

Ex-PeopleSoft exec joins new firm - June 21, 2005

Kevin Parker, part of the management team behind PeopleSoft Inc.'s unsuccessful attempt to thwart a takeover by rival business software maker Oracle Corp., has been named chief executive officer of Herndon, Va.-based Deltek Systems Inc., a niche player catering to architectural, engineering and construction firms.

As one of PeopleSoft's top executives, Parker played a prominent role in the Silicon Valley soap opera that revolved around the Pleasanton-based company's 18-month effort to ward off Oracle's hostile takeover bid.

PeopleSoft ultimately surrendered, but the staunch defense engineered by Parker and other top executives forced Oracle to more than double its original offer to \$10.6 billion. Once the deal was done, Parker and PeopleSoft's other top executives left, exiting with hefty severance packages.

Parker seems unlikely to command as much attention in his new job.

With \$123 million in annual revenue, privately held Deltek is much smaller than PeopleSoft, which had more than \$2 billion in annual revenue and 12,750 customers when Oracle took over.

While he was PeopleSoft's chief financial officer, Parker created an unusual sales program that guaranteed refunds of two to five times the purchase price if the company were sold and the new owner didn't provide adequate customer support. The promise helped spur more sales of PeopleSoft products, a factor that led Oracle to up the ante.

Parker became PeopleSoft's co-president during the final months of the saga, helping to fill a void created when the company abruptly fired its chief executive, Craig Conway.

PeopleSoft's other former co-president, Phil Wilmington, became CEO of Stamford, Conn.-based OutlookSoft Corp. in March. In addition, Michael Gregoire, PeopleSoft's executive vice president of PeopleSoft's global services, has become president and CEO of San Francisco-based Taleo, which develops talent management software. Taleo also hired as part of its management team Paul Pronsati, PeopleSoft's group vice president of global operations, and Jeff Carr, CEO of Pleasanton-based Motiva Inc., which was acquired by Siebel Systems. Meanwhile, PeopleSoft founder Dave Duffield is trying to put together another software startup in Walnut Creek, but hasn't provided any further details at his Web site, www.davesnextmove.com.