



F O R I M M E D I A T E R E L E A S E

Lages & Associates

Paula Brici

949.453.8080

paula@lages.com

eFORCE Forms Relationship with SUN Microsystems to Deliver Collaborative Commerce Solutions for Private Marketplaces

**Global IT Solutions Integrator Teams With A Top Web Infrastructure Vendor To Provide
Manufacturing and Life Sciences Industries With Entry Into Predicted \$1.3 Trillion
Collaborative Commerce Revenue Stream**

HAYWARD, Calif., June 5, 2001 — eFORCE, Inc. (www.eforceglobal.com) today announced a relationship with Sun Microsystems Inc. to deliver a comprehensive private marketplace solution — called myPRIVATEmarketplace™ — to manufacturers and life science companies that are increasingly targeting electronic marketplaces as an effective means to enhance collaboration with existing trading partners across each company's trading value chain.

Under the agreement, eFORCE will combine its system development and integration methodology — eBRIDGE™ — and repeatable marketplace architecture with Sun's eBusiness infrastructure offerings to address the emerging "collaborative commerce" business model targeted by manufacturers in such vertical markets as automotive, high technology and life sciences. The two firms will also combine joint marketing, sales, vertical industry expertise and other organizational resources in a new strategic approach to designing and building private marketplaces presented in a bundled, repeatable solution set.

Dwight Davis, vice president and practice director of the analyst firm Summit Strategies, commented, "The company's technical and infrastructure expertise should prove very useful in helping eFORCE win engagements to build private supply-chain marketplaces, which Summit Strategies expects to blossom even as some public online marketplaces struggle."

Private trading marketplaces are expected to generate \$24.5 billion in service revenue by 2005, according to a study by AMR Research. Technology media point to the payoffs of collaborative commerce resulting from cost savings, revenue growth, improved productivity and customer service, re-engineering inefficient work-flows and better management control through more efficient and timely links with value chain participants.

- more -

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www.eforceglobal.com

San Francisco Los Angeles Seattle Austin Dallas Chicago Northern Virginia Boston New York London Paris Calcutta

Contact eFORCE:

800.295.1914

510.265.5800

sales@eforceglobal.com



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The agreement complements an existing relationship between the two companies under which eFORCE joined Sun's iForce(sm) eIntegrator program to develop Java™ technology-based Web applications for the companies joint clients. myPRIVATEmarketplace will enable Global 2000 companies to rapidly transition existing trading partners presently performing simple collaboration through the use of fax, electronic messaging and electronic data interchange (EDI) onto a sophisticated private marketplace to maintain and enhance customer relationships and leverage the power offered by collaborative commerce approaches. Made up of a repeatable, bundled solution set consisting of methodology, architecture and technology, myPRIVATEmarketplace provides manufacturing and life sciences companies with an intelligent migration path to mutually beneficial, next generation trading with their current customers, distributors and suppliers.

myPRIVATEmarketplace will alleviate the service gaps that exist in current ERP (Enterprise Resource Planning), CRM (Customer Relationship Management), PDM (Product Development Management) and SCM (Supply Chain Management) solutions and allow organizations to deliver significant value through collaborative commerce. The result will allow organizations to maintain and enhance client relationships. A key component of myPRIVATEmarketplace is the use of EAI (Enterprise Application Integration) and IAI (Internet Application Integration) to leverage existing investments in legacy systems and infrastructure.

“This iForce program enhancement of Sun's alliance with eFORCE will address inter-company relationships and integration opportunities within the manufacturing and life science markets,” said Jim Totte, regional director for Sun Microsystems. “In order to unlock the value of private collaborative commerce and deliver sustained operations advantage, it is timely to jointly develop and deliver solutions to our mutual customers.”

“Public B2B marketplaces that were based on simple eProcurement models could never deliver on the results promised. In order to gain sustained advantage, organizations need to deliver tangible and compelling value to their customers. A competitive marketplace needs to deliver cost-savings, cycle time compression, transaction quality and optimal price through the entire value chain process — procurement, supply chain and customer relationship management,” said Nat Natraj, CEO at eFORCE. “eFORCE's operational excellence around all the areas in the value chain, our shared eBusiness deployment goals within the context of the iForce program, and an ability to deliver strong customer satisfaction metrics to our joint clients, means we have the opportunity to accelerate the delivery of sophisticated technology solutions that help our clients realize their business visions.”

The comprehensive solution set implemented by the relationship will enable manufacturing and life science companies to participate in collaborative commerce transactions valued by Forrester Research at \$1.3 trillion by 2003.

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Natraj cited an AMR Research study that estimates the incremental margin improvements of closing legacy system and middle-ware interface gaps to be as high as \$465 billion in the U.S. alone. “The B2B collaborative commerce infrastructure must provide a greater value than just a transaction platform,” Natraj explained. “The combination of eFORCE and Sun resources can address the business architecture definition, process re-engineering and implementation approach to align clients with the most suitable private marketplace model that correlates to the client’s time-to-market and revenue expansion imperatives.”

About eFORCE

eFORCE, a leading provider of strategic solutions in all areas of the Enterprise Value Chain — eBusiness, eCRM, EAI, Corporate Portals and Business Intelligence — was identified by the industry and market analysis firm, AMR Research, as one of the Top Exchange Builder Specialists in North America. Combining expertise in business architecture, technical architecture, design, deployment and maintenance with its uniquely rigorous, comprehensive eBRIDGE implementation methodology (eBusiness Rapid Implementation and Deployment for Global Enterprises), eFORCE delivers production-scale enterprise solutions in Internet time. eFORCE customers include Global 1000 organizations such as Alcatel, Avaya, Bank of America, Charles Schwab, Compaq, DHL, GE Capital, FedEx, Intel, The Hartford, Janus, Johnson Controls, Merrill Lynch, Mitsubishi Motors, Nortel Networks, Visa USA, and Wells Fargo. eFORCE delivers solutions based on best-in-class enabling technologies such as ATG, BEA, Epicentric, E.piphany, HP, IBM, Interwoven, iPlanet, Kana, Microsoft, Oracle, SeeBeyond, Siebel, Sun, TIBCO, Vignette, and webMethods. eFORCE (www.eforceglobal.com) is headquartered in Silicon Valley and has additional Centers of Excellence in North America, Europe and India.

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