

IBM finalise l'acquisition de Varicent Software

Paris, Europe-France, FRANCE - 23 mai 2012: IBM (NYSE: [IBM](#)) today announced it has completed the acquisition of Varicent Software Incorporated, a leading provider of analytics software for compensation and sales performance management. Financial terms will not be disclosed.

Varicent's software automates and analyzes data across sales, finance, human resources and IT departments to uncover trends and improve sales performance and operations. The acquisition enhances IBM's Smarter Analytics capabilities across line of business operations in all industries.

"Varicent advances IBM's efforts to deliver analytics directly into the hands of front line employees, helping them uncover new ways to remain competitive and stay ahead of increasing demand," said Les Rechan, IBM General Manager, Business Analytics. "The combination of Varicent's software and IBM's deep analytics expertise delivers a comprehensive approach to managing sales performance, allowing clients to make more informed decisions faster."

Varicent software allows companies across a variety of industries including banking, telecommunications, insurance and retail to facilitate and streamline quota planning, compensation, sales assignments and managing quotas and insights into sales activities. The software is unique, taking what is traditionally a very labor intensive process, and automates and integrates all aspects of sales, client and financial performance management across the enterprise.

Varicent software, combined with IBM's prior acquisitions in business analytics including Algorithmics, Clarity Systems, OpenPages and Cognos, and recent investments in predictive analytics such as SPSS, will provide clients with a broad range of business analytics solutions. These acquisitions are part of IBM's larger focus on analytics, which spans hardware, software, services and research.

The news supports IBM's long-term growth strategy to expand the company's business analytics and optimization software and services capabilities, an area of IBM's business that is expected to reach \$16 billion in revenue by 2015.

Varicent is headquartered in Toronto, Canada with additional operations in North America, EMEA and Asia Pacific. Varicent has more than 180 customers using its software, including Starwood Hotels, Covidien, Dex One, Manpower, Hertz, Office Depot and Farmers. Consistent with its acquisition strategy, IBM will continue to support Varicent clients while allowing them to take advantage of the broader IBM portfolio.

With the closing of this acquisition, approximately 200 Varicent employees will join IBM's Software Group.

For additional information, please visit: <http://www01.ibm.com/software/analytics/announce/varicent/>
