

## **EMPTORIS EXTENDS CONVERSION PROGRAM FOR CUSTOMERS OF PROCURI AND ARIBA**

*With Procuri Customers Facing Forced Migration in 2009, Emptoris Offers Alternative*

*Independent Research Reports Consistently Rate Emptoris Solutions as the Market's Leading Solutions*

**Burlington, MA (September 24, 2008)** – Emptoris, Inc., a leading provider of enterprise [supply and contract management software](#), today announced that it will continue its successful conversion program for customers of Procuri and Ariba (Nasdaq: ARBA) in light of the program's success and Ariba's decision to sunset and end support for Procuri solutions in 2009. Ariba acquired Procuri in September 2007.

Within the next six to eight months, Procuri customers will need to plan a migration; leading analyst firms have recommended that Procuri customers have a migration plan in place no later than June 2009, as Ariba will sunset Procuri solutions by December 31, 2009. The vast majority of customers will not have the option to continue using Procuri when the phase-out is complete.

Under the terms of the Emptoris conversion program, Procuri and Ariba enterprise customers adopting the Emptoris supply and contract management suite can receive credit for up to a year of subscriptions purchased from Procuri or Ariba. Emptoris' [sourcing](#), [spend analysis](#) and [contract management](#) solutions are offered either as Software-as-a-Service (SaaS) or as installed software. Emptoris solutions are consistently rated as the market's leading solutions by [independent research evaluations and reports](#).

"Procuri customers are now facing certain migration and the related risks and costs associated with such a migration," said Ted Williams, Senior Vice President, Global Field Operations for Emptoris, Inc. "These are mission critical applications and Emptoris is offering companies the ability to avoid many of the headaches and costs they will incur with Ariba. In addition to a smooth migration, with Emptoris companies will also get the recognized leader in supply and contract management solution functionality."

"We've seen significant interest in our conversion program, particularly in the last few months as Procuri customers face imminent migration. We've helped Ariba customers transition to Emptoris in as little as six weeks – and those customers have reported significant improvements in results and in adoption since converting to Emptoris. We believe that customers see greater value in the Emptoris solutions, and many of the current Procuri customers who evaluate our solutions will choose to migrate to Emptoris," said Williams.

Williams cited one former Ariba customer, a Fortune 500 company, as an illustration of the success former Ariba customers have experienced with Emptoris. That company transitioned to Emptoris Sourcing in under 90 days and in the first full year successfully completed more than 1,000 e-sourcing events and has completed more than 750 e-sourcing events to date in 2008.

In order to assist companies moving to Emptoris, the company is offering Procuri and Ariba customers who sign up with Emptoris in the next six months up to a one year subscription credit, based on their remaining subscription with Procuri or Ariba.

### **About Emptoris Solution Leadership**

Emptoris also noted that its sourcing solution received the highest ranking in the most recent Forrester eSourcing research report; the Emptoris Contract Management solution was given the highest ranking for current offering in the ***“Forrester Wave: Contract Life-Cycle Management, 2008”*** and Emptoris Spend Analysis was placed in the “top tier” of solutions in the Forrester report, ***“Market Overview 2008: Automated Spend Analysis.”*** In addition, Emptoris is positioned as a “Leader” in the Gartner Magic Quadrant, ***“Magic Quadrant For Sourcing Application Suites, 2008”*** – and Emptoris Contracts received the highest possible rating, a “Strong Positive,” in Gartner’s ***“MarketScope for Contract Management Software.”***

For further information, visit Emptoris at [www.emptoris.com](http://www.emptoris.com)

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