

Monturo, Celeste (CCI-Atlanta)

From: McGuire, Mark (CCI-Atlanta)
Sent: Monday, April 19, 2004 11:29 AM
To: Hatfield, Scott (CCI-Atlanta)
Subject: ERP Pricing

Scott, I realize you may not have time to review prior to our meeting, but here are the preliminary pricing:

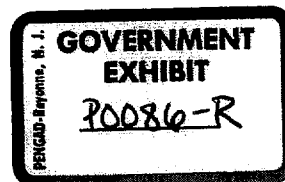


Oracle Pricing.xls
(25 KB)



PS Pricing.doc (38
KB)

Mark.



COX000067
HIGHLY CONFIDENTIAL

Oracle Proposed Solution

Final approval still pending(should have before 5pm)

Required Products		Qty	List License
Product and Metric			
E-Business Suite 2003 Professional User - Professional User*		2200	<p style="writing-mode: vertical-rl; text-orientation: mixed; font-size: 2em; font-weight: bold; margin: 0;">REDACTED</p>
License			
Incentive Compensation - Compensated Individual Perpetual**		200	
License			
Option: Warehouse Management - Inv/Ship User Perpetual		200	
License			
iProcurement - Purchase Line Perpetual		500000	
License			
Internet Expenses - Expense Report Perpetual		100000	
License			
<p style="text-align: right;">List License Discount Net Price Annual Support Total 1st year Payment</p>			
<p>*E-business Suite includes all modules listed in table to right Financials includes GL,AP, FA, AR, Cash Management, Property Manager</p>			
<p>** Incentive Compensation Included for Program Cost Accounting at no charge</p>			
Suggested Additional Products			
iReceivables - 1K Invoice Line Perpetual		10000	<p style="writing-mode: vertical-rl; text-orientation: mixed; font-size: 2em; font-weight: bold; margin: 0;">REDACTED</p>
License			
Internal Controls Manager - Employee Perpetual		22000	
License			
Tutor for Applications - Application User Perpetual		2200	
License			
Self-Service Tutor for Applications - Employee Perpetual		22000	
License			
Demand Planning - \$1M COGS Perpetual		1000	
License			
Option: iSupplier Portal - Purchasing User Perpetual		50	
License			
<p style="text-align: right;">List License Discount Net License Annual Support Total 1st year Payment</p>			
Total package pricing			<p style="text-align: center;">List License</p>

discount
Total License
Support
Total 1st year payment

REDACTED

If Total package taken discount increases to _____ for total 1st year savings of approx _____

REDACTED

E-Business Suite Components

Business Area	Applications
INTELLIGENCE	E-Business Intelligence
MARKETING AND SALES	Marketing, TeleSales, Field Sales
ORDER MANAGEMENT	Order Management
LOGISTICS	Inventory Management
PROCUREMENT	Purchasing
MANUFACTURING	Discrete Manufacturing, Process Manufacturing
SERVICE	TeleService, Service Contracts
PROJECTS	Project Costing, Project Billing
FINANCIAL	Financials
HUMAN RESOURCES	Human Resources

Support
year 1
year 2
year 3
year 4
year 4
year 6
year 7
Total 7 year support

REDACTED

PRICING

PeopleSoft Licensing Fees for Cox Communications, Inc.

This pricing is valid until May 31, 2004. Pricing is based on 21,600 employees and \$5.8 Billion in revenue. Territory is North America.

License Fees

PeopleSoft Applications	License Fees
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Wave I: Core Financials

Supply Chain Management Applications

General Ledger
Accounts Payable
Accounts Receivable
Asset Management
Expense
Mobile Time & Expense
Project Costing
Program Management
Procurement
e-Procurement
Inventory
Bar Coding (High Jump)

REDACTED
less license

credit for World
Applications

REDACTED
less discount

Total Application Fees

REDACTED

* Already discounted at standard transaction value for this

Support Fees

REDACTED

REDACTED

COX000071
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License Fees

PeopleSoft Analytics	License Fees
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Wave II:

Financial & Supply Chain Analytics:

- Enterprise Portal
- EPM Portal Pack
- Financial Portal Pack
- Investor Portal Pack
- Internal Controls Enforcer
- Enterprise Warehouse
- Financial Warehouse
- Enterprise Scorecard
- Supplier Rating System
- Enterprise Warehouse

less

Total Analytics Fees

REDACTED

REDACTED

* Already discounted at standard rate for this transaction value

Support Fees (of License Fees Annually) REDACTED

REDACTED

License Fees

PeopleSoft Applications (Wave II and Beyond)	License Fees
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Wave II:

Planning:

- Demand Planning
- Inventory Policy Planning
- Supply Planning Multi-Site Material Planner

REDACTED

less Discount

Total Planning Application Fees

REDACTED

Additional Application Modules

(Based on prior interest level)

- Strategic Sourcing
- e-Settlement
- Catalog Management
- Services Procurement

REDACTED

* All individual application modules discounted at rate

All modules as described above have Support Fees of annually per module

Training classes, training materials and number of training hours included in your price.

Training units are not included in the software license fee. A comprehensive training plan can be developed for all the roles on the project team that will outline the specific classes and numbers of days each member will need to become proficient in the PeopleSoft skill set necessary for a successful implementation. Training requirements vary for each individual on your project team. We can help you develop a training plan and budget by providing recommendations on which individuals should take which classes and which tools should be used to ensure success. CCI can purchase education units for the following standard fee:

Number of Units	Price Per Unit (US\$)	Expiration Date
1 - 24	REDACTED	1 Year
25 - 99		1 Year
100 - 199		1 Year
200 - 299		1 Year
300 - 399		2 Years
400 - 499		2 Years
500+		2 Years