



JANEEVA JOURNAL

Issue #9

October, 2006

Thanks for reading the *Janeeva Journal*, an informal newsletter about Janeeva and the ORM industry. Distribution is limited to employees, investors, VCs, and business partners.

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Janeeva Acquires Vantage Technologies to establish the Foremost ORM Software Company in the World

The press release begins, "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."

The Janeeva Assurance and Vantage Partnersmith product features are complimentary with no overlap. The combined product will provide customers with a comprehensive set of software tools to successfully manage outsourcing. And the combined company now has marquee customers in financial services, health care, and pharmaceuticals. This merger has received very positive reviews by both Vantage and Janeeva customers.

"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."

Hugh MacDonald
CIBC, VP of HR Operations
Vantage Technologies Customer

"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."

Brad Rubin
TrueCredit (a division of TransUnion), Director of Operations
Janeeva Customer

"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."

Vinay Gupta will remain CEO of the combined companies while Danny Ertel will join Janeeva's Board of Directors as non-executive Chairman. The ongoing relationship between Vantage Partners and Janeeva will leverage each other's strengths in outsourcing, consulting and software development, to establish a stronger market position for both companies.

Janeeva Gets Great Feedback from Everest Group, Gartner

Janeeva was invited to participate in a study by **Everest Group** on solutions for managing outsourcing. Jim Diggs explained Janeeva's view of the market, our approach and value proposition, and our software functionality. Everest Group is an advisory services firm that develops outsourcing strategies and relationships to improve performance and results throughout organizations. The two senior consultants on the call commented, *"This product is the only one we have seen that is focused specifically on outsourcing"*, *"Offering this software as SaS is a differentiator. It will be easy to implement and ramp up"*, and *"Looks like great functionality, and a good strong product."*

On October 4, Vinay and Jim from Janeeva and Danny Ertel of Vantage Partners spoke to **Gartner** analysts Helen Huntley and Dane Anderson regarding the Vantage acquisition and its implications in the ORM marketplace. **Dane Anderson** commented, *"This is an interesting blend of the right components that will help clients get at the real value in their outsourcing engagements. There are many tools to manage, but management alone doesn't equate to value. The merged elements of Janeeva and Vantage bring that additional value to sourcing relationships."*

Helen Huntley said, *"This is merger comes at a good time, and creates a company with strong differentiation in the marketplace."*

Janeeva Appears in Forbes

Vineet Katial was interviewed extensively and quoted in an August 15, 2006 Forbes article on Small Business Outsourcing. "If other companies are doing it (outsourcing) and cutting costs, you have to do that or you'll be out of business," says **Vineet Katial**, co-founder of **Janeeva**, a software services company that manages outsourcing relationships."

Later, in an article section on crafting a sound contract, Vineet was quoted as, "All vendors--no matter how capable or trustworthy--should sign a snag-proof contract. Agree, in writing, on an arbiter (say, a law firm) before disagreements crop up (and they will). "Plan now or you pay later," says Janeeva's Katial.

The whole article can be accessed at
http://www.forbes.com/home/entrepreneurs/2006/08/15/generalelectric-americanexpress-outsourcing-cx_mc_0815outsource.html

Janeeva at Entrepalooza

Eric Jacobson, Janeeva's CFO, was a speaker at University of Michigan's Business School's signature event celebrating entrepreneurship and new business formation. Eric joined industry notables from companies such as Craigslist, Google, ePrize as well as renowned VC' firms, and spoke on a panel titled 'Founding and Growing Startups'.

Janeeva Website Update Incorporates Vantage Technologies Capabilities

Check the Janeeva website, www.janeeva.com, for the newest capabilities added to our software from Vantage Technologies, and a full version of the press release.