

INFORMATION BUILDERS AND BALANCED SCORECARD COLLABORATIVE ANNOUNCE WEBFOCUS BALANCED SCORECARD CERTIFICATION

Submitted by: Citigate Communications (London)

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Partners and End Users Assured That WebFOCUS Applications

Meet Strict Functionality Standards

London, UK – September 30, 2003 – Information Builders, the leader in enterprise business intelligence (BI) and real-time Web reporting, and Balanced Scorecard Collaborative (BSCol) today announced that the WebFOCUS Balanced Scorecard (BSC), a core component of the WebFOCUS Performance Management Framework (PMF), has passed rigorous certification testing, and is now Balanced Scorecard Collaborative Certified™.

The certification assures partners and end users that WebFOCUS Performance Management Framework meets or exceeds the strict Balanced Score functional criteria and provides the functionality required to deliver a distinct competitive advantage by providing all the critical tools of a Balanced Scorecard management system. The entire certification process consists of a demonstration of the product by the application provider, a documentation review, customer interviews, and application testing by the Balanced Scorecard Collaborative.

Dr. David P. Norton, president of Balanced Scorecard Collaborative said, “Balanced Scorecard Collaborative Certification was created to give users a measurement of quality for these complex software solutions. Balanced Scorecard Functional Standards are very important because they are the foundation of a strategic management system. It was a pleasure to work with Information Builders, confirming that WebFOCUS BSC is a flexible solution that meets Balanced Scorecard functional standards.”

“The WebFOCUS Performance Management Framework provides an enterprise view of an organisation’s overall performance, simplifying the steps that a user needs to complete to find critical information in their organisation,” said David Cook, director of new business development at Information Builders. “Based on our strong scalabilities, the WebFOCUS Performance Management Framework is a leader in its ability to communicate strategy and performance throughout an organisation. This certification confirms Information Builders’ commitment to further evolve the WebFOCUS product line. We already offer the most complete enterprise business intelligence product, now WebFOCUS Performance Management Framework is ahead of the curve and will be an integral offering as more companies decide on performance management strategies.”

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About Balanced Scorecard Collaborative, Inc.

Balanced Scorecard Collaborative, Inc. (BSCol) is an education, training, advisory, research, and development organisation that facilitates the worldwide awareness, use, enhancement, and integrity of the Balanced Scorecard as a value-added management process. Founded and led by the creators of the Balanced Scorecard concept, Drs. Robert Kaplan and David Norton, BSCol provides to organisations and individuals a global centre of Balanced Scorecard excellence and expertise. BSCol's Web site is found at www.bscol.com.

About Information Builders

Information Builders is one of the world's largest privately owned software companies. With almost 30 years experience in the management and integration of information, Information Builders specialises in the supply of Web based Business Intelligence and Enterprise Application Integration. Its enterprise solutions enable the timely delivery of information to over 11,000 customers, 1800 employees and 350 business partners across the globe.

With headquarters in New York City, Information Builders has 90 offices worldwide. Fifty people are employed in the UK, at Wembley, Middlesex and in Warrington, Cheshire. Turnover worldwide is £300 million, with UK turnover at £10 million.

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