

Norwest Venture Partners Invests Rs. 20 crores in Appnomic Systems
NVP Managing Partner Promod Haque Backs Leading Infrastructure Management Services (IMS) Company in India

Bangalore, January 28, 2009 — Appnomic Systems, a leading infrastructure management services (IMS) company (formerly Vitage Technologies), announced today that it has secured Rs.20 Crores from Norwest Venture Partners (NVP), a leading global venture capital firm. Appnomic Systems, headquartered in Bangalore, India, with operations in India, Middle East and Africa, will use this funding to strengthen its existing market presence, expand into the U.S. market and further build out its innovative product and service offerings. As part of the investment, **Promod Haque, Managing Partner, NVP**, will join Appnomic's board of directors. This NVP-led investment is the first institutional round of funding for Appnomic, and NVP's third major investment in the rapidly growing next-generation services sector in India.

"The managed services market is already a mature industry, however the offshoring of infrastructure management services (IMS) to India is still in its infancy. The market opportunity for IMS in India is predicted to be as large as the application development and maintenance (ADM) sector, and it is regarded as the 'third wave of outsourcing' (after ADM and BPO/KPO)," said **Promod Haque, NVP**. "The growing pressure on corporations to better handle the complex IT requirements demanded by internal and external regulators is accelerating the need for simplification and efficient management of IT at a low cost, and we believe that 70 to 75 percent of infrastructure management opportunities can be offshored. Appnomic has the next generation technology, proven customer traction and seasoned team necessary to capitalize on this growing market need."

Appnomic simplifies the complexities of managing information technology (IT) by offering large and mid-size companies with highly automated technology, intelligent analysis and process methods. Appnomic's unique delivery model, including application performance management and service delivery automation, enables companies to be more efficient and enhance productivity by more than **30%** over current solutions in the marketplace.

"The demand for highly automated, infrastructure management services (IMS) is on the rise, and the timing of this financing couldn't be better as we expand our company and offerings and address this rapidly expanding market," said, **D Padmanabhan, MD & CEO of Appnomic Systems**. "We are extremely pleased with the demand we are seeing to date from enterprise customers, and with this funding, we are well positioned to serve our growing customer base with even more next-generation offerings. We see the customer requirement moving to just accessing a business service, while the entire ecosystem of application, IT systems, IT operations & management and business process services is being offered on a hosted model."

Appnomic's Offerings and Customer Traction

Appnomic's patent-pending application management services platform provides mid to large size corporations with end-to-end analysis of the application load, response and infrastructure behavior in production and pre-production environments. This innovative approach simplifies the complexities involved in managing the performance of a heterogeneous application environment by using automated intelligent analysis. One of the largest portals in India, a leading bank, top real estate companies and many other global companies have already benefited from embracing Appnomic's platform to solve these critical and growing IT challenges.

"Appnomic's next-generation technology and service offerings combined with its significant enterprise customer traction to date made this investment an easy decision for us. We believe India must offer high-value, high-impact differentiated services that require deep domain expertise and provide significant barriers to entry. Infrastructure management services, is an example of a growing category in this area, and we believe Appnomic is addressing the market at a critical time and is poised for tremendous growth," **Haque added.**

"We are pleased to work with such a quality global investor as NVP. Their focus and understanding of the infrastructure and application management services space, combined with Promod's and the entire team's network of strategic business relationships will be of great value to us as we grow our company. We look forward to working with NVP to take Appnomic to the next level," said **P Rangarajan, COO of Appnomic.**

About Appnomic Systems

Appnomic Systems is a leading infrastructure management services (IMS) company in India that provides Application Performance Management, Remote Infrastructure Management and IT Assessment to effectively manage IT assets of large and medium scale enterprises. Appnomic's unique service delivery model includes a patent pending technology for application performance management and process tool for Service Delivery automation. These enable customers to manage their IT infrastructure efficiently while enhancing productivity. For more information visit: www.appnomic.com

About Norwest Venture Partners (NVP)

Norwest Venture Partners (NVP) is a global venture capital firm that has actively partnered with entrepreneurs to build great businesses for more than 47 years. NVP focuses on investments in information technology including: software, services, enterprise and communications systems, semiconductor/components and Internet, media and consumer. The firm currently manages more than \$2.5 billion in venture capital. It has offices in Palo Alto, California, Mumbai and Bangalore. . Managing Partner Promod Haque has been ranked as a top dealmaker on the annual Forbes Midas List for the past eight years. In 2004, Forbes named him as the #1 venture capitalist worldwide based on performance over the last decade.

NVP has funded over 450 companies in the U.S. since inception, as well as several direct investments in India and more than 20 cross border companies. Some of the firm's recent investments and transactions include Adventivity, Airespace (acquired by Cisco Systems), deCarta, KACE, mBlox, Omneon, Open-Silicon (acquired by Unicorn Investment Bank), Persistent Systems, Rackspace (NYSE: RAX), Resonext Communications (acquired by RF Micro Devices), SideStep (acquired by Kayak), Spinnaker Networks (acquired by Network Appliance), Sulekha, Winphoria Networks (acquired by Motorola), Yatra, and Yipes (acquired by Reliance/Flag Telecom). NVP has also funded such market leaders as Actel Corporation, Cerent (acquired by Cisco Systems), Documentum, Extreme Networks, Forte Software (acquired by Sun Microsystems), PeopleSoft and Tivoli Systems (acquired by IBM). For more information, please visit www.nvp.com

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