

## **Telwares Announces Exclusive License Agreement with CombineNet**

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Telwares extends industry leadership utilizing advanced electronic sourcing technologies. The new comprehensive practice to expand and accelerate expense reductions for global customers.

**PARSIPPANY NJ AND PITTSBURGH PA**, December 10, 2008 - Telwares and CombineNet announced today an exclusive, long-term license arrangement under which Telwares will employ CombineNet's advanced electronic sourcing technology to enhance its industry leading Telecommunications and IT sourcing practice. The current economic climate, combined with an increasingly complex and global client demand-set, has intensified the need for organizations to rapidly evaluate and implement cost reduction initiatives. The offering will enable Telwares to deliver a collaborative, intelligent, and competitive electronic marketplace, allowing bidders to be more inclusive and creative in driving value. This will significantly add to Telwares capabilities for managing complex global sourcing events, while addressing even broader related sourcing categories.

"This is a transformational partnership in the telecom and IT sourcing space, and a strong reinforcement that Telwares continues to drive market leadership and innovation" said Dave Muller, President of Telwares. "CombineNet's unique sourcing solutions have delivered billions of dollars in savings. Integrating this technology with Telwares unmatched expertise will quickly deliver even more effective and operationally efficient sourcing solutions. CombineNet has cracked the code on truly optimizing complex sourcing events, and provides us with the analytical horsepower that will enable our clients to maximize savings not only in telecom and IT, but in other expense categories as well."

"Telwares is the recognized leader in the telecommunications and IT sourcing space, with unrivaled expertise and experience" said Tony Bonidy, CombineNet President and CEO. "CombineNet's solutions are a perfect complement to Telwares strategic approach to managing enterprise telecommunications and IT expenditures, and our partnership will provide companies with a new level of savings opportunities."

This Telwares offering will not only provide an extremely flexible approach to presenting its clients requirements to the marketplace, but will also accelerate the sourcing process. It will deliver better bottom line results by allowing clients, on an international scale, to apply unlimited customized rules and constraints and a more refined matching of supply and demand. Simultaneously, the client will be able to harness Telwares intellectual property and sourcing methods that are world recognized as driving optimal, executable results. This approach will create and define the new benchmark of quality in the global e-sourcing marketplace for telecommunications and IT, enhancing the value to customers well beyond traditional reverse auction or other online bid-response tools.

"The telecommunications market has shown real leadership by providing users impactful business process utilities to manage corporate communications investments. Gartner sees incredible growth potential for automated sourcing and contract advocacy over the next 5 years as it is an underserved market with strong demand across small, medium and large businesses" said Eric Goodness, Research Vice President at Gartner Inc.

**About Telwares**

Telwares is the leading provider of telecommunications and IT spend management solutions to the Global 2000. Headquartered in Parsippany, NJ, Telwares serves the TEM industry's largest client base representing every industry across the globe. Telwares currently holds \$6.6 billion of telecom services under management and has saved clients more than \$5 billion from the \$15 billion of contracts negotiated. Telwares customers additionally profit through the expertise of a management team comprised of experts and thought leaders well known to the industry. For more information, visit [www.telwares.com](http://www.telwares.com).

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**About CombineNet**

CombineNet, the advanced sourcing technology company, helps companies achieve the absolute best value and lowest total cost of ownership for goods and services. CombineNet's Advanced Sourcing Application Platform enables companies to engage in Expressive Commerce™, the strategic sourcing initiative that allows buyers and sellers to communicate supply and demand more expressively, collaboratively and strategically. The result is a win-win for both buyer and supplier, where greater innovation and efficiency are driven into the supply chain. CombineNet's ASAP consistently produces 10, 15, even 20 percent greater actual cost savings than other e-sourcing solutions, and has delivered more than 45x ROI for the largest businesses in the world including General Mills, PepsiCo, Procter & Gamble, Siemens and others. For more information, visit [www.combinenet.com](http://www.combinenet.com).

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