

EMPTORIS LAUNCHES GUARANTEED SAVINGS PROGRAM

Responding to Demand for Certainty and Savings During the Recession, Emptoris Program Guarantees Fortune 2000 Companies Rapid Savings

Company Projects Savings of 7% to 15% on Corporate Spending Addressed with the Program

Experts Say Program will Result in Significant Cash Generation for Participating Companies in as Little as Three to Six Months

Burlington, MA (April 27, 2009) – Emptoris, Inc., a leading provider of enterprise [spend and contract management software](#), today announced the launch of the Emptoris Guaranteed Savings Program, which guarantees savings for *Fortune 2000* companies with projected savings of at least 7% to 15% on corporate spending addressed under the program. The program also guarantees a minimum Return on Investment (ROI) will be achieved rapidly, in as little as three to six months. The program is built upon Emptoris' deep expertise assisting *Fortune 2000* companies achieve measurable savings and leverages the company's award-winning software solutions.

"The recession and instability in the credit markets has CEOs and CFOs working overtime to preserve capital and intelligently reduce corporate spending. Although most executives likely understand that spend management software solutions can help them address these challenges, some may be hesitant to move forward because of cost, time and other variables associated with implementing such a program. The Emptoris Guaranteed Savings Program aims to eliminate those concerns by offering quick and guaranteed spend savings in as little as three to six months. The projected savings of 7% to 15% of addressed spending can represent significant positive cash generation for a company this fiscal year. Emptoris is the first and only solution provider to offer such a program, and the first to 'Put its Money where its Marketing is,' if you will," said Avner Schneur, President and Chief Executive Officer of Emptoris, Inc.

The Emptoris Guaranteed Savings Program combines industry-leading spend management expertise and Emptoris' award-winning spend analysis, sourcing and contract management technologies, to deliver guaranteed, hard savings. The program is open to, and ideally suited for, *Fortune 2000* companies, and specifically those companies with between \$1 billion and \$15 billion in annual revenues. Emptoris targets an annualized savings of 7% to 15% on the corporate spending that is addressed under the program. The company estimates a minimum savings for a \$5 billion dollar company of between \$15 million and \$18 million within the first six to nine months of the program. The savings under the program are guaranteed, backed by a commitment to fully refund all program fees, plus a minimum 2x ROI, to ensure the savings outlined are achieved within the specified timeframe.

"A strong spend management program, leveraging the right approach, can have a tremendous impact on working capital, cost control and reduction, and the bottom-line. There are few comparable programs with the same impact. Enabling a quick start and having the safety-net of a guaranteed program makes such a program all the more attractive," said John R. Sinatra, Chief Financial Officer with Veronis Suhler Stevenson.

"Every dollar a company saves in spending is a dollar that drops directly to the bottom line. In a recessionary environment, saving a dollar becomes as important as earning a dollar. The easiest way to achieve measurable, meaningful savings without hindering the longer term growth of the company, is to find those savings within procurement," said Kirit Pandit, author of '*Spend Analysis: The Window into Strategic Sourcing*' and a consultant to *Fortune 2000* companies on spend management and spend analysis.

The Emptoris Guaranteed Savings Program begins with an initial four to six week assessment to determine the savings opportunity at a company. The program also allows participating companies to keep the Emptoris spend, sourcing and contract management software for their own internal usage after the program is completed.

"The Emptoris program allows companies to achieve immediate, hard savings which obviously is welcome in this current economic environment. However, the Emptoris software solutions and knowledge gained through the process will help a company sustain and drive future savings, as well as become more fiscally fit and more efficient. The program will allow companies to gain greater visibility across spending and contracts. Those are assets that will stay with the company after the recession and will help shape a more competitive company for the future," said Avner Schneur, President and Chief Executive Officer of Emptoris, Inc.

Emptoris has a well-documented and consistent track record of providing its customers with real and sustainable savings, and its solutions are consistently recognized by leading independent analyst firms as the market's leading solutions. Emptoris also provides companies with a **savings database** to capture savings from spend analysis and sourcing projects, as well as **executive roll-up reporting** that includes visibility into the savings contributions by division, category, project, or event type. To read a case study of how **a leading Fortune 500 company saved more than \$600 million** using Emptoris solutions, visit: <http://www.emptoris.com/600Million/index.asp>

Companies interested in the Emptoris Guaranteed Savings Program can call 1-781-993-9212, e-mail info@emptoris.com or visit www.emptoris.com.

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