



Consensure Announces ValueEngineOne Business Case Application for Information Technology Investments

Intuitive web-based collaborative solution reduces IT project costs and risks while increasing business gains

STAMFORD, Connecticut, May 26, 2003 – Consensure Inc.TM, today announced Consensure ValueEngineOne [VE1] Enterprise Edition 1.5, the industry's most comprehensive codified framework and web-based application for building and managing IT business cases. VE1 is for customers seeking to internalize business case best practices, as an Application Solution Provider (ASP) web service or as a packaged application from within their firewall.

Consensure VE1 pricing starts at \$35,000 USD, and includes:

- Either 20 named users, for unlimited projects or
- Unlimited users, for the first (single) project
- 2 days of Consensure Proof of ValueTM Training Services
- Over 200 pre-built project templates and benchmarks covering Supply Chain Management, Customer Relationship Management, Human Resource Management, Enterprise Resource Planning, Business Intelligence, Enterprise Portals and more
- Comprehensive integrated financial database of public companies traded on the NYSE, AMEX and NASDAQ
- IT white papers, webcasts, case studies and product literature from over 3,500 leading IT vendors and over 60 top analyst firms

Visit http://www.consensure.com/html/solutions/product_overview.htm for more information and additional terms and conditions.

Consensure Customers Adopt Latest VE1 Release

Cap Gemini Ernst & Young: "Customer's wrestle with business cases, particularly when dealing with enabling technologies such as Enterprise Portals and Business Intelligence" said Adolf Allesch, Vice President, MySAP Technology, Cap Gemini Ernst & Young, "Consensure's solution demystifies the process and helps us, help our clients focus on value creation."

MetricStream: "As the leading provider of Quality Management solutions, we understand the need and value of governance and compliance procedures throughout an enterprise", said John Yarbrough, Vice President of Worldwide Sales, MetricStream. "Consensure's VE1 helps us convey that need and value in hard dollars, something other Quality Management vendors simply don't focus on."

Customers Choose Consensure for Comprehensive Features and Ease of Use

"Most consulting firms, IT Advisory groups and niche software vendors view the business case process as a one-time task", said Joseph Zarb, CEO, Consensure Inc. "We don't believe business cases should be treated as a necessary evil to secure a higher IT budget. We're convinced the trend toward more accountable forecasts of costs and benefits is here to stay as an on-going process." Zarb concluded, "Unlike alternative solutions, we've positioned VE1 to meet the surging need for continuous improvement in complex capital expenditures, starting with Information Technology investments."

Consensure's VE1 is comprised of four modules which provide transparency, visibility and focus to four key business case challenges:

VE1 Total Potential of OwnershipTM - answers the question, "What strategies and innovations will help improve my competitive position?"

VE1 Total Benefit of OwnershipTM - answers the question, "How do I measure strategic innovations and business benefits from Information Technology?"



VE1 Total Cost of Ownership – answers the question, “What are the project-phase cost trades-offs for *buying* off the shelf, *building* my own or *outsourcing* a solution with a third party?”

VE1 Total Consensus Manager™ - answers the question, “How do I make sure everyone is on-board with the project?”

The VE1 Application helps companies:

- **Forecast** business improvements over long periods of time and manage the plan to actual over much shorter intervals – 5 to 10 year plans, which can be monitored on a monthly basis
- **Eliminate** non-value-add costs by aligning resources to business processes and associating costs with the people whose activities can have the most impact.
- **Measure** employees by their economic contribution rather than tenure or influential relationships.
- **Govern** continual process improvements and compliance by inventorying business processes, objectives and methods in a single enterprise-wide framework.
- **Manage** innovation with Information Technology business cases throughout a project lifecycle, archiving historical projects for best-practices development and analysis.

VE1 Enterprise Edition also provides:

Library of pre-packaged business case project templates and benchmarks to accelerate learning curve:

Over 200 pre-built project templates and benchmarks covering Supply Chain Management, Customer Relationship Management, Human Resource Management, Enterprise Resource Planning, Business Intelligence, Enterprise Portals and others, are included in the VE1 application. The VE1 framework also permits the authoring, editing and cloning of project and benchmark templates thus providing an immediate productivity gain, particularly for the novice end-user.

Fully integrated corporate financial database with monthly updates simplifies competitive analysis:

VE1 Enterprise Edition includes an integrated financial database of public companies traded on the NYSE, AMEX and NASDAQ, including National Market, Small Cap stocks and OTC Bulletin Board companies. Income statements, balance sheets and statements of cash flow and other financials from up to 3 years of annual-report history is included, as well as current and historical financial ratios and growth rates, annual sales, operating income, identifiable assets, depreciation, capital expenditures and industry classification.

Comprehensive IT knowledgebase substantiates business case claims:

In-depth information technology (IT) content including white papers, webcasts, case studies and product literature from over 3,500 leading IT vendors and over 60 top analyst firms including IDC, Aberdeen Group, Meta Group, and Yankee Group. Articles and current events feature content from InformationWeek, eWeek, CIO Insight, Network Computing, PC Magazine, Forbes.com and over 70 other leading IT and business-related websites and magazines.

Integration with Microsoft Excel for easy, low-cost collaboration:

All aggregate reports and analysis such as Return On Investment (ROI), Net Present Value (NPV), Internal Rate of Return (IRR), Modified Internal Rate of Return (MIRR), Simple Payback Breakeven, Net Cash Flow, Economic Value Add (EVA), Earnings per Share (EPS) and others can be downloaded from the VE1 application as a Microsoft Excel Spreadsheet with a click of a button - providing a low-cost and easy means to share business case impact reports.

Proof of Value™ Services compliment existing skills:

Unlike technology and service companies who offer a “Proof of Concept” for their hardware and software products, Consensure offers a variety of professional services geared toward a “Proof of Value”. These services are designed to train users on the VE1 Application, assist with business case formulation and audit completed business cases.



“Consensure’s approach to business case management compliments a number of business processes”, said Mark Smith, CEO Ventana Research. “We see this solution providing a foundation for a wide range of value-based services, from value-based purchasing to value-based selling. Consensure’s approach of continual improvement through incremental baselining and forecasting of business operations promises to be a natural extension of project management, budgeting, finance as well as procurement.”

Consensure highlights the methods, processes and techniques used to build low-risk and manageable business cases in a whitepaper titled “How to Develop and Manage Information Technology Business Cases”. A second whitepaper titled “How to Select a Business Case Application for Information Technology Projects” includes a questionnaire and Microsoft Excel spreadsheet to help compare and contrast the Consensure solution versus alternative approaches. Both whitepapers are accessible at http://www.consensure.com/html/community/white_papers.htm.

About Consensure Inc.

Consensure Inc. is the de facto standard for Information Technology (IT) business cases. Consensure’s mission is to help its clients realize the full economic potential of their digital, physical and collaborative assets (people) by prioritizing IT projects based on economic contribution, degree of risk and alignment with company strategy, business objectives & technology infrastructure. Consensure’s codified framework and application, ValueEngineOne [VE1], helps reduce costs, increase gains and minimize risk with an intuitive web-based interface that simplifies business case management, project budgeting, requests for proposals (RFPs), controller governance, Sarbanes-Oxley & Clinger-Cohen compliance, as well as purchasing justification. Consensure’s independence, integrity and thought-leading clientele reinforce its ability to deliver pragmatic, real-world results.

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