

## HEINZ UPGRADES TO EMPTORIS SOURCING 7.0 FOR ITS ENTERPRISE-WIDE GLOBAL SOURCING PROGRAM

*Heinz, a Long-time Emptoris Sourcing Customer, Extends its Relationship with the Advanced Sourcing Software Provider*

**London, UK and Burlington, MA – (June 9, 2009)** – Emptoris, Inc., a leading provider of enterprise supply and contract management software, today announced that the H.J. Heinz Company, one of the world's leading providers of food products, has extended its contract with Emptoris and gone live on the Emptoris Sourcing 7.0 solution. Heinz, with manufacturing facilities in 75 locations and distribution in more than 200 countries, are using Emptoris Sourcing for its direct material sourcing for its products and operations on a global scale.

"Heinz provides superior quality food products to millions across the globe, and our global sourcing efforts need to be best-in-class to provide the quality ingredients needed to make, package and distribute those foods," said Rob Hemsley, General Manager, European Purchasing for HJ Heinz. "Sourcing is not simply about cost, as important as that may be, it's also about quality and service. It's about ensuring that the procurement organization and function deliver value to the broader organization and to the end customer. For that reason, Heinz is committed to advanced sourcing techniques and the application of best-in-class sourcing technologies."

The HJ Heinz Company, with annual revenues in excess of \$10 billion and operations in more than 200 countries, is one of the world's leading marketers and producers of quality food products. The company produces food products in three core categories: ketchup and sauces; meals and snacks; and infant and nutrition. The company has some of the world's most powerful brands, with 150 brands holding number-one and number-two positions in their market across five continents and in more than 50 countries. The company was founded upon, and perhaps most well known for, its iconic Heinz® Ketchup brands, "the world's favorite ketchup."

Today, more than 60 percent of the company's spend is conducted using e-sourcing. "Heinz was an early pioneer in e-sourcing and is today one of the truly best-in-class global sourcing companies. Their sourcing events are complex and extremely well-executed. We're proud to have them as a customer, to have them using Emptoris for sourcing on a global basis, and to have them leveraging the advanced sourcing functionality available within the Emptoris Solution," said Avner Schneur, Chief Executive Officer of Emptoris.

With Emptoris Sourcing 7.0 and its advanced sourcing capabilities, Heinz plans to drive even more benefits through e-Sourcing. This company has already recognized considerable improvements in product quality, logistics, delivery times, customer service, technical service and sourcing specifications, as well as in ensuring price optimization and price stability.

The Emptoris Sourcing solution allows companies to source the best products and services from suppliers while driving cost competitiveness, minimizing supply base risk and reducing sourcing cycle time. Emptoris Sourcing automates all sourcing events and empowers companies to realize the best value, not just the best price, from a supply base by factoring performance drivers into decision-making.

## **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, Motorola, Owens Corning, Syngenta, and Vodafone.

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