



exalead[®]
connect the dots

What They're Saying About Exalead...

ANALYSTS

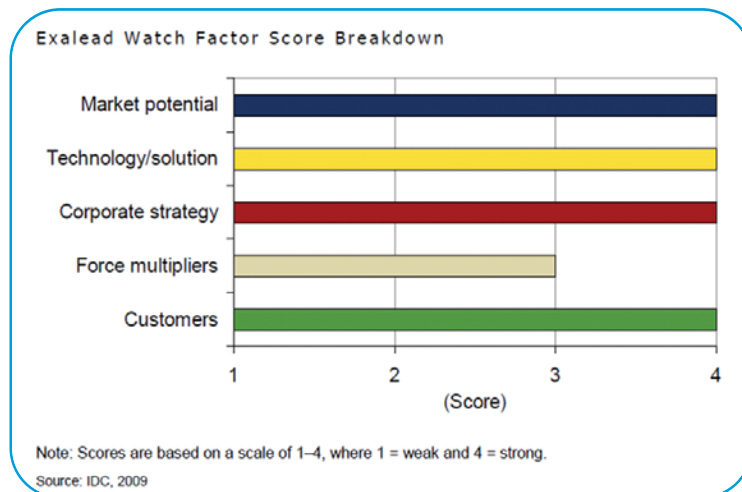
► The 451 Group

"Exalead is one of the few companies that can claim to offer most of what we think an enterprise search engine should have: desktop, intranet, file server and something that is slowly becoming more common—a Web search engine. It also claims an unusually low professional services quotient in its deals due to simple implementation procedures; in fact many of its deals are 100% licenses."

Nick Patience, Managing Analyst and Research Director, Infrastructure Software

► IDC Content Technologies Group

"Exalead is disruptive because the company has moved aggressively from Web search to enterprise search, and now to information access. The firm's technology makes it possible to integrate structured and unstructured content in a unique way to address mission-critical applications in areas such as extended business intelligence, customer support, compliance, and many others."



"IDC believes that search engine customers today are seeking affordable, scalable, search engines that are easy and quick to deploy. Price is important, but in addition, customers require features such as categorization, ease of navigation, and entity extraction, as well as document level security for good enterprise search. Exalead's new enterprise release addresses these requirements."

Sue Feldman, Research Vice President

► **KMWorld August 2008**

“This year, we are seeing certain enterprise search vendors break from the pack as they unleash new ways to search structured and unstructured data - empowering enterprises to make faster, better decisions with information they didn't have access to before.”

“For the third year, Exalead's solution has impressed us with its capability for speedy and effective information retrieval and data refinement. The company's innovative approach to search is both what brings value to its customers and what keeps it on our judges' radar year after year.”

Hugh McKellar, Editor-in-Chief of KM World

► **Gartner 2008 Magic Quadrant for Information Access Technology**

“Visionaries demonstrate imaginative and insightful approaches to the information access technology market.”

Exalead is one of the two Visionaries in this year's Magic Quadrant.

“Exalead Strengths:

- 1) For a comparatively young vendor, Exalead offers rich content analytics,
- 2) Exalead has demonstrated the ability to handle extremely heavy search traffic, including 800-query-per-second 'spikes' on a popular site with 15 million documents.”

Whit Andrews & Rita Knox



► **ArnoldIT**

“[Exalead] has a platform that shares many of the characteristics of low-cost scaling and high performance with Google...Most enterprise search and content processing systems cannot handle billions of documents—Exalead does. Exalead's search and content processing solutions give the company a technical advantage over vendors whose systems choke when thousands of users simultaneously want access to information.”

“In my investigation of search company technology, I learned that Exalead's ability to scale is comparable to Google's. As Mr. Muncaster noted, the forthcoming version of the Exalead software—called CloudView™—will put Exalead squarely in the business intelligence sector of the content processing market.”

“In my opinion, Microsoft should have acquired Exalead, not Fast Search & Transfer. Exalead is a next generation system; it scales; and it is easily “snapped in” to enterprise environments, including those dependent on SharePoint. I think Exalead is a company I want to watch more closely.”

“The firm has a platform that shares many of the characteristics of low-cost scaling and high performance with Google. In my April 2008 study for the Gilbane Group, Exalead was named a ‘company to watch.’”

Stephen Arnold, President of Arnold Information Technology

► Butler Group

"The product is suitable for any organization that has a requirement for a search capability, whether it is for the enterprise, the desktop, or as a Web search tool."

Sue Clarke, Senior Research Analyst

► SearchDataManagement.com

Exalead CloudView has been recognized by SearchDataManagement.com as a Gold Award winner in the Business Intelligence and Analytics category in 2008.

"[CloudView™ is] an excellent product that is truly innovative, offers excellent performance and is cost-effective."

► FastForward Blog

"Exalead is bringing search to new enterprise tasks and expanding its role through these search-based applications."

Bill Ives

► Clients On-line**► Agence France Press**

AFP is a worldwide press agency that supplies rapid, accurate and complete information about events that make international news.

"Exalead CloudView's modular architecture allows for increased flexibility for indexing and search capacity."

Jean-François Gaucheron, Manager of the Front Office Engineering Center for AFP

► Coface Services

CofaceServices is a leader in the French market for credit ratings, credit information and credit management.

"Our existing search engine, developed by our internal IT teams, was a proven, high performance tool. However, it didn't allow indexing of non-Latin characters. We wanted to evolve toward a professional solution, capable of indexing more than 100 million enterprises while also handling search services and data indexing on a large range of character sets. In addition, we were waiting for a new search engine that would guarantee high availability, performance at least as good as the current system, and a real chance for functional evolution to construct our future services."

"We weren't interested in 'black box' software with preconfigured settings that we couldn't understand. We needed an open tool with a flexible API and the capacity to smoothly integrate with our existing applications."

Jean-Luc Brizard, DIS of Coface Services

► BRGM

The Bureau of Geological and Mining Search is the institute of reference in the domain of Earth Sciences to manage surface and sub surface resources and risks.

"Exalead was able to understand the specifics of our requirements and the complexity of cartographic information content within our Geoportal. Our satisfaction was always the focus of their attention, and we were able to meet our time restrictions for implementation with a better portal than the previous one. We really appreciated their commitment to follow a project from start to finish."

"The installation was done in 3 months and there were no disruptions in our information system. Collaboration with Exalead's teams was very fruitful."

Jean-Marc Trouillard, Head of Systems and Technology Information of BRGM

► Journaux Officiels (JO)

The JO publishes legislative and regulatory texts from the French government.

“Starting with the Exalead choice and with the help of our integrator, Sedona, we have been able to develop the Journal Officiel des Associations and put it on line in 15 days. Today, this captures 10 years of patrimonial information with more than 1.2 million announcements. In less than 10 days, we had autonomously developed the BALO service. This new service contains announcements published during the last 3 years and has been on-line since April 2007. In line with 30,000 announcements per year, no less than 100,000 announcements are available directly on-line.”

“The most important of our objectives was achieved. We now know that we possess a tool that is both multi-use and powerful. We use this achievement to gage our capacity to respond to all our clients’ requirements in an autonomous manner, to place their information on line more rapidly while respecting their restrictions.”

“Our ideas, our developments, our possibilities are not limited by the contingencies of our tool. Thus, we are currently working on revamping the BOAMP site that contains more than 600,000 announcements with 20 to 25,000 active ones. Thanks to Exalead, we are going to be able to offer more powerful search features.”

Frédéric Porcu, Engineering Manager in JO’s Informations Systems Division

► LEEM

LEEM is the French union for medical enterprises.

“It was important for our Extranet to evolve. We have wanted to integrate a high performing search engine into it, and Exalead captured our attention since they offered a solution adapted specifically to our business that was particularly demanding on tool requirements.”

Richard Lerat, Secretary General for LEEM

► ILSE

The Dutch general public site that gives visitors the ability to search the internet and access other local services.

“The Exalead CloudView™ platform was a natural choice for us because it allowed us to address the challenge of indexing Dutch web pages.”

“We also believe that Exalead’s search features, advanced and easy to use at the same time, are going to influence our users. A better web experience will encourage them to return.”

Nils Rooijmans, Manager of Ilse Media’s Search Engine

► 3 Suisses

One of the most important sales by correspondence companies in France.

“The availability and relevance of information resent during a search is also at the heart of our customer acquisition and retention problems. We have tested the Exalead solution in a month and it answers all of our practical and technical requirements, with the possibility to automate updating, and with very personalized customization options.”

Olivier KINGET, Manager of Web Studio for 3 Suisses

► Rightmove

Specialized portal for real estate that hosts the most popular database of announcements in all of Great Britain.

"After performing an extensive technical evaluation of the other major enterprise search vendors we found that Exalead had the best technology, vision and ability to execute on our demanding requirements. We were very impressed with the results obtained from Exalead CloudView and the number of features that it offers while remaining extremely easy to implement."

"We have been very impressed with Exalead and the company's firm focus on its core search solutions which are feature rich and extremely easy to implement. Installing *Exalead CloudView* has promised us the perfect combination of reduced administration costs whilst providing our customers a better search experience."

Peter Brooks-Johnson, Rightmove Product Director

► 118218

The leading telephone information source in France.

"The launch of an electronic directory on line is highly complex and generally requires 12 to 24 months for deployment. Exalead allowed us to launch our site, 118218.fr, in 2 months offering very differentiated services that are unrivaled. The site's audience grew in an exponential manner since the deployment on line."

Bruno Massiet du Biest, CEO of 118 218 Le Numéro

► Business Applications and Enterprise Search

► GEFCO

Subsidiary of the PSA Group - One of the European leaders in industrial logistics

"Thanks to this new application developed with Exalead, we wish to offer a more efficient service for our clients and improve our image by making real time access to logistic events possible. We have improved the functional ergonomics, but above all, we have established that this type of platform allows us to intelligently rationalize the use of our system resources by limiting direct access to databases."

Guillaume Rabier, Manager of Studies and Projects

► Fish4

Fish4 is the most popular website for classified ads listing jobs, real estate and automobiles in the UK, with more than 4 million unique users each month.

"Our legacy solution wasn't as effective as we hoped. We started to believe that what we required could not be met by any technology."

"Exalead approached us with a proof of concept confirming that its next-generation search technology *Exalead CloudView™* (formerly *exalead one:enterprise*) could drive the additional CV matching service and meet our stringent business requirements using capabilities that were not available within the incumbent solution."

"Exalead is redefining the search marketplace and this is just one example of where its technology can be utilised outside of where search is traditionally perceived to add value, getting right to the core of how organisations such as ours run their business effectively."

Paul Ellerbeck, Fish4 IT Director

► CEA

A major actor in the fields of search, development and innovation, the Atomic Energy Commission works in 3 principal domains: energy, information and health technology, along with defense and security.

"Today, intranet managers can submit their site by directly filling in a site submission form. Upstream, we help them optimize indexing of their site by a search engine (creation of site maps, file implementation "robots.txt"...). It's a real team job with a common objective: optimize the visibility of the site to add better value to its content on CEA's intranet. We are equally interested in taking synonyms into account in queries. The Exalead Solution provides answers to all these questions. Our search tool is also configured in a way to reflect the organizational structure of CEA and its corresponding intranet sites."

"Each functional unit, operational management and each center are the subject of a "source," which is a collection of sites in the search engine index. We also know that we possess a powerful, evolutionary tool that we can use to respond to many information access needs that will manifest in the years to come."

Christine looss, Project Manager for Documentary Research, "Search Engine Expert" for CEA

► Carlson Wagonlit Travel

The 2nd leading company in the field of business travel management, with a #1 position in the Latin American zone, Asia Pacific and EMEA (Europe, Middle East and Africa).

Interview with Sophie Le Cornec, responsible for Carlson Wagonlit Travel's intranet

-Why Exalead CloudView?

Simply because Exalead CloudView was chosen 100% by our testers and because this software satisfies all the constraints of the organization. For the functional aspects, we have, in effect, made 3 search engines available to evaluate according to different criteria: relevance, rapidity, ergonomics, etc. And the votes and commentaries did not leave any other choice!

-What aspects of the product were more valued?

First of all, navigation in results. Once Exalead CloudView was adapted for Carlson Wagonlit, it offered users an iterative search system with dynamic search guides. Users have the possibility to refine their search, either by choosing a specific intranet, or by clicking on semantic concepts. The summary, indication of a document by formatting icon was also appreciated.

At last, the spellchecker was also noted to be very useful.

-From a technical point of view, how was the implementation of the tool executed?

We did not have the time to calculate the ROI of the tool, but the returns were already positive considering the use rate for the application. Our employees spend less time finding documents they are searching for, they reuse what was already done in a more systematic manner and, above all, they share information among different European entities. With the search engine, our intranets have become true reference and identification tools within the company.

► ARF (Advertising Research Foundation)

The ARF (Advertising Research Foundation), the first foundation dedicated to content collection and shared knowledge linked to the advertising industry in the US.

"With Exalead in place, we're enabling our members to find and discover the unique and valuable knowledge we possess. We considered this search engine platform as a tool to help make indispensable decisions for all our employees, no matter what their position within the group."

Steve Rappaport, Director of Knowledge Solutions for The ARF

► SVP

Leader in consultation by telephone.

“With the launch of our test phase, the Exalead solution had distinguished itself from the competition. In addition to a great ease of installation and real project support from their teams, the rapidness of search and the reliability of the product were at the top of our requirements. The search engine was destined to become the nerve center of our information system, we are happy to be able to collaborate with a provider that offers us such a high level of performance.”

Thierry Guinebertier, Assistant DIS for SVP

“The Exalead choice is strategic for us because it directly impacts our concept of documentary evolution and information processing.”

Olivier Lenormand, CEO of SVP

► INRIA

The National Institute for Research in Computer Science and Control, operating under the dual authority of the Ministry of Research and the Ministry of Industry, is dedicated to fundamental and applied research in information and communication science and technology (ICST).

“The ability to automatically return related topics and categories for every search query – without any customization – was one of the key points of differentiation for Exalead.”

“To a lesser degree, the Systran translation module was also a trump card. The ability to configure the indexer more precisely was important to us and Exalead allowed us to specify in detail what we wanted to index and what would be accessible on the Extranet versus the Intranet.”

Bruno Marmol, Head of IT, Scientific and Technical Information Management

► PricewaterhouseCoopers

PwC is the leading company for Management Consulting (IDC study, January 2008) in the world. It develops audit missions with its consulting and accounting expertise, for enterprises of all sizes, both public and private.

“For each of our problems, Exalead knew how to provide an adequate and high performance response, integrating perfectly into the information system and into the inherent security constraints of our activities. The implementation’s success inspired ideas. With our strong business expertise in different sectors where we intercede and from the technological excellent of the solutions developed by Exalead, we already envision new business applications for our clients with strong value added: CRM, Business Intelligence, ILM, etc.”

Pascal Benoit, Director of Procurement and Property

► The Scottish Government

The Scottish Government is using Exalead CloudView™ (formerly exalead one:enterprise) to provide online access to 180,000 pages of official documents on the www.scotland.gov.uk portal and replaced its legacy internal enterprise search system with Exalead to provide easier access to content within the organization.

“We selected Exalead’s search technology because it fulfills our need to make navigation around our internal and external sites as easy and efficient as possible. Compared with other offerings in the search market, Exalead is a cost effective, feature-rich choice. We have already received positive responses from visitors to our Internet sites and from those using the internal enterprise search solution within Scottish Government offices.”

Douglas Campbell, Scottish Government eSearch Project Manager

► The Sanger Institute

This leading scientific research organization uses the Exalead solution to provide access its entire knowledge database for DNA and chromosomes, a database which is set to grow by 120 million records every two months, with an expectancy to reach 20 billion records in time—one of the largest publicly available search indexes in the World.

“We required a solution that can scale to accommodate large volumes of data for both our internal users and the wider research community to have access to certain projects.”

“Our in-house staff and our external researcher community are now instantaneously in touch with all the information they need. We have to provide context behind the search that allows our users to navigate to the specific area of interest in a few clicks and is a unique solution over our size of index.”

Tony Cox, The Sanger Institute Head of Software

► OEM

► TeraDP (Tera Digital Publishing)

TeraDP, a content management and archiving solution provider for newspapers.

“We chose Exalead because its outstanding feature set and solution architecture would enhance our product offering and benefit both our installed base and future customers. During our migration to Exalead, their highly professional team has provided us with a straight-forward, cost-effective migration path to Exalead CloudView OEM Edition (formerly exalead one:enterprise).”

“In the time-critical newspaper industry, it is crucial that Tera customers have a seamless switch to ensure their business continuity. We could not have asked for more from any other Tier 1 search vendor.”

Michele Mottini, CEO, TeraDP

► GWAVA

GWAVA offers management and security solutions for users of messaging software and from Novell GroupWise collaboration.

“It is essential for us to offer the best search technology and information access possible, in order for us to be able to supply archiving solutions and management of high quality information for our clients.”

“Exalead CloudView OEM Edition allows us to respond, and also to surpass our client’s requirements in terms of search features offered, scalability, and indexing performance, no matter what the evolution in the size of our e-mail archives in the years to come.”

Taylor Cochrane, Product Marketing Director at GWAVA

► ONE2TEAM

One2Team provides complete, innovative, simple and operational solutions for teams and project management.

“We have put a « lead customer » step in place with several clients in our portfolio. This process, started last January, has already allowed us to construct the first version of an instrument panel for 4 big projects.”

“The Exalead technology provides us with an innovative and performing alternative to classic reporting or BI solutions. From now on and into the future, these indicators will be able to be fed and enriched by external sources of data, thanks to Exalead’s capacity to index all types of content.”

Alexandre Boudonne, Marketing Director for ONE2TEAM

► Partners

► Business and Decisions

International consulting and engineering group specialized in decisional IT, datawarehouse and CRM.

“Our clients are currently very conscious of the stakes linked to exploiting unstructured information. We are looking for innovative providers like Exalead that push us to adopt a new approach to problems as central as CRM, for example. Client relations within the whole enterprise contain enormous advancement margins. Information about a client is also found in the heart of the structured information system (databases, BI...) as unstructured information (email, web, blog, forum, etc.). This provides us with a great number of new opportunities for our clients.”

Jean-Michel Franco, Director of Business Solutions

► Sogeti

Affiliate of the Capgemini group, Sogeti is a major competitor in IT services and engineering in France and on a worldwide level, present in 14 countries around the world.

“We have very quickly understood that Exalead’s technology brings true added value to our customers, especially when it is derived from optimized access to complex databases. The performance and openness of the platform are crucial gages of success with these critical enterprise applications. Thanks to our consulting competence and integrators, we already have a number of projects in course.”

Gilles Graziani, Development Director for Telecom Sales

► Capgemini France

One of the world leaders in management and IT services consulting. The enterprise employs close to 50,000 people in more than 30 countries.

“One of our principle missions is to promote innovative technologies by adding more value to information systems and patrimonial information in the enterprise. We have worked with Exalead for a long time and our teams have been able to offer true alternatives to our clients that are richer, more flexible and more profitable, providing solutions to complex information access problems linked to business applications.”

Jean-Francois Caenen, Technical Director Capgemini France

► Logica

Logica is a leading IT and business services company, employing 39, 000 people across 36 countries.

“Our clients have finished by ranking structured and non-structured convergence in line with promises that would never be achieved.”

“Our collaboration with Exalead for the creation of extended Business Intelligence solutions had offered us new horizons and valuable resources for our clients that are very important.”

“EBI has the mission to transform decision makers into true ‘analyst creators.’ Thus it allows transformation of the enterprise’s extended patrimonial information into a real competitive advantage.”

Frédéric Brajon, Manager of the Business Intelligence Division at Logica Management Consulting

► Homsys Group

Homsys Group is a services and consulting group specialized in BI and is listed among the top 5 BI companies in France.

“Exalead represents the missing link that allows reconciliation of structured and unstructured information. CloudView™’s performance with relational databases opens up a field of concrete applications derived from operational reporting, by following actions in real time on very high volumes or more simply, by allowing a 360 degree view of information. Exalead is a pioneer on what is deemed to be uncharted territory in Business Intelligence.”

Yves Cointrelle, Director of Alliances at Homsys Group

► Lingway

Lingway is a software company offering specialized search solutions based on powerful multilingual semantic tools and business-specific linguistic resources.

“We are delighted to be entering a new phase in our partnership with Exalead. Our complementary technologies will enable us to provide customers of both companies with a global solution that will meet their information search needs far more efficiently.”

Bernard Normier, Lingway Founder, President and Chief Executive Officer

► Atempo

Atempo is the leader in trusted information lifecycle management (ILM), providing a data management framework that automatically matches the level of data protection and security to information’s value over its lifecycle.

“Search is a critical component of Atempo’s archiving platform. With Exalead we found a partner that has a uniquely scalable enterprise search capability that seamlessly integrates into our platform.”

Mark Sutter, CTO, Atempo

► EntropySoft

EntropySoft specializes in the integration of unstructured data and is a pure player in the ECI (Enterprise Content Integration) market.

“Everyday, there are more and more content silos. The Exalead platform fits naturally with our technology, which is designed to simplify and normalize access to all these content repositories.”

“We bring to this partnership our expertise in content-centric applications and our technology.”

Nicolas Maquaire, CEO and Co-founder of EntropySoft

CERTIFICATIONS

- ▶ **Exalead CloudView™** is certified “**Designed for EMC® Documentum®**”
- ▶ Exalead named a “**Microsoft Certified Partner**” in 2007
- ▶ Exalead CloudView received “**Ready for IBM Websphere Portal**” certification in 2007
- ▶ Exalead Desktop and Exalead CloudView Search Edition certified by IBM for support of **Lotus Notes Domino**, notably version 8
- ▶ Exalead is the first information access platform provider to join the “**HP Business Information and Intelligence**” program

NOMINATIONS AND AWARDS

- ▶ GEFCO Wins the CIO Prize for Innovation thanks to its **New Tracking Service Built on Exalead CloudView** in 2009
- ▶ CARIFE is awarded the prize for the leading project in the category “**Intranet and Web 2.0 2009**” by the International Information Technology and Telecom Salon for its project built on Exalead CloudView
- ▶ **IDC’s** analyst group has given a grade of 19/20 to Exalead in its last “Vendor Profile” 2009
- ▶ **Exalead CloudView** has been selected by **SearchDataManagement.com** as the Gold Award winner in the Business Intelligence and Analytics category for its 2008 “**Product of the Year**”
- ▶ Exalead Named to **2008 EContent 100** “list of companies that matter most in the digital content industry” by **EContent Magazine**
- ▶ Exalead Named as one of the **50 Fastest-Growing Technology Companies** in **Deloitte's Fast 50** for 2008
- ▶ Exalead appears for the third consecutive year in **Gartner's 2008 'Magic Quadrant'** and is integrated in the coveted “Visionary” category for information access technology
- ▶ Exalead named one of the “**100 Companies that Matter in KM**” in 2006, 2007 and 2008 according to **KM World**
- ▶ Exalead CloudView is one of the “**Trend-Setting Products**” of 2006, 2007 and 2008 according to **KMWorld Magazine**
- ▶ Finalist, “**Best Search Engine Technology**” **SIIA Codie Awards** (Software & Information Industry Association)
- ▶ Exalead was a finalist for the “**Red Herring 100 Global 2007 Award**”
- ▶ Exalead was nominated for the “**Red Herring 100 Europe Award for 2006**”
- ▶ Recognized in Gartner Inc.'s “**Magic Quadrant for Information Access Technology, 2008**”
- ▶ Exalead praised in the 2007 report from the **Butler Group** for its flexibility, simplicity of use, and adaptability to all types of data and environments
- ▶ Exalead included in the “**Best of the Web Survey**” from **Business Week Online**
- ▶ Exalead named in **Software Magazine's 2008 “Software 500”** list of the best providers of software and related services
- ▶ Exalead received “**Honorable Mention**” at the Web 2.0 Awards