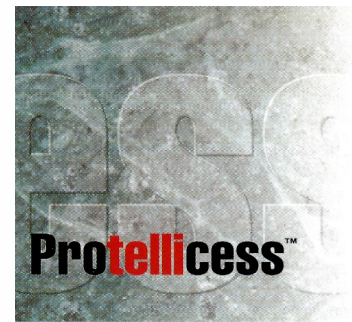


**Protellicess**  
Process Surrounding Intelligence

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# Company Profile

*Protellicess is a derivative of two words - Process and Intelligence. Process signifies the company's intent to be a comprehensive enterprise process and project management company, and Intelligence describes its repository-based open architecture that enables this capability. The company is dedicated to serving the needs of IT professionals with the objective of improving the process and quality of software development.*

## SUMMARY

Protellicess Software, Inc., based in Santa Monica, California, is the leading provider of enterprise process and project management solutions. The company is dedicated to serving the needs of information technology (IT) professionals by improving the process and quality of software development.

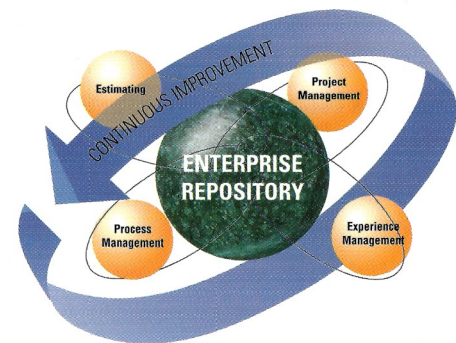
Protellicess utilizes a single, repository driven system architecture as the basis for its enterprise knowledge base. Product capabilities populating this knowledge base include:

- **Client/Server Methodologies**
- **Time & Resource Tracking**
- **Process & Methods Management**
- **Budget & Cost Analysis**
- **Modeling, Planning & Estimating**
- **Workflow Management**
- **Project Management**
- **Experience Management**

Using a repository that is database independent establishes a framework for continuous process improvement.

Serving as the company's financial partner is Summit Partners, a Boston-based high technology venture capital firm. They are also the company's largest single shareholder. Summit's track record of success combined with their commitment to their portfolio companies assures Protellicess' customers that capital is available to maintain their investments and meet future requirements. It also allows Protellicess to continue its rapid growth while maintaining a high level of customer satisfaction.

The company is privately held, has over 1000 customers and has six offices in North America.



## BACKGROUND

Protellicess has evolved in response to the market's requirement for integrated process and project management solutions. In July, 1994, Summit Partners acquired a majority interest in POC-IT Management Services, the leading enterprise project and staff management company, offering a repository-driven system architecture. A new president/CEO was recruited by the firm at that time, and together they developed a strategy to broaden the company's charter to encompass a process management orientation. In recognition of this logical extension in direction and in anticipation of potential mergers and acquisitions to expand the company, POC-IT Management was renamed Protellicess Software in November, 1994.

Protellicess initiated merger talks with Structured Solutions in November, 1994. This was an outgrowth of SSI's growing reputation resulting in an evaluation by an independent analysis group that ranked their methodologies and tools among the industry's best. Independently, Structured Solutions was looking to raise money to capitalize on their industry