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July 2003

- Xelus Introduces new Reverse Logistics and Depot Repair Management Solutions, expanding beyond parts planning to enable a real-time "adaptive supply chain" for service
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June 2003

- Xelus Offers New Executive White Paper on "*Achieving Success in the Service Market*"
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May 2003

- Fujitsu Siemens Computers Selects Xelus Solutions to Manage EMEA-wide Service Parts Network
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- Electrolux Home Products Europe Selects Xelus Solutions for Service Parts Planning and Forecasting
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April 2003

- Xelus Completes Kirus Acquisition, Creating "Closed-Loop" Process for High-Value Capital Equipment Service
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March 2003

- Xelus Appoints Lynda Bates Vice President and Controller
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November 2002

- Xelus and Kirus Announce Merger Plans
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September 2002

- Xelus names Terry D. Stinson Chairman and CEO
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August 2002

- Xelus Secures Additional \$8.4 Million in Venture Funding
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May 2002

- Xelus announces major expansion of Global Planning solution for service inventory
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- Xelus Appoints Tom Seadler VP of Operations
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April 2002

- Honeywell Aerospace Expands View of Demand Stream With Added Solutions from Xelus
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- Xelus Names Gary Fedor Vice President of Worldwide Sales
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March 2002

- Alan Cross Joins Xelus to Direct Global Defense and Aviation Industry Markets
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- Former Bell Helicopter Textron CEO, Terry D. Stinson, Joins Xelus Board of Directors
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February 2002

- Aviall Rolls Out Additional Xelus Solution Modules
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January 2002

- Xelus Partners with Vizional Technologies To Offer Supply Chain and ESM Integration Capabilities
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December 2001

- Xelus Software Part of Lockheed Martin Logistics Solution
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- Getronics Extends Live Implementation of Xelus Enterprise Service Management Solution Across Europe
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- Xelus is Premier Global Sponsor, Featured Speaker at Interlog Europe 2001
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- Network Appliance Selects Xelus Enterprise Service Management Software for Global Customer Satisfaction Network
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- NedTrain Goes Live with Xelus for Railway Service Management in Europe
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- Barkawi and Partner to Implement and Support Xelus Enterprise Service Management Solutions in Germany
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- Xelus Taps Academic Talent from Cornell, UW-Madison to Advance Enterprise Service Management (ESM) Solutions
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- Delta Air Lines Chooses Xelus to Optimize Service Parts for Maintenance Operations
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- Xelus Names New Members to its Board of Directors
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- Xelus Secures \$15 Million in Third-Round Funding
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May 2001

- UPSIDE Magazine Names Xelus Among The "Hot 100" Private Companies for 2001
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- Xelus Announces New Software Architecture, Expansion of Enterprise Service Management (ESM) Solution Suite
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- Symbol Technologies Chooses Xelus for Enterprise Service Management
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- Xelus and Mxi Form Strategic Alliance for Aviation MRO
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- Aviall Selects Xelus to Help Power its Expanded E-Business Initiative
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- Xelus to Add Field-Based Planning to Compaq's Service Supply Chain, Increase Responsiveness in its Global Service Network
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- Aerospan.com and Xelus to Form Strategic Alliance
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- Xelus Receives AFSMI Conference Best of Show from Customer Support Management Magazine
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- Xelus Appoints Jamie Natti as Director of Consulting Operations
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- Unisys Sees Benefits from Web-based XelusTrade™ Exchange for Network and Support Services Parts Procurement
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- Xelus signs Alliance with Arthur Andersen, Expands Capacity to Implement Service Supply Chain Solutions
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- Samsung Selects Xelus Solutions for Worldwide Service Supply Chain Management
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- Xelus Introduces Web-based Collaboration Software for Field Service Networks
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- NEC Computers International Selects Xelus Solutions for Worldwide Service Supply Chain Planning
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- Mike Fabiaschi Elected Chairman of Xelus, Inc.
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September 2000

- Xelus, Inc. to Provide Service Supply Chain Optimization Solutions Via Next Generation Commerce One.net
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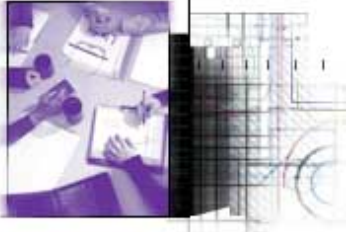
- British Airways Selects XelusPlan Inventory Planning Solution to Optimize Service Supply Chain
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June 2000

- LPA Becomes Xelus - Announces New Name, Renewed Energy and Focus
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- Mercer Management Consulting and Xelus Announce New B2B Alliance
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- FreeMarkets and Xelus Form Strategic Alliance to Deliver Web-Based B2B eMarketplace and Decision Support Solutions
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- Xelus Inc. announces the creation of its French subsidiary, Xelus France
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May 2000

- Xelus Shifts Marketing into High Gear
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GE Medical Improves Service Delivery With Xelus Parts

Xelus Parts solution helps GE Medical provide parts and service for a rapidly expanding global product line

Rochester, NY (December 19, 2003) - Xelus, Inc., the leading provider of Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations, today announced that GE Medical Systems has successfully implemented the Xelus Parts solution. GE uses Xelus Parts to plan spare parts and shorten the span of time between the promise and the delivery of service parts.

GE Medical evaluated several alternatives for global parts management. The Xelus Parts solution came out on top as the best qualified to provide the global access and uptime needed for collaboration which allows GE Medical to forecast and plan service parts.

GE Medical is growing by acquisition and changing to keep up with worldwide demand for the best medical technology at the lowest possible cost. By improving the ability to efficiently plan and deliver worldwide service parts Xelus is helping GE achieve these goals.

"Xelus is committed to delivering rapid and sustainable value to our customers through service-specific planning, decision support and execution solutions," said Terry Stinson, Chairman and CEO of Xelus. "By improving the ability to efficiently plan and deliver worldwide service, Xelus is helping the Global Parts Division maximize local and network service levels while minimizing total inventory costs."

About GE Medical Systems

GE Medical Systems is a global leader in medical imaging, healthcare services and information technology. Its offerings include networking and productivity tools, clinical information systems, patient monitoring systems, surgery and vascular imaging, conventional and digital X-ray, computed tomography, electron beam computed tomography, magnetic resonance, ultrasound and bone mineral densitometry, positron emission tomography, nuclear medicine and a full line of clinical and business services. For more than 100 years, health-care providers worldwide have relied on GE Medical Systems for high quality medical technology and productivity solutions. GE Medical Systems operates in more than 100 countries and employs more than 30,000 people worldwide. For more information visit www.gemedicalsystems.com.

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the

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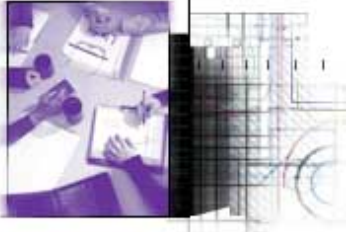
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Air France Selects Xelus Solution for Maintenance Parts Management

Air France Industries will use Xelus software to plan, forecast and deploy inventory used in aircraft and engine maintenance

Rochester, NY - November 28, 2003 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that Air France has selected Xelus software to manage inventory for its maintenance, repair and overhaul operations.

The solution will be deployed by Air France Industries, the world's second-ranking multi-product aviation maintenance company, serving Air France and more than 100 other customers operating all over the world. Xelus software will provide demand forecasting, inventory and replenishment planning, deployment, and strategic inventory optimization for aircraft and engine maintenance.

"Airlines able to immobilize their fleets for the shortest possible time for optimal aircraft maintenance have a competitive edge," said an Air France spokesperson. "It is therefore essential for companies in this sector to develop the most suitable tools and methods to meet market demands."

The Xelus deployment is part of a strategic information technology initiative by Air France, supporting its unchanging commitment to safeguarding air safety, enhancing management of aircraft operation, and containing costs through operational efficiency.

"We are pleased to welcome Air France to our growing list of aviation customers, including Aviall, Alaska Airlines, BAE Systems, British Airways, Delta, Honeywell, and Lockheed Martin," said Terry Stinson, Chairman and CEO of Xelus. "We have proven our ability to help our aviation customers improve aircraft utilization, maintain the highest safety standards, and reduce their inventory costs. These are critical success factors for any company in aviation today."

About Air France

Air France (www.airfrance.com) is Europe's leading airline in terms of the number of passengers carried, third worldwide in international passenger transport, fourth worldwide in international airfreight, and the second-ranking multi-product aircraft maintenance provider. Air France Industries (AFI) is the commercial organization via which Air France sells its aircraft maintenance services to other airlines worldwide. AFI has the capacity to offer a complete range of maintenance services including components, engines, nacelles, airframes, maintenance, engineering and logistics. With 1.8 billion euros of turnover including 33% from third-party customers, AFI does business with some one hundred customer airlines worldwide and is responsible for servicing and maintaining the 245 long- and medium-haul aircraft in the Air France fleet. Its facilities comprise one of the largest industrial bases for aircraft maintenance in Europe and are located at Orly, Le Bourget, Roissy, Toulouse and Saint Quentin en Yvelines (CRMA).

About Xelus

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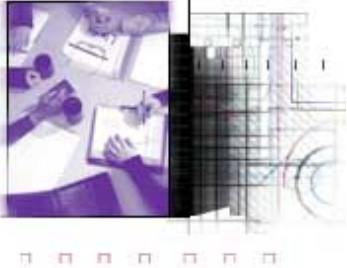
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Unisys Extends Use of Xelus' Global Planning Solution for Network and Support Services Parts Management

Theater Planning capabilities incorporate best practices from leading equipment service organizations, enhancing global inventory utilization

Rochester, NY (November 14, 2003) - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that Unisys Corporation (NYSE: UIS), will implement a new release of Xelus' Global Planning Solution to enhance the company's management of its worldwide parts inventory for IT infrastructure support services.

Reflecting industry best practices defined over years of partnership with industry leaders, Xelus' unique approach combines global inventory utilization while managing regional variances inherent in a complex service parts environment. The result is planning on a global basis that accommodates specific regional or theater requirements while ensuring worldwide consistency of service delivery and alignment with strategic objectives.

"We see the implementation of Xelus' Global Planning capabilities as an important element in continuously improving support for Unisys worldwide customer base," said Dominick Martelli, Director of Global Inventory Management, Unisys Global Infrastructure Services.

Unisys' global services infrastructure includes hundreds of parts distribution centers worldwide. The ability to manage their parts operations and streamline inventory planning is key to managing service requests and making continuous improvements in customer service.

"We selected the latest release of the Xelus Global Planning Solution for its breadth of capabilities and seamless integration with our other systems, as well for Xelus' track record of results for Unisys and our customers," Martelli said. "The ability to drive global and regional objectives simultaneously is paramount in our business."

"From a service parts planning perspective, the complexities of global and theater planning simply cannot be met with an ERP, SCM or entry level parts planning solution," said Terry Stinson, chairman and CEO of Xelus. "Our large, Global 1000 customer base, many with increasingly complex global operations, clearly understands the difference."

About Unisys

Unisys is a worldwide information technology services and solutions company. Our people combine expertise in systems integration, outsourcing, infrastructure, server technology and consulting with precision thinking and relentless execution to help clients, in more than 100 countries, quickly and efficiently achieve competitive advantage. For more information, visit www.unisys.com

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000

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Xelus Service Parts Planning Solution helps BAE SYSTEMS Earn Award for Excellence from UK Ministry of Defense

Joint BAE / DLO team recognized for "Excellence in Smart Acquisition" on support contract for Nimrod Maritime Reconnaissance Aircraft fleet

Rochester, NY - Sept. 29, 2003 - Xelus, Inc., leading provider of Enterprise Service Management (ESM) solutions for aftermarket service of high-value capital equipment, today announced that a joint BAE SYSTEMS and Defense Logistics Organization (DLO) equipment support team has won a UK Ministry of Defense Team Excellence award for their performance on the Nimrod Integrated Support Contract (NISC). This award recognizes teams who demonstrate excellence in Smart Acquisition.

The NISC team has completed all milestones and exceeded all performance expectations since winning the contract in October 2002. Central to its success is the Xelus Parts software solution that it uses to plan and forecast over 13,000 spare parts for the Nimrod Maritime Reconnaissance Aircraft fleet. Xelus Parts has helped the team deliver increased service levels every month since its go-live in February 2003, with an overall average of 92% against a contract rate of 85%. They have optimized inventory distribution and minimized costs at the same time.

Under the £75 million NISC contract, the team provides guaranteed levels of Nimrod availability through spares-inclusive maintenance, carries out major and minor maintenance, and ensures an agreed level of airframe components are available to support the RAF's first and second-line maintenance of the Nimrod MR2 fleet.

Based on the NISC program success, BAE SYSTEMS is implementing the Xelus solution into similar projects to manage in-service spares for the VC-10 and Tornado aircraft.

"With Xelus Parts we have achieved or surpassed all service level targets on the NISC contract, while minimizing inventory costs," said Bill Burgess, Strategy and Capability Development Manager. "Using Xelus lets us confidently deliver a reliable service at a known cost, and is adaptable to any program or platform. We expect to include the use of Xelus Parts in all future bid proposals to the MOD."

Background: the Nimrod Maritime Reconnaissance Aircraft

The Nimrod is the only land-based pure jet maritime reconnaissance aircraft in the world, combining the ability to transit at high speed to its operating area with lower speeds necessary for search and surveillance when on task. The Nimrod's primary role is to hunt and if necessary, destroy non-friendly submarines and surface ships in British waters. The Nimrod's capabilities - its ability to fly low-level at 200 ft and if necessary, 200 knots for up to seven hours - make it an ideal aircraft for carrying out long-range Search and Rescue missions where the helicopters have reached the limit of their fuel.

Background: Smart Acquisition

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Every year the UK Ministry of Defense spends around £10 billion on procuring equipment and a further £5 billion on construction, property management and miscellaneous stores and services. Smart Acquisition applies not only to the procurement of new equipment, but to its support in service, and to stores and supplies. The specific objectives of Smart Acquisition are:

- Delivering projects which meet or better the time, cost and performance targets which were set when the decision to proceed with the project was made;
- Acquiring military capability progressively, at lower risk, and with the right balance between military effectiveness, time and whole-life costs;
- Closer working with industry; and
- Cutting the time for key technologies to be with the front line.

Learn more at <http://www.mod.uk/issues/acquisition/smart.htm>

About BAE SYSTEMS

BAE SYSTEMS is a truly global systems, defense and aerospace company. BAE SYSTEMS employs some 100,000 people and has annual sales of around £12 billion. The company offers a global capability in air, sea, land and space with a world-class prime contracting ability supported by a range of key skills.

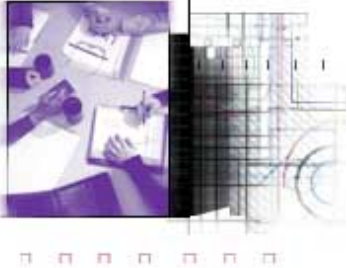
BAE SYSTEMS designs, manufactures and supports civil and military aircraft, surface ships, submarines, space systems, radar, avionics, communications, electronics, guided weapon systems and a range of other defense products.

About Xelus

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Former BEA Systems' Services Exec. George Chintala Joins Xelus as Vice President of Operations

Chintala has 15 years experience building and managing business and technical consulting organizations at major enterprise software companies

Rochester, NY - Sept. 4, 2003 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions for aftermarket equipment service, has named George Chintala vice president of operations. Chintala has 15 years experience building and managing successful consulting practices for major enterprise software companies including BEA Systems and Oracle Corporation. Reporting to Xelus chairman and CEO Terry Stinson, Chintala will lead the development, technical and business consulting, account management and support operations at Xelus.

Chintala was most recently vice president of worldwide consulting services at BEA Systems, where he was responsible for business integration, architecture and technology consulting to ensure successful implementation of BEA technology. During his seven years with BEA, he also consolidated multiple consulting and support organizations in Europe, creating a unified EMEA services team. He has prior experience as sales engineering manager at Compuware Corporation; as an independent IT management consultant to the British Embassy in Washington, DC; and as a senior consultant and project manager at Oracle Corporation.

Chintala holds a degree in Computer Science and Engineering from Bucknell University.

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Xelus Names Ed Wodarski Chief Strategist

20-year veteran of service parts and supply chain software development and implementation rejoins Enterprise Service Management leader

Rochester, NY - August 20, 2003 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions for aftermarket service of high-value capital equipment, today announced that Ed Wodarski has rejoined the company as chief strategist. Reporting to Xelus chairman and CEO Terry Stinson, Wodarski will guide overall corporate strategy and lead the company's marketing, communications, analyst relations and product management activities.

Wodarski was most recently executive consultant at Optiant, Inc., an award-winning provider of supply chain design solutions. In the previous ten years at Xelus he served as chief strategist; general manager of the aviation and transportation markets; director of worldwide consulting with responsibility for managing global implementation teams; and product manager for the company's service parts planning solutions. He has eight years prior experience in the design, development and implementation of service parts planning systems in the equipment service organizations of Xerox Corp. and Northern Telecom.

Wodarski has a BA in Applied Statistics from St. Bonaventure and an MBA in Operations Management and Finance from the University of Rochester. He is frequent speaker and author on issues in service management and aviation maintenance, repair and overhaul (MRO).

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Industry Analysts

Gartner, AMR, Meta, GigaGroup... we know them all. For the names of industry analysts who cover our market segment, please contact marketing@xelus.com.

Other Contact Information

Please refer to the main [Contact](#) page.

Compelling Quotes and Testimonials

Don't miss [Xelus In The News](#), our amazing [Case Studies](#), or our [Client Testimonials](#) for some great quotes about the value that Xelus brings.

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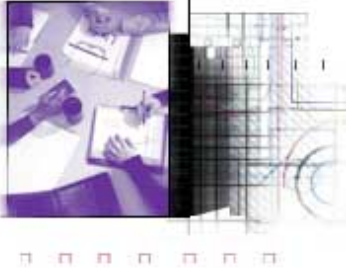
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Xelus Secures Key Aerospace/Defense Win with Lockheed Martin Aircraft & Logistics Centers (LMALC)

Xelus solutions selected to optimize service parts planning and forecasting for LMALC Kelly Aviation Center MRO programs

Rochester, New York (August 04, 2003) - Xelus, Inc., provider of Enterprise Service Management (ESM) solutions for aftermarket service of high-value equipment, today announced a strategic contract to provide software and consulting services to Lockheed Martin Aircraft & Logistics Centers (LMALC). LMALC is a leading provider of aircraft maintenance and integrated life cycle support services for the Department of Defense and commercial customers. LMALC will use Xelus software to manage the service parts supply chain for its military engine MRO (maintenance, repair and overhaul) operations at Kelly Aviation Center, L.P., a joint venture between LMALC and GE Aircraft Engines.

The Xelus ESM solution ensures an optimized inventory position to satisfy demand for scheduled and unscheduled maintenance, using historical trends, operational metrics and probabilistic techniques. It calculates optimal supply strategies based on existing inventory and sourcing alternatives such as inventory rebalancing, returns, substitutions, repair, upgrades, new buys and order rescheduling. The system tracks rotables by configuration through repair and overhaul and back into inventory, to ensure compliance and extract maximum value from existing inventory. By optimizing inventory position and location, the Xelus solution aids readiness and reduces waste due to excess inventory.

"Lockheed Martin's selection of Xelus underscores our unmatched expertise in MRO for aviation and defense," said Terry Stinson, Xelus chairman and CEO. "Manufacturing-centric supply chain solutions don't address MRO challenges; from the huge volume of part numbers per planner, to the sporadic nature of demand, to the need to integrate the repairable components into the supply stream. Xelus is pleased to add LMALC to its growing list of aviation and defense MRO customers including Aviall, BAE SYSTEMS, Delta Air Lines, and Honeywell."

About Lockheed Martin Aircraft & Logistics Centers (LMALC)

LMALC (<http://lmalc.external.lmco.com/lmalc/>) is the aerospace support arm of the Technology Services Business Area of the Lockheed Martin Corporation (NYSE: LMT), and is one of the leading providers of aircraft maintenance and integrated life cycle support services for the Department of Defense and commercial customers. The company offers international and domestic aircraft center support, field services, and logistic services, as well as a network of strategic alliances designed to help customers find the best value after-market support for their aircraft.

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy

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and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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Xelus Introduces New Reverse Logistics and Depot Repair Management Solutions

Leader in service parts management expands offerings beyond parts planning, to enable real-time "adaptive supply chain" for service

Rochester, New York (July 14, 2003) - Xelus, Inc., provider of Enterprise Service Management (ESM) solutions for aftermarket service of high-value equipment, today announced its new Xelus Reverse Logistics and Xelus Depot Repair solutions. The new solutions work with Xelus Parts, the company's market-leading service parts management solution, to let customers connect returns, repair and redeployment processes with parts planning, sourcing and fulfillment. All Xelus solutions are built on open, J2EE standards-based architecture and Java client technology.

Uniting planning with execution, Xelus enables an adaptive supply chain for service. With actionable data and information transparency, users can continuously hone both plans and execution in real-time, based on actual performance.

"Xelus gives us amazing real-time visibility into our inventory, wherever it is," said Andy Hatch, senior vice president of operations at Jabil Global Services. "Tying actual inventory information to planning and forecasting yields cost and service level improvements that you just can't get by optimizing planning independently of execution. Xelus is way ahead of the rest in going beyond parts planning, and understanding the business processes that a service organization needs. They give us a definite edge over our competitors."

"Service leaders like Cisco, Dell, HP, Honeywell and NCR have achieved great benefits using Xelus' parts planning solutions, reducing costs \$10 to \$50 million the first year while improving service levels 10% to 20%," said Xelus CEO Terry Stinson. "So we asked those customers; 'Where do we go from here?' And this is what's next - linking planning to execution, creating an adaptive supply chain for service. Our customers have told us they need to go beyond parts planning. Xelus' expanded solutions let them continuously monitor supply chain performance, identify variations in execution that will impact their plans, and make informed adjustments in real time. We provide unmatched information transparency and best-in-class technology to remove data latency, drive out costs and improve service."

Xelus Reverse Logistics lets users manage the entire reverse logistics process to quickly recover and redeploy high-value repairable assets. Xelus' Web-based platform provides complete item visibility throughout the process and lets users generate RMAs (Returned Material Authorizations) from anywhere. At the point of RMA generation, Xelus automatically recommends, in real time, the disposition of returned assets to achieve cost and service level targets, based on forecasted returns and an optimized asset utilization plan. Full warranty tracking ensures prompt recovery of warranted items.

Xelus Depot Repair automates all repair shop processes, from test and screening through repair, refurbishment, or de-manufacturing. It provides automatic job sequence routing and real-time visibility to all items in the process, including items sent out for vendor or subcontractor repair or

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exchange. Xelus Depot Repair captures failure and process data to be used for data mining and feedback to design and planning teams. It provides complete work order history, job costing, and full asset tracking by serial number.

The new solutions complement the **Xelus Parts** solution for unified service parts management, which lets users forecast demand and source, deploy, replenish and manage parts inventories. Xelus Parts enables global planning with local control to support variances in regional and product group operating parameters. It automatically considers new, used and alternate parts and factors forecasted returns into the supply equation. It is used by more customers than all other commercial service parts management solutions combined.

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Xelus Offers New Executive White Paper

Sponsors Study by AFSMI, Blumberg Associates on "Achieving Success in the Service Market"

Rochester, New York (June 30, 2003) -Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions for maintenance, repair and aftermarket service of high-value capital equipment, has sponsored a study on "S-Business Optimization" by D. F. Blumberg & Associates (BAI) and the Association For Service Management International (AFSMI).

The white paper describes cross-sectional studies of more than 250 small, medium, and large service organizations operating nationally or globally; large scale benchmark surveys of over 100 service firms; and extended surveys regarding the state of the art in service. It covers a range of service-related technologies including call handling and dispatch, artificial intelligence, call avoidance, diagnostic technology, workforce management and scheduling, service parts logistics support, and advanced PDA technology.

Of the 43 organizations identified as "best practice" service organizations by BAI, 100% use service parts logistics optimization technology such as that offered by Xelus. Field service management systems are used by 51%, while 30% use customer relationship management (CRM) systems.

A copy of the Executive White Paper is **available from Xelus.**

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Fujitsu Siemens Computers Selects Xelus Solutions to Manage EMEA-wide Service Parts Network

Europe's leading computer company will use Xelus software to forecast, plan and deploy spares for its enterprise and personal computing customers

Rochester, New York (May 27, 2003) -Xelus, Inc., provider of Enterprise Service Management (ESM) solutions for aftermarket service of high-value equipment, today announced that Fujitsu Siemens Computers, the leading European computer company, has selected Xelus software to manage its international service parts network. Xelus capabilities include demand forecasting, inventory and replenishment planning, and deployment of service parts to support Fujitsu Siemens Computers' customers in all key markets in Europe, the Middle East and Africa (EMEA).

With over 30 years' experience in service, Xelus provides best-in-class solutions for equipment service management. Xelus software supports the unique requirements of the service organization that manufacturing supply chain applications do not address. These include the ability to manage a wide-spread international service parts network, support various service level agreements, and maintain the right inventory at all levels of the stocking network - from central stores to on-site parts lockers - to deliver high levels of service while minimizing costs.

The implementation will be lead by Barkawi and Partner, a leading international consulting and implementation support company which specializes in supply chain optimization, service parts logistics and inventory management.

About Fujitsu Siemens Computers

Fujitsu Siemens Computers is the leading European computer company and offers one of the world's most complete product and solution portfolios. Its world-leading technology and innovative IT products span the entire range of personal and enterprise computing needs: mobility solutions, notebooks, PCs, workstations, Intel- and Unix-based servers, mainframes and storage solutions. With extensive European manufacturing facilities and about 7,000 employees, the company operates in all key markets across Europe, the Middle East and Africa and has individual companies in most countries. It is a joint venture between Siemens AG and Fujitsu Limited.

For further information, visit www.fujitsu-siemens.com.

About Barkawi and Partner Barkawi and Partner is an international management consulting and implementation support company, specializing in supply chain optimization, service parts logistics and inventory management. Established in 1994, the company has grown to a leading provider of professional services with more than 50 employees. Its clients are large-scale global corporations including Electrolux, T Mobile, Fujitsu Siemens Computers, Nokia, Philips and Siemens. It has headquarters in Munich with a branch office in Paris. For more information visit www.barkawi.com.

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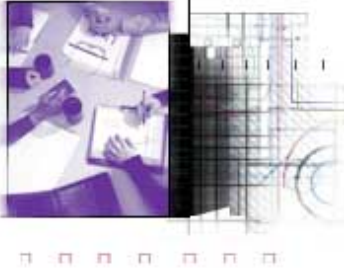
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Electrolux Home Products Europe Selects Xelus Solutions for Service Parts Planning and Forecasting

Consumer Durables Division in Europe will use Xelus software to manage spares for aftermarket support of brands including Electrolux, AEG and Zanussi

Rochester, New York (May 27, 2003) -Xelus, Inc., provider of Enterprise Service Management (ESM) solutions for aftermarket equipment service, today announced that the Electrolux Group's Home Products division in Europe has selected Xelus software for service parts demand forecasting, inventory and replenishment planning, and deployment. Electrolux is the world's largest producer of appliances and equipment for kitchen, cleaning and outdoor use. The European Consumer Durables division accounted for around one third of Electrolux Group sales of SEK 133 billion in 2002.

Electrolux will implement Xelus solutions in its European spares planning groups in Sweden, Germany, Italy and the United Kingdom. The Xelus applications will manage European-wide service inventory for Electrolux brands including Electrolux, AEG and Zanussi.

"The Xelus software will get us to the next level in inventory performance," said Lutz Frede, vice president of after sales service & spares at EHP Europe. "To provide an excellent availability of spare parts to our consumers while reducing inventory at the same time is a complex task. With Xelus' leading edge software we will achieve both tasks at the same time."

Xelus software helps companies reduce excess and obsolete service inventory while improving customer service levels. The implementation will be lead by Barkawi and Partner, a leading international consulting and implementation support company which specializes in supply chain optimization, service parts logistics and inventory management.

About Electrolux

The Electrolux Group (London Stock Exchange: ELXB, NASDAQ:ELUZF, ELUXF) is the world's largest producer of powered appliances for kitchen, cleaning and outdoor use, such as refrigerators, washing machines, cookers, vacuum cleaners, chainsaws, lawn mowers, and garden tractors. Every year, customers in more than 150 countries buy more than 55 million Electrolux Group products for both consumer and professional use sold under famous brands such as AEG, Electrolux, Zanussi, Frigidaire, Eureka and Husqvarna. In 2002, Electrolux had sales of SEK 133.2 billion and 82,000 employees. For more information visit www.electrolux.com.

About Barkawi and Partner Barkawi and Partner is an international management consulting and implementation support company, specializing in supply chain optimization, service parts logistics and inventory management. Established in 1994, the company has grown to a leading provider of professional services with more than 50 employees. Its clients are large-scale global corporations including Electrolux, T Mobile, Fujitsu Siemens Computers, Nokia, Philips and Siemens. It has headquarters in Munich with a branch office in Paris. For more information visit www.barkawi.com.

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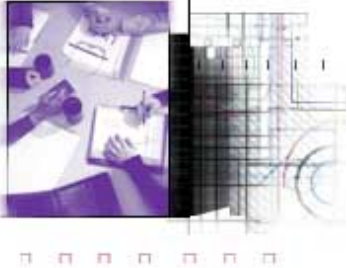
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Xelus Completes Kirus Acquisition, Creating "Closed-Loop" Process for High-Value Capital Equipment Service

Kirus founder Dr. Ho Kim leads product direction as Xelus merges decision support and execution software for service parts planning, fulfillment and reverse logistics

Rochester, New York (April 21, 2003) - Xelus, Inc., provider of Enterprise Service Management (ESM) solutions for aftermarket service of high-value capital equipment, today announced it has completed its acquisition of Kirus Solutions, Inc. The Kirus software for reverse logistics and depot repair management has become an integral part of the expanded Xelus ESM suite, giving Xelus customers a "closed loop" solution for service parts planning and execution.

"The companies' products and staffs complement each other well, giving Xelus a much broader and expanded total service parts management footprint," said Larry Lapide of AMR Research, in the Nov. 15, 2002 AMR Alert. "With this move and others expected, Xelus, in the long run, should continue to stay a leader in this high-potential market."

Xelus helps companies optimize global service inventory and supply strategies to maximize the uptime of capital equipment -- from computer networks to weapons systems -- while minimizing the cost of service parts inventory. This includes planning for the optimal use of returned assets. Kirus software manages the process of recovering these assets, including reverse logistics, warranty tracking, depot repair and asset re-disposition activities. Together they create a closed-loop system to position the right service parts at all points in a global service network, recover high-value repairable inventory, and efficiently return recovered assets to the supply stream when it makes good business sense to do so.

Kirus' expertise with execution software also allows Xelus to create closer ties between planning and execution throughout the closed-loop process: from parts sourcing and fulfillment to the return, repair and redeployment of those assets.

"This is a strategic acquisition to expand the Xelus solution footprint, driven by our commitment to give our customers the best and most complete solution for Enterprise Service Management," said Terry D. Stinson, chairman and CEO of Xelus. "Through our partnerships with service leaders such as HP and Dell, we identified reverse logistics and depot repair as a key part of the solution. We sought out Kirus as they clearly offer the best technology and domain expertise in this area. We're pleased to have found a partner with the technology, experience and passion for service that matches our own."

Kirus founder Dr. Ho Kim has been named vice president of product planning and management at Xelus, reporting to CEO Terry D. Stinson. Xelus plans to retain its headquarters and development center in Rochester, NY, and the Kirus development center in Irvine, CA.

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts

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Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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Xelus Appoints Lynda Bates Vice President and Controller

Rochester, NY - Mar. 4, 2003 - Xelus, Inc. has promoted Lynda Bates to vice president, expanding on her role as controller of the Enterprise Service Management (ESM) company. She joined Xelus in 2000 as director of financial planning and analysis, and was promoted to controller in July 2001.

"As controller, Lynda was instrumental in helping Xelus exceed our targets for profits, cash and sales in 2002," said Xelus chairman and CEO Terry Stinson. "She has strong financial management skills and a deep understanding of the enterprise software market. As vice president she will expand her leadership role and strategic value to Xelus."

Lynda has more than twelve years of related financial experience in public and private corporations. Before joining Xelus she was corporate controller for Patient Infosystems, Inc. (NASDAQ:PATI), a health management software company. She has additional experience as director of general accounting for a physician's group and management service organization, and as a public accountant.

Lynda is a certified public accountant in New York State and holds a BS in accounting from Saint John Fisher College in Rochester, NY. She is a member of the board of directors and treasurer of the non-profit Little Theater Film Society of Rochester.

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Xelus and Kirus Announce Merger Plans

Companies bring together the best in service parts planning and reverse logistics/repair center management solutions

Rochester, NY - Nov. 18, 2002 - Xelus, Inc., provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, and Kirus, Inc., provider of e-business applications for reverse supply chain management, today announced plans to merge the two privately-held companies pending final due diligence. The combined company will retain the Xelus name, and the Kirus products will become part of the Xelus ESM solution suite for maintenance, repair and aftermarket service of high-value capital equipment.

"It's a good deal for both parties," said Larry Lapide of AMR Research, in the Nov. 15, 2002 AMR Alert. "The companies' products and staffs complement each other well, giving Xelus a much broader and expanded total service parts management footprint."

"This merger is a significant step in expanding the Xelus solution within the context of the ESM vision that Xelus has defined and popularized over the last two years," said Terry Stinson, chairman and CEO of Xelus. "Xelus has long been dominant in service parts planning and decision support, while Kirus has proven its execution capabilities for reverse logistics and repair center management. Bringing together planning and execution systems gives customers increased ability to monitor, adapt and respond to a real-time service network."

Stinson will serve as chairman and CEO of the merged company. Kirus founder Ho Kim will remain with the company and take a significant role in guiding the future product direction. The company will maintain both its development centers, in Rochester, NY and Irvine, CA.

"Xelus and Kirus have built a successful partnership through joint development efforts for customers such as Cisco Systems," Kim said. "Our products and vision are extremely well aligned. Combining the companies will strengthen our leadership position in the market with a more comprehensive, proven solution than our competitors can offer."

Xelus helps companies optimize global service inventory and supply strategies for high-value capital equipment, calculating the right mix of service parts in the right locations to satisfy demand for scheduled and unscheduled maintenance. Kirus ensures effective use of returned assets by managing returns and exchanges, reverse logistics, warranty tracking, repair center operations and workflow, de-manufacturing and asset re-disposition. The ability to combine Xelus' detailed planning information with Kirus' execution data lets customers derive more accurate planning factors, measure actual performance, and identify opportunities for process improvement.

Both Xelus and Kirus solutions include technology for supplier collaboration and business analytics, and are built on the J2EE (Java™ 2 Platform, Enterprise Edition) standard for multi-tier enterprise applications supporting XML, Java Servlets API, and portability across the wide range of existing enterprise systems.

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AMR Research estimates that the service parts management market has the potential to generate \$800M annually in license and services revenues, and is currently being under-penetrated with annual revenues of around \$100M.

"With this move and others expected, Xelus, in the long run, should continue to stay a leader in this high-potential market," Lapide said.

"The ESM market is getting a lot of attention as a new source of highly profitable revenue for equipment manufacturers, and a way to sensibly reduce costs for equipment operators," said Ed Glassmeyer, founding general partner of Oak Investment Partners. "Xelus has leveraged its leadership in service parts planning and its close relationships with a blue-chip customer base, into a solid vision for consolidating and leading this market. This merger is further proof of their ability to expand their solution and execute on that vision."

About Kirus

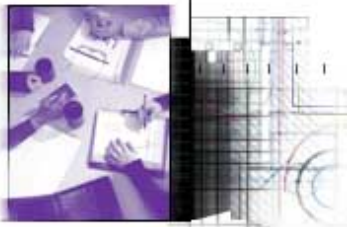
Kirus, Inc. (www.kirus.com) is the leading provider of dynamic, e-business applications that manage global reverse supply chains. Its systems enable manufacturers to increase profits by effectively utilizing return inventory and reducing operating costs. Kirus automates business processes, facilitates rapid information exchange, and delivers real-time visibility of data across the entire reverse supply chain. Kirus can be integrated with CRM, ERP and forward supply chain solutions to manage the complete product life cycle. Kirus customers include Jabil Global Services, DecisionOne Corporation, uBid, and Datatech Depot.

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Xelus Names Terry D. Stinson Chairman and CEO

Former CEO of Bell Helicopter Textron brings aviation & defense and high tech experience to Enterprise Service Management leader

Rochester, NY – September 16, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that it has named Terry D. Stinson as its new chairman and CEO. Stinson was formerly CEO of Bell Helicopter Textron, a \$1.4 billion producer of commercial and military helicopters, and joined the Xelus board of directors in March 2002. He succeeds Mike Fabiaschi.

"Xelus is extremely fortunate to attract a leader of Terry's caliber and experience," said Xelus board member Ed Glassmeyer, founding general partner of Oak Investment Partners. "He has shown at Bell and UTC that he knows how to drive revenue and profit from the equipment service side of the business - that is, he understands what Xelus customers are trying to do."

Before taking the reins at Bell Helicopter, Stinson served as president and group vice president for several Textron aerospace business units. Prior to that he was president of the Hamilton Standard Division of United Technologies Corp. and led due diligence teams involved with UTC's acquisition of Otis Elevator and Carrier. He previously held key leadership positions at high-tech giants Fairchild Semiconductor, Harris Semiconductor and Texas Instruments.

"As we look to the next stage of Xelus' growth, the board and Xelus management team agreed that the skills and leadership style needed to maximize Xelus' opportunity today are different from those it took to launch Xelus and build the vision of ESM," said Fabiaschi. "Terry has the proven ability to run large companies and grow them, both organically and by acquisition. In the six months I've worked with Terry on the Xelus board, I have also been impressed by his inside knowledge of service operations and the issues facing our customers."

"I want to thank Mike for his contributions as CEO over the past four years," Stinson said. "His vision took Xelus from a service parts planning tool vendor, to its current position as the leader in solutions for the service enterprise. He raised awareness of the strategic nature of the service organization for equipment manufacturers and operators. He was instrumental in popularizing the concept of Enterprise Service Management, which today is recognized as 'a vital piece of an overall customer-centric strategy' by AMR Research and other software industry experts."

"Xelus is now well positioned to expand its presence in the market that it has defined," Stinson added. "Companies are looking for new ways to not only reduce costs, but increase revenues. By helping our customers serve their customers better, Xelus is one of the few companies that can deliver on both counts."

Stinson received a bachelor of science degree in industrial management from the Georgia Institute of Technology and is a member of numerous

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aviation, aerospace and defense-related associations. Aviation Week called Stinson "one of the U.S. aerospace industry's most respected executives" in 2001.

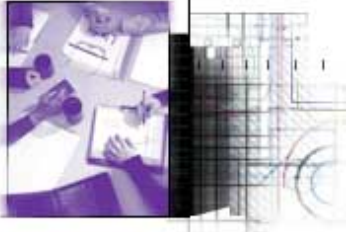
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Xelus Secures Additional \$8.4 Million in Venture Funding

Profitable Enterprise Service Management Provider Reinforces Strong Financial Position

Rochester, NY – August 14, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced it has raised \$8.4 million in financing provided by its existing investors Insight Capital, Oak Investment Partners, UBS, Integral Capital Partners and MMC Capital.

"Xelus has a steady maintenance revenue stream from over 100 world-class customers. We have reached profitability through revenue growth and expense control, and we have an extremely strong pipeline going forward despite very challenging market conditions," said Xelus chairman and CEO Mike Fabiaschi. "During a severe IT spending slowdown in the first half of 2002, the company has achieved 30% year-over-year revenue growth and is profitable. At a time when most software vendors are being questioned about their viability, we are pleased to have this additional capital to further strengthen our balance sheet."

"Xelus enjoys the continued confidence of its customers and investors, who believe in Xelus' ability to capture the value opportunity in aftermarket service," said Terry Stinson, a member of the Xelus board of directors. "The company has done the right things to achieve profitability, and securing this additional capital is a good move to reinforce its strong financial position in a time of economic uncertainty in the software markets."

Xelus solutions help companies in aviation, defense, high tech, telecommunications, surface transportation and energy to maximize the "uptime" of their high-value capital equipment while minimizing the cost of service parts inventory. The company recently announced new Theater Planning capabilities that it developed jointly with service leaders Cisco, HP, NCR and Unisys to advance the state of the art in global service inventory planning.

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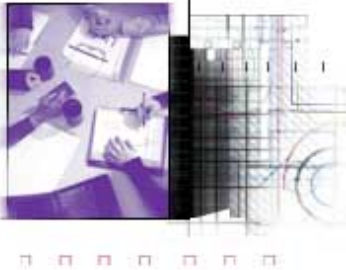
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Xelus announces major expansion of Global Planning solution for service inventory

New Theater Planning capabilities incorporate best practices from leading equipment service organizations, enhance capacity for global inventory utilization

Rochester, NY - May 06, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, unveiled today a major expansion of its Global Planning solution for equipment-related service - introducing new, advanced Theater Planning functionality. Reflecting industry best practices defined over years of partnership with service leaders, Xelus' unique approach combines global inventory utilization with a respect for the regional and product group variances inherent in a complex service parts environment.

The result is planning on a global basis that allows for different operating parameters in different theaters, while ensuring consistency with overall strategic objectives. Theaters are typically defined as geographic regions, but they may also be divisions, groups, operating companies or even product lines of a parent company.

Theater Planning

Theater Planning allows a service organization to manage unique service requirements for different business units and geographies, while ensuring consistency with its global planning strategy. For example:

- Part lifecycles can be managed more efficiently with Theater Planning, since demand may be trending differently for the same part in different theaters. A product may be near its end of life in one theater as it is being introduced as a new product in another. This requires a global supply of service parts for the worldwide installed base, but any single part must allow for multiple forecast methods, leading indicators and service level policies to be applied to it to meet the needs of each theater.
- Repair centers may be more costly in one country than another, leading to different repair strategies in each theater.
- Some parts may be sourced from a single vendor and distributed globally; others may be procured locally from in-theater vendors. Theater Planning allows users to recognize these unique factors within the context of a global strategy.

Theater Planning within a global solution lets companies more efficiently balance inventories and scarce resources across the entire service network. A "Master Planner" with global oversight can coordinate inventory requirements across theaters and manage selected SKUs directly, as appropriate. Theater Planners manage inventory within their domain, using real-time messaging to collaborate with each other and the Master Planner. Exception messages generated by the system are routed directly to the person designated to take action, whether on a theater or global level. Decision support functions help planners meet cost and service level objectives; for example, "allocation cost optimization" supports cost-effective transshipment of parts between theaters.

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Best Practices

The new Theater Planning functionality is a direct result of collaboration between Xelus and its customers including Cisco, Compaq, HP, NCR and Unisys. Long-term relationships with these service leaders, combined with Xelus' deep domain expertise, resulted in the best practices that are the foundation for the new release.

"Working closely with our long list of respected customers, we recognize and develop best practices which we use in expanding our offerings," said Mike Fabiaschi, chairman and CEO of Xelus. "Xelus has been the recognized leader in service parts planning for 30 years, and we're continually building on that expertise to address the real business needs of the service enterprise. This latest advancement is a perfect example of the very best practices and leading-edge technology you can expect from Xelus."

While many companies manage service parts inventory around the world, most are just beginning to look at combining global inventory utilization with local planning and execution.

"We have customers who have been using our solution to do global planning for years, with one planning system and one set of rules for their entire network," explained Tom Seadler, vice president of professional services and development at Xelus. "Other customers have been doing 'worldwide' planning, using the Xelus solution in multiple theaters but allowing each theater to operate independently using its own parameters. Our new Theater Planning capability will allow all of our customers to manage their inventory by theater, and roll the information up into one global view. This is the future of service parts planning, and Xelus is the only provider to offer a solution for it today."

Service is Different

The Theater Planning functionality draws on powerful algorithms designed to address critical service support processes such as planning, sourcing, repairing, maintaining, scheduling and delivering service and parts in complex environments.

"From a service parts planning perspective, the complexities of global and theater planning simply cannot be met with an ERP, CRM or SCM solution or even by other 'global' planning solutions that don't allow for regional differences," said Fabiaschi. "At Xelus, we fulfill needs that are 100% service oriented, and with our customers we define the future of equipment service. Our large customer base, many with increasingly complex global operations, clearly understands the difference."

Xelus Theater Planning capabilities are available for delivery in Q4 2002.

About Xelus

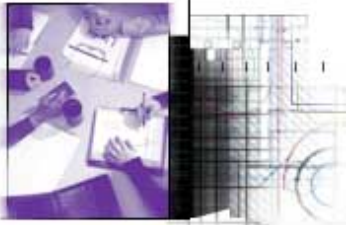
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Xelus Appoints Tom Seadler VP of Operations

Move strengthens ties between Xelus' customer-facing Professional Services Organization and its Software Solutions Development group

Rochester, NY - May 02, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced the promotion of Tom Seadler to vice president of operations. Seadler was most recently vice president of Xelus' professional services organization, leading the company's technical consulting, business consulting, account management and customer support operations. In his new role he takes on added leadership responsibility for the company's Rochester, NY- based software development organization.

"Xelus has a level of customer satisfaction and loyalty that is unsurpassed in the software industry, and our professional services organization deserves a ton of credit for that," said Mike Fabiaschi, chairman and CEO of Xelus. "Their in-depth understanding of our customers' business issues guides our development organization, who apply the latest technology and quality processes to create solutions. Tom's new role will bring these two groups even closer together on an operational level, and will further strengthen our ability to listen to our customers and deliver what they need."

Seadler joined Xelus in 1999 with over 20 years of experience in supply chain and logistics. He was previously global consulting manager for ERP vendor System Software Associates, Inc. (SSA), responsible for key accounts with multi-national operations and revenues in excess of \$4 billion. At SSA he was instrumental in driving the development of global services initiatives and establishing global services coordination for Fortune 1000 accounts. His earlier experience includes serving as vice president of information technology with responsibility for software development at Canandaigua Wine Company, a \$1.6 billion producer of wine and spirits (now a Constellation Brands company), and as president of Synchron, a sales and services provider for IBM and JD Edwards supply chain solutions.

"Tom has demonstrated a commitment to Xelus and its customers, a talent for planning and execution, and a passion for operational process discipline that generates business results," said Fabiaschi. "Under his leadership the professional services team has consistently delighted our customers while meeting all of its revenue, expense and margin goals. Tom has been a strong advocate for our customers and intimately involved in all aspects of customer interaction. This move will bring the customer's voice even deeper into Xelus' organization."

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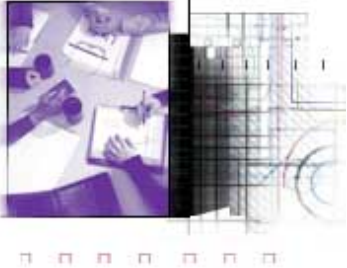
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Honeywell Aerospace Expands View of Demand Stream With Added Solutions from Xelus

Repair & Overhaul and Aftermarket Services groups deploy unified system for spares forecasting, allocation and Material Repair & Overhaul (MRO); employees gain insight to better manage Honeywell's business

Rochester, NY - April 01, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, announced today that Honeywell International, Inc. (NYSE: HON) has implemented additional Xelus capabilities within the Repair and Overhaul (R&O) and Aftermarket Services groups of its Engines, Systems & Services (ES&S) business. Honeywell is a leading global provider of integrated avionics, engines, and service solutions for aircraft manufacturers, airlines, military, space and airport operations.

Honeywell Aftermarket Services added Xelus' allocation module that extends network visibility, giving planners control over the logic of the service parts inventory stocking levels from the central warehouse down to the hangars. The group manages 110,000 different parts with the XelusPlan parts planning solution. The fix-bid implementation was completed on time and on budget.

Honeywell's R&O group in Phoenix, AZ and Anniston, AL also recently completed a XelusPlan version upgrade, including an enhanced MRO module with Probabilistic Bill of Materials (BOM) functionality which allows users to plan independent and dependent demand based upon the condition of the part.

Phoenix R&O tracks their new and used parts inventory of 130,000 different parts using XelusPlan, and places orders with Aftermarket Services for new parts as forecasted. Xelus solutions integrate with Honeywell's OEM purchasing system and various internal order entry systems, and are used at several other Honeywell locations.

"We're very pleased that Honeywell continues to choose Xelus as their partner, working with us to develop solutions that meet the unique needs of aftermarket service in aviation," said Mike Fabiaschi, chairman and CEO of Xelus. "The aerospace industry is looking for increased efficiencies everywhere, and Xelus gives them a huge advantage. We let our clients manage their business, rather than react to it. Xelus is the undisputed leader in this space, with clients like Honeywell, Delta, TRW, BAE Systems, Aviall and more using our proven solutions to simultaneously deliver returns to their customers and their shareholders."

About Honeywell

Honeywell is a US\$24-billion diversified technology and manufacturing leader, serving customers worldwide with aerospace products and services; control technologies for buildings, homes and industry; automotive products; specialty chemicals; fibers; plastics; and electronic and advanced materials. Honeywell employs approximately 115,000 people in 95 countries and is traded on the New York Stock Exchange under the symbol HON, as well as on the London, Chicago and Pacific stock exchanges. It is one of the 30 stocks that make up the Dow Jones

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Industrial Average and is also a component of the Standard & Poor's 500 Index. Additional information on the company is available at www.honeywell.com.

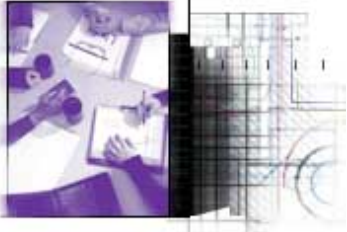
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Xelus Names Gary Fedor Vice President of Worldwide Sales

Brings 28 years experience in computer-related sales, marketing and field service management

Rochester, NY - April 09, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, announces that Gary Fedor has been promoted to vice president of worldwide sales, reporting to Xelus chairman and CEO Mike Fabiaschi.

Fedor joined Xelus in 2001 as vice president of sales for the company's Eastern U.S. region, bringing 28 years of experience in sales, marketing and field service management for computer hardware, software and services companies. He was previously senior vice president for worldwide sales and marketing at V-Span, Inc., a video- and web-conferencing services provider. Prior to that he was senior vice president of Saladin, Inc., a provider of decision support software to the energy industry, with full profit and loss responsibility for the UK-based company's Americas operations. He was appointed to the Saladin board of directors, and after participating in the sale of Saladin to FAME Information Services, Inc. he was named senior vice president of international sales for FAME.

His earlier experience includes four years as director of sales & marketing for ERP vendor System Software Associates (SSA), where he led the top-performing Mid-Atlantic affiliate; and twelve years with increasing management responsibility in hardware and software sales at MAI Basic Four, culminating in his appointment as director of US field operations. In this role he had full profit and loss responsibility for a \$95M operation with over 400 employees in sales, education and field service; and was responsible for reducing field inventory and maintaining service levels.

"Gary has a tremendous amount of experience selling complex software solutions into emerging markets, including a strong background in international sales and field operations management," said Mike Fabiaschi, Chairman and CEO of Xelus. "He has consistently shown solid sales leadership, both at Xelus and in his previous work. I am very pleased that he has accepted this larger role in the operations of Xelus."

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Alan Cross Joins Xelus to Direct Global Defense and Aviation Industry Markets

Cross brings 16 years of experience with the UK Ministry of Defence in logistics and supply chain management

Rochester, NY - March 28, 2002 - Xelus, Inc., the leading provider of enterprise service management (ESM) solutions to Global 1000 corporations, announces that Alan Cross has joined Xelus as director of the company's global aviation and defense industry marketing. Cross joins Xelus following a 16-year career with the UK Ministry of Defence (MOD), where he developed his expertise in military logistics and supply chain management within the MOD's Logistics Research & Analysis Organisation (LARO).

A civilian graduate of the Royal Air Force (RAF) Officers Movements School, Cross was responsible for coordinating worldwide logistic airlift support for the Royal Navy as the Royal Navy representative at RAF HQ 38 Gp RAF High Wycombe. He has experience working with United States defense organizations through a three-year assignment with Special Projects Royal Navy in Crystal City, Virginia, on an Anglo/American defense project. Cross served as an inventory manager on board the ammunition ship RFA Resource during the gulf war conflict in 1991, and in the humanitarian relief effort Op Haven/Operation Provide Comfort in Turkey. With an Executive MSc in Logistics & Supply Chain Management from Cranfield University, Cross is a member of The Chartered Institute of Purchasing and Supply (www.cips.org) and the Institute of Logistics and Transport (www.iolt.org.uk).

"We're at a time when governments and defense contractors are looking for every opportunity to deliver operational capability to the armed forces while also reducing costs. Projects that can rapidly increase the efficiency of their service inventory planning and logistics on a global scale are generating intense interest," said Cross.

"Alan has a phenomenal degree of hands-on experience in defense logistics, and understands the needs and priorities of these organizations," said Mike Fabiaschi, chairman and CEO of Xelus. "Xelus defense customers like Lockheed Martin, BAE Systems and TRW have demonstrated how Xelus inventory management software and process consulting can bring substantial improvements in productivity, readiness and cost control. Alan will help us build on this success as we broaden our customer base in the worldwide defense sector."

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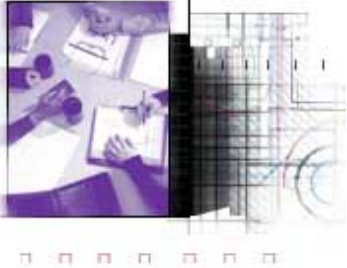
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Former Bell Helicopter Textron CEO, Terry D. Stinson, Joins Xelus Board of Directors

Aerospace industry executive to support Xelus' lead in streamlining MRO operations for aviation and defense markets

Rochester, NY - March 29, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, has named former Bell Helicopter Textron executive Terry D. Stinson to its Board of Directors. Bell Helicopter Textron is a \$1.4 billion producer of commercial and military helicopters, and the pioneer of the revolutionary tilt rotor aircraft. As its chairman and chief executive officer, Stinson led an organization recognized for customer service, innovation and superior quality, including a service workforce of 2,800 employees at over 300 customer service locations around the globe. Aviation Week called Stinson "one of the U.S. aerospace industry's most respected executives" following his retirement from Bell in September 2001.

Stinson joined Textron in 1991 as group vice president responsible for several of Textron's aerospace business units, and was named president of Textron Aerospace Systems and Components in 1995. He was previously president of the Hamilton Standard Division of United Technologies Corporation (UTC), and held key management positions at Fairchild Semiconductor, Harris Semiconductor and Texas Instruments. He received a bachelor of science degree in industrial management from the Georgia Institute of Technology and is a member of numerous aviation, aerospace and defense-related associations.

"Xelus is extremely well regarded in the aerospace and defense sectors - Aviall, British Airways, Delta, BAE Systems, Honeywell, Lockheed Martin, TRW and others point to the cost savings and efficiency they've gained through Xelus software and services," Stinson said. "With the demand for air travel beginning to recover and the FAA again forecasting steady growth, the industry is definitely ready to focus on the bottom-line benefits it can get from streamlining its aircraft maintenance operations. With Xelus' experience and success in this market, it is clearly the best company to deliver proven solutions in this area. I am very excited to be serving on the company's board."

Mike Fabiaschi, Xelus chairman and CEO, said, "Terry's background and reputation in both aviation and defense will enhance Xelus' strength in these areas, and help us capitalize on our great leadership position as we continue to expand our customer base in these key vertical markets. I look forward to working closely with him as a member of our board and as a strategic advisor."

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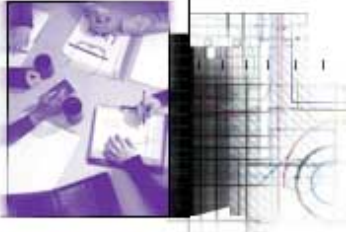
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Aviall Rolls Out Additional Xelus Solution Modules

Cites IT infrastructure, Xelus business process consultants with helping it win \$3B parts distribution contract for Rolls-Royce aircraft engine service.

Rochester, NY - February 19, 2002 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, announced today that Aviall Services, Inc. (NYSE: AVL), the world's largest independent provider of aerospace industry component parts and related aftermarket supply chain management services, has implemented additional Xelus solutions to augment its recent multi-vendor IT infrastructure expansion.

Aviall added Xelus parts allocation and excess capabilities to its XelusPlan installation, allowing it to rebalance inventory across its network, and a collaboration application that gives remote users visibility to Aviall's distribution stocking levels. During the rollout, Xelus business process consultants helped Aviall plan, simulate and demonstrate how they would manage a significant increase in Rolls-Royce's spare parts distribution business. This helped Aviall secure the new Rolls-Royce contract worth \$3 billion over 10 years.

"Xelus put forth tremendous effort to integrate with our other systems, identifying our system discrepancies and building a model for how to resolve them," said Joe Lacik, CIO for Aviall. "Their industry knowledge, practical applications and technology saved us untold hours and ultimately, dollars, in inventory control. Without their tools, we would not have the ability to respond to suppliers like Rolls-Royce."

Prior to the new installations, Aviall's planning calculations and its purchasing and deployment decisions were managed by separate systems with opposing goals. Replenishment processes were managed by the ERP system, while spare parts planning and allocation was managed by XelusPlan. Xelus recognized this discrepancy and began to work with Aviall on a solution through the capabilities that exist in XelusPlan. The fixed-price implementation was completed on schedule and offers a tangible, rapid return on investment.

With the planning and replenishment functions now fully integrated, Aviall has a complete and penetrating view of the cause and effect of changes in planning parameters.

"This solution holds a lot of power. We now have a much finer ability to calculate safety stock numbers and to plan ahead for changes. Our vendors look to us for the answers and now we have them," continued Lacik.

Aviall has used Xelus solutions since 1995 to coordinate the supply, demand and deployment of service parts and critical aviation consumables. With accurate forecasting and inventory planning of 90,000 line items from over 180 manufacturers, Aviall has already achieved significant cost savings through inventory reduction using XelusPlan. Now the company sees additional opportunities to use the system to attract and retain customers.

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"Aviall's customers work in just-in-time mode, and rely on Aviall to keep pace with their service needs," explained Mike Fabiaschi, chairman and CEO of Xelus. "With uniform access to higher quality information, their customers will see improved service levels while Aviall enjoys improvements in overall fulfillment costs. We're pleased to extend our long-term relationship as Aviall continues to draw upon our aviation expertise and innovative solutions to broaden its own service offerings."

About Aviall

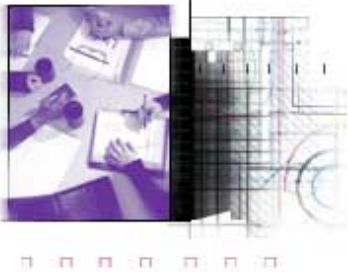
Aviall Services, Inc. (NYSE: AVL) is a leading solution provider of Sales, Supply Chain Management, and Logistic Services for the aviation industry. As the world's largest independent distributor of new aviation parts, the company distributes and markets products of more than 180 manufacturers and distributes approximately 90,000 line items from customer service centers in North America, Europe and Asia-Pacific. Aviall also services aviation batteries, hoses, wheels and brakes. Inventory Locator Service, Inc, a subsidiary of Aviall headquartered in Memphis, Tennessee, is the electronic marketplace for aviation and commercial marine industries that links buyers and sellers of parts and services. Additional information on Aviall is available at www.aviall.com

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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Xelus Software Part of Lockheed Martin Logistics Solution

December 03, 2001 - For Immediate Release

Rochester, NY --

Xelus provides key technology for Lockheed Martin Logistics Command Center

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that the Surface Systems unit of Lockheed Martin Naval Electronics & Surveillance Systems (NE&SS) has implemented Xelus software as a key component in the logistics support services it provides its customers.

Lockheed Martin NE&SS-Surface Systems has enhanced its logistics solution with Xelus software to improve planning and delivery, with primary emphasis on accurate forecasting of service inventory requirements. By optimizing inventory levels, Xelus helps to prevent equipment failures and improve readiness while reducing excess inventory costs.

"We want to provide a process that is a cost effective logistics solution for our customers," said David Gibbs, program manager at Lockheed Martin NE&SS-Surface Systems. "In order to accomplish this, we needed to address specific service issues, such as the fact that components wear out at different rates and that several different algorithms are needed to accurately forecast and plan inventory."

Lockheed Martin's selection of the Xelus product underscores Xelus' growing presence in the defense sector and its strength in the aviation industry, with customers including BAE SYSTEMS, Delta Air Lines, British Airways, TRW, Honeywell and Aviall using Xelus' ESM solutions.

"Companies like Lockheed Martin are finding increasingly compelling ways to help their customers operate more efficiently, increasing readiness while reducing costs," said Mike Fabiaschi, chairman and CEO of Xelus. "Xelus solutions support these objectives perfectly, with our proven record of helping Global 1000 companies improve service levels and profitability. We're proud of our inclusion in the successful implementation at Lockheed Martin, and their validation of our leadership in enterprise service management."

About Lockheed Martin

Lockheed Martin Naval Electronics & Surveillance Systems provides surface ship and submarine weapon systems, antisubmarine warfare and ocean surveillance systems, missile launching systems, radar and sensor systems, ship systems integration services and other advanced systems and services to customers worldwide. NE&SS is a unit of Lockheed Martin Corporation (NYSE: LMT) headquartered in Bethesda, Maryland. The corporation's principal business areas are aeronautics, space, systems integration and technology services.

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts

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Getronics Extends Live Implementation of Xelus Enterprise Service Management Solution Across Europe

December 03, 2001 - For Immediate Release

Rochester, NY --

Sites in UK, Belgium, Italy and France go live as Amsterdam-based leader in information and communication technology executes global rollout

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced additional live implementations as Getronics (Amsterdam Stock Exchange: GTN) executes a global rollout of Xelus' service inventory planning applications. With 30,000 employees in 34 countries, Amsterdam-based Getronics is one of the world's leading providers of vendor-independent solutions and services to professional users of Information and Communication Technology (ICT).

Getronics has gone live with Xelus applications in the United Kingdom, Belgium, Italy and France and will continue its global rollout throughout the year. The company has used Xelus solutions in its North American service organization for five years, and chose to implement Xelus globally based on this group's success in increasing its efficiency. The ICT leader has already seen improvements in inventory management and significant cost savings from the European go-live.

"As of day one, when we switched on with a limited amount of cross-referencing, we were able to identify inventory that was surplus in one country and demanded or required in another country," said John Stepney, EMEA & A-Pac logistics program manager with Getronics.

"Xelus has already exceeded our expectations," Stepney added. "The support from Xelus and quality of implementation has been excellent. We're pleased to have found a premier global provider of service solutions."

In addition to the immediate cost savings and global visibility of inventory, Xelus has enabled Getronics to tackle a legacy of different regional methods for procuring inventory and servicing its clients' hardware needs.

"Xelus has enabled us to go back and link all the part numbers and part histories and point to a new unified part portfolio," Stepney said. "And, with help from Xelus, Getronics is moving to central planning with local execution."

Getronics has also found that it can better leverage its purchasing power with its evolving unified service systems. The company is quantifying the annual value of purchases it makes in Europe from each manufacturer, and using that aggregate to negotiate better terms, rather than negotiating separately in each country.

"We chose Xelus as our global provider because they know how to create

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efficiencies in a service logistics environment," said Bob Velton, director of applications and development at Getronics in the US, who led the effort to expand Xelus applications to the company worldwide. "The Xelus planning application has unique attributes that allow planners to focus on exceptions, make use of supersession with forward- and backward-compatible parts, and understand the life cycle of a product. It lets us buy what we really need and plan for product obsolescence - even sell surplus."

"We're proud of our ongoing relationship with Getronics, the value we've delivered in North America, and the immediate benefits from the European rollout," said Mike Fabiaschi, chairman and CEO of Xelus. "Getronics is clearly a top performer on the global IT services stage, and we're excited to play a role in their success. It's gratifying that major European-based companies such as Getronics chose Xelus when it comes to Enterprise Service Management. "

About Getronics

Getronics is one of the world's leading providers of Information and Communication Technology (ICT) solutions and services to professional users of ICT. With 30,000 employees and a direct presence in over 34 countries, Getronics works with many of the world's largest companies to help them maximise the value of their technology investment. Getronics has alliances with many of the world's leading and most respected hardware and software vendors, yet maintains its independence to select the most suitable technology combinations for its clients. Getronics is headquartered in Amsterdam, with regional head offices in Boston, Singapore and Washington DC. Getronics shares are traded on the Amsterdam Stock Exchange ('GTN').

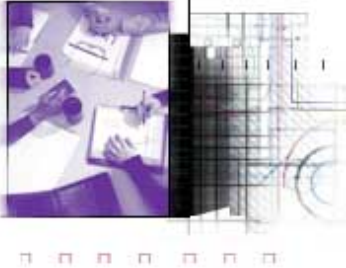
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BAE SYSTEMS Selects Xelus for Enterprise Service Management

November 26, 2001 - For Immediate Release

Rochester, NY --

One of Europe's largest defense contractors will use Xelus to enhance service planning and logistics for defense and aerospace clients

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that BAE SYSTEMS has selected Xelus to enhance service management for its defense and aerospace clients. The world's fourth-largest defense and aerospace firm, UK-based BAE SYSTEMS will utilize Xelus for service parts forecasting, planning and logistics for its contracts including aircraft, submarines, ships and land vehicles.

"In our opinion, Xelus provided the best solution for the aerospace and defense sectors," said Bill Burgess, Strategy and Capability Development Manager with BAE SYSTEMS.

BAE SYSTEMS will use Xelus in particular as part of its total solution based on the BAE SYSTEMS-IFS suite of business applications and in its developing partnership with the Defence Logistics Organisation (DLO) of the UK Ministry of Defence, in addition to providing an improved service to other customers. By helping the DLO manage its £11 billion in inventory, defense contractors such as BAE SYSTEMS will enable the DLO to achieve its goal of reducing expenses by 20 percent while maintaining readiness.

"One of the ways to reduce the DLO's inventory is to proactively manage the repair loop cycle, which is one of the great strengths of the Xelus tool," Burgess said. "By better managing repairable inventory, which tends to be the most expensive, we can see the potential for real savings. With Xelus, we will also be able to provide visibility across the service operation for the DLO."

BAE SYSTEMS chose Xelus primarily due to its proactive demand management, with particular emphasis on reverse logistics-the comprehensive management of returned parts and assets from diagnosis through repair to reintroduction into the supply chain. Burgess said Xelus also rated very well in its forecasting ability against the other top three vendors considered at the end of the year-long evaluation process. Xelus' worldwide presence and proven track record in aviation and defense industries were also key factors in its selection.

"We still have a number of divisions using legacy systems in managing inventory and conducting forecasting and planning, and we have a number of business units supporting their customers on an entirely reactive basis. Now with Xelus we are able to take a proactive approach."

In addition to improving efficiency and reducing inventory and costs, BAE SYSTEMS will use Xelus to enhance military readiness for its defense clients. In defense, the primary drivers are not cost and profit as they are

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in most commercial enterprises, but rather readiness. Having the right mix of parts at the right place and time they're needed is crucial so that weapon systems will be up and operating, ready to perform their mission as needed.

Serving its defense and aerospace clients is the first order of business for BAE SYSTEMS, but the company also sees potential usage of Xelus in its civilian aircraft partnerships. BAE SYSTEMS' Aircraft Service Group provides regional aircraft services and large aircraft conversion and support. "We're thrilled BAE SYSTEMS recognized the value of our solutions and business process intelligence for enterprise service management," said Mike Fabiaschi, chairman and CEO of Xelus. "We look forward to helping this global leader to efficiently manage service for its aerospace and defense clients, keeping their costs down while maintaining readiness."

About BAE SYSTEMS

BAE SYSTEMS is a truly global systems, defence and aerospace company. BAE SYSTEMS employs some 100,000 people and has annual sales of around £12 billion. The company offers a global capability in air, sea, land and space with a world-class prime contracting ability supported by a range of key skills.

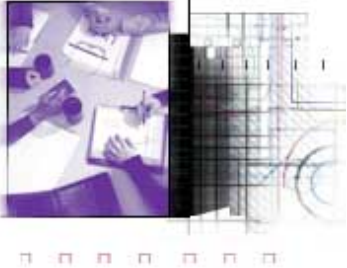
BAE SYSTEMS designs, manufactures and supports civil and military aircraft, surface ships, submarines, space systems, radar, avionics, communications, electronics, guided weapon systems and a range of other defence products.

About Xelus

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TRW Aeronautical Systems Chooses Xelus for Global Service Logistics

November 12, 2001 - For Immediate Release

Rochester, NY --

UK-based defense and aerospace leader will improve service levels, reduce costs with Xelus solution

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that TRW Aeronautical Systems (Lucas Aerospace) (NYSE: TRW) has selected Xelus for global service logistics for its defence and commercial aviation clients. The UK-based aerospace company will utilize Xelus for service-parts forecasting, planning and logistics at multiple locations throughout the world as part of a broader implementation of business forecasting solutions managed by Satyam Computer Services Ltd. TRW Aeronautical Systems has begun the implementation of the Xelus solution, which will integrate with its AeroVantixTM Portal and ERP system, and expects the solution to be in place by the end of the year.

"Our primary objective is improving customer service, and we are confident Xelus will enable us to serve our global customers better through enhanced availability and deployment of service parts," said Arabella Bijlani, vice president of business improvement at TRW Aeronautical Systems.

Before selecting Xelus, the company launched a project in February 2001 gathering detailed information and exploring possibilities for replacing its legacy forecasting and planning systems. From widely varied options, TRW Aeronautical Systems narrowed the list to 12 possibilities and then to three top vendors that focused on service operations. Xelus was selected primarily due to its breadth of functionality, particularly in forecasting, which will be part of TRW Aeronautical Systems' larger business forecasting picture being implemented by Satyam. Xelus' dominance in service, worldwide presence and strength in the aeronautical market were also factors.

"We are looking to fundamentally redesign our spares business processes to enable us to deliver superior customer service, in parallel with the implementation of a new forecasting system across the business. Xelus offered the best, most robust, elegant and lean solution to the problem," Bijlani said. "It was very important to us that Xelus is going in the same direction as we are, and that it will be developing its product to support our future requirements."

TRW appreciated the fact that Xelus' solution is user-friendly and clearly designed for daily work, with mathematical models behind it. The fact that Xelus is browser-based is also good "future-proofing" from an IT perspective.

In addition to its traditional service deployment, TRW Aeronautical Systems will use Xelus to provide forecasting and planning intelligence for

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its recently launched e-business portal, AeroVantix™. With the portal, customers and suppliers have round-the-clock access to buy-and-sell transactions, including airline service parts and repairs services. With Xelus, TRW Aeronautical Systems will ensure that it has provisioned the right amount of stock around the world so that demand captured through the portal will be met.

"Practically any Western aircraft today uses TRW Aeronautical Systems, from flight controls to missile systems to hoists and winches, and we are very pleased that this global leader has endorsed our service leadership in the aviation sector," said Mike Fabiaschi, chairman and CEO of Xelus. "We are committed to enabling TRW Aeronautical Systems to deliver outstanding levels of customer service globally while reducing enterprise service complexity and cost."

About TRW Aeronautical Systems

TRW Aeronautical Systems (Lucas Aerospace) provides the global aerospace industry with high integrity systems and equipment in engine controls, flight controls, missile systems, power generation and management, cargo handling, hoists and winches, and flexible shafts and couplings, all backed by a worldwide customer support organization. For company news and information, visit www.trw-aeronautical.com.

TRW Inc. provides advanced technology products and services to the automotive, aerospace, telecommunications and information technology markets worldwide. TRW, which is celebrating its 100th year of operations in 2001, had 2000 year-end sales of \$17.2 billion. For more information, visit www.trw.com.

About Satyam

Satyam Computer Services Ltd. (NYSE :SAY) is a global consulting and system integrator company headquartered at Sec'bad, India.

About Xelus

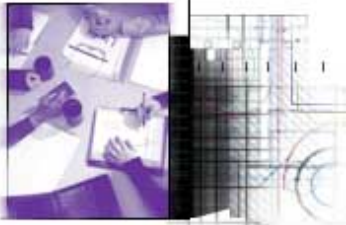
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Network Appliance Selects Xelus Enterprise Service Management Software for Global Customer Satisfaction Network

October 16, 2001 - For Immediate Release

Rochester, NY --

Company Goes Live with Xelus to Expedite Service and Execute Simulations to Optimize Performance Worldwide

Rochester, NY - 16 October 2001 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that Network Appliance, Inc. (Nasdaq: NTAP), the leading provider of network-attached data access and content delivery solutions, has implemented Xelus solutions to optimize its global enterprise service management.

"The implementation allows us to use information from the system to stratify our service inventory by class and separate the inventory by location, so we can enhance our decisions about redistributing and expediting material throughout the network," said Phyllis Petracca, director of global logistics and customer satisfaction for Network Appliance.

At Network Appliance's Sunnyvale, California headquarters, Xelus is providing central forecasting and planning for the company's 10 major service hubs and warehouses in North America, Europe/Middle East/Africa, and Asia/Pacific. These hubs and warehouses are replenished next-day with service parts and materials to serve approximately 200 depots globally, meeting two- and four-hour customer service requirements.

Due to the critical nature of the data, Network Appliance reviews its level of service daily to provide continual uptime. The new ESM solution allows Network Appliance to view historical usage, historical returns, yield rate, lead time for repair, and service levels. The solution links people and data through many cross-functional groups, forecasting and planning over 3,000 service parts. The implementation includes integration with the company's legacy software system for tracking returns, and with third-party systems for enterprise resource planning (ERP) and logistics.

"Network Appliance is experiencing immediate benefits from go-live with Xelus," said Mike Fabiaschi, chairman and CEO of Xelus. "Its global growth strategy required scalability and automation, which included moving away from labor-intensive, manual methods of determining service supply and demand. Especially in the current economic climate, customers appreciate our proven ability to provide value and a fast return on investment."

About Network Appliance

Network Appliance, Inc., a leader in network file storage and content delivery, has been providing data access solutions since 1992, and is a member of both the S&P 500 and NASDAQ 100 index. Major corporations and service providers, including Lycos, Yahoo!, Citicorp Securities, Siemens, Lockheed, Cisco, and Texas Instruments have deployed NetApp

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solutions.

The company pioneered the concept of the "network appliance," an extension of the industry trend toward dedicated, specialized products that perform a single function. NetApp® storage and content delivery platforms (filers and NetCache® appliances) are coupled with powerful content distribution and reporting software. This Center-to-Edge™ solution offers seamless data management from the back-end data center to the edge of the network quickly, simply, and reliably. The Network Appliance™ product portfolio utilizes the company's innovative data access software, known as the Data ONTAP™ operating system, as well as standards-compliant hardware. It also offers multiprotocol support and transparent integration for UNIX® and Windows® environments.

About Xelus

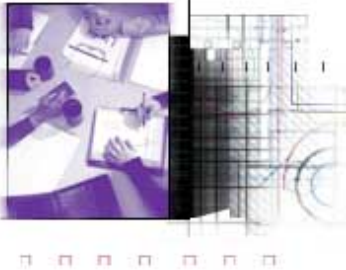
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NedTrain Goes Live with Xelus for Railway Service Management in Europe

October 08, 2001 - For Immediate Release

Rochester, NY --

Xelus software improves service levels for Dutch company's clients-major railway companies in Netherlands and other European countries

Rochester, NY - 8 October 2001 - Xelus, Inc., the leading provider of enterprise service management solutions to Global 1000 corporations, today announced that NedTrain, a service provider for rolling stock and components, has completed implementation of Xelus software as a key element in its logistics support for railway customers. Netherlands-based NedTrain provides fleet lifecycle management for major railway companies in the Netherlands and other European countries.

A spin-off of Dutch Railways (Nederlandse Spoorwegen - NS), NedTrain moved out of the public sector into the private sector following deregulation and began to hone its logistics organization. Improvement in inventory systems and service levels were top priorities. The company evaluated many vendors, including ERP companies, before selecting Xelus.

"Once we checked out others, we saw that there was no real competitor for Xelus," said Ruud Haket, director of purchasing and logistics with NedTrain. "The decision was made quite easily in light of Xelus' strength in forecasting and planning and its ability to help us centralize our service parts management.

"Since we've gone live with Xelus, we've seen significant improvements," he added. " It used to be that each different area had its own spare parts planning and responsibilities and now, with Xelus' help, we have centralized all service planning in our logistics center. Our inventory stock is growing at the right pace needed to meet availability requirements, and our service levels are definitely increasing."

Service level agreements for railways are particularly important because they often carry strict penalty clauses-the company must pay fines if the trains are not running. NedTrain's customer Dutch Railways has a service level agreement with the Dutch government to keep the trains operating. To support that government contract, NedTrain has a service level agreement with Dutch Railways to help it meet certain availability, safety and quality requirements.

"In order to keep the trains on track, we need the right parts," Haket said. "With Xelus, we have an organized and controllable service parts supply that makes it possible for us to repair the trains and meet our service level agreement with Dutch Railways." Haket added that, because of NedTrain's initial satisfaction with Xelus, they recently purchased additional Xelus functionality for forward location planning and collaboration.

In Europe, trains are mostly uniquely designed for national railways and

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require specially made parts. It's not unusual for lead time to be about nine months, Haket said, since suppliers make many different parts in small quantity. He also cited high usage of passenger and freight trains-rail passes, fast trains, a highly developed international infrastructure and popular acceptance of public transportation all make rail transportation very attractive in Europe. While these factors increase the complexity of service forecasting and planning, Haket said that Xelus' solutions have helped NedTrain's logistics center meet the challenge.

"Our surface transportation clients have benefited enormously from increased efficiency, reduced costs and improved service levels with our enterprise service management solutions, and we are delighted to add NedTrain to our rapidly growing list of European successes," said Mike Fabiaschi, chairman and CEO of Xelus. "We are very pleased that our solutions are enabling NedTrain to thrive in deregulation, increase its reach and improve railway service not only in its own country, but also throughout Europe."

About NedTrain

Headquartered in Utrecht, the Netherlands, NedTrain (www.nedtrain.nl) supports operators and owners of rolling stock during the entire lifecycle of their fleet. NedTrain finds joint solutions with the customer, anticipating problems and offering solutions, through consulting, services, and refurbishment and overhaul. The ultimate goal is reliable, available and safe rolling stock at the lowest possible cost. NedTrain's clients include major European railway companies such as Dutch Railways NS Reizigers and NS International, the German railway company Deutsche Bahn AG, and Thalys, a service provided jointly by the Belgian, French, Dutch and German railways. UK-based clients include Porterbrook, South West Trains, and Connex Rail.

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Barkawi and Partner to Implement and Support Xelus Enterprise Service Management Solutions in Germany

September 10, 2001 - For Immediate Release

Rochester, NY --

Companies share focus on optimizing service organizations for clients in high tech, automotive, and other capital-intensive markets

Rochester, NY - September 10, 2001 - Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, announced today that it has named Barkawi and Partner GmbH as its sole contact for implementation and support of Xelus software in Germany. Barkawi and Partner is a Munich-based management consultancy with expertise in supply chain optimization, service parts logistics and inventory management. Its clients include Siemens, Philips and Agfa.

"We want only the best-in-class solutions for our clients, in every area," said Karim Barkawi, Managing Partner at Barkawi. "We evaluate many products, and Xelus has the best technology for service inventory. Based on our experience with clients like Siemens, I'm confident that Xelus applications will give our consultants a powerful new tool to help clients improve their level of customer service while reducing costs."

Barkawi consultants are experienced in enterprise software applications and business process optimization. The company recommends and implements solutions for its clients through performance-based contracts that tie payment to delivered results.

"Barkawi consultants are highly professional and experienced, with a reputation for delivering the value that they promise," said Mike Fabiaschi, chairman and CEO of Xelus. "What's more, they share Xelus' unique focus on the service organization. Very few companies really understand the value and unique needs of the service organization, so it's very exciting to have found such an ideal partner to support Xelus' existing clients and help us expand in Germany. A strong presence in this large and important market is a key part of our strategy for global leadership in enterprise service management."

"The impact of good service on customer retention is well understood, but many companies overlook the positive impact on profitability they can achieve by improving service efficiency," said Kraft Schumann, Executive Director of Logistics at Siemens. "Companies need to look at the entire value chain of service - from call management through field operations and service parts logistics. The potential is enormous, and both Xelus and Barkawi have the depth of experience to help their clients realize this potential."

About Barkawi and Partner

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Barkawi and Partner is a leading management consulting and implementation support company specializing in the area of supply chain optimization, service parts logistics and inventory management. Founder and managing partner Karim Barkawi has prior experience as Vice President of International Operations for a global logistics provider and as a consultant for one of the largest German management consultancies. He has degrees in mechanical and aerospace engineering at the Technical University of Munich. Dr. Andreas Baader, partner and leader of the IT practice group, has prior experience with SAP and the German Aerospace Institute. He holds degrees in Electrical Engineering from the Technical University of Munich, the University of Edinburgh and Stanford University in California. Established in 1994, Barkawi and Partner has grown to an international provider of professional services employing more than 40 consultants. It has headquarters in Munich, Germany with offices in Paris and Frankfurt. For more information visit www.barkawi.de.

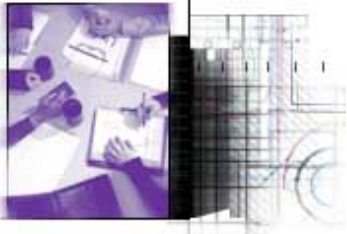
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Xelus Taps Academic Talent from Cornell, UW-Madison to Advance Enterprise Service Management (ESM) Solutions

July 30, 2001 - For Immediate Release

Rochester, NY --

Pioneer in service inventory models and operations research leads academic team working with Xelus on software product development

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced its collaboration with researchers from Cornell University and the University of Wisconsin-Madison. The academicians will work with Xelus to enhance the company's products and advance the state of the art in inventory modeling and decision support systems for the management of service parts, reverse logistics and field service personnel.

Dr. Jack Muckstadt, Acheson-Laibe Professor of Engineering and former director of the School of Operations Research and Industrial Engineering at Cornell, leads the research team. Dr. Muckstadt is recognized as a pioneer in the development of service inventory models, most notably the MOD-METRIC model still being used by the U.S. Air Force. He has over 39 years experience in logistics management and operations research and has served as a consultant to numerous companies including IBM, Bell Atlantic, General Motors, GE and Xerox. He has written over 100 papers on manufacturing logistics and inventory control.

"Jack and his team will offer innovative planning, execution and simulation models that will strengthen Xelus' commercial ESM applications," said Mike Fabiaschi, chairman and CEO of Xelus. "These talented researchers will bring new solutions and a valuable perspective to the problem of optimizing the service enterprise for our clients. Collaboration with leading university researchers is one way that Xelus continues to drive more value for our customers."

Working with Dr. Muckstadt on the Xelus research project are Dr. Peter Jackson of the School of Operations Research and Industrial Engineering at Cornell; and Dr. James Rappold and Dr. Katherine Caggiano of the Grainger School of Business at the University of Wisconsin-Madison.

Each brings significant expertise in operations research-the science of analyzing options to find the best solution to a specific problem. Operations research is applied to problems such as determining the optimal number of service engineers to meet a range of service level agreements in a geographical territory; or optimizing asset recovery by dynamically determining whether to scrap, repair or upgrade an assembly given demand uncertainty, capacity, costs and other considerations.

Muckstadt, Jackson and Rappold have developed courses and teaching tools on supply chain management, which are regularly presented to commercial consulting firms such as Accenture. Caggiano recently

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returned to academia after two years with PeopleSoft, where she worked with customers to create software for their production systems.

"Xelus has a substantial install base of very influential customers, who define the state of the art in service practices," Muckstadt said. "It's exciting to be able to work with those customers to improve their operations and facilitate how they design their service networks, optimize inventory, and operate their business on a day-to-day basis.

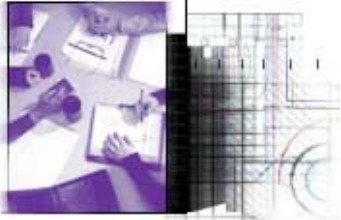
"This stuff isn't rocket science, it's harder," Muckstadt continued. "It's not governed by the laws of physics and chemistry but by complex economic environments, human behavior, business processes and information architecture. In addition, we need different decision systems at the strategic, tactical and operational levels. There is a lot of opportunity for advancement, and payback to customers is enormous in terms of reducing costs and improving the effectiveness of service."

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Delta Air Lines Chooses Xelus to Optimize Service Parts for Maintenance Operations

July 16, 2001 - For Immediate Release

Rochester, NY --

Xelus, Inc., a leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that Delta Air Lines (NYSE: DAL) has selected Xelus software and business process consulting services to optimize the number of service parts necessary to support its maintenance operations. Xelus solutions synchronize multiple supply and demand streams and optimize provisioning, allocation and deployment of maintenance parts throughout the entire service network. Delta will reduce excess maintenance inventory while considering budgetary constraints and desired maintenance service levels.

"Xelus will help us improve our central parts planning and distribution network, which will result in having parts immediately available for service, repair and maintenance of our fleet. This will improve aircraft utilization, customer satisfaction, and ultimately our profitability," said Walter Taylor, vice president at Delta.

"In today's economic climate, the ability to improve profitability by reducing costs - while at the same time improving maintenance service - is a message that really resonates with industry leaders like Delta," said Mike Fabiaschi, chairman and CEO of Xelus. "We are pleased that this major carrier recognizes the value of enterprise service management, and selected Xelus."

"Xelus will help Delta improve its maintenance operations by having the right maintenance part at the right time and place, at the right cost," said Peter Walsh, Vice President at Mercer Management Consulting, a Xelus partner with extensive aviation expertise.

About Delta

Delta's goal is to become the No. 1 airline in the eyes of its customers, flying passengers and cargo from anywhere to everywhere. People choose to fly Delta more often than any other airline in the world on 5,280 flights each day to 376 cities in 64 countries on Delta, Delta Express, Delta Shuttle, Delta Connection carriers and Delta's Worldwide Partners. Delta is a founding member of SkyTeam, a global airline alliance that gives customers extensive worldwide destinations, flights and services. In addition to safely and securely making reservations and purchasing tickets at delta.com, Delta customers can select seats, get up-to-date flight information, make accommodations reservations, upgrade, and more. U. S.-based travel agencies also can access Delta Web fares for their customers via delta.com's Online Agency Service Center. For more information, go to www.delta.com.

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service

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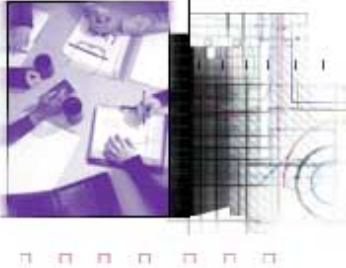
- [Read how ComputerWorld Responded to this Press Release](#)

supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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Xelus Names New Members to its Board of Directors

July 11, 2001 - For Immediate Release

Rochester, NY --

Appointees bring new perspectives on software market leadership and financial performance to enterprise service management company

Xelus, Inc., the leading provider of enterprise service management (ESM) solutions to Global 1000 corporations, today announced new members of its Board of Directors. Joining the board are Ed Glassmeyer, founding general partner of Oak Investment Partners; Paul Morrison, principal of Mellon Ventures; Robi Blumenstein, principal of MMC Capital; and Stan Beal, executive vice president of strategic marketing at Xelus.

The new members join Xelus chairman and CEO Michael Fabiaschi; Jeffrey Horing, co-founder of and managing director of Insight Capital; and Peter Sobilloff, managing director of Insight Capital. The announcement of the board appointments follows the recent closing of a \$15 million third round of funding for Xelus.

"This is an exciting time for our company," said Fabiaschi. "The funding endorses our strategy to define and dominate the ESM market, and the new board members bring strengths in three key areas to execute that strategy. The first is thought leadership in enterprise service management, the second is experience in application software, and the third is a tremendous background in solid financial management. With their combined perspective, these board members will help balance Xelus' rapid product expansion and growth with its continued excellence in financial performance."

Ed Glassmeyer is a founding general partner of Oak Investment Partners, a venture capital firm with over \$4 billion under management and a Series A investor in Xelus. His prior experience was with Citicorp Venture Capital and The Sprout Capital Group, where he was managing partner. Today Glassmeyer serves on the board of leading supply chain companies Clear Cross and Optum. He is also on the board of a number of Oak's networking services and equipment companies including Apogee Networks, Cogent Communications, Telica and Tellium. He graduated from Princeton University, served as an officer in the Marine Corps, and received his MBA with distinction from The Tuck School in 1968. He was a founding director of the National Venture Capital Association (NVCA) and serves as an Overseer of The Amos Tuck School of Business at Dartmouth College.

Paul Morrison is a principal at Mellon Ventures, the lead investor in Xelus' Series C funding round. Previously, he was the founder and CEO of Aardwulf Apparel, Inc., an Internet retailer of branded men's apparel products. The firm also created and operated commerce-enabled web sites for other retailers. He has earlier experience as a corporate finance officer at SkopBank New York Branch, where he specialized in providing leveraged buyout financing for middle market companies and built a portfolio of more than \$100 million. Prior to SkopBank, Morrison worked in

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the middle market corporate finance group of Chase Manhattan Bank. He received a bachelor's degree from Middlebury College and a MBA from the Amos Tuck School at Dartmouth College.

Robi Blumenstein is a principal of MMC Capital and co-manager of MMC Capital's Communications and Information Fund, which invested in Xelus' Series B funding round. He was previously a managing director and the head of U.S. merchant banking operations at CIBC Capital Partners, the merchant banking arm of the Canadian Imperial Bank of Commerce. The CIBC Capital Partners portfolio includes private equity investments in communications, information, technology and healthcare. Blumenstein has prior experience as a senior vice president of First City Capital Corporation, and practiced corporate and commercial law at the Toronto office of Torys. He received a B.A. from Innis College, University of Toronto, an LL.B. from the Faculty of Law, University of Toronto, and an MBA from the Harvard Graduate School of Business Administration. He is a director of GoAmerica, Inc. and Equator Technologies, Inc.

Stan Beal is executive vice president of strategic marketing at Xelus and invested in its Series C funding round. Beal is responsible for the overall vision, direction, and promotion of the company and its solutions. He joined Xelus in 1999 with 15 years experience in application software. He was previously vice president of demand management at i2 Technologies, where he was instrumental in bringing demand planning and demand creation functionality into the supply chain management systems. Prior to that he was vice president of sales and marketing at Think Systems until its acquisition by i2. Before moving into the application software business Stan gained 15 years experience in materials management in both discrete and process manufacturing. He has a BA in economics from the College of Wooster in Ohio.

About Mellon Ventures

Mellon Financial Corporation is a global financial services company. Headquartered in Pittsburgh, Mellon offers a comprehensive array of banking services for individuals and corporations and is one of the world's leading providers of asset management, trust, custody and benefits consulting services. Mellon has approximately \$2.8 trillion in assets under management, administration or custody, including more than \$520 billion under management. Its asset management companies include The Dreyfus Corporation and Newton Management Limited (U.K.).

About Oak Investment Partners

Oak is a classic venture capital firm that funds high-growth entrepreneurial ventures and assists in guiding them to industry leadership. Over the last twenty years Oak has actively participated in the repeated waves of innovation that have swept through our economy. Oak companies have been notable contributors to innovation in the IC, PC, Networking, Specialty Retail, Biomedical, Wireless, Enterprise Software and Internet industries. The firm's role has been to identify and assist entrepreneurs who can create innovative ventures in these areas by combining new ideas with business savvy.

About MMC Capital

MMC Capital, Inc. is a global private equity firm that serves as the investment advisor to several pools of capital with over \$2.5 billion of assets under management. MMC Capital is a wholly owned subsidiary of Marsh & McLennan Companies, Inc., a global professional services firm providing risk and insurance services as well as investment management and consulting services. MMC Capital's investment activities date back to the mid 1980's when MMC was instrumental in sponsoring several Bermuda-based insurance and reinsurance companies, including ACE Limited, EXEL Limited, Scuul Limited, Centre Reinsurance Holdings Limited and Mid Ocean Limited.

The MMC Capital Communications & Information Fund builds successful businesses through a distinctive combination of access to capital and experience in business strategy. It harnesses the financial resources and

capital markets expertise of MMC Capital and the global relationships, extensive industry knowledge, and strategic expertise of its sister company, Mercer Management Consulting. This powerful combination allows the fund to leverage capital with strategic consulting resources and thus accelerate growth for our portfolio companies. Its objective is to select early-stage companies in North America and Western Europe that are seeking additional capital and show promise for exceptional growth. Established in early 2000, the fund operates out of offices in New York City, Boston, Greenwich, and Washington, D.C.

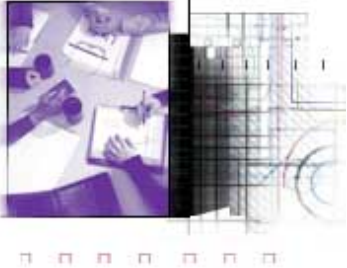
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Xelus Secures \$15 Million in Third-Round Funding

July 11, 2001 - For Immediate Release

Rochester, NY --

Led by Mellon Ventures, investors endorse company's vision and leadership in Enterprise Service Management

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced that it has secured \$15 million in third-round financing. Mellon Ventures, Inc. in New York led the round, joined by Xelus' Series A investors Oak Investment Partners of Westport, Connecticut; Union Bank of Switzerland (UBS); Integral Capital Partners of Menlo Park, California; and Insight Capital Partners of New York. Stan Beal, executive vice president of strategic marketing at Xelus, also participated as a private investor in the round.

Xelus will use the funding to accelerate the expansion of its Enterprise Service Management solutions and its physical presence worldwide. Xelus ESM solutions optimize service planning and execution for high tech, aviation, telecommunications, energy and defense customers. Xelus provides software and professional services for service parts and workforce planning and deployment, field service and repair center operations, installed asset management, and reverse logistics or asset recovery. These solutions enable Xelus clients such as Cisco, Delta Air Lines, Nissan, SBC and Unisys to increase their efficiency, customer retention and profitability.

Xelus has built its ESM vision and strategy on its 29 years of leadership in solutions for service inventory management. It has attracted many investors with its aggressive product expansion, growing list of strategic partnerships, "who's who" international client base, and its proven ability to bring value to its clients - helping them increase their profitability and customer satisfaction.

"We had offers to invest from some of the best and most well-known firms in the business," said Mike Fabiaschi, chairman and CEO of Xelus. "We chose Mellon Ventures because they understand our vision, and were very flexible in putting together a deal structure that meets our needs. We're delighted that all of our Series A investors demonstrated their continued confidence in us by participating in this round. This level of interest during the current investment climate is indicative of the quality of the technology, people, customers and strategy of Xelus." Xelus announced new appointments to its board of directors following the funding. Joining the Xelus board are Paul Morrison, principal of Mellon Ventures; Ed Glassmeyer, founding general partner of Oak; Stan Beal of Xelus; and Robi Blumenstein, principal of MMC Capital, a second-round investor in Xelus.

"Xelus stands out among enterprise software companies with a product that provides a very high return on investment to its customers, which is critical in today's IT spending environment," Morrison said. "Also, Xelus was already a financially strong company and we expect this additional

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capital will help them secure and expand on their leadership position in the rapidly growing service management sector."

About Mellon Ventures

Mellon Ventures, a subsidiary of Mellon Financial Corporation (NYSE: MEL), makes equity investments of between \$3 million and \$15 million in high-potential venture and expansion stage companies looking to finance growth. Its other enterprise application investments include Entevo Corp. (sold to Bindview Development (Nasdaq:BVEW)), Exult (Nasdaq:EXLT), and multex.com (Nasdaq:MLTX). Mellon Ventures currently manages a portfolio of \$1.3 billion.

A broad-based financial services company, Mellon Financial Corporation ranks among the nation's largest financial services companies in market capitalization. With approximately \$2.2 trillion in assets under management, administration or custody, including approximately \$390 billion under management, Mellon provides a full range of banking, investment, and trust products and services to individuals and small, midsize, and large businesses and institutions. Mellon's mutual fund companies, The Dreyfus Corporation and Founders Asset Management, place Mellon as a leading manager of mutual funds.

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UPSIDE Magazine Names Xelus Among The "Hot 100" Private Companies for 2001

May 14, 2001 - For Immediate Release

Rochester, NY --

Sixth annual UPSIDE Hot 100 Awards recognize innovation, leadership and performance

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions for Global 1000 organizations, was named a "Hot 100" company in UPSIDE Magazine's sixth annual Hot 100 Awards.

Xelus was one of 100 private companies singled out by the editors of UPSIDE and an advisory panel comprised of venture capitalists, financial analysts, and market researchers. More than 800 companies were nominated for this year's UPSIDE Hot 100 Awards. Each company was judged on the basis of its technological achievements, customer acceptance of products or services, financial performance, industry partnerships, financial backing, and management experience. Xelus was selected for inclusion in the B2B category.

The complete list of the UPSIDE Hot 100 Award winners is published in the June 2001 issue of UPSIDE, and is also online at <http://www.upside.com>.

David Bunnell, Upside Media's CEO, helped to create this annual event—the listing of the "hottest" private technology companies. A veteran of some 20 years in technology publishing and high-tech startups, Bunnell said, "While economic cycles in technology come and go, the kinds of companies that the editors of the magazine have recognized in this list are ones that have proven, year after year, to be those companies that often rise to the top of the next cycle. They are companies and people who bring innovation and new technology to the forefront."

"We evaluated hundreds of great companies that spanned a broad range of technology market segments, and we are pleased to recognize Xelus among this year's winners," said Jerry Borrell, president and editor in chief of UPSIDE Magazine. "We look forward to watching the progress of UPSIDE's 2001 Hot 100 Award winners over the next year or so, and we hope they continue to make news as they potentially move from being privately held to becoming publicly traded companies."

Jon Ekoniak, vice president and senior research analyst for technology at U.S. Bancorp Piper Jaffray, introduced the HOT 100 winners in the B2B category. "In order to be successful, companies require a good blend of experienced management talent, a large market opportunity, a solution that generates rapid and measurable ROI, profitability, and a mind share that will allow them to rise above the noise of the competition," he wrote on www.upside.com.

"We're delighted to be recognized as an UPSIDE HOT 100 Company," said Mike Fabiaschi, chairman and CEO of Xelus, Inc. "I believe this reflects the value we bring to our clients worldwide through our enterprise service management solutions, and the growing importance of the service

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function in helping our clients retain happy customers and drive increased profitability. Most importantly, this award recognizes the Xelus team for their innovation and commitment to the customer."

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Xelus Announces New Software Architecture, Expansion of Enterprise Service Management (ESM) Solution Suite

May 14, 2001 - For Immediate Release

Rochester, NY --

J2EE standards-based architecture supports rapid module development to meet customers' dynamic needs

New functionality increases Xelus' lead in Web-based collaboration, global planning and private trading exchanges

Xelus, Inc., the leading provider of Enterprise Service Management (ESM) solutions to Global 1000 corporations, today announced a new technology and solutions architecture to support rapid expansion of its ESM suite. The open architecture brings increased flexibility and scalability, and simplifies integration of Xelus' client-configurable solutions with the customer's IT environment and with software applications from Xelus partners. A modular approach allows Xelus customers to rapidly add new functionality with minimal effort as their business needs change.

Xelus developed the new architecture to support accelerated expansion of its software product offerings. The company's objective is to provide a complete ESM solution to optimize all planning and execution processes in the service enterprise, helping Xelus clients to increase their efficiency, customer retention and profitability. The solution will encompass service parts management, workforce management, on-site and off-site maintenance and repair, and installed base or asset management.

"Companies are beginning to rethink the traditional concept of service, and view it not as a necessary evil required to keep assets operational, but rather as a means to differentiate their offering and generate value," said Mike Fabiaschi, chairman and CEO of Xelus. "Today, manufacturers in high tech and aviation stand to generate more profit from equipment service than from the initial sale. Non-manufacturing companies such as airlines and telecom carriers need efficient maintenance and repair of their assets as an essential component of customer service and profitability. Xelus is providing a complete Enterprise Service Management solution that lets our clients execute on that vision."

New technology and solutions architecture

Xelus products are being reconfigured as a broader set of application modules that plug into the new Xelus technology and solutions architecture, a five-layer software architecture based on J2EE open systems standards. This approach reduces the user's total cost of ownership by leveraging existing IT infrastructure, and providing the flexibility to quickly adapt to new technology and business needs.

The native infrastructure layer takes advantage of the customer's technology investment already in place for database management, messaging, and other functions. The technology services layer provides standard data translation, logging, system management, business process automation, and security services consistent across all Xelus and third

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party plug-compatible application modules.

The application services layer provides common applications such as reporting, work flow and shared data management, utilizing a common business logic and fully integrated shared data model. The module framework layer allows plug-ins of Xelus modules and partner applications, enabling Xelus clients to easily add functional modules as their business requirements evolve, and supporting rapid deployment of new functional modules including those to meet vertical-specific client needs.

The application framework layer delivers a consistent look and feel to the physical screens and provides the ability to support multiple user interfaces, such as wireless (WAP), without major code modifications.

Initial phases of the new architecture are incorporated in Xelus' latest software release, available now.

New ESM solution enhancements

The modular architecture supports creation of flexible solution suites that are tailored to each client's unique needs, processes and vertical industry. In this vein, the company's existing XelusPlan, XelusTrade and XelusExtend product definitions will give way to business solutions comprising sets of functional modules, all communicating through the Xelus architecture's module framework layer.

In conjunction with the initial components of the new architecture, the latest software release includes several enhancements to Xelus' service parts management, field service network optimization and trading exchange solutions.

Expanded Web-based collaboration capabilities enhance the **Xelus service parts management solution**, which synchronizes supply, demand and deployment of service parts. An enhanced Web browser interface for the planning function supports Xelus' unique multi-planner, role-based planning functionality. The easy-to-use browser interface requires little training and no installation or maintenance, making it an easy and low-investment way to improve the quality of global planning. Collaborative planning creates a global perspective and delivers information wherever it is needed.

Other advances in service parts management include concurrent batch and real time updates, supporting global 24x7 operation and further enhancing the global service parts planning capabilities currently used by Xelus clients around the world. Repair asset management enhancements provide better utilization of repair stock.

The **Xelus field service network optimization solution** is a Web-based application used to calculate optimal stocking levels at low-demand locations closest to the end customer, such as service vans and repair depots. New functionality in this area includes collaboration capabilities that give service vendors Web access to their target stocking levels (TSLs) and allow collaboration on calculated TSLs by multiple participants in the planning process. The ability to associate a bill of materials by location and display variable, multi-currency price lists further enhances global service capabilities.

The **Xelus trading exchange solution** lets companies create private exchanges for Web-based sourcing and procurement of service parts. New features include time zone awareness supporting global sourcing, the ability to override the automatic vendor RFQ mechanism and selectively disclose RFQs to newly selected vendors over successive rounds of bidding, and the ability to track vendor performance against plan.

About Xelus

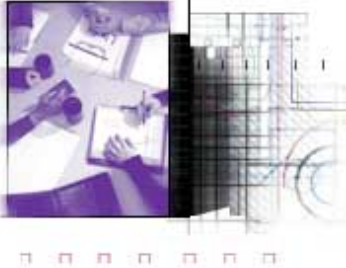
Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-

practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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Symbol Technologies Chooses Xelus for Enterprise Service Management

April 19, 2001 - For Immediate Release

Rochester, NY --

Xelus, Inc., the leading provider of enterprise service management solutions to Global 1000 corporations, today announced that Symbol Technologies, Inc. (NYSE: SBL), a global leader in wireless and Internet-based mobile data transaction systems, has selected XelusPlan software to optimize its growing service operations around the world. XelusPlan synchronizes supply, demand and deployment of service parts through traditional and online trading venues.

"Exceptional service is a strategic weapon for Symbol," said Alan Anderson, Senior Director of Service Operations at Symbol. "We chose Xelus to help us maintain this edge as we grow."

Symbol plans to deploy XelusPlan at all of its operations worldwide, including Europe and the Pacific Rim. By the end of 2001 or early 2002, Symbol will complete its software rollout to operations in the United States, Canada and Mexico.

"We expect to see return on investment in less than a year, and we know we will also realize significant cost savings with XelusPlan as we reduce our inventory levels," Anderson said.

"Symbol's decision to choose Xelus highlights our reputation for helping companies achieve high level of service goals while reducing inventory costs in today's dynamic merger-and-acquisition environment," said Mike Fabiaschi, chairman and CEO of Xelus. "We're very pleased to enable Symbol to grow its service operations globally and keep a tight rein on its lead in the rapidly evolving data and wireless industries."

About Symbol Technologies

Symbol Technologies, Inc., winner of the National Medal of Technology, is a global leader in mobile data transaction systems, providing innovative customer solutions based on wireless local area networking for data and voice, application-specific mobile computing and bar code data capture. Symbol's wireless information appliances connect the physical world of people on the move, packages, paper and shipping pallets, to information systems and the Internet. Today, some 10 million Symbol bar code scanners, mobile computers and wireless LAN's are utilized worldwide in markets ranging from retailing to transportation and distribution logistics, manufacturing, parcel and postal delivery, government, healthcare and education. Symbol's systems and products are used to increase productivity from the factory floor to the retail store, to the enterprise and out to the home. Information about Symbol is available at <http://www.symbol.com>, and 1-800-722-6234.

About Xelus

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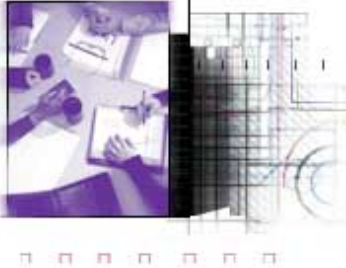
optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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Xelus and Mxi Form Strategic Alliance for Aviation MRO

April 4, 2001 - For Immediate Release

Rochester, NY, USA and Ottawa, Canada --

Alliance combines maintenance planning, tracking and scheduling with inventory planning, forecasting and sourcing solutions

Xelus, Inc. and Mxi Technologies today announced a strategic alliance that will combine Mxi's leading technology for in-service aviation maintenance management with Xelus' proven solutions for enterprise service management.

The alliance brings to the aviation market an integrated maintenance and supply chain management solution that will drive down inventory levels and costs and improve the effectiveness of aircraft servicing and maintenance personnel.

Mxi's Maintenix™ product suite provides functions for technical records management, configuration management, maintenance planning and scheduling, engineering change management, life usage tracking, fault and reliability tracking, and regulatory compliance assurance. The XelusPlan solution creates a unified plan to synchronize supply, demand, and deployment of service parts, taking into account the myriad sources of supply and demand including unscheduled maintenance, diagnostics, initial provisioning, transfer, repair, demanufacture, and new parts purchases. XelusPlan will tap into a reliable and up-to-date source of data from Maintenix on the scheduled and unscheduled maintenance status and behavior of the entire fleet. The resulting optimized spares plan, based on accurate field data, will allow airlines to accrue savings through reduced inventories and increased aircraft utilization.

Both companies cite expertise in aviation MRO as an essential factor in their ability to meet aviation- and service-specific needs that are not addressed by generalized ERP and supply chain solutions.

"Technology solutions developed for manufacturing run into serious roadblocks when applied to aviation maintenance," said Doug Brouse, Mxi executive vice president. "A manufacturing plant resides at a single location and creates value-added outputs from a flow of new inputs. Aviation servicing, on the other hand, takes place at distributed stations and involves the handling of rotables and repairables. There are also the special considerations of serial number tracking, regulatory compliance, part life limits, and part compatibility rules. Both Mxi and Xelus specialize in providing solutions for the equipment aftermarket, and the integration of our products provides an attractive supply chain management solution for aviation."

"Because of the uniqueness and complexity of this space, no single vendor offers an ideal, complete solution for aviation MRO," said Ed Wodarski, chief strategist at Xelus. "Focused software providers like Xelus and Mxi offer our depth of experience in service and aviation. Xelus is rapidly bringing together a complete solution for enterprise service

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management, combining our own proven technology with joint development efforts and strategic alliances. This alliance with Mxi forms the core of a whole solution for the maintenance side of aviation."

About Mxi Technologies

Mxi Technologies develops software for aviation maintenance management with an emphasis on meeting the needs of Tech Ops departments. Mxi's Maintenix product has been selected by leading aviation organizations such as Air Canada, Delta Air Lines, Executive Jet, Bombardier Aerospace, the US Navy, and the US Army. Using the Internet and other advanced technologies, Maintenix supports large mixed fleets and geographically distributed operations. In addition to supplying Maintenix, Mxi provides a full range of services including Maintenix installation, systems integration, training, support, and customization. For more information visit www.mxi.com.

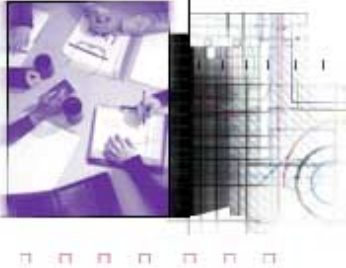
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Aviall Selects Xelus to Help Power its Expanded E-Business Initiative

March 26, 2001 - For Immediate Release

Rochester, NY --

Largest independent provider of aerospace parts taps additional Xelus solutions to deliver service supply chain technology and strategies.

Xelus, Inc., the leading provider of enterprise service management solutions to Global 1000 corporations, today announced that the Aviall Services unit of Aviall, Inc. (NYSE: AVL), the world's largest independent provider of aerospace industry component parts and related aftermarket supply chain management services, has selected additional Xelus solutions to help extend its worldwide leadership role in supply-chain management by significantly expanding collaborative commerce with its suppliers and customers.

Xelus will provide best-practice business process consulting services, along with new software applications that allow extended inventory planning capabilities, comprehensive demand forecasting, and Web-based visibility into global inventories. Aviall will add XelusExtend™ to optimize stocking levels and manage replenishment at its 40 global customer service/stocking locations, and XelusLink™ to provide on-line access to inventory information. All solutions will roll out globally in the second and third quarters of this year.

"Xelus' solutions play a major role in our corporate strategy to become the aerospace industry's most unique multifunctional proprietor of the entire supply chain, doing so by providing unparalleled service and significant supply chain efficiencies to both end customers and Aviall suppliers," said Joe Lacik, vice president of information services at Aviall. "Their business process consultants offer expertise in service supply chain and best-practice knowledge of aviation, and their software solutions have been proven to add value in our environment. Xelus is uniquely qualified to be our partner as we undertake this transformation."

As a long-time user of XelusPlan™, Aviall has already achieved significant cost savings through forecasting and planning, which helped the company optimize its own service supply chain and reduce excess inventory. Now the company is extending its enterprise to include its clients and suppliers in the planning process, offering them what it calls "inventory information services" to intermediate the value chain.

Aviall currently uses Xelus to coordinate the supply, demand and deployment of service parts and critical aviation consumables, such as oxygen canisters. With accurate forecasting and inventory planning of 90,000 line items from over 180 manufacturers, Aviall ensures that the right products are available to its customers at the right place, the right time, and at the right cost.

"Our customers usually work in a just-in-time mode, where they maintain very minimal stocking levels and come to us at any time because we have what they need," Lacik said. "Now, by allowing access to higher quality

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information, we'll give our customers quicker response times and improvements in overall fulfillment costs."

Aviall is offering inventory information services to its global client base of 300 commercial airlines and 13,000 general fixed-base operators in aviation. These customers use service parts for maintenance, repair, overhaul and other service requirements and utilize aviation consumables on an as-need basis.

Xelus also brings Aviall's suppliers into the collaborative planning process, and helps them improve production of parts and consumables to meet customer demand. Aviall believes its new inventory information services capabilities were a key factor in securing very large, exclusive distributor contracts, including a yearly \$100+ million contract from a major aviation manufacturer, Rolls-Royce.

"We've enjoyed a long-term relationship with Aviall, and we're excited that the company is drawing upon our aerospace industry expertise and innovative solutions to broaden its own service offerings," said Mike Fabiaschi, chairman and CEO of Xelus. "Aviation is poised for significant change in 2001. Mergers and sharper competition will drive the need for greater efficiencies, and we're pleased to be playing at every level of enterprise service management in aviation: helping distributors and service providers such as Aviall, commercial airlines like British Airways, and manufacturers including Honeywell."

About Aviall, Inc.

Aviall, Inc. (NYSE: AVL) is a leading solution provider of aftermarket supply chain management services for the aviation and marine industries. As the world's largest independent provider of new aviation parts and related aftermarket services, the Aviall Services business unit markets and distributes products for more than 180 manufacturers and distributes approximately 90,000 line items from our customer service centers located in North America, Europe and Asia-Pacific. Aviall Services also supports a full line of aviation batteries, hoses, wheels and brake services. The Inventory Locator Service (ILS) business unit, headquartered in Memphis, Tennessee, provides information and enables commerce via its global electronic marketplace to enable subscribers to buy and sell commercial aviation and marine parts, equipment and services. Additional information on Aviall is available via Internet at www.aviall.com.

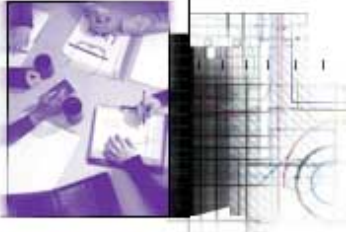
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Xelus to Add Field-Based Planning to Compaq's Service Supply Chain, Increase Responsiveness in its Global Service Network

March 05, 2001 - For Immediate Release

Rochester, NY --

XelusExtendTM software ensures intelligent deployment of service parts closest to the end customer

Xelus, Inc., the leading provider of enterprise service management solutions to Global 1000 corporations, today announced that Compaq Computer Corporation (NYSE: CPQ), a global provider of technology and solutions, has chosen XelusExtend for field-based planning in its service supply chain. XelusExtend is a Web-based tool used to calculate optimal stocking levels for service parts inventory sites closest to the end customer.

Compaq will use XelusExtend to increase the level of optimization across its entire service enterprise, with implementation in the United States early this year and a global rollout in late 2001 and 2002. XelusExtend will be integrated with XelusPlan, the primary service inventory planning system that Compaq has been using for four years.

"We use XelusPlan to perform our entire global pipeline planning for spare parts, and we selected XelusExtend because we recognized the need for a systemic planning solution for field obligation-based planning," said Alex MacRae, manager of planning systems development and control at Compaq Services GSO (Global Supply Operations) Materials Management. "By adding field planning to the already tremendous planning efficiencies we've achieved with XelusPlan, we will move forward in implementing a total, integrated planning solution for our service supply chain."

"We've seen significant inventory dollar value and cost avoidance with XelusPlan to date," he added. "We expect XelusExtend to yield significant benefits by optimizing our inventory investment whilst also improving level of service to our customers."

Compaq has approximately 150 field stocking locations in the United States alone that support same business day customer contracts as well as customer specific critical requirements. The challenge is accurately and cost-effectively stocking service parts for these low-volume locations to meet level-of-service (LOS) contracts while avoiding excess inventory.

"We expect XelusExtend's statistical approach to improve the LOS at our field stocking locations," MacRae said. "Service is of the highest priority for Compaq, and it is imperative that we have the correct material positioned to support our customers' requirements."

XelusExtend considers customer service level agreement contracts in the

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calculation of stock levels, and applies innovative algorithms and probabilistic forecasting techniques to account for the sporadic demand at field locations. The software also facilitates collaboration between field personnel and corporate planners. At Compaq, planners who manage the target stocking levels at field locations will review stocking plans online and provide feedback to the central pipeline planners-creating a new, integrated service planning network.

Compaq had a hand in bringing XelusExtend to life. Based on its success with XelusPlan and its growing need for field-based planning, Compaq proposed that Xelus create a field-based planning tool, which immediately received the backing of other users.

"Xelus listened to its customers and provided a solution," said MacRae. "XelusExtend will clearly facilitate improvements to our service supply chain and allow us to be at the forefront of the industry by being one of the first to implement the system."

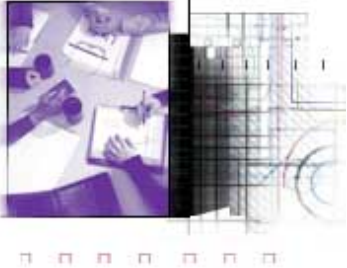
Xelus chairman and CEO Mike Fabiaschi emphasizes this responsiveness to customers' needs and the changing market requirements. "We've added over \$3 billion in value to the bottom line for our Global 1000 clients, but we're not content to rest on this success," he said. "There's a major shift underway in business today, from a focus on manufacturing efficiencies to a focus on delivering high quality service. This trend includes stocking parts as close to a customer as possible. Companies like Compaq are leading this change because they understand the value of high customer satisfaction, and Xelus has the depth of experience and technology to drive this new service-centric business model. With our clients, we continue to define and deliver the new technology needed for next-generation enterprise service management."

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Aerospan.com and Xelus to Form Strategic Alliance

February 26, 2001 - For Immediate Release

Rochester, NY --

Air transport e-marketplace to offer integrated planning and procurement solutions

Aerospan.com (Wood Dale, IL) and Xelus, Inc. (Rochester, NY) intend to form a strategic alliance that will combine the benefits of Aerospan's e-marketplace technology with Xelus' enterprise service management solutions.

Under the relationship, Xelus solutions for service inventory planning and forecasting will be provided to users of the Aerospan e-marketplace. This will give Aerospan customers access to a complete, integrated solution for planning and procurement of airline technical materials.

"Aerospan continues to focus on delivering what customers want - a real e-business solution that provides immediate real benefits. Our e-marketplace already has a global customer base and a solid parts inventory listing that's growing at over 280 percent per month. We wanted to provide our customers with an integrated solution for planning as well as procurement of their spare parts inventory, and by strategically aligning with Xelus, we are able to do just that," commented Duncan Alexander, Aerospan CEO.

Aerospan already enables customers to improve the efficiency and effectiveness of their operations by streamlining transactions for aviation technical materials while reducing inventory level and costs. The Aerospan.com e-marketplace features spare parts inventory listing services; online availability of spare part traceability documentation; multiple ways to buy and sell; Requests for Quotes (RFQs); direct negotiation; buying from the original equipment manufacturer (OEM); and seller or reverse auctions. Xelus solutions bring added value to the e-marketplace by allowing users to create a unified, intelligent plan for supply, demand, and deployment of aircraft MRO materials. They enable planners to efficiently handle extremely large numbers of items and locations in the MRO network, significantly improving decision-making on critical inventory forecasting and deployment. The ability to streamline the entire planning and procurement process will lead to even greater inventory reductions, service level improvements and cost savings.

"There is tremendous opportunity in the air transport industry for the leading edge enterprise service management solutions Xelus provides," said Mike Fabiaschi, Xelus president and CEO. "Xelus has a proven track record of helping airlines, aircraft manufacturers, parts distributors and service providers to substantially reduce costs while improving their ability to service their aircraft, by helping them intelligently manage their inventory levels. We're looking forward to working with Aerospan to bring these benefits to the air transportation industry through Aerospan's neutral, comprehensive e-marketplace. This solution will be especially attractive to mid-sized and smaller airlines because it offers

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comprehensive service management solutions with a fast return on investment."

About Aerospan.com

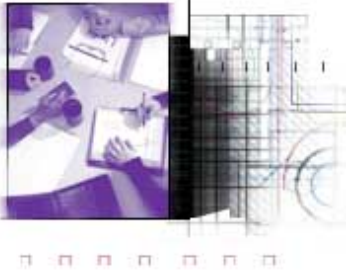
Aerospan.com is the most comprehensive, neutral e-marketplace for the global US\$100bn air transport industry. Its technical procurement e-marketplace offers specific industry functionality. Aerospan will continue to lead by expanding and extending its portfolio, enabling customers to improve the efficiency and effectiveness of their operations. Aerospan also helps improve customers' profitability by streamlining transactions and operations while reducing both inventory levels and costs. With its regional office structure and worldwide client base, Aerospan is positioned to be the industry's leading global player. Aerospan has developed history, experience, unparalleled neutrality and long-term focus and continues to leverage the global network and IT solutions capabilities of SITA, majority owner of Aerospan. Headquartered in Chicago, Illinois, Aerospan is established, operational and independent. Further information can be found at <http://www.aerospan.com>.

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Xelus Selected by Network Appliance to Optimize Global Service Supply Chain

January 29, 2001 - For Immediate Release

Rochester, NY --

XelusPlan™ software provides full functionality and scalability, enables data access leader to enhance service for customers worldwide

Xelus, Inc., the leading provider of enterprise service management solutions to Global 1000 corporations, today announced that Network Appliance™, Inc. , the leading provider of network-attached data access and content delivery solutions, selected the XelusPlan™ solution to optimize its global service supply chain. XelusPlan coordinates supply, demand and deployment of service parts through traditional and online trading venues.

"We were looking for a cost-effective optimization solution that would scale quickly because we did not want scalability to ever become an issue," said David McCroskey, director, business operations - customer satisfaction at Network Appliance. "XelusPlan's comprehensive functionality was a deciding factor during our three-month evaluation of products, and we chose to implement XelusPlan as one of many components in our Network Appliance Customer Satisfaction IT strategy."

Network Appliance chose Xelus based on the company's depth of experience in service supply chain, partnerships, and track record of successful global planning for large and growing companies.

"Our primary focus is to ensure that we deliver continuous superior service and support to our customers worldwide," McCroskey added. "The scalability and reliability of XelusPlan complement those core values."

Because Network Appliance systems are used by customers to manage mission-critical data, uptime is of great importance. First-rate management of its service enterprise is essential, including having the right service parts available, on time, in the right place and at the right cost. By optimizing service inventory levels globally, XelusPlan will help Network Appliance deliver consistent and superior uptime to its customers.

XelusPlan helps companies reduce inventory overhead costs, increase planner productivity and solidify business processes. Its unique algorithms allow users to review various "what if" scenarios such as cost versus level of service, and perform cost-benefit analyses to help establish the right pricing for various service level offerings. XelusPlan helps companies reduce service supply chain costs while achieving the highest level of customer care.

"We're excited to be working with Network Appliance to establish and support their best-practice systems and processes," said Mike Fabiaschi, chairman and CEO of Xelus. "We look forward to helping them manage their service costs and deliver their targeted level of service to their clients around the world."

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Xelus Receives AFSMI Conference Best of Show from Customer Support Management Magazine

December 28, 2000 - For Immediate Release

Rochester, NY --

Xelus, Inc. has received "Best of Show" honors following the AFSMI 30th World Conference and Exposition held in Nashville October 15-17, 2000. The awards were announced today by *Customer Support Management* magazine.

An undercover panel of judges, representing a mix of industry consultants and "in-the-trenches" practitioners with wide product knowledge, visited all exhibitors at the conference to determine the winners. Xelus was recognized for its XelusPlanTM service inventory planning solution, which enables companies to optimize inventory levels while improving their overall customer service. Companies using XelusPlan include 3Com, British Airways, Cisco Systems, Hewlett Packard, IBM, NCR, StorageTek, Unisys and Verizon.

"XelusPlan is a key tool for supporting our customers and meeting our cost and asset management objectives," said Jim Matney, Director of Americas Logistics at Storage Tech. "We have realized significant reductions in inventory and have experienced enhanced customer service levels using Xelus software."

In announcing the awards, *Customer Support Management* editorial director Katherine Grayson said, "Winning 'Best of Show' is no easy feat. The competition included products from more than 100 companies, each of which presented truly remarkable ideas and innovations for improved management of customer service and satisfaction."

Customer Support Management (<http://www.customersupportmgmt.com/>), the magazine for optimizing the customer relationship, will feature the awards in their January issue.

The Association for Services Management International (<http://www.afsmi.org/>), founded in 1976, is a global association leading the development and advancement of services management in the high-technology industries.

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby

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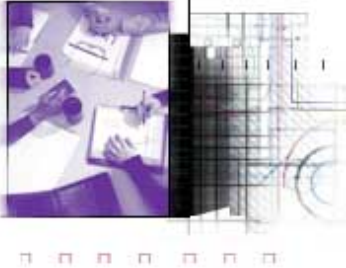
increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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Xelus Appoints Jamie Natti as Director of Consulting Operations

December 28, 2000 - For Immediate Release

Rochester, NY --

Former Director of Customer Support for Canandaigua Wine Company to lead Xelus Client Support Operations

Xelus, Inc., the leading provider of service supply chain solutions to Global 1000 corporations, announces the appointment of Jamie Natti as director of consulting operations. She will be responsible for all North American client support operations including process management, knowledge management and educational services.

Natti brings over 10 years management experience directing and implementing process change. She was previously director of customer support and demand planning at Canandaigua Wine Company, where she successfully built the customer advocate and demand planning/forecasting team. Prior to Canandaigua Wine, Natti was information services supervisor for the transportation electronics division of TRW. She has additional experience with Auburn Steel Company and Management Solutions, Inc.

"Jamie has a unique blend of supply chain knowledge and technical skills that will add significant depth to our consulting operations," said Tom Seadler, vice president of professional services at Xelus. "Her proven success in process management, coupled with her passion for client satisfaction, will help us meet the needs of our rapidly growing client base."

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Unisys Sees Benefits from Web-based XelusTrade™ Exchange for Network and Support Services Parts Procurement

December 05, 2000 - For Immediate Release

Rochester, NY --

Calls XelusTrade "a critical element in ... e-commerce service supply chain"

Xelus, Inc., the leading provider of service supply chain management solutions, today announced that Unisys Corporation (NYSE: UIS), has implemented XelusTrade™ for an active private trading exchange for web-based sourcing and procurement of parts for the company's network and support services.

Unisys is using the exchange to help facilitate procurement of service parts from OEMs, distributors and strategic service partners. Through the use of the XelusTrade application, Unisys expects to improve lead times, reducing the overall procurement cycle while improving its capability to support customers at a lower cost.

Xelus created its first online trading exchange in 1997, targeting the service enterprise market that it has dominated globally for decades. Its XelusTrade solution lets companies use the web to manage sourcing and procurement more efficiently, re-balance service inventories across the organization, and dispose of excess assets.

"We see the implementation of XelusTrade as a critical element in supporting a fully enabled e-commerce service supply chain in our organization," said Terri Kovalski, Director, U.S. and Canada, Service Design Operations, Unisys Global Network Services.

Unisys benefits from Xelus' managed service provider (MSP) model, which gives Unisys maximum flexibility and the capacity to quickly add hundreds of trading partners, streamlining its procurement process and vendor interactions.

"With XelusTrade we've taken a multi-step manual process and reduced it to one electronic step," said Dominick Martelli, Director of Global Inventory Management with Unisys Global Network Services. "We have increased efficiency, doubled the number of vendors receiving our RFQs, and realized immediate cost savings since we've gone live.

"We're now expanding our use of XelusTrade in the United States and plan to implement Xelus Trade in Europe. We expect a substantial increase in the number of suppliers on the exchange over the next three months. We anticipate a very favorable purchase price variance and significant savings in the very near future."

Unisys manages two major warehouses and over 200 local distribution centers worldwide, with service parts volume averaging more than 2,000 orders per week. It currently uses XelusTrade to streamline its new

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inventory purchasing.

"We evaluated many options and selected Xelus primarily due to its speed of implementation and seamless integration with our planning and purchasing systems," Kovalski said. "Our favorable opinion was confirmed by a Xelus client- a major communications company that told us its active private trading network based on XelusTrade technology saved the company millions in the last year."

Unisys reports that, thus far, XelusTrade has been very easy to use and has dramatically reduced complete-cycle time for service parts procurement. Multiple vendors respond electronically to requests within 24 hours and a Unisys buyer makes the order decision, based on price and availability, immediately. The company is also hearing positive feedback from its vendors, who are now able to bid on all of Unisys product group requirements instead of the limited number they received under the previous system.

"It's a win-win situation," said Michael Bagwell of Image Systems, Inc., a vendor to Unisys using the XelusTrade exchange. "It increases the vendor's product range, increases vendor competition, and gives Unisys the best price possible for a product. I see the future of purchasing going through such companies as Xelus."

"A lot of other companies claim 'first mover advantage' in e-commerce, but when you look at their exchanges they're the first mover in making announcements only," said Mike Fabiaschi, chairman and CEO of Xelus. "Xelus is all about being the first mover in execution. We've had live, active trading exchanges in use by our clients for service supply chain optimization for more than three years. We're proud to be delivering real value, not just promises, to companies like Unisys."

About Unisys

Unisys is an e-business solutions company whose 36,000 employees help customers in 100 countries apply information technology to seize opportunities and overcome challenges of the Internet economy. Unisys people integrate and deliver the solutions, services, platforms and network infrastructure required by business and government to transform their organizations for success in this new era. The company offers a rich portfolio of Unisys e-@ction Solutions for e-business based on its expertise in vertical industry solutions, network services, outsourcing, systems integration and multivendor support, coupled with enterprise-class server and related technologies. The primary vertical markets Unisys serves worldwide include financial services, transportation, communications, publishing and commercial sectors, as well as the public sector, including federal government customers. Unisys is headquartered in Blue Bell, Pennsylvania, in the Greater Philadelphia area. For more information access the Unisys home page at www.unisys.com.

About Xelus

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Xelus Signs Alliance with Arthur Andersen, Expands Capacity to Implement Service Supply Chain Solutions

November 15, 2000 - For Immediate Release

Rochester, NY --

Alliance to focus on telecom industry's need for web-based planning, sourcing and procurement of service assets

Xelus Inc., and Arthur Andersen today announced a U.S. alliance that will expand Arthur Andersen's range of digital markets and supply chain capabilities and deliver Xelus service supply chain optimization solutions to a broader network of telecom companies.

Xelus applications enable forecasting, planning, deployment, and web-based sourcing of service assets. Arthur Andersen will work with telecom clients to integrate the Xelus software with legacy systems and incorporate service planning and web-based procurement into the clients' business practices. As part of the alliance, Arthur Andersen also will train professionals to use Xelus' service supply chain management software and showcase the software in its solution centers.

Both companies have extensive experience with clients in the telecommunications arena, which today is characterized by increased competition, high capital spending, sector consolidation and a race to offer new services. The alliance offers telecom companies the service inventory planning solutions and e-commerce strategies they need to make certain that they have the right parts - in the right place, at the right time and at the right cost - to ensure uninterrupted service while controlling their inventory costs.

"New digital marketplaces are announced every week, but many of these marketplaces underestimate the skills, planning capabilities and resources required to manage the complexities of service providers and distribution operations," said Laddie Suk, a partner with Arthur Andersen's technology, media and communications industry. "Arthur Andersen and Xelus are working together to provide these marketplaces with rapid implementations and solutions that can simultaneously create significant efficiencies as well as increase customer service levels within a service organization."

"Arthur Andersen understands the incredible value that Xelus service optimization solutions bring to our mutual clients," said Mike Fabiaschi, chairman and CEO of Xelus. "They have a deep understanding of the telecom industry and can quickly bring working solutions on line to meet the clients' business needs. With this alliance, Xelus will be able to quickly expand our presence in the telecom market and Arthur Andersen gains a valuable new offering for their clients in this space."

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts

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Samsung Selects Xelus Solutions for Worldwide Service Supply Chain Management

November 14, 2000 - For Immediate Release

Rochester, NY --

XelusPlan rapidly implemented in Korea to support move towards global centralization of service inventory planning

Xelus Inc., the leading provider of service supply chain management solutions, announced today that Samsung Electronics has purchased and successfully implemented the XelusPlan solution. XelusPlan will be used by Samsung Electronics in Korea to centrally forecast and plan almost 400,000 spare parts across six worldwide manufacturing locations and over 40 inventory locations.

Samsung Electronics manufactures an extensive range of household and high-tech products. The company's strong commitment to superior customer service makes it necessary to carry an extensive inventory of spare parts for their service engineers. Unless accurately planned and managed correctly, this level of inventory can be an unacceptable expense to the business.

Samsung selected XelusPlan after an extensive evaluation of available solutions, including the supply chain management (SCM) software it currently uses for finished goods inventory planning in its manufacturing operations.

"We selected Xelus for their unique experience in working with service logistics organizations and their impressive list of satisfied high tech clients," said Mr Lee, Samsung General Manager. "Xelus clearly understands the service organization and our special requirements for inventory planning, optimization and procurement. Supply chain management solutions designed for finished goods did not meet our needs."

Samsung's objective is to centralize their spare parts planning in Korea. XelusPlan replaces an automatic system that was neither as sophisticated nor as easy to use as the Xelus solution, and that did not offer global visibility.

"XelusPlan has been a critical tool in supporting the move away from five separate SAP R3 systems to a central parts database," Mr Lee said. "We have been very pleased by how quickly we were able to implement the new system and we are expecting positive results in the near future."

Using XelusPlan to automate the inventory planning and forecasting system, Samsung has already improved the visibility of available stock: centrally based planners can monitor global stock levels and view the inventory held in local depots. The forecasting capabilities of XelusPlan will ensure that overall inventory levels are reduced over time, while improved inventory planning will improve customer service levels.

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"Samsung highlights an emerging trend towards global inventory planning in high tech and in the other vertical markets we serve," said Mike Fabiaschi, chairman and CEO of Xelus. "We are delighted to welcome Samsung to our growing list of high tech clients. Our commitment is to help them continue to deliver outstanding customer service, improve customer retention, and reduce the incidence of obsolete service inventory that is a particular challenge for high tech companies."

About Xelus

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Xelus Introduces Web-based Collaboration Software for Field Service Networks

November 10, 2000 - For Immediate Release

Rochester, NY --

New XelusExtend™ solution optimizes service inventory deployment close to the customer, to reduce costs and improve level of service

Xelus, Inc., the leading provider of service supply chain solutions, today introduced XelusExtend™, a Web-based tool used to calculate optimal service parts stocking levels for inventory sites at multiple field locations close to the customer. Five of Xelus' existing Fortune 500 clients have begun implementation of this latest addition to the Xelus service supply chain management suite.

XelusExtend is targeted at service organizations in telecommunications, high tech, aviation, utilities and transportation industries. Customers in these markets expect a high level of service and minimal equipment downtime. This requires intelligent deployment of service parts inventory over widely dispersed global service networks.

Many service organizations use forward stocking locations such as service lockers, "flyaway kits" in an airplane, trunks in service vehicles, or storage areas at customer locations to meet on-site service needs. While the demand for a particular part may be low at each location, the criticality is often high. The challenge is accurately forecasting and cost-effectively stocking inventory at these low-volume, sporadic-demand locations, to meet level-of-service contracts while avoiding excess inventory. XelusExtend addresses this challenge through innovative algorithms and web-based collaboration between central planning and field service personnel.

XelusExtend applies probabilistic forecasting techniques to account for the irregular demand, and considers customer service level agreement contracts in the calculation of stock levels. Field personnel review plans on line and provide feedback. The specialized algorithms, combined with collaboration between corporate planners and field personnel, bring a new level of intelligence to the service planning process.

"Service deployment is like a chess game, moving inventory around the network to respond effectively to current conditions while minimizing costs," said Mike Fabiaschi, chairman and CEO of Xelus. "XelusExtend helps our clients by providing better access to current information at all levels of the network, and applying the right algorithms to help optimize their service decisions."

XelusExtend is a fully functional stand-alone solution for extended network inventory planning. When it is integrated with a primary service inventory planning system such as XelusPlan, the entire service network can be optimized based on aggregated demand. XelusPlan is the company's flagship solution that generates an integrated plan to coordinate supply, demand, and deployment of service parts through traditional and online

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trading venues.

"As the specialists in service supply chain management, we thoroughly understand the unique business environment for field service locations," said Fabiaschi. "XelusExtend is just one of many innovations we're bringing to this market as we expand our product suite. Building on our deep domain expertise and partnerships with a high-powered client base, we're applying the latest technologies to keep us - and our clients - at the leading edge in service."

About Xelus

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NEC Computers International Selects Xelus Solutions for Worldwide Service Supply Chain Planning

October 18, 2000 - For Immediate Release

Rochester, NY --

Leading European computer manufacturer kicks off deployment in France and Holland

Xelus Inc., the leading provider of software for service inventory planning, forecasting and optimization, announced today that NEC Computers International (NEC CI), the leading European computer manufacturer, will deploy XelusPlan to support the challenging demands of managing its service parts inventory.

XelusPlan will be deployed by the NEC CI Purchasing and Planning team based in Angers, France and Wijchen, Holland. It will be initially used for the planning of all service inventories throughout Europe, then for the worldwide planning.

NEC CI needed a solution that could help the company achieve higher parts availability levels in the after sales market. Xelus was chosen as the best-suited solution for service parts supply chain available today. XelusPlan has a proven ROI (Return On Investment) in the logistics IT marketplace, and NEC CI will benefit from the solution's in-depth capabilities and the experience and expertise of Xelus teams in the field of service optimization.

NEC CI is becoming more focused on the professional market. It is adapting to a service-oriented approach and more efficient service parts planning in order to be competitive in this market, and support the current and future installed base.

"A more professional planning solution was sought in order to integrate demand planning, reverse logistics, automatic warehouse replenishment and supersession planning," says Luciana Verda, NEC Computers International European Supply Chain Manager. "Most demand is next business day service, with 4x4 contracts requiring strategic stocking location solutions. Inventory investment is an important financial spend requiring good data and practices to maximize service and minimize obsolescence."

"We really needed a professional integrated solution, allowing us to plan the purchase and the management of spares and to take advantage of the interactivity between several modules, perfectly matching our needs," Verda continued.

"We're pleased to welcome NEC CI to our growing list of international clients using XelusPlan to optimize inventory expenditure," said Mike Fabiaschi, chairman and CEO of Xelus. "They will now not only be able to forecast 'the right part at the right time in the right place,' but will also have the added ability to track repairable parts - often a cost efficient alternative to purchasing new goods."

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About NEC Computers International

NEC Computers International is a major player in the computer market for the domestic and the professional sector. The sixth largest PC vendor in Europe, NEC CI makes and markets desktop, notebook and server products under the brand names of NEC and Packard Bell. It is a subsidiary of NEC Corporation in Japan and Bull in France.

About Xelus

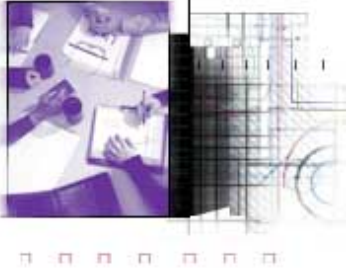
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Mike Fabiaschi Elected Chairman of Xelus, Inc.

October 18, 2000 - For Immediate Release

Rochester, NY --

Company's president and CEO replaces outgoing chairman and founder Lawrence Peckham

Xelus president and CEO Michael Fabiaschi has been elected chairman of the board at Xelus, Inc., a Rochester-based provider of software and services that help Global 1000 corporations optimize their customer service operations.

Fabiaschi joined Xelus (then LPA, Inc.) in November 1998 to manage the company's new venture capital funding and lead the team that would transform the local custom software developer into a solutions provider with international recognition for its service supply chain expertise.

Fabiaschi came to Xelus after seven years at Zamba Corporation. As President and CEO he broadened the scope of Zamba's wireless data applications to include integrated customer relationship management (CRM) systems including Clarify and Siebel Systems. Previously, as Zamba's vice president of sales and support, he negotiated multimillion dollar projects with companies like Hertz, BellSouth, CompuCom and Progressive Insurance. He has thirteen years prior experience with MAI Systems Corporation, a provider of integrated manufacturing, supply chain and financial solutions.

Fabiaschi replaces outgoing Chairman Lawrence Peckham, who founded LPA in 1972 and built the custom software developer into a leading provider of custom and standard applications for service inventory management. "Mike clearly understands the tremendous value proposition that Xelus has offered its clients for the past 28 years," Peckham said. "Today, new market opportunities and the success of our commercial applications demand that the company grow at a rate we've never experienced before. With Mike's CRM and supply chain background and his proven ability to lead a company through rapid growth, I'm confident that he is the right person to take Xelus to the next level."

Fabiaschi's appointment was approved by the Xelus Board of Directors, which includes representatives from its investor companies Insight Capital and Oak Investment Partners. The company has additional funding from Integral Capital Partners, UBS, and MMC Capital, Inc.

"I view this as an endorsement of the path we've embarked on to define a market and dominate it," said Fabiaschi. "I was drawn to the company two years ago by the tremendous regard its customers have for it and the potential to build on that reputation. Since then I've been more impressed each day by the expertise and passion of the people here. I'm honored to be a part of it."

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Xelus to Provide Service Supply Chain Optimization Solutions Via Next Generation Commerce One.net

September 18, 2000 - For Immediate Release

Rochester, NY --

At eLink, Xelus, Inc. announced that its market-leading service optimization solutions will be part of the Commerce One (NASDAQ: CMRC) portfolio of business services now available on the latest version of Commerce One.net (formerly named MarketSite.net).

Xelus, Inc. is uniquely focused on optimizing the service supply chain of Global 1000 companies. This includes the post-sale lifecycle of complex durable goods, such as equipment for high tech, aviation, surface transportation, telecommunications and energy capital markets. Xelus clients achieve new levels of service efficiency - improving inventory asset utilization, reducing costs and increasing service levels - thereby increasing customer loyalty, revenue and ROI.

Xelus solutions are now available directly to buyers and suppliers on Commerce One.net (www.commerceone.net) and through syndication to other e-marketplaces. The Commerce One.net syndicated suite of business services makes it easy for e-marketplace operators to tap into the services their buyers and suppliers need to conduct e-business.

"We are excited to be working with e-business leaders like Commerce One to bring our service supply chain expertise to the B2B arena," said Mike Fabiaschi, CEO and President at Xelus. "We have a proven ability to provide measurable return on investment in a very short time, typically saving our customers millions of dollars in direct materials costs in their first year with us."

"By welcoming Xelus to Commerce One.net, we believe we are giving our customers the tools they need to intelligently plan and forecast their needs for the service, and then meet these needs via collaborative e-commerce," said Roy Satterthwaite, vice president, Commerce One.net.

About Xelus

Xelus, Inc. is the leading provider of collaborative Service Parts Management and Reverse Supply Chain solutions to Global 1000 corporations. The Xelus solution combines planning and execution to optimize global inventory and collaboration in the multi-enterprise service supply chain. Xelus has unmatched domain expertise, combined with best-practice knowledge of service operations in its targeted vertical markets (aviation, telecommunications, high-tech, surface transportation, energy and DoD). Xelus clients achieve new levels of service efficiency, improve asset utilization, reduce costs, and increase service levels - thereby increasing customer loyalty, revenue and ROI. Xelus is a privately held company headquartered in Rochester, NY, with offices throughout the United States and Europe. For more information visit www.xelus.com.

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British Airways Selects XelusPlan Inventory Planning Solution to Optimize Service Supply Chain

August 22, 2000 - For Immediate Release

Rochester, NY --

Xelus, Inc., the leading provider of planning, optimization and Web-enabled solutions for the Service Supply Chain, announced today that British Airways has selected the XelusPlan inventory planning solution.

The XelusPlan solution will be used to optimize inventory of British Airways Engineering, which is responsible for servicing, maintaining and overhauling British Airways' aircraft. The implementation phase will start immediately at both Heathrow and Gatwick Airports. The software will be used by 120 planners to manage the 600,000 part numbers held by British Airways Engineering.

After an extensive vendor search, British Airways chose Xelus as the best solution to address service supply chain planning and optimization. Leading service organizations are now recognizing the imperative need to optimize the service supply chain.

"The service industry requires software designed to meet the requirements of both scheduled and unscheduled environments. Xelus spoke our language. They understood the business requirements of a service industry, had a proven expertise within the aerospace sector, as well as a leading position within the service supply chain business. Xelus was simply the best fit for our business," said David Richardson, General Manager Engineering Supply Chain, British Airways.

"We are delighted to continue our growth in the aviation sector - a key sector for Xelus. We are particularly pleased that British Airways, in their choice of XelusPlan, has endorsed the fact that leading maintenance and service organizations require a solution designed specifically to manage the complex service supply chain," said Mike Fabiaschi, President, CEO and Chairman of Xelus.

XelusPlan is designed specifically to support the challenging demands of managing the post-sales service and maintenance industry. The implementation of XelusPlan will enable British Airways to optimize inventory levels while solidifying British Airways' best-in-class customer service.

About British Airways Engineering

British Airways Engineering is a world-leading aviation maintenance organization providing full support for the aircraft fleets of British Airways and a number of other customer airlines. The organization employs 9000 staff at over 100 worldwide locations. British Airways Engineering have a world-wide reputation for engineering excellence with the logistics expertise to support airline operations on every continent, 365 days of the year, 24 hours a day.

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LPA Becomes Xelus

Announces New Name, Renewed Energy and Focus

Rochester, NY (June 7, 2000) - LPA, Inc., the leading provider of software for service inventory planning, forecasting and optimization, announced today its new company name - Xelus, Inc.

Xelus, which is pronounced "zealous," alludes to the Greek God Zelus. The personification of zeal, Zelus was the brother of Nike, goddess of victory, and Cratos, god of strength and power.

"Our new company name speaks to our renewed zeal and commitment to be the absolute dominant player in the changing inventory optimization marketplace, especially in e-Business," said Mike Fabiaschi, president and CEO of Xelus. "The marketplace is moving at Internet speed, and Xelus is helping to drive that change for the service and after-market enterprise. We will be the company that makes service cool!"

"Our plan is not to simply perpetuate our successful organization," he added. "Our plan is to expand our reach through new technology and alliances, to deliver new solutions that anticipate the needs of our sizable Fortune 1000 customer base."

Xelus has recently successfully deployed its Web-enabled solutions at active customer sites. The company, which has been providing software and services for service organizations for almost three decades, is now poised to facilitate larger-scale collaborative commerce on open Internet trading communities for selected vertical industries.

This strategy includes a new emphasis on building strong alliances with business strategy, information technology and e-Commerce leaders. "We are determined to build strong alliances with leading software providers and system integrators," Fabiaschi said. "We're looking for partners who complement our strengths and provide added value for our customers."

Industry analysts have already taken note of new strategy. "Xelus will build upon LPA's established historical strength of selling software to replacement parts inventory departments," said Larry Lapide in the AMR Research Alert on Supply Chain Strategies, June 6, 2000. "Xelus is still the service parts inventory management and demand planning leader. The makeover was designed to keep it that way."

"Throughout our history and current reinvention, one constant has been our commitment to our customers' success," Fabiaschi added. "We will always measure our success by our ability to help our customers achieve their goals. Our customers have measurable bottom-line savings. We directly create that value for them."

With new alliances, new e-Business initiatives, and ongoing enhancements to its flagship product line, Xelus looks to expand its presence throughout the world. The company currently serves Global 1000 organizations in over 32 countries.

About Xelus

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Mercer Management Consulting and Xelus Announce New B2B Alliance

New Venture to Design and Power B2B E-Marketplaces

NEW YORK, June 12, 2000 - In a unique new alliance, Mercer Management Consulting has joined forces with Xelus, Inc. (formerly LPA, Inc.) to design and power a range of business-to-business (B2B) e-marketplaces for customers in service-intensive industries, including aviation, railroads, telecommunications, and utilities. The alliance formalizes a productive working relationship between a premier strategy consulting firm and a leading software solutions provider.

Mercer, a leading global strategy firm, will help Xelus market to targeted industries and refine its strategy and business model. At the same time, Xelus will migrate its industry-leading planning and procurement software into the B2B marketplace and join with other world-class technology partners to power the e-marketplaces it is creating. Xelus will continue to develop and enhance its planning and procurement solutions for customers in the service sector.

"Xelus' technology innovations and implementation expertise in the service parts arena, coupled with our deep industry knowledge, strategic expertise, and network of senior executive contacts, create a unique opportunity for both firms as well as for the companies we are targeting," says Mercer Management Consulting Vice President Peter Walsh.

"Customers will be the real beneficiaries of this alliance," says Xelus CEO Mike Fabiaschi. "Savings from the creation of an e-marketplace for the aviation industry, for example, could reach several billion dollars," he says.

The alliance with Mercer Management Consulting is the latest in a series of moves for Rochester, New York-based Xelus, which has transformed itself from a software development firm into a full-service solutions provider. Most recently, Xelus and FreeMarkets, Inc. - which facilitates sophisticated online auctions for buyers of industrial parts, raw materials, commodities, and services - announced they will leverage the Xelus planning and trading engine and FreeMarkets' auction expertise to meet their customers' planning and procurement needs.

Customers can now use the Xelus web-based planning technology to forecast demand and optimize the procurement of spare parts and other direct materials. The new strategic partnerships with these two leaders in the online world promise additional functionality.

About Mercer Management Consulting

As one of the world's premier corporate strategy firms, Mercer Management Consulting helps leading enterprises achieve sustained shareholder value growth through the development and implementation of customer-focused business designs.

About Xelus

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FreeMarkets and Xelus Form Strategic Alliance to Deliver Web-Based B2B eMarketplace and Decision Support Solutions

PITTSBURGH, PA and ROCHESTER, NY - June 7, 2000 - FreeMarkets, Inc. (NASDAQ:FMKT), the original and world's leading B2B eMarketplace, and Xelus, Inc. (formerly LPA, Inc.), the leading provider of service inventory planning, forecasting, optimization and e-commerce solutions, announced today that they have formed a strategic alliance to deliver Web-based B2B e-trading communities and decision support solutions to Global 1000 organizations.

Under the terms of the alliance, FreeMarkets and Xelus will provide Global 1000 organizations in industries including aerospace, telecommunications, high technology, and utilities with access to the FreeMarkets® B2B eMarketplace and the Xelus money-saving service inventory optimization and planning solutions.

The FreeMarkets B2B eMarketplace has facilitated over \$5.4 billion in commerce to date and includes industry-leading online auction technology, technical operations, industrial market-making services, access to a global database of suppliers and supplier research and call center support to buyers and suppliers in over 30 languages. The Xelus offerings combine sophisticated planning and forecasting capabilities with e-Business functionality to create multi-tiered e-trading communities that facilitate collaborative commerce in selected verticals.

Through the alliance, customers can enhance the efficiency of their procurement process and increase potential savings by combining the FreeMarkets and Xelus solutions. Customers using the FreeMarkets B2B eMarketplace, for example, will be able to use FreeMarkets Desktop, the industry's only Web-based technology sourcing platform for industrial buyers, to prepare for bidding events; and integrate the Xelus decision support solutions for materials sourcing, planning and re-order.

"Xelus has a leading optimization software solution for service, with applications controlling over \$50 billion dollars worth of yearly service parts purchases at Fortune 500 companies worldwide. FreeMarkets customers have conducted over \$5.4 billion worth of purchases through our B2B eMarketplace," said Scott Grimes, vice president of business development for FreeMarkets. "Together, we can provide additional value to Global 1000 organizations by offering a combined solution that increases sourcing efficiency and saves money."

"Our partnership with FreeMarkets will enable Xelus to implement online sourcing solutions that will have immediate and long-term impact on our clients," said Rudy George, vice president of alliances at Xelus. "Our distinctive expertise in aviation, telecommunications, high-tech, and utilities complement the FreeMarkets B2B eMarketplace, providing one-of-a-kind optimized supply chain solutions for the service industry."

About Xelus

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Xelus Inc. announces the creation of its French subsidiary, Xelus France

Rochester, New York (June 5, 2000) - Xelus, Inc., the leading provider of planning, optimization and collaborative e-commerce for the service and after-market support enterprises and organizations, announces the creation of its French subsidiary, Xelus France, with its headquarters in Paris.

Formerly LPA, Inc., Xelus has a robust and widely used product suite and an impressive world wide customer base: more than 1,000 major references including a significant number in Europe. The company focuses on targeted vertical markets such as aviation, telecommunications, computer and high-tech, automotive, rail and utilities.

"With the creation of its French subsidiary, Xelus will increase its presence in Europe and work even more closely with its key customers," said Stephan Dattner, newly appointed as Director of Xelus France. "Providing prompt and effective service is a strategic challenge for high tech companies, and Xelus helps these companies to manage service inventories and improve their sourcing through multi-tiered e-commerce communities. Xelus clients dramatically raise their customer service levels while reducing service inventories, both of which contribute to improved bottom line."

About Xelus

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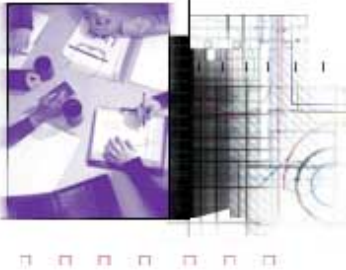
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Xelus Shifts Marketing into High Gear

New Staff, Agencies Set to Raise the Profile of Industry's Leading Service Optimization Company

Rochester, New York (May 8, 2000) - Xelus, Inc., the leading provider of planning, optimization and collaborative e-commerce solutions for the service enterprise in major corporations, announced today new staff and resources to power its accelerated marketing drive.

"Xelus has been the best-kept secret in our industry, even though our applications control fifty billion dollars worth of purchases of service parts per year at Fortune 500 companies worldwide," said Mike Fabiaschi, president and CEO of Xelus. "Now, with an experienced marketing team on board and support from dynamic PR and creative agencies, we intend to be much more vocal about our success and what we can do for our customers."

Joining Xelus are Stan Beal, vice president of marketing; Robert Conway, manager of Internet communications; and Lisa Schaertl, marketing communications manager. Beal brings six years of experience in decision support technologies, supply chain management, and demand forecasting to Xelus. Prior to joining the company, he served as vice president of demand management with i2 Technologies.

Conway comes to Xelus from Compaq Computer's Enterprise Division, where he spent three years as Webmaster. Conway has 10 years of experience in all facets of electronic communications, training, and workflow optimization. Schaertl brings more than 10 years of experience in technical marketing, sales, and public relations for high-tech companies, having served most recently as product manager at Avant! Corporation, formerly Xynetix.

Xelus has also recently engaged Socket Public Relations in Austin, Texas, and M&P Design Group in Rochester, New York, to extend its marketing reach.

"Xelus' technical strength and customer relations have served it well, and now its strengthened marketing emphasis will help the company gain the visibility it deserves," said Thomas Cheung, senior associate with Insight Capital Partners, a leading venture capital firm and major investor in Xelus. "This newly charged marketing effort is particularly timely as Xelus extends its domain expertise and proven Web-based sourcing capabilities into vertical net markets."

Xelus' Multi-tiered e-Trading communities, powered by XelusTrade, enable the balancing, sharing, sourcing, and disposing of service parts inventory within an enterprise and among tiered trading communities that can include a single company's many geographic locations, a private network of trusted partners, industry "vertical networks" or the open on-line community. Xelus focuses on the vertical markets for the service enterprise in aviation, telecommunications, high-tech, rail, and utilities industries. Trading communities based on XelusTrade can draw intelligence from the company's XelusPlan system, which provides the planning and forecasting sophistication necessary to effectively manage spare parts inventories, reverse logistics, and maintenance repair and

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overhaul operations.

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