



● **Sierra Atlantic Announces Offshore Interoperability Lab and Certification Service**
Cost-effective and Efficient Method of Testing Your Hardware and Software Compatibility and Interoperability with Leading Enterprise Applications

San Francisco, CA. – March 1, 2004 – Sierra Atlantic, a leader in offshoring enterprise applications, today announced its Hyderabad, India-based Interoperability Lab, providing connectivity, performance, scalability and functionality testing and validation of software and hardware products for vendors and enterprise end-users. The Interoperability Lab provides reliable, low cost testing services that enable hardware and software vendors to certify their products prior to release and allow enterprises to test products before deployment. The announcement was made at Sand Hill Group's Software 2004, the first strategic conference for enterprise software leaders, where Sierra Atlantic is exhibiting and conducting a workshop on this very subject.

Integrating new hardware and software into an existing IT infrastructure without adequate testing can result in flawed systems that incur high cost above the initial investment to repair. Sierra Atlantic draws upon best practices, tools and processes to provide a complete environment of industry-leading Enterprise Applications (Oracle, PeopleSoft, SAP and Siebel) installed in its Interoperability Lab. Interoperability testing includes functionality, performance, scalability, compatibility and connectivity testing. By using the Interoperability Lab, QA engineers can cut clients' in-house costs, shorten time-to-market and ensure all tested applications are totally compatible and fully interoperable with leading Enterprise Applications and infrastructure products.

"Sierra Atlantic's application knowledge and adaptive Interoperability Lab made them a perfect fit to ensure our Array SP's operation with a range of Web-based applications," said Sharam Hakimi from Array Networks. "They provided us with the expertise and resources needed to validate Array SP quickly and cost-effectively."

"Our deep R&D experience with virtually every major enterprise software vendor gives us the expertise and proven track record to manage outsourced quality assurance and interoperability testing," said Raju Reddy, CEO of Sierra Atlantic. "This gives software and hardware vendors and enterprise end users assurance that a given product works the way they need it to, without incurring high post-deployment re-engineering costs."

Sierra Atlantic provides a wide range of testing services, including Black Box (functional, regression, compatibility, installation, usability, and upgrade testing), White Box (unit, Junit, design reviews, code reviews), and automation (front end-gui, performance, load, stress) testing. Sierra Atlantic handles the complete spectrum of test practices, including test planning, test data creation, load simulation, test results recording and defect management. Sierra Atlantic engineers use sophisticated testing tools to create a repetitive and controlled testing environment that accurately determines application scalability and performance. All testing services are designed to assist Sierra Atlantic clients in building their own testing infrastructure, create test strategies, design test cases, customize test automation and develop test execution.

Additional information about Software 2004 is available at: <http://www.software2004.com>.

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● About Sierra Atlantic

Sierra Atlantic is a leader in offshoring enterprise applications, helping our customers optimize their investments in Oracle, PeopleSoft, SAP and Siebel. With expertise derived from deep R&D relationships with enterprise software leaders, we offer complete lifecycle application management solutions -- strategy, implementation, integration, upgrade and support -- using our NShore™ methodology. We integrate these point solutions into Application Networks® that enable seamless business processes within and outside the enterprise. With over 300 highly satisfied customers since 1993, Sierra Atlantic is headquartered in Silicon Valley with offices in Chicago, New York, London, India, Malaysia and Singapore. For more information, please visit www.SierraAtlantic.com.

● About Sand Hill Group

Sand Hill's Software 2004 is the first strategic conference for enterprise software leaders. Designed specifically to address business, operating and technology issues facing executives today, Software 2004 is an vendor-neutral conference that will bring together 1,000 software leaders to re-invent the industry, re-think current practices and make the critical changes needed to create successful organization for the next 25 years.

Sand Hill Group serves the \$600 billion enterprise software, services and solutions market, comprised of over 10,000 companies that directly employ over one million people. Sand Hill Group provides investments and management advice to emerging enterprise technology leaders. Sand Hill also publishes an electronic newsletter called Enterprise Critical, produces the "Enterprise" series of conferences for CEOs and other senior-level industry executives and creates high-impact research reports for its constituents. www.sandhill.com.

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