



Hubspan Extends E-Commerce Services to SciQuest's Supplier Network

Hubspan's On-demand Integration Solutions Present Suppliers in the SciQuest Network with a Fast Alternative for Automating E-commerce Processes

SEATTLE, October 7, 2008 – Hubspan Inc., the leading provider of on-demand integration solutions, and SciQuest, Inc., the global leader empowering enterprises to realize the potential of strategic procurement, today announced a strategic agreement to deliver enhanced electronic commerce services to suppliers by offering Hubspan's on-demand integration platform to SciQuest suppliers via new SciQuest connector packages.

Through this agreement, Hubspan will offer tailored integration packages that help SciQuest suppliers convert from paper-based processing to more advanced cXML and electronic connections. Specifically designed for the fast growing SciQuest supplier base, these new connector packages allow automation on a customer-by-customer basis, while accelerating growth and reducing processing costs for suppliers and their customers.

"As our customer base grows, our suppliers also experience rapid growth and many are looking to invest in further automation to support our mutual customers," said Jamie Duke, COO for SciQuest. "Hubspan can provide affordable turn-key services to our supplier community, allowing them to strengthen their internal eBusiness infrastructure quickly and focus automation on their key customers with minimal investments in IT resources and infrastructure. In return, SciQuest's customers benefit from an improved supplier experience."

Hubspan's SaaS integration platform enables business collaboration regardless of end-point system, data format, or transport protocol in use – resulting in a proven track record of rapid implementation. With Hubspan's on-demand solution, suppliers in the SciQuest network can quickly automate the order-to-invoice process and move away from manual processing or internally developed and managed e-commerce solutions. Several innovative suppliers in the SciQuest supplier network, including Barnes&Noble.com, are currently leveraging Hubspan's integration solutions.

"As the online division of the world's largest bookseller, Barnes&Noble.com is committed to leveraging operational efficiencies to continue providing value for its customers," said Brian Buckley, vice president of online partnerships for Barnes&Noble.com. "For years, Barnes&Noble.com has relied on the technologies of Hubspan and SciQuest to extend our eBusiness capability and deliver an enhanced customer experience."

Hubspan's connector packages for SciQuest include solutions for Order-to-Invoice, Punch-Out, and Price and Availability Call. Suppliers can take advantage of these specially priced connector packages individually or in combination.

"Our strategic alliance with SciQuest reinforces Hubspan's reputation as a leading authority on business process integration," said Trisha Gross, president and CEO for Hubspan. "Hubspan's on-demand integration solution allows SciQuest to offer value-added services which accommodate a diverse supplier network without passing on additional software, systems or infrastructure costs."

About Hubspan Inc.

Hubspan connects businesses by providing a complete business-to-business integration solution for companies of all sizes. More than 10,000 trading partners across 34 countries benefit from Hubspan's scalable, flexible technology. Hubspan's market-leading solution, delivered as a service, yields increased revenue, improved customer satisfaction and retention, and increased operational efficiency faster and more cost-effectively than in-house development. Hubspan serves some of the largest, global enterprises as well as organizations with just a few hundred employees – managing even the most complex business processes.

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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