

**FOR IMMEDIATE RELEASE:**



## **Endeca Wins IBM PartnerWorld Beacon Award for Best Information Management Solution**

**CAMBRIDGE, Mass. -- March 1, 2006** – [Endeca](#), the leading provider of Guided Navigation®, Search and Analysis solutions, has been named winner of the “Best Information Management Solution” award in the annual IBM PartnerWorld Beacon Awards competition, honoring IBM Business Partners for their innovation, customer satisfaction and outstanding achievements in providing on demand business solutions.

Endeca’s MDM navigator uses WebSphere Product Center, WebSphere Application Server and DBS. Endeca’s solutions helped save one electronics client in product cost, risk and time-to-market by helping its engineers easily find the best designs and parts to include in new products. IBM also utilizes Endeca’s information access solutions in its Business Consulting Services.

Judges remarked that Endeca “represents the new high-value segment of Information Management,” and that MDM navigator is an “excellent application that hones in on pervasive business problems and leverages IBM technology to deliver answers in context.”

“Judges selected Endeca as the winner in this category based on its ability to deliver cutting edge, innovative value to customers while working closely with IBM to both benchmark and extend those solutions and technologies,” said Donn Atkins, General Manager, IBM Global Business Partners. “Endeca is combining technology expertise with business insight to help their clients innovate on important business issues and realize real efficiencies.”

“In the information economy, more powerful information accessibility means more optimal problem solving, more innovation and streamlined operations. The companies that know this and invest accordingly are the future market leaders,” said Steve Papa, founder and chairman of Endeca. “Through our successful partnership, Endeca and IBM can offer the foundation necessary to create and deploy a new generation of applications that support a wide array of information-intensive business processes. As a result, these businesses can now use their substantial information investments as a competitive weapon to improve time-to-market, reduce costs and increase revenue.”

### **About IBM PartnerWorld Beacon Awards:**

862 nominations were judged by a team of leading industry journalists, analysts, and IBM executives, who selected winner and finalists in 36 award categories. These IBM Business Partners will be honored during the IBM PartnerWorld 2006 Conference in Las Vegas, Nevada, March 12 - 15. For more information about the IBM PartnerWorld Beacon Awards please visit [http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/pub\\_awards\\_pwbeacon\\_nom.html](http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/pub_awards_pwbeacon_nom.html)

**About Endeca**

Endeca's award-winning Guided Navigation, Enterprise Search, and Analysis solutions help organizations integrate, discover, and navigate enterprise data to solve business problems associated with information overload. Endeca's customers include a wide range of enterprises, including retailers (Costco, The Home Depot, Wal-Mart); financial services (ABN AMRO, Bank of America, Putnam Investments); manufacturing and distribution (IBM, Boeing, John Deere); media and publishing (World Book, The Guardian, Cox Newspapers) and government (the Library of Congress, NASA, the National Cancer Institute). Endeca is a private company headquartered in Cambridge, MA. More information: [www.endeca.com](http://www.endeca.com) or [info@endeca.com](mailto:info@endeca.com).

###

*Endeca, Endeca InFront, Endeca Navigation Engine and Guided Navigation are registered trademarks, and Endeca ProFind and Endeca Latitude are trademarks of Endeca Technologies, Inc. All other product and service names mentioned herein are or may be registered trademarks or trademarks of their respective companies or organizations.*

**Media Contacts:**

Craig VerColen  
Endeca  
+1-617-621-4927  
[cvercolen@endeca.com](mailto:cvercolen@endeca.com)