

Actuate Replaces Brio, Cognos, and Crystal in Organisations Around the World

Submitted by: Sarum PR

Monday, 20 September 2004

Bracknell, Berkshire, UK – September 17th, 2004 – Actuate Corporation (NASDAQ: ACTU), the world leader in Enterprise Reporting Applications, today announced that numerous customers including Evergreen Investments, Invensys, PPG Industries Inc., Robert Walters, Talbot Underwriting Holdings Ltd., Union IT Services GmbH, Velsicol Chemical Corp., and WS Atkins have switched to Actuate from other Business Intelligence (BI) vendors by taking advantage of Actuate's UpTrade Program. To date customers from the United States, United Kingdom, Singapore and Germany have leveraged the UpTrade Program to shift their BI and enterprise reporting investments from Brio, Cognos and Crystal to Actuate.

The UpTrade Program has proven to be a popular alternative for customers dealing with the ambiguity created by the recent developments within the Business Intelligence market, and has already provided customers of Cognos, Brio Software (now part of Hyperion) and Crystal Decisions (now part of Business Objects) with a viable means to consolidate the number of BI and enterprise reporting technologies they utilise, and avoid the uncertainty they face while trying to address their specific requirements. Actuate offers the only unified platform that is scalable and flexible enough to provide 100 percent adoption of Enterprise Reporting Applications, equipping all users within the enterprise with the information they need to achieve efficient corporate performance.

"An impressive list of companies has taken advantage of the UpTrade Program and chosen Actuate as the stable alternative in today's uncertain BI and enterprise reporting market," said Pete Cittadini, CEO and president of Actuate Corporation. "The software industry is buzzing with speculation that the consolidation trend will spread, and that particular BI companies are now ripe for takeover. A recent article in Forbes, quoting research from Banc of America securities, identified Cognos and Hyperion as likely takeover targets. Clearly the only certainty is that Actuate's platform remains the best choice for enterprise reporting."

To find out more about the UpTrade Program, please visit <http://www.actuate.com/uptrade> or email uptrade@actuate.com

About Actuate Corporation

Actuate Corporation is the world leader in Enterprise Reporting Applications that ensure 100% adoption by users. Actuate's Enterprise Reporting Application Platform is the foundation on which Global 9000 organisations (companies with annual revenues greater than \$1 billion) and packaged application software vendors develop intuitive, Web portal-like reporting and analytic applications that empower 100% of users with decision-making information. These applications are deployed inside and outside the firewall to improve corporate performance across a range of business functions including financial management, sales, human resource management, and customer self-service. When tested against other business intelligence products, Actuate's Enterprise Reporting Application Platform has been proven to offer industry-leading scalability and the lowest Total Cost of Ownership. Actuate has 2,900 customers globally in a range of industries including financial services, pharmaceuticals, insurance, and distribution services, as well as the government sector.

Founded in 1993, Actuate has headquarters in South San Francisco, Calif., and has offices worldwide. Actuate is listed on the NASDAQ exchange under the symbol ACTU. For more information on Actuate, visit the company's Web site at www.actuate.com.