

News

Press Releases

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AMR Research Article Features an Upside Customer with 220% ROI

Customer receives 220% ROI, improves contract cycle time by 68% and reduces litigation cases by 80%

EDMONTON, ALBERTA, CANADA — Upside Software, the global leader in Contract Lifecycle Management software announced today one of its customers is featured as a showcase in an article released by AMR Research on May 27, 2008.

Mickey North Rizza of AMR Research issued the article titled “Preserve, Protect, and Defend With Contract Lifecycle Management” and the article focuses on the incredible value to be realized through an effective contract lifecycle management solution, like UpsideContract. The article details the various metrics, how organizations have benefited, comparing risk vs. reward and illustrates the potential benefits by groups within an organization, including supply management, sales management and legal.

In the mentioned article, Mickey quotes a \$24B discrete manufacturer stating “Prior to using the Upside Software product, we were in yearly litigation disputes, held our contracts in hundreds of filing cabinets around the world, and had no concrete idea of our contract value—whether or not we were overexposed or going to run into a problem. We had no clue about the extension of our business to our partners.” The company was experiencing strategic risk by not optimizing contract management across its internal stakeholders. But after it implemented Upside’s contract management application globally over 18 months, the manufacturer achieved 220% ROI across the company, while improving contract cycle time by 68% and reducing litigation cases by 80%.

“We are extremely proud of the ROI our customers realize using our software and it is indeed gratifying for us to see our software providing such benefits” said Ashif Mawji, Upside Software’s President and CEO. “The team at Upside is dedicated to continual improvement of our solutions and services and is thankful to experts like Mickey for providing valuable research and advice to those organizations exploring contract management software.”

The full article can be requested from:

http://docrequest.upsidesoft.com/Document_Request.aspx?docpick=66

About Upside Software Inc.

Upside Software is the worldwide leader in Contract Management Software solutions around the globe. Upside Software’s products address the needs of Enterprise (e.g. Fortune 500, Global 2000), Public sector (Federal, State/Provincial, Municipal and Health Care), and Small & Medium Enterprise (SME) customers. Customers realize significant cost savings while improving customer and supplier relationships. Upside Software’s solutions typically provide a full return-on-investment (ROI) in under a year. Founded in 2000, Upside Software is a profitable, growing company with an advanced, yet mature,

and comprehensive product suite. The company has extensive experience delivering real value to over 200 customers of every size and in most industry verticals globally. For more information visit the company's website at <http://www.upsidesoft.com>.

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