



Emptoris and SciQuest Form Strategic Alliance to Serve the Education, Government, Healthcare and Life Sciences Markets

Companies Solutions Help Companies Drive Greater Cost Savings and Compliance from Source-to-Settlement

BREWSTER, Mass. – (October 2, 2008) – Emptoris, Inc., a leading provider of enterprise supply and contract management software, and SciQuest, Inc., the global leader empowering enterprises to realize the potential of strategic procurement, today announced the formation of a strategic alliance to jointly target and serve the education, government, healthcare, and life science markets. The alliance was unveiled at the Emptoris Empower 2008 Conference, one of the largest annual user conferences for supply and contract management leaders.

From sourcing to settlement, Emptoris and SciQuest will work together to help organizations efficiently drive cost savings and contract compliance by capitalizing on the combined value of each company's proven offerings and services. Under the terms of the agreement, the companies will conduct certain joint sales and marketing activities, as well as collaborate on customers' implementations of both companies' solutions, including Emptoris' sourcing, contract and spend analysis solutions and SciQuest's procurement automation and supplier enablement solutions.

"Emptoris and SciQuest solutions are core components of our global, complete sourcing-to-settlement solution at GlaxoSmithKline," said Gregg Brandyberry, vice president of Procurement Global Systems & Operations at GlaxoSmithKline and a recognized pioneer of procurement and sourcing technologies. "This alliance will benefit organizations that view procurement as a core business function that addresses financial, social responsibility and operational goals, by allowing them to derive value from goods purchased on contract and the extensive business intelligence gained from both solutions."

GlaxoSmithKline's procurement system is widely regarded as one of the world's most efficient and effective. The company is a longtime customer of both Emptoris and SciQuest.

In today's global organizations, the procurement process is often multi-faceted to account for the unique needs of disparate users and business objectives. Together, Emptoris' and SciQuest's solutions address the full spectrum of enterprise-wide requirements, meeting the diverse needs of financial leaders who need keen insight into spend analysis as well as users who require fast and easy access to the products and services they need to successfully do their jobs.

"Procurement has emerged as a key focus of many organizations' efforts to decrease costs, improve compliance and achieve greater operational efficiencies," said Derek Smith, managing director at Huron Consulting Group, a leading provider of financial and operational consulting services. "The synergy between Emptoris' and SciQuest's solutions can yield significant results – and the combination of these solutions completes the procurement cycle, from both an operational and analytical perspective."

Emptoris provides innovative supply and contract management software solutions that empower enterprises to realize best value and accelerate profitable growth. The Emptoris software suite includes solutions for contract management, sourcing, spend analysis, and compliance, as well as supplier performance management. Emptoris solutions allow business to quickly and successfully drive ongoing total cost reductions, manage compliance and mitigate risk.

“Emptoris and SciQuest offer a compelling combination for companies in the government, healthcare provider, life sciences and education markets,” said Ted Williams, Senior Vice President of Global Field Operations for Emptoris, Inc. “Both companies have strong customer relationships in the target markets – and close coordination of our solutions will ensure that customers receive increased value from both company’s solutions.”

SciQuest’s solutions, delivered via software-as-a-service deployment, enable all stakeholders in the procurement process to realize the value of a more strategic approach to procurement with unprecedented ease. An intuitive online shopping experience fosters the user adoption required to consolidate an organization’s buying power and negotiate more favorable terms and conditions with suppliers. Organizations also attain the visibility required to bring spend under management while eliminating costly, time-consuming administrative tasks.

“SciQuest’s and Emptoris’ offerings function in concert with one another at many of the world’s leading procurement operations,” said Jeff Martini, senior vice president of Worldwide Sales at SciQuest. “This alliance presents our customers with comprehensive resources that can address the procurement and sourcing needs of global organizations where the procurement process includes everything from reverse auctions to online supplier catalogs.”

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. Customers include American Express, Boeing, ConocoPhillips, GlaxoSmithKline, Kraft, Motorola, Owens Corning, Syngenta, and Vodafone. For further information, visit www.emptoris.com.

About SciQuest

SciQuest’s procurement automation and supplier enablement solutions empower leading organizations to realize the potential of strategic procurement. The company’s specialized knowledge, on-demand software, and service-first approach enable public and private enterprises across the globe to manage spend, drive ROI, and advance their critical missions.

SciQuest’s deep understanding of its served vertical markets combined with a broad supplier network and intuitive, online shopping experience increase user and contract adoption while improving operational efficiencies. Through software-as-a-service (SaaS) deployment, organizations can quickly implement the right eProcurement solution to augment existing ERP investments or fully enable all aspects of purchasing from sourcing to settlement.

For more information about SciQuest, please visit www.sciQuest.com or call 877-710-0413 in the U.S. or +44 1794 341182 in Europe.

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