



Press Release

For Immediate Release

PowerSteering Software Ends 2005 With Record Sales

CAMBRIDGE, MA January 11, 2006 -- PowerSteering, the market leader in On-Demand Enterprise Performance Improvement solutions, reported record sales and revenues for the fiscal fourth quarter and full year in 2005.

Driven by significant new customer wins, substantial new business with existing customers, and two major product releases, PowerSteering increased year-over-year revenues by more than 75%.

Representative new customers acquired during 2005 include Aventis, Bombardier, Heinz, SABMiller, SFR, and several others spanning the pharmaceutical, healthcare, defense, financial services, telecommunications and manufacturing verticals.

In addition to strong sales achievement, PowerSteering's 2005 product releases added more than 75 enhancements to improve Strategy Alignment, Team Productivity and Executive Visibility, and included new Risk Management and Executive Dashboard functionality. As always, the new releases were focused on ease of use and were driven by PowerSteering's long-standing Voice of the Customer program.

PowerSteering customers also responded favorably to its newly introduced Enhanced Support Program, an innovative model that lowers support costs, optimizes performance and increases user adoption through outsourced administration. Johnson & Johnson, UnitedHealth Group and Pitney Bowes recently enrolled.

"I am extremely pleased with PowerSteering's strong financial performance. We are poised for continued growth in 2006 with a robust sales pipeline, innovative product enhancements and the growing trend of customers utilizing our solution to manage multiple corporate initiatives including Six Sigma, Merger Integration and IT and New Product Portfolio Management," observed Stephen Sharp, PowerSteering CEO.

About PowerSteering Software

PowerSteering Software is the leader in On-Demand Enterprise Performance Improvement. We provide flexible program management solutions for Lean, Six Sigma, Operational Excellence and other strategic initiatives including Merger Management, Product Development and Project & Portfolio Management. Our easy-to-use On-Demand solutions provide executives at GE, Raytheon, Textron, Tyco, IBM, Merck, Johnson & Johnson, and others with real-time executive visibility, strategy alignment, and enhanced program and team effectiveness to drive strategy and accelerate results across the enterprise. PowerSteering Software manages more than \$30 billion in target savings, supports more than 100,000 active users, and tracks more than 200,000 projects for more than 75 customers. Visit www.powersteeringsoftware.com for additional information.