

HYPERION ENABLES BREAKTHROUGH PERFORMANCE EVERYWHERE WITH PERFORMANCE SCORECARDS

Submitted by: Object Marketing

Wednesday, 7 May 2003

Hyperion Delivers Comprehensive Scorecarding Solution to Help Individuals More Effectively Link Execution to Business Strategy

LAS VEGAS—HYPERION SOLUTIONS 2003 CONFERENCE—May 5, 2003—Today at its annual Solutions user conference, Hyperion (Nasdaq: HYSL), the global leader in Business Performance Management software, introduced the latest version of Hyperion Performance Scorecard. With Hyperion Performance Scorecard, companies now have access to a tightly integrated scorecarding and dashboarding solution to link operational performance monitoring with periodic trending analysis, allowing them to manage performance across the entire organization while bringing performance accountability to the individual level.

John Van Decker, vice president, Technology Research Services, META Group, predicts that between 2004 and 2005 the year 2004/05, "dashboards and scorecards will be the primary vehicles for communicating performance management within the organization. The metric-based approach provided by the balanced scorecard enables more effective business decisions by blending leading and lagging business indicators."

The third-generation of Hyperion Performance Scorecard provides numerous enhancements that help companies gain a clear understanding of corporate strategy, objectives and accountability, while proactively monitoring their actions and performance against targets and industry benchmarks. The Hyperion integrated Performance Scorecard solution arms managers and executives with drill-down access to accurate, integrated data so they can evaluate performance at any moment and make the best decisions. In addition, individual scorecards that are cascaded from corporate business objectives ensure that each employee can track and measure their results against those objectives. Because the solution inherently encourages bi-directional communication, employees can actively align their specific activities with the overall corporate objectives. By more closely guiding and monitoring individual accountability, companies can improve their overall performance while building a collaborative corporate environment.

"We are using Hyperion Performance Scorecard as our primary reporting mechanism to drive performance improvements and strategic measurement throughout the Global Operations Organization," said John Monczewski, manager of the balanced scorecard and operational reporting group at Booz Allen Hamilton. "This effort has helped us intensify the focus on company strategy and align resources to accomplish relevant goals. Since deploying Hyperion Performance Scorecard, all global operations employees are focused on leading indicators, such as training and employee seminars, which has helped us create a more accountable organization. The software has also allowed us to instantly identify processes that overlap teams and reduce the downstream effect that one team's actions can have on another."

Leveraging Industry Expertise

Hyperion is the only vendor to offer customers the flexibility to customize leading frameworks—including Balanced Scorecard Collaborative, Stern Stewarts' Integrated EVA Framework and

Baldrige Criteria—inherently providing support for any scorecarding environment. Hyperion also integrates external benchmarking and best practices data, including nearly 3,000 metrics.

We selected Hyperion because we felt that the company was the strongest player in the space,” said Brett Dibkey, director of performance management at Pharmacia. “Hyperion’s vision and future product direction was stronger and more sustainable than other companies we looked at. Hyperion seems to be evolving its products faster than the competition.”

New Version Supports Hyperion’s Commitment to Performance Accountability

Hyperion Performance Scorecard, part of Hyperion’s world-class Business Performance Management Suite of applications, now offers significant enhancements designed to tie high-level business strategies with actionable goals, including:

- Improved efficiency by integrating dashboards and scorecards to bring operational performance monitoring and scorecarding together in a single view.
- Increased accountability through personal and cascading scorecards that empower individual departments and employees to align actions with overall business strategy.
- Bi-directional feedback to empower users to enter notes and comments on measures, scorecards and strategy elements, encouraging employee participation in strategy and results.
- Tight integration with the Hyperion Essbase XTD business intelligence platform, which leverages the power of Hyperion’s leading technology for extended reporting, analysis, modeling and planning.
- Ease of use through improved navigation and workflow and a customizable user interface.

The Hyperion Annual Solutions User Conference is being held at the Venetian Hotel in Las Vegas, Nevada from May 4 through May 7, 2003.

About Hyperion

Hyperion is the global leader in Business Performance Management software that enables companies to translate strategies into plans, monitor execution and provide insight to improve financial and operational performance. More than 6,000 customers worldwide use Hyperion's Business Performance Management family of packaged and tailored applications and its leading business intelligence platform. Hyperion has a network of more than 330 partners to provide innovative and specialized Business Performance Management solutions and services.

Headquartered in Sunnyvale, California, Hyperion generated annual revenues of \$492 million in fiscal

2002. The company employs more than 2,100 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 www.hyperion.com/uk, e-mail enquiryuk@hyperion.com or call 01784 228015.

###

Contacts:

Andrew Smith
Object Marketing
Tel: (020) 8762 9292
E-mail: andrews@objectmarketing.com

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 25, 2002 and the Report on Form 10-Q filed on February 7, 2003. 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 of Hyperion Solutions Corporation. All other trademarks and company names mentioned are the property of their respective owners.