

# **HYPERION ACQUIRES RAZZA SOLUTIONS; DELIVERS MASTER DATA MANAGEMENT FOR BUSINESS PERFORMANCE MANAGEMENT**

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HYPERION ACQUIRES RAZZA SOLUTIONS; DELIVERS MASTER DATA MANAGEMENT FOR BUSINESS PERFORMANCE MANAGEMENT

New Solution Enables Customers to Synchronize Master Data Across Business Performance Management, Including Business Intelligence, Financial and Analytical Applications and Transactional Systems

SANTA CLARA, Calif., January 25, 2005-Hyperion (Nasdaq: HYSL), the global leader in Business Performance Management software, today announced it has acquired substantially all of the assets of Razza Solutions, Inc., an Austin, Texas based private software company. A Hyperion partner since 2000, Razza provides a market-leading solution for synchronizing master data across Business Performance Management (BPM) including Business Intelligence (BI) platforms, financial and analytical applications and transactional systems.

The transaction closed on January 21, 2005. Hyperion does not expect the impact on revenue and earnings to be material. Razza's 15-person staff became Hyperion employees, effective immediately.

Line of business and management leaders need to accurately plan for and track business performance. They need to have a single point of control with accurate, timely updates that fully reflect the current business reality. The myriad of complex and dynamic business variables such as new and/or retiring products, organizational changes, pricing changes, customer wins and impacts of mergers and acquisitions add enormous complexity to the job of ensuring data integrity.

For the past five years, Hyperion customers including Fifth Third Bank, HCA Healthcare and Mentor Graphics have relied on Razza to manage master data for their reporting, analysis and planning needs, and to ensure critical data integrity for reporting hierarchies and business dimensions. Razza counts more than 30 customers among the Fortune 500.

Hyperion will market the solution as Hyperion Master Data Management (MDM) Server for Business Performance Management, and integrate it as a core service of the Hyperion Business Intelligence Platform. Hyperion MDM Server will complement and leverage Hyperion Hub's open infrastructure foundation.

“Far more than just versioning metadata among applications, or accessing and aggregating data via application integration or ETL, this new technology allows business users to 'point and sync' Business Performance Management master data,” said Rich Clayton, vice president of product marketing at Hyperion. “This functionality is important to our product offering and creates a unique solution for scaling Business Performance Management across the enterprise.”

In the past, businesses have leveraged master data management to harmonize information and context for key transactional and ERP systems, and to synchronize and monitor the customer records, product lists and geographical data upon which these systems rely. Hyperion MDM Server extends the benefits of this approach to business performance constructs such as business dimensions, reporting structures, hierarchies, attributes and business rules. It provides common context and consistency for these master data across BI systems, enterprise data warehouses, financial and analytic applications and transactional systems. It enables a common vocabulary for business users and ensures a single version of the truth throughout the Business Performance Management system.

The need is real. According to the Tower Group, 50 percent of enterprises maintain master data separately in 11 or more source systems. Eighty percent of enterprises plan on centralizing master data. These companies are seeking a way to streamline and remove complexity from the process.

“Cross-departmental business performance management initiatives expose inconsistencies in the way master data is handled by the participating systems. This includes the policies governing organizational and product hierarchies, as well as customer and supplier lists,” said Henry Morris, group vice president and general manager for Integration, Development, and Application Strategies at IDC. “Hyperion Master Data Management Server provides a single point of control for managing this business-critical master data.”

For more information on Hyperion Master Data Management (MDM) Server, please visit <http://www.hyperion.com/pointandsync/>.

#### About Hyperion

Hyperion is the global leader in Business Performance Management software. More than 10,000 customers - including 91 of the Fortune 100 - rely on Hyperion software to translate strategies into plans, monitor execution and provide insight to improve financial and operational performance. Hyperion combines the most complete set of interoperable applications with the leading Business Intelligence platform to support and create Business Performance Management solutions. A network of more than 600 partners provides the company's innovative and specialized solutions and services.

Named one of the FORTUNE 100 Best Companies to Work For 2004, Hyperion employs approximately 2,500 people in 20 countries. Distributors represent Hyperion in an additional 25 countries. Headquartered in Santa Clara, California, Hyperion generated annual revenues of \$622 million for the 12 months that ended June 30, 2004. Hyperion is traded under the Nasdaq symbol HYSL. For more information, please visit [www.hyperion.com](http://www.hyperion.com), [www.hyperion.com/contactus](http://www.hyperion.com/contactus) or call 800 286 8000 (U.S. only).

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### 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 Hyperion'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 Hyperion's performance and cause actual results to differ materially from those anticipated in the forward-looking statements, interested parties should review Hyperion's filings with the Securities and Exchange Commission, including the Report on Form 10-K filed on September 13, 2004 and the report on Form 10-Q filed on November 9, 2004. Hyperion does not undertake an obligation to update its forward-looking statements to reflect future events or circumstances.

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