

## Cartesis Announces New Partners in the Open Profitability Initiative

Two New Partnerships with CorePROFIT Solutions and QPR CostControl BV Bring Additional Momentum to Initiative

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**Norwalk, CT, July 31, 2006** – On April 24, 2006, Cartesis, the world's leading specialist in finance and performance management software, launched the Cartesis Open Profitability Initiative (OPI). The OPI is a new global partnership program created to deliver Cartesis customers with best-of-breed profitability optimization solutions. Reducing costs and improving productivity and profitability are important to all organizations, especially when this insight can be integrated into larger performance management solutions. Today, Cartesis is pleased to announce that CorePROFIT Solutions and QPR CostControl BV have joined founding members Acorn Systems, Decimal Technologies and Prodacapo.

"Given the issues facing today's financial services companies, the need for accurate, actionable and usable profitability and cost information has never been greater. CorePROFIT Solutions has a proven track record of delivering mission-critical profitability measurement and management information to financial services companies, assisting them to profitably and intelligently grow net income," says Joseph Prunty, Founder, President and CEO of CorePROFIT Solutions. "We are honored to be a part of the Cartesis Open Profitability Initiative and we look forward to bringing the strength of our combined solutions to help our customers use profitability and cost information to lift net income, sell and service more profitably, reduce excess capacity and retain their highly profitable customers."

Profitability optimization is widely recognized as an important business performance management (BPM) function. Cartesis 10, Cartesis' new BPM suite, includes Cartesis Finance, Cartesis Planning and Cartesis Analytics. The Cartesis Open Profitability Initiative rounds out Cartesis' overall offering, giving customers a short list of easily accessible, pre-approved options when looking for profitability optimization products. Most importantly, Cartesis customers know that profitability drivers identified by OPI member products can be leveraged by all applications in the Cartesis 10 suite.

"Profitability optimization – including customer, product and channel profitability – is a high priority for our customers," says Crispin Read, CMO at Cartesis. "Cartesis Planning delivers world class driver-based capabilities. We are delighted to partner with independent profitability specialists like CorePROFIT Solutions to offer our customers a complete solution to both identify drivers for cost and profit and operationalize their optimization."

*The following vendors are the newest members of the Cartesis OPI:*

**CorePROFIT Solutions – [www.coreprofit.com](http://www.coreprofit.com)**

CorePROFIT Solutions is the premier profitability solutions company for banks and credit unions. CorePROFIT's Seven Solutions are behavior-based and

provide banks, credit unions and other financial services firms, regardless of asset size, auditable and actionable solutions to improve net income, maximize efficiencies, and protect their greatest asset – their customers. All of the CorePROFIT solutions are tailored to deliver best-in-class profitability and cost development capabilities and have the lowest total cost of ownership of any profitability vendor. CorePROFIT's accelerated methodologies ensure that our bank and credit union customers spend more time using profitability information instead of laboring to implement software or create reports that are meaningful.

**QPR CostControl – [www.qprcostcontrol.com](http://www.qprcostcontrol.com)**

QPR CostControl solutions deliver the information that managers need to understand all cost, resource and process issues effecting profitability in order to make better decisions for their business. Established in 1992, QPR CostControl's reputation for excellence has spread to many organizations around the globe and has lead to market leadership in ABC in many countries and industries. Building on a solid foundation of experience and in collaboration with leading experts and practitioners in the field of profitability optimization, QPR CostControl's solutions are continually being developed to provide unparalleled functionality and ease of use. QPR CostControl 6 is its newest, most powerful and cost effective activity based costing and management tool enabling greater profitability in the private sector and better use of resources in the public sector.

**About Cartesis**

Cartesis is the world's leading specialist in finance and performance management software with more than 1,300 corporate customers, 600 employees and 200 consultants worldwide. Created in 1990, Cartesis provides insight, control and confidence by unifying information, people and processes at demanding multinationals like Air France KLM, Cargill, Danone, Diageo, Nissan, Société Générale and Standard Life. One in four of Fortune Global 100 companies rely on Cartesis' deep financial expertise and standard-based technology for compliance, financial consolidation, management reporting, planning, budgeting, forecasting, intercompany reconciliation; all unified in a single data-model that can be leveraged by internal and external users. Cartesis' partners include Microsoft, Accenture, Bearing Point, Ernst & Young, KPMG and PricewaterhouseCoopers. Cartesis has customers in 44 different countries and offices in Brussels, Frankfurt, London, Norwalk (CT), Paris, Tokyo, Toronto and Utrecht. For more information, go to [www.cartesis.com](http://www.cartesis.com).

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