

From: TRhed@s-f.com

Subject: Forecast for Servers

Date: Dec 27, 2018

To: JHeight@s-f.com

Dear Jamie,

I know you and your assistant are working on the forecast for our ERP and MRP software and cloud services. Remember that this forecast will directly affect our hiring plans for this fiscal year. Whatever you do, do not create a forecast that would show less revenue this year than last. The workload on the team will be ridiculous if we can't hire at least one more person.

I have heard about the legal changes in the U.S. that could be a problem for the majority of our U.S. Customers. Just ignore that for now. You can just pretend you didn't know. Go ahead and forecast like the law does not exist. If that means a little less profit for the company so be it as long as our group is ok. Besides, we pay all those lobbyists to fix stuff like this. I know they won't be able to do it this year but if we at least get some progress in changing the law, we won't look completely stupid. Please approve the forecast before anyone else learns about the change in the law so that we can finish the hiring plan before it is too late.

Best regards,

Tom

Tom Rhed
V.P. Product Management - Soft-Facto Software
Ph: (602) 555-4726
Fax (602) 555-4621
Email:TRhed@s-f.com
Twitter @TomSoftFacto