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Sapient Global Markets and OpenLink Announce Collaboration to Enhance Portfolio and Asset Optimization for Energy Market Participants

Sapient's optimization expertise and OpenLink's award-winning IRM platform enhances decision making for power, gas and liquids market participants

BOSTON & NEW YORK--(BUSINESS WIRE)-- [Sapient Global Markets](#), a division of Sapient (NASDAQ: SAPE), and a leading global provider of business technology and consulting services for the capital and commodity markets, and OpenLink, a leading provider of software for the commodity and energy industries, today announced a new collaboration around the OpenLink IRM platform. The alliance will help global energy clients through the provision of rich data sets that remove uncertainty from trading decisions, and enable firms to realize greater operational and financial efficiency from their existing assets.

In today's dynamic energy markets, firms that manage an increasing number of contracts and assets must navigate rapidly changing and highly volatile supply, demand and market pricing to remain competitive and profitable. Sapient Global Markets' experience and expertise in the use and deployment of optimization methodologies empowers firms to understand the impact of their decisions pre-trade and, through more informed decision making, select the scenario that delivers the best outcome.

These capabilities, combined with the OpenLink IRM platform, will enable firms to more effectively capture, analyze and effectively utilize existing optionality in contracts and the optionality in sourcing and distribution networks. Power, gas, liquids and liquefied natural gas (LNG) and bulk commodities firms will benefit from improved access to all relevant data, improving decision making, the ability to integrate commercial groups and maximizing total profits across the supply chain.

"The decision making process from pre-trade, to trade and then managing the associated logistics is incredibly complex," said Milind Godbole, Managing Director at Sapient Global Markets. "The more real or virtual midstream assets you control, the more difficult the problem becomes, or as sophisticated firms are discovering, the greater the opportunity for improving profits. To help minimize the guesswork involved in these decisions for a broader base of our clients, Sapient Global Markets is collaborating with OpenLink around their IRM platform to deliver enhanced optimization techniques."

"Our energy and commodities customers are operating in an environment that is more competitive than ever. Our IRM solution is an intuitive and easy-to-use, asset-based decision-support and optimization tool allowing users the flexibility to model and measure any changes to their trading portfolio, assets or business ecosystem and the impact to the bottom line," said Dr. Mark Greene, CEO, OpenLink. "We are excited about our renewed collaboration with Sapient, and believe it will help our joint customers maximize value, reduce operational costs and maintain competitive advantage in today's changing marketplace."

About Sapient Global Markets:

Sapient Global Markets, a division of Sapient® (NASDAQ: SAPE), is a leading provider of services to today's evolving financial and commodity markets. We provide a full range of capabilities to help our clients grow and enhance their businesses, create robust and transparent infrastructure, manage operating costs, and foster innovation throughout their organizations. We offer services across Advisory, Analytics, Technology, and Process, as well as unique methodologies in program management, technology development, and process outsourcing. Sapient Global Markets operates in key financial and commodity centers worldwide, including Boston, Calgary, Chicago, Dusseldorf, Frankfurt, Houston, London, Los Angeles, Milan, New York, Singapore, Washington D.C. and Zurich, as well as in large technology development and operations outsourcing centers in Bangalore, Delhi, and Noida, India. For more information, visit www.sapientglobalmarkets.com.

About OpenLink

Founded in 1992, OpenLink (www.olf.com) is the global leader in Transaction Lifecycle Management (TLM) software for the commodity, energy and financial services industries. OpenLink's products address portfolio management, trading, risk management, and operations processing for both financial and physical assets.

Owned by leading private equity investment firm Hellman & Friedman, OpenLink is a global software and services business that has grown both organically and through strategic acquisitions, to achieve revenues in excess of \$300 million. The company serves over 500 clients, including 12 of the world's largest commodity and energy companies, 9 of the largest financial institutions, and 11 of the largest central banks. OpenLink has 1,300 employees in 12 global offices on five continents, with headquarters outside New York City and field offices in Houston, London, Berlin, Vienna, Toronto, Moscow, São Paulo, Singapore, Dubai, and Sydney.

OpenLink has received numerous industry awards and recognition, including citations as the industry leader by Gartner and first-in-class ranking by Energy Risk magazine for Commodity/Energy Trading and Risk Management (C/ETRM) systems.

Safe Harbor Statement

This press release contains forward-looking statements — in particular, those related to the development of software and related services and potential sales to clients — that involve a number of risks and uncertainties. All forward looking statements are based upon current expectations and beliefs and various assumptions. Actual results could differ materially from management's expectations and the forward-looking statements contained in this release. A number of factors could cause actual events to differ materially from those indicated, including, without limitation: a reduction in the demand for the company's services in light of the current or future economic environment; the company's ability to accurately set fees for and complete projects on a timely basis; the acceptance of the company's services; changes in Federal government spending priorities, and other risks and uncertainties as set forth in the company's filings with the SEC (in the case of Sapien Global Markets), including without limitation the most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Any forward-looking statement speaks only as of the date on which it is made, and the company undertakes no obligation to update any forward-looking statements for any reason, including to reflect events or circumstances after the date on which such statements are made or to reflect the occurrence of anticipated or unanticipated events or circumstances, except as required by law.

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