

# Press Release

## Metastorm Achieves Record Growth in 2007 and Becomes Only Vendor to Secure a Leadership Position across BPM, BPA and EA Markets

**BALTIMORE, MD – February 4, 2008** – Metastorm, a leading provider of Business Process Management (BPM), Business Process Analysis (BPA), and Enterprise Architecture (EA) software for aligning strategy with execution, today announced financial results for its fiscal year ending December 31, 2007. The privately-held company posted record total and record license revenues, increased profitability and reported a continued increase in enterprise-wide deployments of its software. The company has met all of its key financial targets for the year while at the same time completing three strategic acquisitions, including Proforma Corporation – a leader in enterprise modeling and process analysis software, Process Competence – a European-based process improvement consulting organization, and Spotlight Data – a software company specializing in data analysis and process discovery. Inclusive of its 2007 acquisitions, Metastorm experienced 42 percent growth in total revenues year-over-year. Metastorm's existing customers accounted for over 60 percent of the company's software license revenue during the year – a strong validation of the results the Metastorm Enterprise™ platform delivers.

In 2007, Metastorm expanded its product portfolio to add enterprise modeling and process discovery to its traditional business process management capabilities – a strategic investment that was well received by existing customers, target prospects, and industry analysts and has thus far had a very positive impact on the growth and performance of the company. Metastorm now has the capability to help organizations significantly improve the complete end-to-end enterprise, accelerating value across all functions by aligning strategy, analysis and execution on a single platform.

Metastorm added over 165 customers to its portfolio in 2007. Some key additions in the 4<sup>th</sup>

quarter of 2007 included: AEGIS Group Plc (U.K.), Allergan (U.S.), CareFirst Blue Cross Blue Shield (U.S.), CSX Corporation (U.S.), Omgeo (U.S.), Pinsent Masons (U.K.), Portugal Telecom (Portugal), and Wells Fargo (U.S.). Existing customers expanding their use of Metastorm software included Chubb & Sons (U.S.), Generali Insurance (Slovenia), Thomson Elite (U.S.), and Wyeth (U.S.). Strong adoption rates and large enterprise license deals enabled Metastorm to post its third consecutive year of profitable growth.

In addition to delivering strong financial results and significantly expanding its global customer base in 2007, Metastorm also achieved recognition of its industry leadership from the leading analyst firms. Metastorm was named a Leader in both the “Gartner Magic Quadrant for BPM Suites, 2007” and the “Forrester Human-Centric BPM Wave for Microsoft Platforms, 4Q07” reports. These credentials add to the existing recognition by both Gartner and Forrester of Metastorm as a Leader in Enterprise Architecture Tools and Business Process Modeling Suites – giving Metastorm a solid leadership position in all three of its target disciplines, a position that no other vendor can match.

“The investments we made in 2007 to fund strategic acquisitions and global expansion of our employee base resulted in another record year for Metastorm in terms of both financial results and industry recognition,” stated Robert Farrell, chairman and CEO of Metastorm. “Our message of unifying strategy, analysis and execution on a single technology platform from Metastorm is clearly resonating in the market, and organizations from all industries are investing in Metastorm as a strategic platform for business process improvement and enterprise optimization. We are very proud of our proven track record of delivering product innovation, customer results and strong financial performance.”

### **About Metastorm Inc.**

With a focus on enterprise visibility, optimization, and agility, Metastorm offers market-leading solutions for Enterprise Architecture (EA), Business Process Analysis & Modeling (BPA) and Business Process Management (BPM). As an integrated product portfolio, Metastorm Enterprise™ allows organizations to significantly improve business results by unifying strategy, analysis and execution. Metastorm is the only solution provider to bring together these critical disciplines on a single software platform to enable an understanding of enterprise architecture and strategy, accurate impact and opportunity assessment, effective process execution, and accelerated value realization for organizations worldwide. For more information on powering strategic advantage with Metastorm Enterprise, visit [www.metastorm.com](http://www.metastorm.com).

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