

Bristlecone Announces Accelerated Catalog Migration Program for SAP® Supplier Relationship Management

Leading Supply Chain Consulting Firm and SAP Services Partner Facilitates Migration to the SAP SRM Procurement Catalog (aka “SRM-MDM Catalog”)

Milpitas, CA – August 21, 2007 – Bristlecone, the leading [supply chain business](#) and technology consulting firm, today announced its Accelerated Catalog Migration Program to enable customers using the SAP® Supplier Relationship Management (SAP SRM) application to migrate smoothly from Requisite Technology's catalog management solution to the new catalog application of SAP SRM – SAP SRM Procurement Catalog – based on SAP NetWeaver® Master Data Management (SAP NetWeaver MDM).

The new catalog application of SAP SRM (aka “SRM-MDM Catalog”), launched in September 2006, is designed to replace the catalog management technology from Click Commerce (formerly known as Requisite Technology) in its SAP SRM solution, after the relationship with Click Commerce relationship expired in December 2006.

With the new Bristlecone program, customers using SAP SRM will be able to rapidly migrate to the newest version of the SAP SRM Procurement Catalog (SRM-MDM Catalog version 2.0) released in August.

Bristlecone has coupled its deep expertise in SAP SRM and [SAP NetWeaver MDM](#) with its unique proficiency in strategic sourcing, including creating consistent, industry-standard catalog structures, to deliver this solution. The program will enable customers using SAP SRM Releases 3.x, 4.x and 5.x to migrate their catalog technology from Requisite to SAP SRM Procurement Catalog based on SAP NetWeaver MDM within 25 days.

“SAP provides its SAP SRM customers with the most comprehensive and functional catalog management technology, the SAP SRM Procurement Catalog,” said Ashok Santhanam, president and chief executive officer of Bristlecone. “With the availability of the Accelerated Catalog Migration Program, we have made the path to migration to SAP SRM Procurement Catalog smooth, swift and pain-free.”

“SAP welcomes Bristlecone’s Migration Program,” said David Marchand, product manager, SAP SRM Procurement Catalog. “We believe it will bring tremendous value to our joint customers, providing a secure and fast-track path for adopting the SAP SRM Procurement Catalog.”

About the Bristlecone Migration Program

Bristlecone works closely with clients using SAP SRM to help them fully understand the implication of the new technology on their business and recommend if and when to

perform the migration. For clients choosing to migrate to the SAP SRM Procurement Catalog the new Bristlecone Accelerated Catalog Migration Program makes the transition smooth and seamless, driving a faster time-to-value.

The Bristlecone program comprises a three-step—Preparation, Implementation, and Go Live—25-day process:

- **Preparation** consists of review and identification of a number of key migration elements including catalog requirements, Map/Gap analysis, system/environment details, workflow requirements, external vendor integration needs, and training needs.
- **Implementation** includes installation, configuration and test of SAP SRM Procurement Catalog and conversion of the current catalog to the new platform, as well as integration and user testing.
- **Go Live** includes final security and data validation, training of users, and post-launch support.

Bristlecone also offers a post-migration program to train suppliers on the SAP SRM Procurement Catalog, enabling them to update and manage the platform themselves.

About Bristlecone

Bristlecone, (www.bcone.com) is a leading consulting firm focused on helping clients maximize the strategic value of their supply chains. Across over 100 engagements ranging from supply chain strategy and network design to supply chain system implementations, Bristlecone clients have realized the promise of the Bristlecone Advantage: value through focus; first-hand, real world experience; focus on business results; rapid time to value; and full accountability through fixed fee/fixed time service delivery. Headquartered in Silicon Valley, CA, Bristlecone helps clients across North America, Europe and the Asia/Pacific regions realize high business impact from improved supply chain planning, sourcing, execution, analytics, and data management, and has been continually acknowledged by industry analysts as a leader in solutions for the extended supply chain. Bristlecone clients include globally recognized companies such as ABB, Applied Materials, Exxon/Mobil, Freescale Semiconductor, HP, Mahindra & Mahindra, Nike, Qatar Petroleum, Ranbaxy, Silicon Labs, Sony, Unilever and Whirlpool. For more information please visit www.bcone.com

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