

Leading Security Software Provider Implements Requisite Technology Channel Management Solution

Security Software Provider Drives Sales with Intuitive Sales Force Automation Application

Chicago, Aug. 29, 2006 – Requisite Technology Inc., a leading provider of channel management, eCommerce and master data management solutions, announced today that a leading provider of corporate and small to medium enterprise security software, has successfully launched the Requisite Technology Channel Management solution to its partner base.

The leading security software provider uses Requisite Technology's Sales Force Automation application to automate all facets of their lead distribution process. The Sales Force Automation application is tied directly to partner profiles, enabling them to assign qualified opportunities to best-fit partners.

"The Requisite Technology application will allow them to automate every aspect of their lead management process – enabling them to more effectively capture, qualify, distribute and close inbound leads," said Grace Feliciano, general manager, Requisite Technology, "It ensures that leads are assigned to their most qualified partners and allows them to track and monitor each lead throughout the sales lifecycle, ensuring they capitalize on potential sales opportunities."

Requisite Technology's Sales Force Automation solution provides the leading security software provider with a highly automated system through which leads can be efficiently distributed to partners – enabling them to reduce costs, increase partner satisfaction and drive ROI throughout their channels.

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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