

# SIEBEL SYSTEMS DEPLOYS HYPERION PLANNING TO HELP MANAGE CASH FLOW AND PROFITABILITY

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Leading eBusiness Application Software Provider Fosters Enterprisewide Collaboration and Budget Accountability with Hyperion Planning

EGHAM, U.K, May 7, 2002 – Hyperion (Nasdaq: HYSL) today announced that Siebel Systems, Inc. (Nasdaq: SEBL), the leading provider of eBusiness applications software, has selected Hyperion Planning, Hyperion's Web-architected budgeting and forecasting application, to standardise its enterprisewide planning and reporting processes. Using Hyperion Planning, Siebel Systems expects to improve cash flow and profitability through greater line of business analysis and more accurately managing and forecasting the company's growth.

"Our objective is to run a cash-positive, profitable business," said Ned Sizer, senior director of financial planning and analysis for Siebel Systems, Inc. "We believe that Hyperion Planning is a mission-critical business performance management solution to help us understand and fine-tune our business. It plays a key role in supporting our profitability objective."

For more than a year, Siebel Systems has used several custom applications built on Hyperion Essbase, making it a natural decision to use Hyperion Planning. Siebel Systems required its business performance management solution to be scalable, reliable and flexible, while supporting communication, collaboration, modelling and reporting. Hyperion Planning will drive line-manager accountability throughout the enterprise and ensure the alignment of goals and full buy-in through bottoms-up, detailed plans.

"In an environment of increased business volatility and accountability, where stakeholders are demanding reliable, profitable growth, it is important for all organisations to efficiently plan to

maintain a competitive advantage,” said Mindy Fiorentino, vice president of product marketing for Hyperion. “As a world-class company, Siebel Systems recognises that success is contingent upon ensuring that management decisions at all levels of the organisation are aligned with the overall goals of the business.

With Hyperion’s business performance management solution, Siebel Systems has the budgeting and forecasting systems it needs to focus on profitable areas of the business, improve process efficiencies and leverage opportunities for growth to drive continuous performance improvements across the enterprise.”

As the company becomes larger and more geographically dispersed, Siebel Systems’ business users will require a greater degree of visibility into key business drivers and improved analysis capabilities. Hyperion Planning’s Web-based process management capabilities will help users understand and analyse critical-path schedules during the planning process and make data easily accessible for decision-making. Additionally, Siebel Systems will have multidimensional views of its business and be able to manage the planning process simply and easily.

Initially, more than 240 Siebel users will access Hyperion Planning, with usage doubling by the end of FY03. The application will be used for Siebel Systems’ Q402 budgeting and forecasting process and going forward it will be used continually for monthly forecasting and reporting at the company.

#### About Hyperion

Hyperion, a global leader in business performance management software, creates solutions that help companies measure performance and drive profitability. Hyperion’s Business Performance Management Suite of packaged and tailored applications and its open, integrating business intelligence platform, Hyperion Essbase XTD, enable companies to set goals, model and plan performance, monitor and report key results, analyse underlying business drivers and anticipate future performance of core business activities. Hyperion products are used by more than 6,000 customers around the world to enable financial, organisational, customer relationship, supply chain and channel performance management. Hyperion has a network of more than 400 partners to provide innovative and specialised business performance management solutions and services.

Headquartered in Sunnyvale, California, Hyperion generated annual revenues of more than \$500 million in fiscal 2001. The company employs more than 2,300 people in 20 countries and is represented in 16 additional countries through distributor relationships. Hyperion is traded under the Nasdaq symbol HYSL. For more information, please visit <http://www.hyperion.com/uk>, e-mail [enquiryuk@hyperion.com](mailto:enquiryuk@hyperion.com) or call 01784 228015.

## Safe Harbor Statement

Statements in this press release other than statements of historical fact are forward-looking statements, including, but not limited to, statements concerning the potential success of anticipated product features, the anticipated product offerings and the potential market opportunities for business performance management software. Such statements constitute anticipated outcomes and do not assure results. Actual results may differ materially from those anticipated by the forward-looking statements due to a variety of factors, including, but not limited to the company's ability to retain and attract key employees, the successful and timely development of new products, the impact of competitive products and pricing, customer demand, and technological shifts. For a more detailed discussion of factors that could affect the company's performance and cause actual results to differ materially from those anticipated in the forward-looking statements, interested parties should review the company's filings with the Securities and Exchange Commission, including the Report on Form 10-K filed on September 14, 2001, and the Report on Form 10-Q filed on February 13, 2002. The company does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

Hyperion and Essbase are registered trademarks and Hyperion Solutions is a trademark of Hyperion Solutions Corporation. All other trademarks and company names mentioned are the property of their respective owners.

Siebel is a trademark of Siebel Systems, Inc., and may be registered in certain jurisdictions. All other product and company names mentioned are the property of their respective owners and are mentioned for identification purposes only.