



Press Release

For Immediate Release

Ingersoll Rand Selects PowerSteering as its Corporate Standard for Project Portfolio Management

Ease of Use, Flexibility, & Low Cost of Ownership Favored PowerSteering

CAMBRIDGE, MA – March 26, 2007

PowerSteering, the market leader in On-Demand Performance Improvement software, today announced that Ingersoll Rand has chosen PowerSteering for enterprise-wide Project Portfolio Management comprising multiple strategic initiatives.

Ingersoll Rand's use of PowerSteering will be extensive, spanning Lean Six Sigma, Shared Services, Corporate IT, PMO and Innovation efforts. It will replace a mix of Excel spreadsheets, customized Lotus applications and manual processes that were used inconsistently across the organization.

"We searched for a suitable Portfolio Management tool that would be accepted and adopted by executives, program managers and project managers alike. With PowerSteering, we acquired more versatility, increased efficiency, and better insight to inform our investment decisions at an extremely attractive cost of ownership," explained James Wood, Senior Project Manager, Ingersoll Rand. "We expect the use of PowerSteering to proliferate across the company and quickly become the sole resource for tracking our entire corporate project pipeline."

"I'm delighted to welcome Ingersoll Rand as a new PowerSteering customer. This win is very significant because it exemplifies the strategic vision for PowerSteering as the single solution for on-demand enterprise portfolio management for all performance improvement initiatives. Now organizations like Ingersoll Rand, who incorporate a variety of strategic initiatives to enhance business performance, can manage them in a consistent and unified manner to deliver better results," remarked Stephen Sharp, PowerSteering's Chief Executive Officer.

Once implemented, PowerSteering will deliver these business benefits:

Corporate Information Technology

- Improved tracking of project costs, benefits and functionality targets
- Streamlined IT investment decision making

Shared Services PMO

- Executive and team member reporting of critical activities and metrics

Enterprise Innovation

- An infrastructure to support the submission, evaluation and execution of new growth and operational excellence ideas

Lean Six Sigma

- ❑ Aggregated reporting of financial savings
- ❑ Best practice knowledge sharing among Green Belts, Black Belts and Master Black Belts

About Ingersoll Rand

Ingersoll Rand is a leading diversified industrial company providing products, services and integrated solutions to industries ranging from transportation and manufacturing to food retailing, construction, and agriculture. With a 135-year-old heritage of technological innovation, we help companies worldwide to be more productive, efficient and innovative. In every line of our business, Ingersoll Rand enables companies and their customers to create progress. For more information, visit www.ingersollrand.com.

About PowerSteering Software

PowerSteering Software is the leader in On-Demand Performance Improvement software for Operational Excellence, Project & Portfolio Management, Product Development, Merger Management and other strategic initiatives. Its easy-to-use software provides executives at the US Army, US Navy, US Air Force, Raytheon, Merck, Johnson & Johnson, United Health Group, TD Bank, Washington Mutual, Heinz, Best Buy and over 85 other customers with real-time executive visibility, strategy alignment, and enhanced team productivity to drive strategy and accelerate results across the enterprise. For additional information, please visit www.powersteeringsoftware.com

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For additional information:
Linda Duchin
lduchin@psteering.com
617-995-5763