

Press Information – For immediate release

Lean Supply Chain Leader Ultriva Shows 181% Net Income Increase in 2009

Cupertino, CA – February 18, 2010: Ultriva, the lean leader, with an electronic kanban focus, announced strong performance for 2009 despite the challenging economic conditions. Ultriva's subscription and license revenue grew by 59% year over year, while its net income grew by 181%. Overall revenue, including services, grew by 44%. This growth was a result of acquisition of new customers and ongoing expansion at existing customers. During this fiscal year Ultriva went live in 25 new plants.

Narayan Laksham, Founder and CEO said "Almost all of Ultriva's customers manage global operations and complex supply chains. Their willingness to continue to expand at a rapid pace is a positive response to the value that Ultriva products have been delivering consistently "

Ultriva enables manufacturing companies to become customer centered by leaning their business from distribution all the way to their global supply chain. Customers adopt Ultriva to systemize, sustain and scale the lean discipline across their organization. Elimination of stock outs, reduction in lead times, increases in inventory velocity, productivity improvement and inventory reduction are the primary factors why customers choose Ultriva.

Ultriva continues to add major features to its offering across the customer's value chain. Some of the major accomplishments for the past year include:

- Over 100 Assembly and Component lines were deployed to stream line production using lean production techniques
- Deployed virtual Kanban methodology to leverage ERP systems like Oracle, JD Edwards, MAPICS, BPCS and CINCOM
- Developed OEE (Operational Equipment Effectiveness) module for providing metrics at the machine and operational levels
- Additional 500 suppliers went live at the new and existing plants

Laksham noted that "Ultriva's Lean Assessment Tool, provides a very easy mechanism to prospects and customers to assess their inventory health. The tool not only provides a great insight in to the company's material replenishment but also provides "what if" analysis on lead time, lot sizes and safety stocks. In this year alone companies have done more than 100 such inventory analysis"

About Ultriva:

Ultriva is live at over 140 plants across 10 countries. Companies like AGCO, AO Smith, BE Aerospace, CNH, Dresser, Emerson, FRANKE, Ingersoll-Rand, McKesson and Owens Corning among others are using Ultriva to collaborate with over 5000 suppliers and transacting \$1.5 billion of purchased parts every year.

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