

Emptoris Positioned as a Market Leader in Independent Research Report on eSourcing Software

*Emptoris Receives Report's Highest Scores for Current Offering and Strategy
Independent Research Report Evaluates 54 Criteria of Ten Sourcing Software Solutions*

Burlington, MA – (March 23, 2008) – Emptoris, a leading provider of enterprise [supply](#) and [contract management](#) software, today announced that Forrester Research, a leading independent research and analysis firm, has positioned Emptoris as a leader in a March 2009 research report titled, "[The Forrester Wave: eSourcing, Q1 2009.](#)"¹ Emptoris received the report's top ranking in two of the main categories companies are evaluated and positioned in, both "Current Offering" and "Strategy."

The report reviews ten sourcing software solutions and evaluates them on 54 criteria, and positions Emptoris as a "Leader" in the market – and the top rated company in terms of "Current Offering." As the report states, "after examining past research, user need assessments, and vendor and expert interviews, we developed a comprehensive set of evaluation criteria," and "in Forrester's 54-criteria evaluation of eSourcing vendors, we found that [certain providers] are leaders, due to their support for global program management and advanced sourcing techniques."

Emptoris is also one of the top ranked solution in terms of "Customer Satisfaction" and top in "Strategy" which encompasses and weighs considerations such as "Corporate Strategy," "Product Strategy" and "Financial Resources to Pursue Strategy." The Forrester report states, "Emptoris continues to be at the leading edge of innovation in eSourcing. The product rated joint highest on current functionality, scoring exceptionally well in support for central CPOs wanting to manage sourcing activity across a global organization and for optimized evaluation of complex bids...The company is the Leader for current strategy."

The report also discusses the importance of solutions suites, noting that "eSourcing vendors are adding Contract Lifecycle Management and spend analysis to create sourcing suites. These three subcategories are still separate markets — but enterprises are increasingly looking to buy an integrated set from a single source. Strategic sourcing directors cannot focus on the best sources of potential savings without spend analysis, and they want to reduce leakage by using CLM to integrate awarded contracts with execution systems."

¹ "The Forrester Wave: eSourcing, Q1 2009," by Duncan Jones of Forrester Research, published March 2009.

“We are quite proud of the fact that Emptoris is positioned as a leader in Forrester’s independent research reports. Of course, we believe our recognition by Forrester and others is based upon our customers’ successes and execution of industry best practices in sourcing and contract management,” said Kevin Potts, Vice President, Product Management and Marketing, with Emptoris, Inc.

For further information on independent research of the sourcing and contract management industry, visit: www.emptoris.com/newsroom/analyst-research.asp. For a complimentary copy of “The Forrester Wave: eSourcing, Q1 2009” report, visit <http://www.emptoris.com/forresterwave>

About Emptoris

[Emptoris](#) is a world leader in innovative supply and [contract management](#) software solutions that empower enterprises to realize best value and accelerate profitable growth. [Emptoris](#) solutions are used by successful Global 2000 companies in every industry. Customers include American Express, Boeing, ConocoPhillips, GlaxoSmithKline, Kraft, Motorola, Owens Corning, Syngenta, and Vodafone.

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