

## **Solver Tackles Performance Management Marketplace with a Customer-Focused Strategy**

LOS ANGELES, CA, June 2, 2008 ---- Solver, a Performance Management and Business Intelligence (BI) solutions provider, has announced plans to organize the company to better serve enterprise and mid-market clients. Solver has been a proven leader delivering innovative business driven solutions for over thirteen years, and this marks a strategic milestone that reflects company growth as well as the evolving and distinct needs of both Global 2000 and mid-market clients.

Solver recognizes that serving clients and partners in the mid-market arena is different from helping large Global 2000 companies satisfy their corporate planning, budgeting, forecasting and analytics requirements. "In order to continue providing game-changing performance management capabilities, we must understand and focus on what success looks like for our customers", says Scott Stein, Solver's Chief Operating Officer. "Large companies require solutions that address complexity and scale across the enterprise, while medium-size companies tend to demand fast implementations and packaged solutions to align with their economic expectations".

"Microsoft has brought performance management and business intelligence within reach of medium size companies and we are very excited to capitalize on this market opportunity" says Nils Rasmussen, President and Co-founder of Solver. "With our sales and consulting teams organized around customer size, we can focus on what is important to each client and provide a tailored solution." Solver's mid-market team is focused on delivering Microsoft Office PerformancePoint Server 2007 and related Microsoft BI add-ons like ProfitBase, Orange Peel's Business Intelligence Studio and other Microsoft-based value added BI solutions to the mid-market.

Solver's Enterprise division will provide comprehensive performance management solutions to Global 2000 organizations. "Solver has the appropriate mix of business and technology expertise required to work with CFOs and other business leaders to help transform organizations through powerful budgeting, planning, scorecarding and analytics capabilities" says Per Solli, CEO and co-founder of Solver. "We will continue to provide services and software add-ins like BI Studio to differentiate Microsoft Office PerformancePoint Server 2007 against the legacy BI vendors currently suffering from the uncertainty of recent acquisitions, market consolidation and other survival tactics as a result of Microsoft's entrance into enterprise performance management". Solli and Stein will be heading this enterprise group.

This new organization will strengthen Solver's partnering strategy with Microsoft by more closely aligning the Solver field organization to the Microsoft field organization which is also organized by customer segment. "Solver is a valued Microsoft Business Intelligence partner and we look forward to working more closely with them to bring pervasive business intelligence solutions to both enterprise and mid-market customers" said Bob Lokken, Senior Director of Business Intelligence.

### **About Solver**

Solver provides game-changing performance management and business intelligence capabilities to Global 2000, mid-market and public sector organizations around the world. We deliver innovative business-driven solutions that enable dramatic improvements in our clients' market position, profitability and performance. Solver leverages Microsoft's market-leading business intelligence technology platform and complementary value added components such as Orange Peel's Business Intelligence Studio, Profitbase and SAP to build planning, analytics and business monitoring solutions that transform your organization's strategy into actionable results.

For more information call 800-281-6351 or visit the Web Site at [www.solverusa.com](http://www.solverusa.com)