



Emptoris Company Overview

Strategic Focus

Emptoris, an IBM Company, is a world leader in delivering strategic supply and contract management solutions that enable companies to maximize financial performance and optimize commercial risk. The company's award-winning sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are leveraged by more than 350 Fortune 1000 and Global 2000 companies.

Intelligence and Value

By providing a single, accurate and robust source of spend, contract and supplier data and intelligence, Emptoris solutions enable individuals and organizations to make optimal business decisions, and deliver greater performance and value across the global enterprise. Such actionable intelligence and improved performance impacts key corporate objectives; from managing global growth, enforcing compliance and mitigating volatility and risk – to reducing and controlling costs.

Market-Leading Solutions

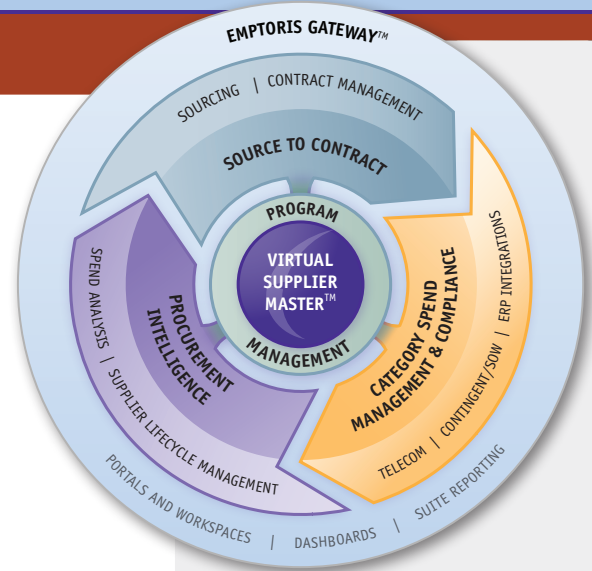
Emptoris solutions are consistently recognized by leading independent analyst firms as the most comprehensive and market-leading solutions. Most recently, Emptoris was positioned in the "Leaders Quadrant" in the Gartner Magic Quadrant for Strategic Sourcing Application Suites and in the Magic Quadrant for Telecom Expense Management, and also received the highest possible rating in The Forrester Wave™: Contract Life-Cycle Management.

Blue-Chip Customers

More importantly, the company's solutions have been proven successful and scalable in the world's most demanding operational and IT environments. More than 350 Global 2000 companies leverage Emptoris solutions including industry leaders such as American Express, Boeing, Deutsche Post DHL, GlaxoSmithKline, Kraft, Motorola, Siemens, and Syngenta.

Extending the Value of ERP

Many of these companies leverage Emptoris to extend the value of their investments in ERP, finance, procurement and CRM systems – and to provide functionality and centralized business intelligence that these systems do not provide. Emptoris solutions are specifically designed to easily integrate – and come with pre-packaged integrations and connectors to – dozens of leading ERP systems including SAP and



HEADQUARTERS

Emptoris, an IBM Company
200 Wheeler Road
Burlington, MA 01803

KEY FACTS

Founded 1999
Over 350 Global
1000 Customers
Solutions deployed across
90 countries
Acquired by IBM in 2012



“While ERP providers have focused on managing the transaction, e-procurement vendors have focused on managing the order, and CRM providers have focused on managing the customer relationship.

Emptoris’ focus is on strategic supply management, both managing suppliers and supply intelligence,”

*– Patrick Quirk,
president and
chief executive officer,
Emptoris, an IBM Company*

Oracle; leading procurement systems including Coupa; and CRM systems including Salesforce.com. The Emptoris cross-suite reporting capability is also built on SAP BusinessObjects.

Emptoris premier partner relationships with the leading management consulting firms including Accenture, Deloitte and IBM provide an extra level of support.

Global Capabilities and Support

Emptoris offers its solutions and customer support in more than sixteen global languages including Chinese/Mandarin, German, Japanese, Portuguese, Russian and Spanish. Emptoris is a global company with operations in Shanghai, China; Paris, France; Munich, Germany; Bracknell, England; Melbourne, Australia; Pune, India; Minsk, Belarus; San Paulo, Brazil; Fairfax, Virginia; and its headquarters in Burlington, Mass., U.S., on the Route 128 technology corridor.

World-Class Leadership and Ownership

The company is led by Patrick Quirk, President and Chief Executive Officer who brings more than 25 years leadership experience in technology, ERP and supply chain software to Emptoris. The company was acquired by IBM on February 1, 2012.

Leaders in Innovation

Emptoris and its world-class team of professionals are passionate about innovation and customer service, pioneering the development of e-sourcing technology in 1999 and the use of optimization technology to assist in business decision-making. The company continues to make significant investments into research and development to continue to bring new innovations to market – and has won numerous awards for product Innovation and leadership.

The company is listed on Inc. Magazine’s prestigious Inc. 5000 list of the fastest growing private companies based on the company’s 51 percent three-year revenue growth rate.



Emptoris®, an IBM® company, is a world leader in strategic supply, category spend and contract management solutions that enable companies to maximize financial performance and optimize commercial risk. The company’s suite of award-winning and industry-recognized sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are successfully used by Global 2000 companies.

**For more information about Emptoris,
visit www.emptoris.com**

**call 1 855 391 2561 (US)
+1 781 993 9212 (International)**

e-mail sales@emptoris.com