

Summary Statistics

- PeopleSoft identified as a competitor in approximately 600 discount forms
- Oracle and PeopleSoft compete with each other more frequently in deals with larger license revenues
- Oracle faces competition on larger deals (93% of the time)

Summary Statistics

Oracle and PeopleSoft compete with each other more frequently in deals with larger license revenues

[1] License Revenue	[2] Number of Sales Opportunities	[3] Number of Sales Opportunities with at Least One Competitor	[4] Frequency of Sales Opportunities with at Least One Competitor	[5] Number of Sales Opportunities Competing with PeopleSoft	[6] [5] / [3] Frequency of Sales Opportunities Competing with PeopleSoft
LR > \$500K	12	12	100%	90	40.2%
LR < \$500K	55	65	76.8%	79	27.0%
TOTAL	98	77	78.8%	169	30.5%
<p>Source: Oracle 2003 Fiscal Year, North American Sales Representative and Customer Survey</p>					