

BLUE-CHIP CUSTOMERS DRIVE RECORD GROWTH AT EMPTORIS

*Company Reports Annual and Record 4th Quarter Growth,
Revenues, Solution Investments and Global Organization Accelerate into 2010*

Burlington, MA – (January 28, 2010) – Emptoris, a world leader in strategic supply management software and enterprise contract management software, outlined today the company's accelerating growth in its customer base, revenues, solution investments and global organization. The company said its growth was fueled by the expansion of its global customer base – as well as existing customers' investment in additional solutions in the Emptoris suite. The company also noted a growing trend towards full-suite deals with *Global 1000* companies.

"A major trend driving our growth is the need for global companies to execute strategic supply management and contract management programs quickly," said Patrick D. Quirk, President and Chief Executive Officer of Emptoris, Inc. "Without Emptoris, these companies are locked into a rigid infrastructure built on multiple ERP systems from various vendors. These systems don't communicate well, and as companies grow by acquisition, the challenges increase. Companies turn to Emptoris to unlock value by reducing costs, maximizing working capital, and mitigating risks and volatility in their supply and contract management processes."

Customer & Revenue Growth: Global 1000 Companies Driving Value with Emptoris

- ✓ **Revenue Growth:** Emptoris reported 6% growth in revenues in 2009 and revenue growth in excess of 20% for Q4 2009 as compared to Q4 2008, rates well ahead of the industry average. The company also reported transactions with more than 140 companies over the course of the year, the vast majority with Global 1000 companies.
- ✓ **New Customer Growth:** In the past year, Emptoris has dramatically increased its customer base with a number of new customers, including one of the world's top five **entertainment companies**, one of the world's five largest **energy companies**, one of the five largest **financial services** institutions in the U.S., one of the world's largest **healthcare** technologies companies, a leading international **telecommunications** company, a **global airline**, and the world's largest **manufacturer** and distributor of heating and air conditioning systems. Also added to the Emptoris roster were **Anglo American**, one of the world's leading mining groups; **Cephalon**, the publicly traded biopharmaceutical company; **CNOOC**, one of China's largest oil and gas companies; **Deutsche Telekom**, the largest telecommunications company in Europe; **e.on**, a Global Titan 50 energy company; **ImClone Systems**, the well-known biopharmaceutical company owned by Eli Lilly; and **Xilinx**, the world's largest supplier of programmable logic devices. The public sector continued to adopt Emptoris technology with notable new customers the **Ministry of Justice**, one of the British government's largest departments, and the **US Postal Service**, an independent agency of the U.S. federal government.
- ✓ **Existing Customer Growth:** In addition, existing Emptoris customers continued to upgrade and expand their usage of Emptoris solutions. More than 50 customers went live with new Emptoris solutions or upgraded solutions in 2009, many on multiple solutions. This included **Groupe Danone**, the €15 billion multi-national food products company; as well as one of the world's largest **media and information companies**, one of the world's five largest **technology** companies, one of the world's leading **consumer packaged goods (CPG)** companies, one of the world's largest **energy companies**, one of the five largest **health insurers** in the U.S., and one of the world's five leading **telecommunications** companies.

- ✓ **Wins vs. ERP Vendors:** In 2009, Emptoris solutions continued to be chosen over those offered by the leading ERP providers at, among others, one of the world's leading **telecommunications** companies; one of the world's largest **banks**; a leading **energy** company and a leading international **consumer packaged goods (CPG)** company.

Strategic and Solution Expansion: Emptoris Investing in Organic and Strategic Growth

- ✓ **Strategic Growth:** Emptoris, backed by its majority shareholder and capital partner, **Marlin Equity Partners**, through its group of funds, continues to invest heavily in the *organic and strategic expansion of its solution suite and its global organization*. As an example of its strategic growth, Emptoris pointed to its acquisition of the market's leading **Services Procurement** solution. The acquisition expanded Emptoris' solution footprint and positioned the company as the only software suite provider in the global services management arena, one of the fastest growing areas of strategic supply management and enterprise contract management.
- ✓ **Expanded Financial Backing:** The company also noted that Marlin recently raised a new **\$650 million private equity fund** – and is committed to a significant investment in the Emptoris solution suite and global expansion of the organization, as well as future potential strategic acquisitions.
- ✓ **Solution Expansion:** Emptoris also recently announced the launch of the Emptoris 8 Supply & Contract Management Suite which includes more than **250 new capabilities, usability and adoption enhancements** designed to deliver unmatched capabilities to Emptoris' Global 1000 customers.

"The investment, input and success of Emptoris' customers continue to drive the company's innovation and growth. With the backing of Marlin, we plan to intelligently expand the capabilities of our solutions and the global organization that serves our customers. As well, we will be opportunistic in identifying potential acquisitions that will add value to the solutions we offer our customers," said Patrick D. Quirk, President and Chief Executive Officer of Emptoris, Inc.

Infrastructure Expansion: Emptoris Expands Global Operations

- ✓ **Global Expansion:** Emptoris also announced that it has expanded its global operations with customer deployments in **China** and **South Africa**. As well, Emptoris signed significant deals with **German**-based companies including a leading global telecommunications provider and one of the world's largest power and gas companies.
- ✓ **Seasoned Veterans:** Globally, the company added more than **65 new professionals** to its team this past year with notable additions in professional services, development and customer support. New members of the Emptoris team include: **William Li**, a former Ariba executive who is heading up Emptoris China; **Michael Romeri** who will serve as Executive Vice President for Business Development and has more than 30 years experience primarily as a Principal with PRTM, the management consulting firm; and **Seth Wolins**, who has helped leading global companies develop best-in-class services procurement programs, and joins the company as General Manager for Services Procurement. The company also added **Phil Sasso** as Director of Alliances; **Jeffery Serlin** as Director of Sales Operations; **Craig Doud**, as Vice President of Customer Loyalty; and **Jim Holbel**, a former procurement executive at BP who serves as a technical expert on services procurement at Emptoris. The company also welcomed back **Amol Joshi**, who returned to Emptoris as VP of North American Sales.

The company's strategic direction and growth are led by **William Atkinson**, Group President of Technology at Marlin, who was appointed Chairman of the Board of Directors at Emptoris in early 2009 – and **Patrick D. Quirk, President and Chief Executive Officer of Emptoris**, who took the helm at Emptoris in September 2009. Quirk brings more than 25 years leadership experience in technology, ERP

and supply chain software to the company, previously serving as General Manager and Group Vice President of Supply Chain Management (SCM) Products and Technology at PeopleSoft, Inc.

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