



OUTSTANDING 1ST 2010 SEMESTER FOR TAGETIK

Double-digit growth, continuous global expansion and strategic partner alliances to outperform in the CPM market

Lucca (Italy). September 2, 2010 – Tagetik, a global provider of Performance Management, Enterprise Governance, Risk & Compliance and Business Intelligence software solutions, today announced **extremely positive business figures for the first half of 2010 Fiscal Year** together with great achievements that amplify its role as

international player in the CPM market.

“2010 has started with a continued growth for Tagetik,” explains Manuel Vellutini, Chief Operating Officer (COO) at Tagetik. “We closed the semester with a **+33% consolidated growth** compared to last year, **+61% growth** on new license revenues and **32 new customers** worldwide. [...]”

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**The CPM
(R)EVOLUTION**

A New Vision of CPM:
from Corporate
to Collaborative
Performance Management

User Conference 2010



September 24th - 25th, San Romano Auditorium, Lucca

PANALPINA CHOOSES TAGETIK 3.0 FOR PLANNING, CONSOLIDATION AND REPORTING NEEDS

Munich

Embedded features and sophisticated calculation engine to plan and consolidate multinational data with lower total costs

FOR MORE INFO: <http://www.tagetik.com/events-news/press-releases/panalpina>

“TAGETIK 3.0 OUTPERFORMED OTHER SOLUTIONS WITH ITS BUILT-IN FUNCTIONALITIES AND RAPID CUSTOMIZATION OF OUR COMPANY NEEDS,” COMMENTS MARCO GADOLA, CFO OF PANALPINA. “THE POSSIBILITY TO INTEGRATE OUR COMPLEX, WORLDWIDE PLANNING AND CONSOLIDATION PROCESSES IN ONE WEB-BASED SOLUTION CONVINCED US – WITH AN ATTRACTIVE TCO.”

“THE PANALPINA PROJECT IS AN EXAMPLE OF HOW GLOBAL ORGANIZATIONS REQUIRE A HIGHLY SCALABLE SOLUTION TO EFFECTIVELY MANAGE COMPLEX FINANCIAL PROCESSES FOR MULTIPLE USERS AND INCREASINGLY LARGE TEAMS,” ADDS MANUEL VELLUTINI, CHIEF OPERATING OFFICER AT TAGETIK. “AND SINCE TAGETIK 3.0 TIGHTLY UNIFIES OPERATIONAL BUDGETING AND CONSOLIDATION, ORGANIZATIONS CAN PROFIT BY AN ‘EMBEDDED EXPERIENCE SOFTWARE’ TO REDUCE IMPLEMENTATION TIME AND COSTS.”

PANALPINA
on 6 continents




MICROSOFT OFFICE 2010 VS GOOGLE APPS IT'S COLLABORATION THAT MATTERS

Tagetik, for example, a provider of performance management solutions, has just announced the release of Tagetik 3.0. Its new functionality for budgeting, planning and forecasting processes leverages strong integration with Microsoft SharePoint Server and the Microsoft Business Intelligence platform so that users can share information, tasks and deadlines within their teams, analyze the data in detail and generate advanced reports... [...]

FOR MORE INFO VISIT: <http://www.fsn.co.uk>

COVER STORY

Lucca, Italy

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...This confirms our continuously expanding strategy to meet companies' needs—regardless of their size or business—as well as to build up strong relationships with major system integrators, technology leaders and local consulting specialists."

"We have set ourselves highly ambitious and challenging objectives for 2010 and these results convince me that we are on the right track," comments Pierluigi Pierallini, President and CEO at Tagetik. "We are proving on the market to be different as we remained an independent vendor and strongly committed on integrating Performance Management and BI processes with Collaboration and Communication technologies. Our mission today is to support organizations in managing and monitoring business performance more efficiently while improving operational and strategic decision-making. And we expect the same outstanding results for the year end."

In the last six months, Tagetik has opened new European offices in Turkey and the Nordic Region. The company is also planning the opening of new operations in Poland, the Middle East Region and South America for Q3/Q4 2010. In addition, Tagetik is continuing to build up a strong relationship with Microsoft Corp. in order to leverage the software tight integration with **Microsoft® SharePoint® Server 2010** and the **Microsoft business intelligence** platform (<http://www.tagetik.com/events-news/press-releases/sharepoint2010>) as well as its new vision 'Collaborative Performance Management'.

"Tagetik's success is reflected by our customers and partners," adds Vellutini "Many leading companies abroad and in Italy have turned to Tagetik 3.0 this semester, including Bobrick Washroom Equipment, Vinson & Elkins, Propex Operating Company (US), Zavarovalnica Triglav (Adriatic Region), Grontmij Business Services (The Netherlands), St Hubert, Grand Marnier (France), Sersa Group Management, Panalpina, Hoval Management (DACH), Trader Publishing (UK), Grandi Salumifici Italiani, HSR Fondazione Centro S.Raffaele, Wurth, Industries (Italy). And the role of partners, such as Microsoft, is key to spread a new vision of CPM (<http://www.tagetik.com/events-news/press-releases/uc2010>) and strengthen our success on the market."

Tagetik is working to further develop its integration with Microsoft's Productivity technologies. "As part of our expected technological accomplishments, we are going to certify and launch the integration of Tagetik 3.0 with **Microsoft Dynamics® ERP** and **Microsoft Dynamics® CRM**, providing Microsoft customers with one unified platform to manage and improve business performance" concludes Vellutini.

Lisbon

“GRUPO CRÉDITO AGRÍCOLA SELECTS TAGETIK 3.0 AS A TOOL FOR GROUP CONSOLIDATION AND REPORTING”

[Further info](#)



The rise of collaboration in the budgeting process

Tagetik, Microsoft and featuring Gartner point of view



please surf:

<http://www.tagetik.com/events-news/on-demand-seminars>

THE BANKING CORNER

Zurich

“ST. GALLER KANTONALBANK SELECTS TAGETIK 3.0 FOR BANKING CONSOLIDATION AND REPORTING”

The St. Galler Kantonalbank project is a clear example of how the rising need for ‘business simplicity’ is bringing companies near to Performance Management,” explains Manuel Vellutini, Chief Operating Officer at Tagetik. “In the last 3 years, Tagetik has gained traction in banking and financial services, leveraging a good vertical knowledge and product functionalities for this sector. Many of our

larger customers across all industries are handling complex financial, management, statutory reporting and consolidation requirements, confirming our strong experience in supporting companies for complex processes.”



**St.Galler
Kantonalbank**

PERINI CUSTOMER STORY



“Complete data traceability, transparency, speed, and a powerful calculation engine are just a few of the strengths of Tagetik 3.0. Thanks to this unified solution, we have been able to simplify the complexity within our group.”

Francesco Sarti
CFO at the Perini Group

Perini Group operates in many different sectors:

Perini Navi manufactures large, comfortable yachts that can be managed by a single person. Today, the company’s revolutionary control systems have become a worldwide standard in the ship-building industry. Perini Navi is the only shipyard in the world that currently designs, develops and builds its own yachts.

CISA is an international group that produces and sells sterilization systems for hospitals and industries. The company, which was founded over 60 years ago, attributes its success to its ongoing investments in research, development and business growth.

Fapergroup builds machinery for the paper industry, through a remarkable series of technological innovations starting in the 1980’s, the company has already achieved a 75% global market share for machines sold.

Comceh in Romania and **NTG** in England are the group’s two paper mills which manufacture, convert and sell tissue and paper offset products. In mature markets, state-of-the-art machinery is becoming more of a necessity than a competitive advantage.

Perini Business Park in Brazil and **FPM** in Italy offer real estate properties and services to commercial customers. The group’s activities in the real estate sector were chosen as an investment strategy.





News from the world

TAGETIK TO CONQUER THE ADRIATIC REGION: CRMT D.O.O. IS THE NEW DISTRIBUTOR FOR TAGETIK IN SOUTH-EASTERN EUROPE



TAGETIK PARTNERS WITH RESOURCES GLOBAL PROFESSIONALS:

"Resources is very excited about this relationship for a variety of reasons," explains **Tracey Figurelli, Managing Director at Resources Global Professionals**. "First and foremost, Tag-

etik's unified platform provides a simplified and cost-effective approach to budgeting/planning and consolidations and a compelling alternative to complex and disparate applications. Our consultants who specialize in business performance systems complement Tagetik's technical expertise allowing us to offer a full continuum of service to our clients. Client satisfaction is paramount to both of our firms, making our approach to market a cultural fit, as well. Many of our clients want a unified solu-

tion for planning, budgeting and reporting, especially for XBRL and IFRS initiatives. We believe our relationship allows us to meet those needs," states **Figurelli**.



"This agreement is a step forward in our global expansion strategy," adds **Bani Brandolini, President International at Tagetik**.

"We firmly believe that to successfully implement a performance management system – like Tagetik 3.0 – a strong project team is critical. Resources Global Professionals is an international firm with qualified experts in corporate financial reporting and accounting as well as esteemed thought leaders in legislative and regulatory matters, including Sarbanes-Oxley (SOX). The company also leverages a proven track record of success that has been achieved through an uncompromising commitment to value – based on relationships with its extremely diverse, worldwide clientele – and greatly shares our entrepreneurial culture that rewards innovation, teamwork and dedication to providing maximum satisfaction to customers," says **Brandolini**.

About Tagetik

Tagetik delivers a unified software solution to support **Performance Management** and **Financial Governance** plus extended Business Intelligence, **Collaboration** and **Communication**. Tagetik 3.0 creates value by **simplifying complex business processes for CFOs and CIOs**: budgeting, planning and forecasting, consolidation and reporting, financial governance, strategy management, profitability modeling, working capital analysis and compliance/industry requirements. Tagetik 3.0 is the solution to translate strategy into operations, manage and control overall performance down to business transactions, and improve decision-making across the whole organization while achieving faster ROI and lower total cost of ownership (TCO).

Tagetik operates in 13 countries leveraging a close partnership with Microsoft. Its market experts are totally committed to the success of 400 worldwide customers, including some of the largest Fortune 1000 companies and representing all industries, as well as to foster synergies with system integrators, technology leaders and local consulting specialists. To learn more: www.tagetik.com