



NEW VENDOR-NEUTRAL RFP TEMPLATE TO HELP COMPANIES MATCH CLM SOLUTIONS TO THEIR SPECIFIC BUSINESS REQUIREMENTS

San Jose, Calif. – June 7, 2007 – **Selectica (NASDAQ: SLTC)**, a leading provider of enterprise contract lifecycle management solutions, today announced availability of a free, RFP template that will be available through the Contract Management Knowledge Center (CMKC). The CMKC is a clearinghouse of vendor-agnostic information and tools pertaining to contract management. Unlike other templates publicly available, the new RFP template is based on end-user requirements, not product features. It was designed by an independent CLM consulting firm, Arnav Technology Solutions, to help companies ensure that the CLM solution they select meets their specific business needs.

“The most commonly used RFPs in the contract lifecycle management industry have a feature bias,” said Jim Ohare, vice president at Arnav Technology Solutions, “and do not help companies determine if the solution will actually resolve their business issues. Rather than falling prey to attractive presentations and lengthy feature lists, we believe that companies should evaluate CLM solutions in the context of their own business requirements.”

The new RFP template is designed to provide this context through a detailed and guided inquiry process. The template includes a scorecard that helps users differentiate vendor responses with a decision matrix and weighted scoring approach.

“Because more and more business is being transacted through contracts that codify relationships, selecting the right CLM solution can be critical to corporate success,” said Terry Nicholson, COO at Selectica. “Yet, all too often, product choices are based on the wrong parameters. This new RFP template will help companies resolve this situation.”

To access the RFP template visit <http://www.contractknowledge.com/rfptemplate>

About Arnav Technology Solutions

Arnav Technology Solutions brings in-depth knowledge of contract management Best Practices combined with years of hands on implementation experience for most of the leading vendors. This provides a powerful ally for the implementation of a company’s contract and information management needs. Arnav provides a road map from a company’s “As-Is” state to a solid “To-Be” environment developed to meet executive and departmental goals and objectives. For more information visit www.arnavtech.com

About Selectica, Inc.

Selectica, Inc. (NASDAQ: SLTC) provides its customers with software solutions that automate the complexities of enterprise contract management and sales configuration lifecycles. The company’s high-performance 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 substantial savings for its customers. Selectica customers represent leaders in manufacturing, technology, retail, healthcare and telecommunications, including: ABB, Ace Hardware, Bell Canada, Cisco, Covad Communications, General Electric, Fireman’s Fund

Insurance Company, Hitachi, International Paper, Juniper Networks, Levi Strauss & Co., Rockwell Automation, Tellabs, and 7-Eleven. Selectica is headquartered in San Jose, CA. For more information, visit the company's Web site at www.selectica.com.

About the Contract Management Knowledge Center

The Contract Management Knowledge Center (CMKC) is a repository of vendor-agnostic information and tools that help companies optimize their contract lifecycle processes and CLM investments. Offering the [Contract Minds blog](#), [executive briefings](#), [product evaluation tools](#), [white papers](#), [analyst research](#), and [the CMKC quarterly newsletter](#), the CMKC is currently sponsored by Selectica, Inc. (NASDAQ: SLTC). [For more information, visit \[www.contractknowledge.com\]\(http://www.contractknowledge.com\)](#).

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