product								
Workforce Scorecard		360,400	96,300	Balanced Scorecard	$	95 Employee	19,657	$ 1,867,415	3,632	$ 345,040
Workforce Rewards		256,000	53,900							
Workforce Planning		256,000	53,900							
HRMS Warehouse		276,900	61,600							

PeopleSoft Financials (Price Metric: Revenue, Budgets or Assets)	Prerequisites / Notations	List-Single Product											
General Ledger		673,500	159,000	Financials	$	3,995	Application User	393	$	1,570,035	73	$	291,635
Receivables		590,400	127,200	(incl. In Financials)									
Payables		545,600	111,300	(incl. In Financials)									
Asset Management		498,200	95,400	Enterprise Asset Mgmt	$	5,995	Application User	98	$	587,510	18	$	107,910
Budget Planning for U&O		673,500	159,000	Treasury	$	24,995	Application User	10	$	249,950	3	$	74,985
Cash Management		590,400	127,200										
Deal Management	Cash Mgmt	392,200	63,600										
Risk Management	Cash and Deal Mgmt	392,200	63,600										
Deduction Management	Receivables	545,600	111,300										
PeopleSoft ESA (Price Metric: Revenue, Budgets or Assets)	Prerequisites / Notations	List-Single Product											
Projects		673,500	159,000	Project Costing	$	3,995	Application User	196	$	783,020	36	$	143,820
Contracts		568,300	119,300	Project Contracts	$	5,995	Application User	98	$	587,510	18	$	107,910
Grants	GL, Billing, Projects, Contracts, & JetForms Forms Pak for Grants	545,600	111,300	Grants	$	3,995	Application User	98	$	391,510	18	$	71,910
Expenses		611,800	135,200	Internet Expenses	$	5	Expense Rpt	235,884	$	1,179,420	43,584	$	217,920
Mobile Time and Expense	Expenses	392,200	63,600	Internet Time	$	125	Application User	4,914	$	614,250	908	$	113,500
Mobile Time and Expense for Palm	Expenses	260,600	31,800										
Resource Management		545,600	111,300	Project Resource Mgmt	$	395	Person	196	$	77,420	36	$	14,220
Pay/Bill Management	HR, Payroll For N America, Projects, Billing, Rec., & Contracts; Approval req'd	768,200	307,200										
Travel		331,000	47,700										
Staffing for Front Office	Approval req'd	TBD	66,000										
Financial Analytics (EPM) (Price Metric: Revenue, Budget, or Assets)	Prerequisites / Notations	List-Single Product											
Budgeting (formerly known as Budgets)		545,600	111,300	Budgeting and Planning	$	3,000	Application User	393	$	1,179,000	73	$	219,000
Activity Based Management		498,200	95,400	Activity Based Mgmt	$	95	Employee	19,657	$	1,867,415	3,632	$	345,040
Analytic Forecasting		219,900	23,900	Financials & Sales Analy	$	1,495	Application User	393	$	587,535	73	$	109,135
Balanced Scorecard		392,200	63,600	Balanced Scorecard	$	95	Employee	19,657	$	1,867,415	3,632	$	345,040
Risk Weighted Capital		498,200	95,400										
Funds Transfer Pricing		498,200	95,400	Transfer Pricing	$	70	Employee	19,657	$	1,375,990	3,632	$	254,240
Asset Liability Management		498,200	95,400										
Business Planning		545,600	111,300										
Financials Warehouse		447,400	79,500										
Peoplesoft Supply Chain Management (Price Metric: Revenue, Budget or Assets)	Prerequisites / Notations	List-Single Product											
Order Management	Inventory	749,900	190,800	Order Management	$	0.60	Order Line	1,000,000	$	600,000	250,000	$	150,000
Promotions Management		749,900	190,800										
eStore	Order Mgmt, Inventory, Approval req'd	749,900	190,800	eStore	$	50,000	Processor	8	$	400,000	4	$	200,000
Order Promising	Enterprise Planning, Inventory, Order Mgmt; Approval req'd	855,500	342,100	Global Order Promising	$	300	SM COGS	1,700	$	510,000	200	$	60,000
Billing		545,600	111,300										
Purchasing		712,400	174,900	Purchasing	$	3,995	Application User	196	$	783,020	36	$	143,820
Inventory		712,400	174,900	Inventory Optimization	$	750	SM COGS	1,700	$	1,275,000	200	$	150,000
Demand Planning		855,500	342,100	Demand Planning	$	600	SM COGS	1,700	$	1,020,000	200	$	120,000
Inventory Planning	Demand Planning	673,500	269,300										
Enterprise Planning	Inventory	855,500	342,100										
Product Configurator		632,800	143,100	Configurator	$	150,000	Processor	4	$	600,000	2	$	300,000
eSupplier Connection	Purchasing or Payables	134,700	31,800	iSupplier Portal	$	995	Application User	196	$	195,020	36	$	35,820
eBill Payment	Receivables	545,600	111,300										
eProdnct Management	Engineering, Bills & Routing, Production Mgmt, Cost Mgmt	134,700	31,800	Discrete Manufacturing	$	3,995	Application User	98	$	391,510	18	$	71,910

Flow Production	Production Mgmt	447,400	79,500	Flow Manufacturing	$	2,995	Application User	98	$	293,510	18	$	53,910
eProcurement	approval req'd.	632,800	143,100	iProcurement	$	5	Purchase Line	100,000	$	500,000	25,000	$	125,000
Services Procurement		545,600	111,300	Purchasing	$	3,995	Application User	196	$	783,020	36	$	143,820
Cohera Catalog Management System	approval req'd	712,400	174,900										
Engineering	Bills & Routing, Production Mgmt, and Cost Mgmt	498,200	95,400										
Bills and Routing	Production Mgmt, Cost Mgmt	545,600	111,300										
Quality	Either 1) Production Mgmt, Bills & Routing, Cost Mgmt or 2) Inventory, or 3) Purchasing	632,800	143,100										
Production Management	Bills & Routing, Inventory, and Cost Mg	673,500	159,000										
Cost Management	Bills & Routing, Production Mgmt	590,400	127,200										
Production Planning - Basic	Bills & Routing, Production Mgmt, and Cost Mgmt	673,500	269,300										
Production Planning - Advanced	Bills & Routing, Production Mgmt, and Cost Mgmt	855,500	342,100										
Collaborative Supply Management	Purchasing, Inventory	447,400	159,000	Collaborative Planning	$	500	SM COGS	1,700	$	850,000	200	$	100,000
Strategic Sourcing	(If and when available)	TBD	405,400	Sourcing	$	20,000	Application User	98	$	1,960,000	18	$	360,000
Trading Partner Management	(If and when available)	260,600	31,800	Trade Mgmt	$	2,995	Application User	98	$	293,510	18	$	53,910
Supply Chain Analytics (EPM) (Price Metric: Revenue, Budget, or Assets)	Prerequisites / Notations	List-Single Product											
Supply Chain Warehouse		228,500	50,000	Advanced Supply Chain I	$	1,500	SM COGS	1,700	$	2,550,000	200	$	300,000
CRM Products-PS & CRM Price Metric: Revenue, Budget or Assets except otherwise noted	Prerequisites (Must License)	List-Single Product											
Support - Enterprise License		TBD	298,200	iSupport	$	50,000	Processor	8	$	400,000	4	$	200,000
Support - Restricted License, Collections		885,600	190,800										
Support Upgrade - Restricted License to Enterprise License		0	0										
Sales		TBD	238,500	TeleSales/Sales Online	$	3,995	Application User	196	$	783,020	36	$	143,820
Sales Product Configurator	Sales or Order Capture or Order Captu	588,300	95,400										
Marketing		852,450	178,950	Marketing	$	4,995	Application User	196	$	979,020	36	$	179,820
FieldService		TBD	298,200	Field Service	$	3,995	Application User	196	$	783,020	36	$	143,820
HelpDesk - Enterprise License	Metric: Employees	TBD	515,850										
HelpDesk - Restricted License, Human Resources	Metric: Employees	906,000	334,650										
HelpDesk - Restricted License, Information Technol	Metric: Employees	TBD	452,250										
HelpDesk - Restricted License, Projects	Metric: Employees	906,000	334,650										
HelpDesk Upgrade - Restricted License to Enterprise	Metric: Employees	0	0										
Interaction Management		303,150	71,550										
Support for Customer Self Service	Support	50,550	12,000										
HelpDesk for Employee Self Service	HelpDesk (Metric: Employees)	61,350	22,650										
CTI Integration	One of the following: i)Support, Enterprise, ii) Support, Restricted Collections, iii) HelpDesk, Enterprise, iv) HelpDesk Restricted HR, v) HelpDesk Restricted IT, vi) HelpDesk, Restricted Projects, vii) FieldService, viii) Interaction Management, ix) Order Capture, x) Telemarketing	303,150	71,550	Advanced Inbound/Advanced Outbound	$	995	Workstation	196	$	195,020	36	$	35,820
Mobile Sales (renamed	Sales	252,600	59,700	Sales Online	$	3,995	Application User	196	$	783,020	36	$	143,820
Telemarketing	Marketing	50,550	12,000	Marketing	$	4,995	Application User	196	$	979,020	36	$	179,820

CRM for Financial Services		Support-Enterprise License or Support Restricted Collections; Sales, Marketing, Support for Cust.Self Service, Interaction Management	0	0	CRL Financial Management	$ 249,995	Module + 0.25/Subscriber				
CRM for Communications		Support-Enterprise License or Support Restricted Collections; Sales Product Configurator, Support for Cust.Self Svc, Order Capture, Order Capture Self-Service; (If and when available)	0	0	Network Logistics (Network Asset Tracking)	$ 249,995	Module + 0.50/Subscriber				
Order Capture		(If and when available)	885,600	190,800							
Order Capture Self Service		(If and when available)	885,600	190,800							
Mobile Field Service		Field Service (If and when available)	252,600	59,700	Mobile Field Service	$ 1,495	Field Technician	196	$ 293,020	36	$ 53,820
Quality Management		(If and when available)	852,450	178,950							
Online Marketing	(product acquired from A	Marketing(If and when available)	852,450	178,950							
Site Marketing	(product acquired from A	Order Capture Self Service(If and when	671,100	119,250							
Configurator:	(product acquired from	Support-Enterprise License or Support-Restricted License, Sales, Order Capture, Order Capture Self Service, Support for Customer Self Service(If and when available)	885,600	190,800	Configurator	$ 150,000	Processor	4	$ 600,000	2	$ 300,000
CRM Analytics (EPM) (Price Metric: Revenue, Budget, or Assets - except as noted)			List-Single Product								
Customer Scorecard			297,300	39,800							
Customer Behavior Modeling			673,500	159,000							
CRM Warehouse			673,500	159,000							
Peoplesoft Portals (Price Metric: Revenue, Budget or Assets)			List-Single Product								
Enterprise Portal			336,800	79,500							
Portal Packs (Price Metric: Revenue, Budget, or Assets) except otherwise noted		Prerequisites / Notations	List-Single Product								
CRM Portal Pack		Enterprise Portal	67,400	15,900							
UPM Portal Pack		Enterprise Portal	67,400	15,900							
Financials Portal Pack		Enterprise Portal	67,400	15,900							
HRMS Portal Pack	(Price Metric: Employ	Enterprise Portal	89,500	33,100							
Supply Chain Portal Pack		Enterprise Portal	67,400	15,900							
Enterprise Performance Management (Price Metric: Revenue, Budget, or Assets)		Prerequisites / Notations	List-Single Product	Enterprise Warehouse 299,900							

PeopleTools (Price Metric: Revenue, Budget, or Assets)		List-Single Product	
PeopleTools-Enterprise License Starter Kit	Includes up to 5 named development seats per kit and 20 components	766,200	306,700
PeopleTools-Enterprise License	Includes unlimited seats and compon		
PeopleTools Mobile Agent-Enterprise Developmen	Includes unlimited development seats and components. PeopleTools Enterprise License Starter Kit or PeopleTools Enterprise License (If and when available)	150,400	45,900