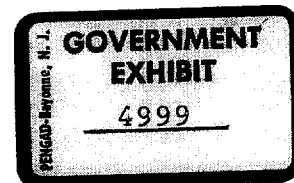


	A	B	C	D	E	F	G	H	I	J	K	L
1	<b>Forecast Summary Report</b>											
2	<b>NAS Apps - Peoplesoft &gt;500K</b> <b>Either Pipe or Best case is &gt;500K</b>											
3	<i>EVP Contact</i>											
4	<b>RVP</b>	<b>Sales Group</b>	<b>Salesperson</b>	<b>Customer Name</b>	<b>Key Competitor</b>	<b>Status</b>	<b>Win Prob</b>	<b>Close Date</b>	<b>Pipeline</b>	<b>Forecast</b>	<b>Best Case</b>	
5	<b>EAST</b>											
6	Perrigan	CDERENE	Whitley, Lisa	CHOICEPOINT	Peoplesoft	Open	80	19-Sep-03	808,125	808,125	808,125	
7	Perrigan	GCASCIOL	Isolda, Alan	APPLICA INCORPORAT	Peoplesoft	Open	30	15-Oct-03	700,000	0	300,000	
8	Pierleoni	PMACPHEF	Garinther, Katherine	Extendicare (Canada) In	Peoplesoft	Open	90	26-Sep-03	721,359	720,000	720,000	Clandtini
9	Singh	BROONEY	Weed, Wendy	Gartner	Peoplesoft	Open	50	14-Oct-03	1,500,000	0	700,000	Henley/Block
10	Singh	BROONEY	Weed, Wendy	HOTJOBS	Peoplesoft	Open	10	25-Nov-03	300,000	0	500,000	
11	Singh	GCAVACCI	Angelos, Matthew	Cendant	Peoplesoft	Open	70	28-Nov-03	2,500,000	0	1,500,000	
12	Singh	JBRESLIN	Kreidberg, David	GENZYME	Peoplesoft	Open	40	28-Nov-03	1,000,000	0	1,000,000	
13	Singh	JBRESLIN	Ames, Gregory	ALLMERICA FINANCIAL	Peoplesoft	Open	20	27-Nov-03	500,000	0	0	Phillips
14	Singh	PCRUSCUO	Grigg, Douglas	Integra LifeSciences	Peoplesoft	Open	50	31-Oct-03	500,000	500,000	500,000	
15	Tate	PBOVENZI	Fisher, Jonathan	NICOR	Peoplesoft	Open	40	30-Oct-03	650,000	0	650,000	
16	Tate	SPSMITH	Schaefer, Robert	Luxottica Retail	Peoplesoft	Open	40	12-Nov-03	500,000	0	0	
17	Tate	TMAHONEY	Moran, James	NORTHERN TRUST	Peoplesoft	Open	30	20-Nov-03	2,000,000	0	0	Henley
18	Tate	TMARTH	Sonne Jr., Louis	WORTHINGTON INDU	Peoplesoft	Open	60	31-Oct-03	625,000	0	475,000	Block
19										12,304,484	2,028,125	7,153,125
20	<b>WEST</b>											
21	ARNTZ	SSENINGE	Leinweber, Eric	PINNACLE WEST CAPI	Peoplesoft	Open	10	1-Nov-03	500,000	-	-	
22	CALZOLARI	SGARLAND	Madara, Charles	HARTE HANKS	Peoplesoft	Open	10	20-Oct-03	500,000	-	500,000	
23	RENNER	RTURNHAA	Bedford, Richard	NEIMAN MARCUS	Peoplesoft	Open	80	15-Oct-03	500,000	400,000	700,000	
24	RENNER	RTURNHAA	Bedford, Richard	MICHAELS STORES IN	Peoplesoft	Open	30	15-Oct-03	1,300,000	-	-	
25	RENNER	KFEENEY	Ghormley, Nancy	HALLMARK CARDS	Peoplesoft	Open	60	15-Oct-03	2,000,000	1,085,000	1,900,000	
26										4,800,000	1,485,000	3,100,000
27												
28												
29												
30												
31												
32												
33												
34												
35												
36												
37												
38												
39												
40												
41												
42												
43												

CONFIDENTIAL

ORCL-EDOC-01157793



	A	B
1	This sheet is blank	

	A	B
1	This sheet is blank	