

July 2006

An Open Letter to Oracle's PeopleSoft Enterprise Applications Customers

Dear {FIRSTNAME} {LASTNAME},

To better serve our customers, Oracle has aligned internal resources by product lines. I have moved from my role as Vice President of Development for PeopleSoft Enterprise applications to Vice President and General Manager of the PeopleSoft Enterprise product line. Although this role and organizational structure is new to Oracle, I am no stranger to PeopleSoft Enterprise products. I have dedicated 11 of my 22 years of enterprise applications development experience to making PeopleSoft Enterprise applications world-class in all aspects. During my tenure at PeopleSoft, I had the pleasure of interacting with many of you who have deployed PeopleSoft Enterprise SCM and SRM applications. I'm looking forward to expanding my involvement with all PeopleSoft Enterprise customers. My team members have deep roots in the PeopleSoft organization and are eager to listen to and work with customers. As a team, we are passionate about ensuring that all PeopleSoft Enterprise customers have the opportunity to get more out of their existing application investments. In this letter, I'll explain how Applications Unlimited will allow us to do just that.

In the spring, Oracle announced Applications Unlimited during the Collaborate conference in Nashville, TN. As the new General Manager of the PeopleSoft Enterprise product line, I want to take this opportunity to share what this announcement specifically means to you, our PeopleSoft Enterprise customers.

Applications Unlimited is Oracle's plan to continue providing ongoing enhancements to current Oracle Applications beyond the delivery of Oracle Fusion Applications. Applications Unlimited provides all Oracle Applications customers with more choice in their application and IT strategy, more visibility into product road maps, and more time to extract value from existing application investments. Applications Unlimited is driven by Oracle's ongoing commitment to protect and extend the application investments of its customers by providing them the choice to adopt value-creating applications and technology only when it meets their business needs.

We believe this is exciting news for all Oracle Applications customers—especially PeopleSoft Enterprise customers—for several reasons. First, continued product releases for PeopleSoft Enterprise applications in parallel with and beyond the release of Oracle Fusion Applications gives you choice.



Based on your organization's needs, you can choose to:

- Continue using existing applications, deriving value and security with lifetime support
- Deploy additional modules on your current release
- Add new functionality by upgrading to new releases
- Adopt future technology

Various PeopleSoft Enterprise release 9 modules will be launched throughout the next 12 months—adding to the choices available to you. Applications Unlimited has no impact on this release or the targeted delivery dates for Oracle Fusion Applications; both are on schedule.

Second, a dedicated PeopleSoft Enterprise development team intends to provide you with access to Oracle Fusion technology now. Oracle plans to deliver next-generation application capabilities, such as XML reporting, data hubs, Business Process Execution Language (BPEL), business activity monitoring (BAM), and industry-specific analytics in future releases of PeopleSoft Enterprise applications, beginning with release 9. The intent is to provide you with access to Oracle Fusion Application capabilities without waiting for Oracle Fusion Applications to be released. We remain committed to providing previously stated migration paths from PeopleSoft Enterprise applications to Oracle Fusion Applications. Under our Lifetime Support policy, Oracle plans to offer customers a direct upgrade path from PeopleSoft Enterprise application releases 9, 8.9, and 8.8 to Oracle Fusion Applications.

Furthermore, although Oracle continues to innovate and improve the PeopleSoft Enterprise offering, we understand that it is not practical for organizations to get caught in an ongoing cycle of deployments and upgrades. With Applications Unlimited, there are no forced upgrades to Oracle Fusion Applications—you determine your own migration schedule.

As the General Manager for the PeopleSoft Enterprise product line, I will oversee both the dedicated development and product strategy teams. Working with me as my Vice President of Product Strategy is another PeopleSoft veteran, John Webb. John's team will work with you to understand your business needs, define future PeopleSoft Enterprise releases, and share product direction with you. Also working with me is a team of development leads covering the PeopleSoft Enterprise product families of HCM, CRM, FMS, SCM, and EPM. These development leads plan to deliver PeopleSoft Enterprise products and maintain our commitment to support PeopleSoft Enterprise applications beyond release 9 on existing platforms, including IBM DB2, SQL Server, Informix, and Sybase.



We will begin detailed planning and scoping of subsequent releases of PeopleSoft Enterprise products as we deliver release 9. As with past releases, future releases will continue to be driven by customers; they will be scoped and paced based on market demand. Our dedicated PeopleSoft Enterprise Product Strategy team will work closely with user groups and customer forums to gather customer requirements and use them to shape product road maps. The PeopleSoft Enterprise product road map is planned to focus on:

- Ongoing adoption of Oracle Fusion technology components
- Integration to Oracle products such as Oracle Data Hubs
- New enhancements including ongoing legal and regulatory updates

In conclusion, we are excited about the opportunities Applications Unlimited presents to our PeopleSoft Enterprise customers. Together with Oracle's Lifetime Support, Applications Unlimited allows you to comfortably choose how and when to extend your existing PeopleSoft Enterprise applications and maximize the value of your investment by taking advantage of new technology and product enhancements. We look forward to working with you to plan a future for your applications that enables success for both of us.

To learn more about Applications Unlimited and the direction of PeopleSoft Enterprise applications, please join me for a free Webcast on August 9th. To register go to: oracle.com/start and enter keyword: **PSApps**

Sincerely,

Doris Wong
Vice President and General Manager, PeopleSoft Enterprise
PeopleSoft Enterprise

The above is intended to outline our general product direction. It is intended for information purposes only and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making a purchasing decision. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.