



Shannon Culver
Janeeva, Inc.
(734)260-0518
shannon.culver@janeeva.com

Claude Castracane
Vantage Partners
(617)354-6090
ccastracane@vantagepartners.com

Janeeva Announces Merger with Vantage Technologies

Combined capabilities create the industry's most complete ORM software suite

ANN ARBOR, MICHIGAN October 24, 2006 – Janeeva, Inc., the industry leader in Outsourcing Relationship Management (ORM) software, today announced that it has acquired Vantage Technologies from Vantage Partners.

The merger of Janeeva and Vantage Technologies brings together two firms who have been at the forefront of the effort to improve the management of outsourcing relationships from both the provider and buyer perspectives.

There is an ever-increasing need within the outsourcing arena for relationship management expertise that can help buyer and provider together get beyond the outdated transactional model where governance activities are ad hoc and processes are disconnected, and instead manage their entire relationship. Since many of today's outsourced initiatives are counted on by their organizations to not only decrease costs but also to drive innovation and improve productivity, managing the multiple dimensions of these complex relationships requires state of the art governance capabilities.

The combined entity, with Vantage Technologies' heritage from the Harvard Negotiation Project and its recognized expertise in relationship management – negotiation, governance and conflict resolution – and Janeeva's proven track record of building world-class enterprise software products, establishes the foremost ORM firm in the world.

One of Vantage's customers, Hugh MacDonald, VP of HR Operations for CIBC, observed that the merger "will facilitate the delivery of a comprehensive management solution, for outsourcing buyers and suppliers, which will incorporate an expanded suite of tools, processes and methods designed to continuously improve complex business relationships."

Janeeva, formed in 2004, offers Janeeva Assurance™ software for managing outsourcing relationships. Janeeva Assurance™ capabilities for performance management, analysis and reporting, financial, SLA and compliance management are enhanced by Vantage Technologies' change management, issue management, supplier management and relationship building modules. This combination creates a complete suite of capabilities to oversee critical aspects of outsourcing relationships.

Janeeva customer Brad Rubin, Director of Operations at TrueCredit said, "With vendors worldwide, it is important for TrueCredit to track the performance of all of our outsourcing partners. With the addition of Vantage Technologies, Janeeva now offers a more robust and complete solution for managing our vendor relationships."

"Buyers and providers face many challenges in making their deals work, and mismanaging those challenges is costly," said Danny Ertel, CEO of Vantage Technologies. "The joint capabilities of Janeeva and Vantage Technologies solve a critical problem for managers of outsourcing, allowing them to gain insight into outsourced operations impossible without these sophisticated tools." According to MacDonald, the expanded offering "will enable improved governance and opportunity mining by buyers and suppliers".

Vinay Gupta, CEO of Janeeva said, "We are pleased to be able to offer the Vantage products to our customers and to the market. Early response has been very favorable. We have already met with Vantage's top customers, and they are excited about the additional functionality that Janeeva offers. We will continue to deliver the great service and support established by the Vantage team."

Vinay Gupta will remain CEO of the combined companies while Danny Ertel will join Janeeva's Board of Directors as Chairman. The ongoing relationship between Vantage Partners and Janeeva will enable customers of both firms ready access to the deep expertise of each firm – whether skills, process or technology based.

About Vantage Partners

Vantage Partners helps the world's leading companies to effectively structure, launch, and manage their most critical business relationships. A spin-off of the Harvard Negotiation Project, Vantage brings over twenty years of research and hands-on experience consulting to Alliance, Procurement, and Sales groups in a wide range of industries throughout the world. The Directors of Vantage Partners have published several popular books, as well as numerous articles in publications such as the Harvard Business Review and Sloan Management Review. www.vantagepartners.com

About Janeeva

Janeeva is the first company to offer an Outsourcing Relationship Management product focused on BPO and the customer/provider relationship. Offered in a subscription-based "Software as a Service" model, Janeeva Assurance™ software enables executives and managers of outsourced call center, application development, and back office operations to track SLA's, KPI's, and other key metrics across single or multiple outsourcing vendors. Industry specific templates and non-intrusive data adapters facilitate implementation in weeks, helping companies meet business goals, improve quality, and reduce costs.

Janeeva is headquartered in Ann Arbor, Michigan. For more information, contact Janeeva at www.janeeva.com, 1-888-297-1678 or info@janeeva.com.