

## **SIKA GROUP SELECTS EMPTORIS FOR ADVANCED SOURCING**

### ***Leading Chemicals Company Selects Emptoris Sourcing Solution Citing Advanced, Global Capabilities***

**London, UK and Burlington, MA (September 10, 2008)** –Emptoris, Inc., a leading provider of enterprise supply and contract management software, today announced that Sika Group, a global chemical manufacturer, has selected Emptoris Sourcing to meet the advanced requirements of its global sourcing program.

Sika AG, located in Baar, Switzerland, is a globally integrated company supplying specialty chemicals markets primarily to the construction and manufacturing industries. With revenues in excess of \$4.5 billion, the company has than 100 subsidiary production companies in over 70 countries. The Emptoris Sourcing solution will be used to strategically support the company's procurement reorganization and transformation project.

"To be a truly global leader in any industry today requires best-in-class strategy and execution in the procurement and sourcing function," said Uwe Wehnes, Head of Corporate Procurement, Sika Services AG. "That is why Sika is constantly strengthening its procurement and sourcing operations. Further, to address the challenges, and to identify and capture the opportunities, available with global sourcing, one needs to employ a first-rate sourcing suite solution."

Executives from Sika AG noted that they selected Emptoris Sourcing after a lengthy competitive review, because of Emptoris' services capabilities, specifically the company's global services and support, as well as based on the track-record of performance of the solution at Global 2000 companies. Sika executives also noted that the Emptoris Sourcing software had the advanced functions and capabilities necessary for a truly global, sophisticated sourcing program.

Emptoris Sourcing empowers companies to realize the best value, not just the best price, from its supply base by factoring cost, risk, and performance drivers into decision-making. Emptoris Sourcing automates all sourcing events from reverse auctions to complex multi-stage negotiations. Emptoris' solutions also have the broadest global capabilities of any sourcing solution suite, including options for 10 global languages and multi-currency bidding in auctions and real-time currency conversion. In addition, Emptoris Sourcing provides a savings database and mechanisms to capture savings from sourcing projects, as well as and executive roll-up reporting that includes visibility into the savings contributions by division, category, project, or event type.

Emptoris solutions are consistently rated as top solutions by independent analyst firms. Forrester Research positioned the company as a leader in its most recent report, "*The Forrester Wave™: eSourcing Suites.*"

“Emptoris is proud to add Sika Group to the list of its Global 2000 customers. Our solutions are all about providing bottom-line value to companies and helping fuel their profitable growth, and Sika represents the type of company that can greatly benefit from improving its supply and sourcing operations,” said Eric Allen, Vice President and General Manager, Europe, Middle East and Africa (EMEA) for Emptoris.

**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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For further information, contact:

Dan Cahill  
+1-917-617-0106  
dcahill@roaringcommunications.com