



Corporate Overview:

The Selectica Advantage

- Accelerate new product and service introductions
- Centralize product, pricing and contract information
- Improve speed and accuracy of order execution
- Enable all channels to sell complex solutions
- Increase sales productivity through efficient opportunity management
- Improve resource utilization and demand visibility
- Enhance revenues through up/cross-sell and increased sales orders
- Minimize customer concessions and canceled orders
- Streamline and integrate contract management
- Maximize contract performance and compliance
- Limit risk exposure

Selectica's blue-chip customer base includes global industry giants such as

7-Eleven, ABB, Ace Hardware, Aetna, Alcoa, Applied Bio Systems, Bell Canada, British Telecom, Cisco Systems, Dell, General Electric, Fireman's Fund Insurance, Hitachi, IBM, International Paper, Juniper Networks, Levis, Rockwell Automation, Seton Hospital, Tellabs, Time Warner and Triad Hospitals. Selectica clients leverage Selectica solutions to improve and accelerate their ability to accurately and efficiently introduce, configure, price and sell complex products and manage the performance of their contracts.

Partners:

Accenture, BEA Systems, IBM, Salesforce.com, SalesTech, Sumitomo Corporation, and Wipro

Overview

Selectica, Inc. (NASDAQ: SLTC) provides its customers with software solutions that automate the complexities of the corporate contract lifecycle. The company's enterprise class solutions underlie and unify critical business functions including sourcing, procurement, governance, sales, and revenue recognition. Selectica has been providing innovative, enterprise class solutions for the world's largest companies for over 10 years and has generated more than \$500M in savings for its customers.

Mission

Selectica provides its customers with the industry's highest quality software solutions for the automation of the corporate contract lifecycle and the maximization of customer profitability.

History

Founded in 1996, Selectica first commercialized research on configuration technology from Xerox PARC for an Internet-based guided selling system, one of the earliest eCommerce applications. For more than 10 years Selectica led the Enterprise Sales Configuration market as a recognized technology innovator. In 2005, Selectica acquired Determine Software and its renowned Contract Performance technology platform with the goal of extending its success in sales configuration to the entire enterprise.

Products

Selectica develops enterprise software solutions to simplify the inherent complexities of the contract lifecycle, including creation, collaboration, storage, analysis, enablement and contract enrichment. Selectica's products are developed with a broad spectrum of customer needs in mind, providing for highly configurable yet scalable solutions that are easy to implement and use. Our solutions are built on the industry's most extensible platform and include our family of **Contract Performance Management (CPM)** solutions. As an extension of the Selectica Contract Performance Management solution, Selectica offers **Enterprise Sales Configuration** solutions for the integration and automation of the sales configuration, pricing and quoting processes that precede the contract lifecycle.

Services

With a track record of successful world-class implementations, Selectica Professional Services provide specialized consulting, training and support services to maximize the value of each Selectica solution. Selectica's services teams assist customers to assess business requirements and design, integrate and configure the Selectica solution with existing CRM and ERP systems.

Location

San Jose, CA (Global Headquarters); San Francisco, CA, and Pune, India