

Kawasaki Expands Use of Requisite Technology Solution Worldwide

*Leading Power Sports Equipment Manufacturer
Intends to Increase Sales of Kawasaki Accessories around the World*

Chicago, Mar. 22, 2006 – Requisite Technology Inc., a leading provider of channel management, eCommerce and master data management solutions, announced that Kawasaki Motors Corp. expanded its use of the Requisite Technology Channel Management solution to include its worldwide distribution network. Kawasaki launched its eCommerce site, powered by Requisite Technology, five years ago in the United States. Their extensive eCommerce strategy currently supports a network of over 1,500 dealers through its dealer Web site and millions of visits each month to its consumer site. By expanding the solution worldwide, Kawasaki hopes to grow international brand awareness, enhance dealer relationships, and ultimately, drive global sales of accessories.

Kawasaki was one of the first powersports equipment manufacturers to recognize the power of e-commerce to reach both their dealers and end-users. In 2000, they launched a dealer and a consumer Web site and since then dealer visits have grown to more than 100,000 visits a month. In a strong push to streamline dealer relationships, Kawasaki introduced an online vehicle ordering function in late 2005. The consumer site remains dedicated to building brand awareness and promoting accessory sales.

“We’ve been a long-time partner of Requisite Technology and have had great success building relationships and driving sales through our dealer extranet,” said Roger Peterson, vice president of information systems at Kawasaki. “Our primary goal is to make it very easy for our dealers – whether they are in Australia or California – to do business with us. Requisite Technology has the channel commerce solutions to support our worldwide growth plans.”

“We’ve had the opportunity to be an integral part of Kawasaki’s online success, increasing brand affinity among end customers and enhancing dealer relationships,” said Nancy Koenig, executive vice president of operations for Requisite Technology. “This success has enabled Kawasaki to provide a superior level of customer service and promote the Kawasaki name - a success that we look forward to helping replicate on a global scale.”

About Kawasaki Motors Corp

Kawasaki Motors Corp., U.S.A. (KMC) markets and sells at wholesale Kawasaki motorcycles, ATVs, personal watercraft and utility vehicles through a network of more than 1,500 independent retailers, with an additional 8,400 retailers specializing in power products and general purpose engines. KMC and its affiliates employ nearly 2,400 people in the United States, with more than 450 of them located at the Irvine, California headquarters.

About Requisite Technology Inc.

Requisite Technology Inc. is a provider of industry-leading Channel Management and eCommerce solutions that enable companies to effectively market, sell and service their products to end customers via their channel partners. Requisite Technology enables industry-defining enterprises such as Kawasaki, Lexmark, Motorola and Nortel Networks to drive revenue throughout their entire channel. More information can be found at www.requisite.com.

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