

## Emptoris Appoints Philip Sasso as Director of Alliances and Partnerships

*Experienced Leader with Fortune 500 and High-Growth Technology Company Experience to Oversee Emptoris' Highly Successful Partnership Program*

**Burlington, MA (March 30, 2009)** – Emptoris, Inc., a leading provider of enterprise supply and contract management software, today announced the appointment of Philip V. Sasso as Director of Alliances and Partnerships, North America, for the company. Sasso brings more than two decades of experience in operations, sales and alliances for *Fortune 500* and high-growth technology companies, including senior positions at Avaya, Lucent and Sun Microsystems.

“With premier partners, such as Accenture and IBM, the Emptoris Alliances and Partnership Program is highly successful and significantly important to the company,” said Avner Schneur, president and chief executive officer of Emptoris, Inc. “Emptoris partners with the highest-caliber of firms, and with the appointment of Philip Sasso we have a leader of equal caliber, an experienced professional who can help deepen our relationship with existing partners and expand to incorporate other strategic, high-value firms.”

Through the Emptoris' Alliance and Partnership Program, the company works closely with leading consulting companies and solution providers to expand and speed the impact of the award-winning Emptoris supply and contract management solution suite. Emptoris Consulting Partners, such as Accenture, IBM and Huron Consulting Group, provide global implementation, systems integration, change management, business process, and outsourcing services. Emptoris Solution Partners, such as Trizetto and SciQuest, offer value-added applications that complement Emptoris solutions. Emptoris partners include, Accenture, IBM, Alti, Alliance Consulting, EMC Consulting, Huron Consulting Group and Protiviti.

“The Emptoris Alliance and Partnership Program is of considerable value to our *Global 2000* customer base. Many of our customers and prospective customers have previously worked with these leading consulting firms and software solution providers, and our close working relationship and experience with those firms and solutions allows Emptoris to more quickly implement and impact an organization,” said John Milbank, Vice President, North America, Sales for Emptoris, Inc. “Philip Sasso understands the impact best-in-class solutions can have at an organization, and understands how important close coordination with partners can be to a company's ultimate success.”

Philip Sasso has more than two decades of experience in operations, sales and alliances at *Fortune 500* and high-growth technology companies. He previously served as Senior Director Global Sales Development/Partner Alliances at Sun Microsystems, and most recently served as Senior Global Director Partner Alliances/Business Development at Sylanro Systems, a software provider for the telecommunications industry. At Sun Microsystems, Sasso managed a team of professionals supporting

the company's global business and serving its largest customers across all business lines and geographies. Sasso brings global sales and partnership experience to Emptoris, having helped grow businesses and alliances in more than 25 different countries over the course of his career. Sasso also previously worked as Senior Global Director Partner Alliances and Business Development at NetCracker, and prior to that as Vice President Channel Sales and Business Development at Avaya.

As Director of Alliances and Partnerships, North America, Sasso will be responsible for maintaining and developing partner relationships that directly enhance the value of Emptoris solutions for *Global 2000* companies. Sasso will be responsible for working with internal Emptoris teams, including services, development, sales and marketing, to ensure successful execution of alliance strategies and drive greater impact for customers. Sasso will work directly with John Milbank, Vice President, North America, Sales for Emptoris, Inc. Philip Sasso can be reached at [psasso@emptoris.com](mailto:psasso@emptoris.com).

### **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. Emptoris sourcing spend analysis and contract management solutions are consistently recognized by leading independent analyst firms as the market's leading solutions. Most recently, Emptoris was positioned as in the "leaders quadrant" in the Gartner research report, "Magic Quadrant for Sourcing Application Suites, 2008" – and received the highest score for "Current Product Offering" in "The Forrester Wave: Contract Life-Cycle Management, 2008." Emptoris customers include American Express, Boeing, ConocoPhillips, GlaxoSmithKline, Kraft, Motorola, Owens Corning, Syngenta, and Vodafone.

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