

PRESS RELEASE

## Software AG Positioned in the Leaders Quadrant for B2B Gateway Software

- Software AG offers a proven solution for managing extended trading networks that encompasses leading technologies, support for legacy systems and demonstrated scalability
- Built upon the webMethods ESB, it enables integration and interoperability of applications, services, processes and partners via a single platform
- Software AG named to the Leaders Quadrant in three Magic Quadrants - Business Process Management Suites, SOA Governance Technology Sets and B2B Gateway Software - over the past six months

DARMSTADT, Germany - [June 10, 2008] Software AG, a global leader in business infrastructure software, today announced that it was positioned by Gartner, Inc. in the Leaders Quadrant in the recently published Magic Quadrant for B2B Gateway Software Vendors, 2008 [by Benoit J. Lheureux and Paolo Malinverno (June 3, 2008)]. According to Gartner, leaders in B2B Gateway Software “. . . are likely to have high revenue and commitment to the market, high market share and installed bases, and products that are of interest to large audiences. In addition, leaders have demonstrated domain expertise and presented compelling messages that have penetrated the market . . . “<sup>1</sup>. Complimentary copies of the Magic Quadrant for B2B Gateway Software Vendors, 2008 are available at [www.softwareag.com/recognition](http://www.softwareag.com/recognition).

Serving more than 60,000 clients within 10,000 distinct organizations, Gartner is recognized as the world’s leading information technology research and advisory company. The research firm had previously positioned Software AG in the Leaders Quadrant of the Magic Quadrant for Integrated SOA Governance Technology Sets, 2007 [by L. Frank Kenney and Daryl C. Plummer (December 31, 2007)] and the Magic Quadrant for Business Process Management Suites, 2007 [by Janelle Hill, Michele Cantara, Eric Deitert and Marc Kerremans (December 14, 2007)].

“In a flat world, the importance of managing and optimizing multi-enterprise business relationships on a global basis has never been greater. Recognizing this, we’ve made significant commitments to enhancing our B2B capabilities with the recent introduction of webMethods 7.1. We’re delighted by Gartner’s evaluation, which we believe is recognition of our efforts,” said Dr. Peter Kürpick, Software AG’s Chief Product Officer and member of the company’s Executive Board. “Unlike traditional EDI offerings, our approach combines the flexibility of an SOA-based platform with extensive, out-of-the-box support for legacy systems. This means that enterprises can support the broadest number of trading partners possible using the same core technology that drives their internal operations. Our comprehensive approach ultimately results in lower costs and greater agility for our customers.”

Within the report, Gartner also concluded that “[t]he B2B gateway software market is growing and dynamic, which reflects IT users’ changing (and increasingly challenging) requirements for more-capable B2B gateway software solutions to support more (and increasingly sophisticated) B2B projects.”<sup>2</sup>

Software AG's turnkey solution for managing business-to-business communications encompasses the award-winning webMethods ESB, webMethods Trading Networks and webMethods Optimize for B2B. The webMethods ESB is a comprehensive, standards-based enterprise service bus (ESB) enabling integration and interoperability of applications, services, processes and partners via a single platform. webMethods Trading Networks provides centralized trading partner management, including role-based access, easy-to-use tools for graphically mapping business relationships, and transaction monitoring. With out-of-the-box support for technologies like EDI and EDIINT, as well as such standards as RosettaNet, SWIFT, ACH, FIX, CIDX, 1SYNC, and others, it facilitates solutions geared to specific vertical industries, including high tech and manufacturing, finance, retail, and consumer product goods. All of these capabilities are enhanced by the use of webMethods Optimize for B2B, which offers real-time performance monitoring to ensure compliance with service-level agreements (SLA), such as those governing on-time deliveries.

Organizations spanning a number of industries have standardized on webMethods Trading Networks as a highly-scalable and extremely adaptable solution for managing extended trading networks. Due to its comprehensive nature, enterprises can more quickly onboard new suppliers at a lower cost while supporting a broader array of trading partners as well. It also serves to ensure the integrity and execution of every transaction with such features as user-level security, industry-certified interfaces and comprehensive monitoring. Enterprises have employed webMethods for B2B to dramatically improve value chain performance, reducing faulty orders by 75% and improving perfect order scores to over 99% as just a few examples.

Enterprises have also reported significant cost savings and improved agility by using the webMethods ESB to consolidate all of their integration and interoperability requirements - both internal and external - on a single platform. Benefits have included lower maintenance and training costs, improved productivity, faster time-to-market, and enhanced data capture.

<sup>1</sup> Magic Quadrant for B2B Gateway Software Vendors [by Benoit J. Lheureux and Paolo Malinverno (June 3, 2008)

<sup>2</sup> Magic Quadrant for B2B Gateway Software Vendors [by Benoit J. Lheureux and Paolo Malinverno (June 3, 2008)

#### About the Gartner Magic Quadrant

The Magic Quadrant is copyrighted 2008 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. The analysis depicts how certain vendors measure up against criteria for that marketplace, as defined by the Gartner Group. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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Software AG is the world's largest independent provider of Business Infrastructure Software. Our 4,000 global enterprise customers achieve business results faster by modernizing, integrating and automating their IT systems and processes. As a result,

they rapidly build measurable business value and meet changing business demands. Based on our solutions, organizations are able to liberate and govern their data, systems, applications, processes and services - achieving new levels of business flexibility.

Our leading product portfolio includes solutions for high performance data management, developing and modernizing applications, enabling service-oriented architecture, and improving business processes. By combining our technology with industry expertise and best practices experience, our customers improve and differentiate their businesses - faster.

Software AG has almost 40 years of global IT experience and over 3,600 employees serving customers in 70 countries. The company is headquartered in Germany and listed on the Frankfurt Stock Exchange (TecDAX, ISIN DE 0003304002 / SOW). Software AG posted total revenues of €621 million in 2007.

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