

# Orchestria finishes 2004 with nine major financial institution wins

Submitted by: Prompt Communications Ltd

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Sales driven by financial industry's need to maintain regulatory compliance and safeguard intellectual property

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London, December 14, 2004 – Orchestria, the global leader in the fast-emerging Active Policy Management (APM) software market, today announced that it has sold its market leading APM solution to nine of the world's most sophisticated financial institutions.

Thirty-seven additional investment banks, asset management, mutual fund, and insurance companies are currently actively assessing how Orchestria's APM solution can help them meet ever-evolving regulatory requirements as well as protect themselves from the threats inherent in neglecting to proactively manage all electronic communication channels.

A recent technology audit from Butler Group concluded that "Orchestria enables organizations to confidently face the challenges of regulating their use of electronic communications."

States Bo Manning, CEO of Orchestria, "Our continued growth shows that financial institutions are increasingly recognizing that failing to properly manage all channels of electronic communication poses an unacceptable business risk. Financial institutions are no longer willing to tolerate failing to comply with regulatory policy, failing to protect intellectual capital, failing to properly manage customer communications, or any of the other risks inherent in electronic communications and web activity."

Orchestria's APM solution, Orchestria 3.0, assures compliance with regulatory and business policies through two key methods, Policy Enforcement and Intelligent Surveillance. In Policy Enforcement mode, Orchestria detects and stops policy violations before they occur across all major communications channels including email, web, IM, Blackberry, and Bloomberg. In Intelligent Surveillance mode, Orchestria applies policy after communications have been sent to determine which communications have the highest likelihood of policy violation so that they can be routed to and further reviewed by a compliance officer.

In line with its increased client base, Orchestria has doubled the number of employees at its global headquarters located in New York and looks forward to doubling its size again in 2005.

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About Orchestria

Orchestria Corporation is the global leader in the fast-emerging Active Policy Management (APM) software market. APM software provides the only truly effective means of assuring compliance with all forms of regulatory and business policy as it relates to electronic communications (email, IM, BlackBerry, Bloomberg, etc.) and web activity. In today's regulatory and business environment, failing to assure policy compliance has become an unacceptable business risk.

Orchestria is used by many of the world's largest investment banks, asset managers, and mutual fund companies. Additionally, leading solution providers to the financial services industry such as Bloomberg are embedding Orchestria software in their solution offerings to provide comprehensive compliance capabilities. Leading industry analysts have recognized Orchestria as "unique" and "sophisticated" in its ability to deliver Active Policy Management.

Orchestria supports both fundamental approaches to Active Policy Management: Policy Enforcement and Intelligent Surveillance. In Policy Enforcement mode, Orchestria recognizes policy violations in electronic communications and web activity before the communication is sent or web transaction is completed, thereby stopping the violation before it occurs. In Intelligent Surveillance mode, Orchestria enables compliance personnel to effectively target their surveillance/review efforts on electronic communications and web activity that has a high probability of violation as opposed to the more traditional approach of simply reviewing a small set of random emails.

Founded in August 2000, Orchestria is headquartered in New York with sales offices in Boston and London.