



I-many, Inc.

Company Profile

Publication Date: 30 Mar 2011

www.datamonitor.com

Europe, Middle East & Africa

119 Farringdon Road
London
EC1R 3DA
United Kingdom

t: +44 20 7551 9000
f: +44 20 7551 9090
e: euinfo@datamonitor.com

Americas

245 5th Avenue
4th Floor
New York, NY 10016
USA

t: +1 212 686 7400
f: +1 212 686 2626
e: usinfo@datamonitor.com

Asia Pacific

Level 46
2 Park Street
Sydney, NSW 2000
Australia

t: +61 2 8705 6900
f: +61 2 8088 7405
e: apinfo@datamonitor.com

ABOUT DATAMONITOR

Datamonitor is a leading business information company specializing in industry analysis.

Through its proprietary databases and wealth of expertise, Datamonitor provides clients with unbiased expert analysis and in depth forecasts for six industry sectors: Healthcare, Technology, Automotive, Energy, Consumer Markets, and Financial Services.

The company also advises clients on the impact that new technology and eCommerce will have on their businesses. Datamonitor maintains its headquarters in London, and regional offices in New York, Frankfurt, and Hong Kong. The company serves the world's largest 5000 companies.

Datamonitor's premium reports are based on primary research with industry panels and consumers. We gather information on market segmentation, market growth and pricing, competitors and products. Our experts then interpret this data to produce detailed forecasts and actionable recommendations, helping you create new business opportunities and ideas.

Our series of company, industry and country profiles complements our premium products, providing top-level information on 10,000 companies, 2,500 industries and 50 countries. While they do not contain the highly detailed breakdowns found in premium reports, profiles give you the most important qualitative and quantitative summary information you need - including predictions and forecasts.

All Rights Reserved.

No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior permission of the publisher, Datamonitor plc.

The facts of this profile are believed to be correct at the time of publication but cannot be guaranteed. Please note that the findings, conclusions and recommendations that Datamonitor delivers will be based on information gathered in good faith from both primary and secondary sources, whose accuracy we are not always in a position to guarantee. As such Datamonitor can accept no liability whatever for actions taken based on any information that may subsequently prove to be incorrect.

TABLE OF CONTENTS

Company Overview.....	4
Key Facts.....	4
Business Description.....	5
History.....	7
Key Employees.....	9
Key Employee Biographies.....	10
Major Products and Services.....	14
Top Competitors.....	15
Locations and Subsidiaries.....	16

COMPANY OVERVIEW

I-many is a privately held provider of contract lifecycle management software and related professional services within the life sciences industry. It enables organizations to manage complex commercial and government contracting and compliance strategies by aligning actionable information with revenue-based transactions. The company primarily operates in the UK, the US and India. It is headquartered in Philadelphia, Pennsylvania.

As a privately held entity, I-many is not obliged to publish its financials.

KEY FACTS

Head Office	I-many, Inc. 1735 Market Street 37th Floor Philadelphia Pennsylvania 19103 USA
Phone	1 215 344 1900
Fax	1 215 344 1919
Web Address	http://www.imany.com

BUSINESS DESCRIPTION

I-many is engaged in the provision of contract lifecycle management enterprise software and services. I-many enables businesses to manage the entire contract life cycle, from pre-contract processes and contract management to active compliance, contract optimization, demand channel visibility and control.

The company's major customers in the health and life sciences industry include Wockhardt USA and Premier and in the other industries include Kodak, Honeywell Aerospace and RONA.

The company's key solutions include Contract Manager, Contract Analytics, CARS Chargebacks, CARS Rebates, CARS BI, Advanced Membership, Validata, Government Pricing, Government Pricing BI, Medicaid Rebates, Forecasting and Accruals, Demand Management, Collections and Deductions.

Contract Manager is a solution for the authoring, management and storage of enterprise contract documents. Contract Manager stores all contracts in an intelligent on-line repository that automates the contract creation, review, and approval process. iMANY Contract Manager is designed for legal departments, contract managers within sales organizations, financial analysts, contract analysts within procurement organizations.

Contract Analytics provides techniques and processes for the analysis and interpretation of contract performance data to reveal patterns, anomalies, key variables and relationships, leading to proactive evidence-based decisions. It delivers self-service purpose-built pre-deal analytics, contract performance analytics and the ability to proactively monitor and manage Gross to Net (G2N) margins. I-many Contract Analytics is designed for finance, legal and compliance, trade and brand management, sales and marketing and commercial and government contracting analysts and other business users.

I-many CARS Chargebacks processes chargebacks, service fees and administration fees from trading partner sales data, ensuring accurate payments based on agreed-upon terms that are summarized in a contractual agreement. iMANY CARS Rebates processes reimbursement (rebate) and administration fees from trading partner sales data. These are designed for manufacturers that enter into rebate agreements for processing of incoming sales data against contracting scenarios.

I-many CARS business intelligence (BI) gives information when needed and in the required format within the business context. It enables better evidence-based decisions. It is designed for contract analysts and other business users for self-service query and reporting. I-many Advanced Membership automates and streamlines membership management, helping minimize inaccurate payments that lead to government pricing inaccuracies.

I-many Validata enables life sciences manufacturers to process, validate, summarize and analyze the prescription-level data it receives from its managed care trading partners. It is designed for rebate

analysts and administrators who need to validate incoming claim-level detail data from their trading partners (MCOs).

I-many Government Pricing solution manages price calculations required for compliance with various government programs. It offers transaction consolidation, flexible calculation management, bulletproof audit trails, and compliance tools designed to minimize manufacturers' risk of non-compliance. It is designed for the Vice President/Director of government contracting and government pricing analysts.

I-many Government Pricing Business Intelligence (BI) provides visibility into all levels of the government price calculations, including summarized results, mid-level components and underlying transactional details. It is designed for government pricing analysts and other business users of iMANY Government Pricing for self-service query and report authoring.

I-many Medicaid Rebates enables manufacturers protect revenues by identifying erroneous claims, managing disputes, and streamlining payments. It is designed for pharmaceutical companies' government contracts departments, Medicaid analysts, and government pricing analysts.

I-many Forecasting and Accruals integrates forecasting and modeling capabilities to analyze data and model accrual processing, monitoring aggregate actual chargebacks and rebates granted and comparing them to the estimated accrued provision for those chargebacks and rebates. It is designed for the office of finance, its executives and analysts that need self-service and integrated data analysis, and modeling accrual processing.

I-many Demand Management solutions provides daily insights into channel inventory, sales uptake and product movement to commercial operations, sales, marketing, supply chain, and finance. Demand Management enables brand managers to measure channel marketing effectiveness and maximize product margins over the lifecycle of a product. For trade managers, it provides the insight on product initiatives including product launch, campaigns and end of life that help meet revenue targets and minimize distribution costs. It is designed for brand managers, trade managers and finance.

I-many Collections enable companies to track, monitor and obtain prompt payment on invoices and also manage and expedite the associated internal invoice dispute resolution process. It is designed for credit managers, collectors / collections teams, dispute resolvers and customer service. I-many Deductions also enable companies to track, monitor and of claimed deductions by providing fact-based information critical for the resolution and collection of billing and payment discrepancies throughout the deduction lifecycle. It is designed for deduction analysts and credit managers.

HISTORY

I-many was created in 1989 originally under the name of Systems Consulting Company (SCC). Its first major product was the Deductions Management System (DMS), a product for use by consumer goods manufacturers. The first client to purchase this was Pet, a manufacturer of milk and sauce products.

In the early 1990s, Medicaid and Medi-Trak were developed and then produced.

The CARS series of products (Rebates, Chargebacks and IS) were released in the 1990s.

The company changed its name to I-many in 2000, and also offered its IPO in the same year. In 2001, the company acquired Vintage Software, Intersoft International and BCL Vision. Alliances were also formed with J.D. Edwards and Accenture, and I-many International was formed in London.

I-many expanded its manufacturing facilities into India in 2003. In 2004, I-many signed an agreement to merge with Selectica, the California-based provider of system software and services.

I-many entered into a reseller partnership with CYA Technologies, in which I-many would leverage CYA's leading business continuity solution suite in 2005. In the same year, I-many and EMC extended relationship to deliver enterprise content and contract management solution; integrated solution enables customers to automate the entire contract management lifecycle.

In 2006, I-many signed partnership agreement with Cognos, a business intelligence and performance management, to develop a new version of I-many Medicaid Analytics.

I-many and Dr. Reddy's Laboratories, an India based pharmaceutical company, signed a five-year agreement to license I-many's CLM solutions, which included I-many CARS, I-many Medicaid, I-many Government Pricing, and I-many Contract Manager in 2007. In 2008, the company acquired the ClaimRight data validation software business from Global Healthcare Exchange, LLC and Global Healthcare Exchange, Inc. (GHX). I-many signed a definitive merger agreement to acquire privately-held Edge Dynamics, a provider of channel demand management solutions for the life sciences industry based in Redwood City, California in the same year.

In 2009, LLR Partners, one of the Mid-Atlantic's largest private equity investment firms and I-many announced a definitive merger agreement under which LLR Partners acquired I-many. After this, I-many was delisted from the NASDAQ Stock Market. Later in 2009, the company changed its headquarters from Edison, New Jersey to Philadelphia, Pennsylvania.

In January 2010, Gaurav Verma was appointed as the Vice President of Solutions Marketing. In February 2010, I-many and Polaris Contracting Solutions, a management consulting firm providing pharmaceutical and medical device companies entered into strategic alliance to provide an outsourced government pricing solution.

In May 2010, I-many entered into a strategic partnership with Alliance Life Sciences Consulting Group (ALSCG), a management and technology consultancy to deliver innovative contracting solutions for life sciences firms. In the following month, I-many entered into a strategic partnership with HighPoint Solutions, a solutions provider to the pharmaceutical and healthcare industries, to provide life science companies solutions for commercial contracting.

In March 2011, iMANY opened its new research and development facility in the San Francisco Bay Area.

KEY EMPLOYEES

Name	Job Title	Board
P Kevin Kilroy	President and Chief Executive Officer	Senior Management
Kevin M Harris	Chief Financial Officer	Senior Management
Lawrence Lindsey	Chief Development Officer	Senior Management
David Rode	Senior Vice President, Global Operations	Senior Management
Jerry Inman	Vice President, Global Marketing	Senior Management
Mel Walker	Vice President and General Manager, Professional Services and Support	Senior Management
Jerry Schorn	Vice President, Global Sales	Senior Management
Gaurav Verma	Vice President, Solutions Marketing	Senior Management
Jin Huang	Vice President, Development	Senior Management
Gonzalo Castro	Vice President, Product Management	Senior Management
Marty Coyle	Vice President, Human Resources	Senior Management
Stacey Rabbino	General Counsel	Senior Management

KEY EMPLOYEE BIOGRAPHIES

P Kevin Kilroy

Board: Senior Management
Job Title: President and Chief Executive Officer
Since: 2009

Mr. Kilroy has been the President and Chief Executive Officer at I-many since 2009. He served as the President and Chief Executive Officer at Bluestone Software, a global leader in enterprise middleware technology. In addition to his tenure with Bluestone, Mr. Kilroy has held Senior Executive, Technical Management, Sales and Marketing roles at Hewlett Packard, Seer Technologies, Continental Telephone, Avon Cosmetics, Xerox, Samsung Information Systems, and Toshiba America. He is a graduate of North Carolina Wesleyan College.

Kevin M Harris

Board: Senior Management
Job Title: Chief Financial Officer
Since: 2003
Age: 47

Mr. Harris has been the Chief Financial Officer at I-many since 2003. Prior to joining the company, he was the Division Controller at the Middleware Division at Hewlett-Packard and Corporate Controller at Bluestone Software. Earlier in his career, Mr. Harris was the Chief Financial Officer at a privately held consumer product goods marketing company. He holds a BS and MBA from Drexel University.

Lawrence Lindsey

Board: Senior Management
Job Title: Chief Development Officer
Since: 2009
Age: 43

Mr. Lindsey has been the Chief Development Officer at I-many since 2009. He has 17 years of Senior Management and Enterprise Software Development experience with extensive experience in CRM, bid-quote, healthcare and other enterprise applications. Previously, Mr. Lindsey served as the Vice President of Engineering at Symantec Corporation for online platform and partner services, and led an extensive team to design, develop and maintain world class technologies, as well as customized OEM and ISP versions of Norton products. Prior to Symantec, Mr. Lindsey was the Vice President of Engineering at Nsite Software. Prior to Nsite, he held various senior management positions at Oracle Corporation, including Senior Director of development for the Healthcare Industry

Group. Mr. Lindsey holds a Bachelor of Science in Computer Science from the University of Southern California.

David Rode

Board: Senior Management
Job Title: Senior Vice President, Global Operations
Since: 2009

Mr. Rode has been the Senior Vice President of Global operations at I-many since 2009. His leadership experience includes companies such as Intenia Americas, a worldwide leader in ERP system integrating business application suites covering core processes including financial management, customer relationship management, manufacturing and supply chain planning and execution where he served as the Chief Executive Officer of Americas. Mr. Rode also held Senior Sales, Marketing, Field Operations and Management roles in technology solutions providers such as Information Builders and Lectra. He holds a BA in Economics from Denison University in Granville, Ohio, and an MBA with distinction from the Wharton School of the University of Pennsylvania, in Philadelphia.

Jerry Inman

Board: Senior Management
Job Title: Vice President, Global Marketing
Since: 2009

Mr. Inman has been the Vice President of Global Marketing at I-many since 2009. He has 20 years of experience in branding, advertising, lead generation, customer retention and growth programs. Prior to joining I-many, he served as the Vice President of Marketing at Lectra, global leader in integrated technology solutions. Before that, Mr. Inman spent over ten years at Information Builders in New York City, a leader in enterprise business intelligence and integration software where he was a Director of Marketing. He began his career as a Marketing Manager at Computer Associates, a leading system and application software provider where he was responsible for advertising and international marketing. He holds a BA in Business Administration from Rider University.

Mel Walker

Board: Senior Management
Job Title: Vice President and General Manager, Professional Services and Support

Ms. Walker serves as the Vice President and General Manager of Professional Services and Support at I-many. She has been with the company since 2000, previously serving as a Senior Director of Professional Services. She has 16 years of senior management and enterprise software consulting experience with experience in accounting, manufacturing, healthcare and other enterprise applications. Previously, Ms. Walker served as a Senior Manager at Belcan Engineering for implementation

services of accounting, manufacturing and distribution applications. Prior to Belcan, she was Accounting Manager at MedPlus, a publicly held software company that specializes in barcode technologies and electronic patient record systems. Ms. Walker holds a Bachelor of Science in Business Management from the University of Cincinnati.

Jerry Schorn

Board: Senior Management
Job Title: Vice President, Global Sales

Mr. Schorn serves as the Vice President of Global Sales at I-many. He has 18 years of sales and sales management experience to iMANY. His Sales leadership experience includes companies such as IBM where he was responsible for managing Sales for the Optim brand for North America. Prior to IBM, Mr. Schorn was a part of the Sales Management team at Princeton Softech which was acquired by IBM in 2007. He holds a BA in Business Management and Marketing from Millersville University of Pennsylvania.

Gaurav Verma

Board: Senior Management
Job Title: Vice President, Solutions Marketing
Since: 2010

Mr. Verma has been the Vice President of Solutions Marketing at I-many since January 2010. Prior to joining I-many, he lead Global Technology Product Marketing for SAS, the leader in business analytics software and services, and the largest independent vendor in the business intelligence (BI) market, where he instituted global market leadership for SAS' Business Analytics Framework, Business Intelligence and Text Analytics products and solutions by driving global marketing strategy and positioning. Mr. Verma has also served as the Financial Services Industry Marketing Director at Cognos (now IBM Cognos) another leading BI and Performance Management company, Director of Corporate Marketing at Information Builders and as a Principal Analyst and Program Director at Doculabs, a technology consulting firm that lowers the business risk of technology decisions through client-specific recommendations, objective analysis and in-depth research.

Jin Huang

Board: Senior Management
Job Title: Vice President, Development

Mr. Huang serves as the Vice President of Development at I-many. He has 16 years of engineering experience in the enterprise software application space. Prior to joining the company, Mr. Huang worked for Business Objects/Nsite Software where he served as a Director of Engineering for the Nsite On Demand Application Platform. Prior to Business Objects/Nsite Software, he served engineering leadership positions at Oracle specializing in transportation, scheduling, planning and

supply chain optimization solutions as well as engineering positions at IBM. Mr. Huang holds multiple advanced degrees in computer science and related fields to include an MS degree in CAD/CAM and a PhD degree in Computer Integrated Engineering Systems from Xi'an Jiao Tong University in Xi'an, China and an MS degree in Computer Science from University of North Carolina at Charlotte.

Gonzalo Castro

Board: Senior Management
Job Title: Vice President, Product Management

Mr. Castro serves as the Vice President of Product Management at I-many. He joined the company from DecisionView, where he was Vice President of Product Marketing and responsible for product management, product marketing, and product strategy. Prior to DecisionView, Mr. Castro was Director of Life Sciences Product Strategy at Oracle Corporation. Before joining Oracle, he worked at Siebel Systems in a number of roles within the Life Sciences Product Marketing group. In addition to his software career, Mr. Castro served as an Operations Research Consultant at ZS Associates where he applied advanced statistical modeling to enhance sales and marketing strategies. Mr. Castro holds an MS in Industrial Engineering from Purdue University and an MBA from the Wharton School of Business.

Marty Coyle

Board: Senior Management
Job Title: Vice President, Human Resources
Since: 2010

Mr. Coyle has been the Vice President of Human Resources at I-many since February 2010. Prior to joining the company, he headed Human Resources for the Commercial Organization at Genentech and the Discovery Research group at Wyeth Pharmaceuticals. Mr. Coyle brings software industry experience from his time at SAP where he held a number of senior Human Resources roles. Mr. Coyle holds a BS in Economics from Penn State and is completing his graduate studies in Organizational Dynamics at the University of Pennsylvania.

Stacey Rabbino

Board: Senior Management
Job Title: General Counsel
Since: 2010

Ms. Rabbino has been the General Counsel at I-many since January 2010. She practice has focused primarily on licensing, intellectual property and transactional matters. In addition to private practice, her career has included service as Chief Intellectual Property counsel at VeriSign and Director of Licensing for AARP Services. Ms. Rabbino earned her JD from Boston University School of Law and her undergraduate degree from The George Washington University.

MAJOR PRODUCTS AND SERVICES

I-many is a privately held provider of contract lifecycle management software and related professional services within the life sciences industry as well as other sectors. The company's solutions include the following:

Solutions:

- Contract manager
- Contract analytics
- CARS chargebacks
- CARS rebates
- CARS BI
- Advanced membership
- Validata
- Government pricing
- Government pricing BI
- Medicaid rebates
- Forecasting and accruals
- Demand management
- Collections
- Deductions

TOP COMPETITORS

The following companies are the major competitors of I-many, Inc.

Oracle Corporation
Nextance Inc
Ariba, Inc.
SAP AG

LOCATIONS AND SUBSIDIARIES

Head Office

I-many, Inc.
1735 Market Street
37th Floor
Philadelphia
Pennsylvania 19103
USA
P:1 215 344 1900
F:1 215 344 1919
<http://www.imany.com>

Other Locations and Subsidiaries

I-many, Inc. (California) 7979 Gateway Boulevard Suite 120 Newark California 94560 USA	I-many, Inc. (Portland) 511 Congress Street 6th Floor Portland Maine 04101 USA
iMANY International (UK) The Foundry Business Centre 156 Blackfriars Road Southwark London SE1 8EN GBR	I-many Software Private Limited (India) 51/52 5th Floor Titanium Building, Opp. Prahaladnagar Garden Ahmedabad Gujarat 380051 IND