

Press release

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Keyrus to Resell Teleran Technologies Application Usage Management Solution in Europe and the Americas



Leading European Firm to Deliver Application Performance Management, Compliance and Cost Saving Solutions with Teleran

Fairfield, New Jersey and Levallois, France: October 9, 2008 - Teleran[®] Technologies, the leading provider of application usage management software and **Keyrus**, a large consulting and technology services company headquartered in Paris, France, announced today that Keyrus has joined the Teleran reseller partner program. **Keyrus** will be reselling Teleran's market leading application usage management software solution in Europe and the Americas.

Keyrus supports over 600 large accounts in two high growth application market segments: Performance Management/Business Intelligence and e-Business, and 3.500 medium-sized companies in the fast growing ERP systems market for the Mid Market.

Given tightening economic conditions around the world, organizations are seeking ways of addressing three key issues: 1) improving the performance and efficiency of business-critical applications, 2) complying cost effectively with the large and growing number of government regulations, and 3) reducing the IT infrastructure and staffing costs associated with these applications. Teleran's application usage management software suite helps companies meet these challenges, delivering real-time performance management, compliance audit and policy enforcement as well as proven system resource and staff efficiencies.

Teleran's solution is used by some of the world's leading organizations including Merrill Lynch and Mayo Clinic. These two organizations deployed Teleran's software suite to address regulations protecting personal financial information and patient records respectively. Teleran's solution also delivered operational efficiencies that reduced both firms' infrastructure costs and improved system performance to meet business expectations.

"Our customers are looking for capabilities to ensure their key applications are delivering the performance and business value they expect," states Sebastien Ricard, **Keyrus** Innovation Center Director. "With Teleran's real-time application usage management solution we can ensure our customers' service levels are met and provide the compliance and cost efficiencies they need to operate in markets around the world."

"We are excited that a highly successful and rapidly growing company like **Keyrus** will be reselling our products in important markets," states Nathan Roseman, Teleran CEO. "The combination of **Keyrus**' proven application consulting and technology services and Teleran's usage management software will deliver the business value, compliance and cost savings that companies need to compete effectively today."

Teleran's software fills a management gap that is not addressed by applications, systems monitoring or database offerings. That is enabling companies to understand and manage how users and applications interact with databases from the user perspective. Teleran's usage management facility, iGuard™, acts like an air traffic controller for analytical and enterprise applications, managing queries and users in real-time. iGuard policies prevent inappropriate, unauthorized or runaway queries from

reaching the database and breaching compliance policies, impeding performance or wasting system resources. iGuard includes an expert system user messaging capability that automatically guides users in the context of their application to more efficiently and effectively query the database. Companies can choose from over 60 customizable usage management policies to protect the database, speed query performance, improve user productivity and reduce system resource waste.

Teleran's suite also includes a network-based usage auditing system, iSight™, which acts like a radar screen, continuously delivering visibility and awareness of how BI and other enterprise application users are interacting with the database. iSight provides a simple to use analytical reporting system that speeds performance trouble-shooting, reports on compliance policy enforcement, and guides migration and consolidation projects. Because iSight operates independently of the database, it does not add any overhead to the database.

About **Keyrus**

The **Keyrus** group is a major player in Performance Management/ Business Intelligence and e-Business solutions integration and consultancy for major accounts, and integrated ERP solutions for the mid-market. For more than ten years, it has been helping its clients optimize performance with a comprehensive range of services from business consulting to the implementation of technology solutions in the following fields: Business Intelligence, E-Business, Integrated Management Systems. **Keyrus** currently employs more than 1300 people in 9 countries: France, Belgium, Brazil, Canada, Spain, Luxembourg, Mauritius, Switzerland and Tunisia. More information available under <http://www.keyrus.fr> and <http://www.ebiexperts.com>

About Teleran

Teleran empowers organizations to improve application performance, enforce data compliance policies, enhance business productivity and lower system and support costs with its award-winning application usage management software solution. Based on patented expert system technology, Teleran's product suite audits, controls, secures, and guides application usage - automatically. Founded in 1996, Teleran provides solutions for many of the world's leading companies, including Allstate, Bristol-Myers Squibb, Corporate Express, Merrill Lynch, MetLife, Unisys, US Army and Wachovia. For more information about Teleran and application usage management, call (973) 439-1820 or visit <http://www.teleran.com>.

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