

## EMPTORIS POSITIONED IN THE LEADERS QUADRANT IN STRATEGIC SOURCING “MAGIC QUADRANT”

**Burlington, MA** – (February 25, 2010) – [Emptoris](#), a leading provider of strategic supply management and enterprise contract management software, today announced that Gartner, Inc., a leading independent provider of research and analysis on the global information technology industry, has positioned Emptoris in the “Leaders Quadrant” in a research report titled, “*Magic Quadrant For Strategic Sourcing Application Suites*.”<sup>1</sup> The report evaluates 13 leading software providers on a number of criteria that make up their “Ability to Execute” and “Completeness of Vision.”

“We’re proud that the market and independent research reports recognize Emptoris’ strategic supply management and contract management solutions,” said Patrick D. Quirk, President and Chief Executive Officer of Emptoris, Inc. “We believe Emptoris is placed in the Leaders Quadrant because of the value our solutions deliver to *Global 2000* companies – and the clearly demonstrated scalability and success of those solutions.”

In addition to being placed in the “Leaders Quadrant,” Emptoris received a “Strong Support” rating in the Spend Analysis, Strategic Sourcing and Supply Base Management categories – as well as “Best in Class” in the Enterprise Contract Management category.

“The demand for integrated strategic sourcing suites, as opposed to point solutions, has picked up considerably over the past year. Prospective buyers are frequently evaluating the entire suite of prospective vendors, and current customers of strategic sourcing suite vendors are buying new applications from their current suppliers,” said Deborah Wilson, Research Director with Gartner, in the report.

Wilson also notes, “Many organizations are prioritizing strategic sourcing suites over a collection of point solutions, to rationalize the procurement application portfolio and to take advantage of the synergies that an integrated strategic sourcing suite offers. Moreover, the primary driver behind this trend is the transition of the strategic sourcing application market past early adopters and fast followers and into the mainstream.”

Emptoris’ solution suite includes software solutions for sourcing, spend analysis, services procurement, supplier risk management and contract management. For further information on Emptoris, visit [www.emptoris.com](http://www.emptoris.com)

### **About the Gartner Magic Quadrant**

The Magic Quadrant is copyrighted 2010 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner’s analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the “Leaders” quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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<sup>1</sup> “Magic Quadrant For Strategic Sourcing Application Suites” by Debbie Wilson, February 23, 2010.