

MCC - Partner contacts & recruitment status

	EUROPE		UK		GERMANY		HEAD OFFICE		Status per country	Action & Owner	Notes
	HP	Partner	HP	Partner	HP	Partner	HP	Partner			
GOLD											
✓	Platinum Technology	Christel Hendrix T: 32 2 725 1281		Christel Hendrix T: 32 2 725 1281		Christel Hendrix T: 32 2 725 1281		Cynthia Notth cynthia.notth@platinum.com T: +49 4203 9009	Contracted for Germany & UK	Mark Barounos	
✓	Ariba			Bobby Lent T: 1-408-543-3804					Contracted for Germany & UK	Mark Barounos	
✓	Comline				Juergen Klieber T: 49 911 9524110	Ulrike Kennedy ukennedy@comlineag.de T: 49 40 81121 462			Contracted for Germany, back in discussion with UK	Mark Barounos	
✓	JD Edwards		Don Wells T: +44 (0)1344 355939	Trevor Salomon T: +44 (0)1189 091700				Marc VerStrate Marc_VerStrate@jedwards.com T: 1-903-334-2301	Contracted for Germany, Declined UK	Mark Barounos	
✓	SIMAC					Andrea Winkler email: Andrea.Winkler@simac.de T: +49 (0)511 56090129			Confirmed Germany only	Bernd Gil	Awaiting signed contract
X	Lawson		Don Wells T: +44 (0)1344 355939	Steve Naylor T: +44 (0)181 560 0826					Declined UK	Mark Barounos	
✓	BMC							Diane Sierra Hensch T: +1 713 918 2496	Declined Germany, pending UK	Mark Barounos	
✓	Netscape				Herbert Schwoerer T: 49 7031 143847			Aron Singh T: +1 650 937 3366	Confirmed for UK & Germany	Mark Barounos	Awaiting signed contract
	Druid Ltd			Ruth Taylor T: +44 (0)1784 415 414					Interested (UK only)	Mark Barounos	
	CA			Tony Foby T: +44 (0)1753-679 234					Interested (UK only)	Mark Barounos	
X	Saville		Lisa Finlay T: 31 65 223						Declined UK	Mark Barounos	
	Origin		Candine Trowdale Telnet: 316 5910	Mark Smith T: +44 (0)1928 598022					Pending UK	Mark Barounos	Decision by 27 Dec
✓	Acuma		Mike Fiddler	Don Williams 01 708 234 344 Daniel_Williams@acuma.co.uk					Confirmed UK only	Mark Barounos	Awaiting signed contract
X	KPMG	David Jones (europe) djoness@DE.oracle.com T: +44 118 924 5300				Volker Wachsmann(local) T: +49 228 948 00 70 vwachsmann@DE.oracle.com			Declined Germany		
✓	Broadvision	Mike Kennedy T: +44(0)18 9405915	Chris Bashforth Telnet: 316 5276	Dave Fagan T: +44 (0)13 54 48		Thomas Gessner Tel: +49 (0)171 2643021 tgessner@broadvision.com			Confirmed - Germany, declined UK	Herbert Schwoerer, HP	Awaiting signed contract
✓	ASCAD					Sabine Schroder T: 49 2241 5000 446 sabine.schroder@tech-advisors.de			Contracted for Germany only	Mark Barounos	Upgraded from exhibitor to gold
X	Sonera								Declined - Germany	Herbert Schwoerer	
X	Open Market								Declined Germany	Herbert Schwoerer, HP	Decision by 15 Jan
	PSinet								Declined UK, interested Germany	Benoit Delanoe Peter Van Der Fluys	Conference call pending
X	BAAN								Withdrawn Sponsorship (Europe)	Mark Barounos	
X	Peoplesoft								Not approached (SAP Conflict)	Mark Barounos	
X	Cybernet				Herbert Schwoerer T: 49 7031 143847	Torsen Gruender T: 49 88 99 31 51 25 49 88 99 31 51 99 tgruender@cybernet-3g.net			Declined Germany	Mark Barounos	Withdrew due to funding problems
✓	MorseData	James Waller		Kristel Jarvis T: +44 181 380 8301	Merkus Diesel T: 49 7031 143847	Bernd Felter			Contracted for UK & Germany	Mark Barounos	
✓	Interworld							Kelly Monzko T: +1 212-301-2352 kellvm@interworld.com	Confirmed - Germany & UK	Mark Barounos	Awaiting signed contract
✓	Hamiltons		Suzanne Bailey	Jim Butler T: +(0)181-961-6777 Amanda O'Donnell amanda.o'donnell@hamilton.co.uk					Pending for UK only	Mark Barounos	
✓	Maxpert					Dieter Biese email: Dieter.Biese@maxpert.de T: +49 (0)69 60665-0			Confirmed - Germany only	Bernd Gil	Awaiting signed contract
X	AC Service								Declined Germany		
✓	Update Marketing					Ralf Korb email: Ralf.Korb@updatemarketing.de			Confirmed - Germany only		Awaiting signed contract
	Computacenter		Trevor Stone T: +44 (0)936 655336	Neil Parker T: +44(0)171-593 4708					Pending contract - UK	Mark Barounos	Verbal commitment
X	CSC Ploenzke AG				Martina Zoeller T: 49 6172 161138	Michael Erben, CEO			Declined Germany		
X	I2								Declined Europe	Mark Barounos	
X	Manugistics								Declined Europe	Mark Barounos	
X	Debis								Declined Germany		
X	Intershop								Declined Germany	Herbert Schwoerer HP	
	Siebel					Bernd Gil bernd.gil@hp.com T: +49 7031 14-3170			Declined Germany, interested UK	Peter VDF / Benoit Delanoe	Decision due by 25-Jan
X	SAS					Alain Grambert alain_grambert@hp.com T: +49 7031 6267314	Brigitte Ley T: +49 4201-415-150 gertbr@hp.sas.com		Declined Germany	Alain Grambert, HP	

Legend:
Interested = Interested
In negotiation = Discussions under way
Pending = Contract has been sent off
Contracted = Signed and returned contract
Have signed contract
Communicating with local contacts