

## **EMPTORIS ACQUIRES CLICK COMMERCE CONTRACT AND SERVICE MANAGEMENT (CSM) BUSINESS**

*Emptoris Adds Contingent and Professional Services Procurement Solution;  
Expands Its Solution Footprint and Global 2000 Customer Base*

*Emptoris Consolidates its Leadership in Supply & Contract Management Market*

**Burlington, MA and Chicago, IL** – (May 15, 2009) – Emptoris, a global leader in supply and contract management solutions, announced today the acquisition of the Contract and Service Management (CSM) solutions and business from Click Commerce, Inc., a leading business application software provider. The acquisition expands Emptoris' solution footprint, gives the company an expanded roster of Global 2000 customers and positions the company as the only suite provider in the global services management arena, one of the fastest growing and most challenging areas of Supply and Contract Management.

"Emptoris' acquisition of Click Commerce's contract and service management business helps expand our offering and customer base in a highly complementary manner, and further extends Emptoris' leadership in the supply and contract management market," said Avner Schneur, President and Chief Executive Officer of Emptoris, Inc. "This acquisition clearly extends our value to our customers, many of whom have been struggling with complex services procurement. Emptoris and Click Commerce's CSM business are also highly complementary. We both focus on cost control and compliance enforcement. We both are known for large-scale implementations and global scalability at Global 2000 companies. And we both deliver proven solutions for managing a full spectrum of high value, hard to manage categories."

Schneur noted that Emptoris will continue and extend the investment in Click Commerce CSM's research and development, and that Emptoris is committed to continuing to work with Click Commerce's partners.

"This is great news for Click Commerce's CSM customers because Emptoris has the resources, access, market expertise and commitment to investment that will take the product to the next level," said Arun Srinivasan, Vice President of Contract and Service Management at Click Commerce and former Product Manager at Elance, Inc.

Under the terms of the transaction, Emptoris acquires the Contract and Service Management (CSM) technologies and business from Click Commerce. The Contract and Service Management solution, which was originally acquired from Elance, Inc., is the market's most widely-used contingent and professional services procurement solution. More than 200,000 employees at leading global companies use the solution to find, evaluate, purchase, manage and pay for all types of services including business process outsourcing, facilities management, temporary labor and IT consulting. Using this solution, in 2008 alone, customers procured more than \$10 billion in products and services in more than 40 countries. The solution is available in 13 languages and utilizes all major currencies.

"We are committed to continue investing in the CSM product and integrating it with the rest of our suite. Click Commerce customers will not only have their contract and service management solutions maintained by their existing team, they will gain access to an expanded team and an award-winning suite of contract and supply management solutions and capabilities," said Schneur.

Kevin Potts, Vice President, Product Management and Marketing with Emptoris added, “The CSM solution also provides a welcome resource for existing and prospective Emptoris customers. When we surveyed our customers, we found a growing recognition that better management of statement of work (SOW) or project based services presents an immediate opportunity to impact the bottom line. Our customers also told us that the problem cannot be solved using their ERP systems, and very few have deployed dedicated solutions to manage it. We found an ideal solution with Click Commerce’s Contract and Service Management (CSM) solution, which has a proven track record and global capabilities.”

### **Clear Market Leader in the Most Valuable Aspects of Supply & Contract Management**

With the addition of Click Commerce’s CSM solution, Emptoris adds capabilities for global contingent labor and professional services management to its solution suite. The CSM solution provides the configurability to support procurement of a wide range of services from simple hourly rate staffing to complex IT outsourcing contracts. The solution has strong work flow capabilities; configurable rules by geography and category; and robust global features including support for multiple languages, currencies, and labor and tax laws. Just as all Emptoris supply and contract management solutions, the CSM solution is offered as Software-as-a-Service (SaaS) or as an enterprise software solution installed on premise.

“We strive to constantly innovate and enhance our solution suite and capabilities. We want to help our customers to be as successful as possible, and this is an area they specifically told us was a challenge. We found the best solution on the market and we are excited to add it to our suite. These are capabilities that companies cannot get from their ERP provider or other best-of-breed software suite providers ,” said Kevin Potts, Vice President of Product Management with Emptoris, Inc.

With the acquisition, Emptoris becomes the only vendor with a suite of solutions to address the “High Value but Hard to Manage” categories such as SOW based services, contingent labor, management consulting, IT outsourcing and services procurement. Leveraging advanced spend analysis, sourcing, contracting, services procurement and supplier performance management, Emptoris helps companies drive more value in services procurement, sourcing complex categories, getting clear spend visibility, and actively managing contract compliance.

“These are areas where ERP providers and point-solutions don’t go the extra mile – and don’t have global capabilities or experience,” said Potts.

Potts also noted that Emptoris has a strong track record of integrating acquisitions, citing examples such as the integration of diCarta, the world leader in enterprise contract management. Emptoris was a pioneer in the development of sourcing optimization software more than a decade ago.

To find out more about the Emptoris Service Procurement solution or to register for a complimentary webcast on services procurement, please visit [www.emptoris.com/servicesprocurement](http://www.emptoris.com/servicesprocurement)

The Emptoris webcast on services procurement will be broadcast on June 10th at 7:00 am Eastern Time/ 12:00pm London Time/ 13.00pm Paris/Berlin (CEST) – and re-broadcast at 2:00 p.m. Eastern Time/11:00 a.m. Pacific Time.

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