



● Sierra Atlantic Launches NShore™ Methodology Ensuring Low Risk, High Value Offshore Outsourcing Services

Proven Methodology Draws on Decade of Experience, Intellectual Property, and Expertise with Leading Solutions Including Oracle, PeopleSoft, SAP and Siebel

Fremont, CA. – February 19, 2004 – Sierra Atlantic, Inc. today announced its NShore™ methodology for providing complete lifecycle Enterprise Application Management services. NShore™ consists of best practices, tools and processes that ensure the right mix of onshore, near-shore and offshore software services for both enterprise application vendors and their customers.

NShore™ draws upon expertise derived from deep offshore R&D relationships with enterprise application leaders including Oracle, PeopleSoft and Siebel, and utilizes the company's unique intellectual property, Application Networks®, in enterprise application integration (EAI). The tested, proven processes of this methodology ensure rapid, effective development, implementation and support of enterprise applications, resulting in quality, high value solutions.

Sierra Atlantic's NShore™ methodology provides each customer the most appropriate and optimized model for its enterprise application needs, taking into account its unique outsourcing strategies, evolution level on the offshoring curve and other project requirements. NShore™ leverages Sierra Atlantic's process maturity as benchmarked by the Software Engineering Institute-Capability Maturity Model (CMM) model, as well as the company's own unique extended Key Process Area (e-KPA) Models. The methodology supports the onshore-offshore, near-shore and purely offshore models of project execution followed by Sierra Atlantic.

Depending upon the customer's requirements, Sierra Atlantic employs the methodology to suggest the appropriate "NShoring" roadmap, milestones and benchmarks, risk management procedures, and relevant metrics. Additionally, Sierra Atlantic leverages the methodology and the company's unique NShore™ dashboard to provide the requisite visibility for ongoing project execution irrespective of which "shore" is used to ensure success.

"For over ten years, Sierra Atlantic has been among the industry leaders in delivering quality offshore outsourcing services for enterprise applications," said Raju Reddy, Sierra Atlantic CEO. "With our unique NShore Methodology, tested and proven processes and deep knowledge of the industry, we provide customers optimized outsourcing solutions tailored to meet each customer's unique needs."

Sierra Atlantic's offshore-outsourced software development and application management services have been selected by a number of leading enterprise application vendors and their customers. Among Sierra Atlantic's most recent offshore software development customers are BEA Systems, Plumtree, OuterBay Technologies, Array Networks and Reactivity. Sierra Atlantic's recent lifecycle enterprise application management customers include Cloopay Corporation, Lexicon Marketing, Molecular Devices Corporation, Network Appliance, Cosi, PPG Industries and HP.

NShore™ encapsulates the requisite project life-cycle processes, project management and associated support procedures, metrics, Service Level Agreements (SLA's), checklists, templates, tools and workflows needed for:

- Enterprise application implementation projects
- Enterprise application integration projects
- Software product quality assurance services
- Custom development projects
- Co-product development for software product companies
- Application management services

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NShore™ provides tailored models to meet the requirements of global customers who may be at different levels in their outsourcing journey. Sierra Atlantic offers three kinds of outsourcing models: the outsourced project model with a defined scope and deliverables, the offshore development center model with an ongoing, dedicated team, and the build-operate-transfer model which operates like the development center model with the development team transferring to the client full-time once the client sets up its own offshore center.

With development centers in USA, UK, India and Singapore, and the support of the NShore™ methodology, Sierra Atlantic caters to global customers to spearhead software development initiatives, whether it be on-shore, offshore or near shore.

● 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.

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