

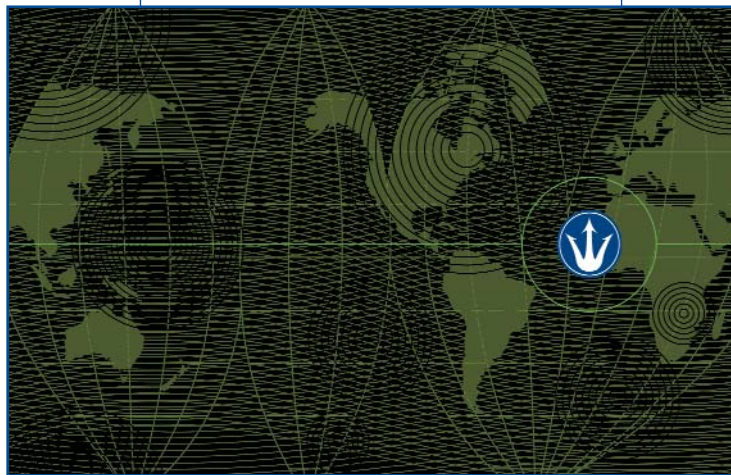


Trident Capital is a leading venture capital and private equity firm with over \$1.5 billion of capital under management, including \$400 million raised in our recently closed Fund VI. Our core investment focus has remained consistent since inception in 1993. We focus on investments in the business services, information services and software sectors across a variety of industries. Within our sector focus, we invest across multiple stages, including traditional venture capital investing as well as investments in micro-cap public companies, buyouts and consolidation platforms. The firm has made over 100 investments since inception. We have investment offices in Palo Alto, CA and Westport, CT. ❖

TRIDENT INTERNATIONAL INVESTMENTS

Venturing Overseas: As the world's economy becomes more intertwined as a result of increased international trade and technological innovation, we see increasing opportunities for overseas investments, both directly through emerging new companies and indirectly through investments in existing portfolio companies wishing to expand their markets abroad. There is an increased awareness in many of the emerging economies that rapid and sustainable economic growth is very dependent on the creation and nurturing of an entrepreneurial class. In addition, although there is a well established venture investment industry in many foreign markets, these firms tend to invest in more established types of industries such as consumer oriented businesses. These

trends create an opportunity for US based venture capital firms that have both experience investing in young companies and experience



operating companies in overseas markets. Of course, foreign investment has its own set of unique risks and challenges that need to be understood before venturing abroad. Trident Capital has had many years of experience in investing in Europe and India and is currently in the process of increasing its exposure to China through an

investment in a venture capital fund being created by a former Trident Capital Associate who has relocated to China. Local governments are increasingly realizing that venture capital can be a strong engine of economic growth and job creation and we expect an increasingly welcoming legal and regulatory environment for this type of investment abroad. We continue to focus on expanding our investment presence in India. For example, two of our portfolio companies, Outsource Partners International and Airtight Networks have operations in both the US and India. We will continue to target those investment areas in information technology and business outsourcing overseas where we have knowledge and experience. ❖



FEATURED PORTFOLIO COMPANY: INVENTION MACHINE

Invention Machine Corporation is the leading provider of software that optimizes and accelerates the process of innovation. For more than a decade, over 1,000 companies worldwide have leveraged Invention Machine's solutions to drive top-line growth, reduce costs, and expedite time-to-market by improving process efficiencies and more rapidly fueling product pipelines with competitive and higher-quality products.

In December 2002, Trident Capital invested \$4.6 million in Invention Machine in a Series A round while, at the same time, recruiting Mark E. Atkins as Chairman, President and CEO. Mark had previously served in a similar capacity at Boston-based Vality Technology Corporation – a Trident-backed company that exited in 2002 for \$100M in cash. Mark brings to Invention Machine more than 30 years of management experience building both entrepreneurial and Fortune 1000 firms in the technology and financial industries.

With the early 2004 launch of Invention Machine's flagship product, Goldfire Innovator™, Mark, along with Invention Machine's seasoned

executive management team, has evolved the company from a tactical product offering to a strategic solution offering.

Goldfire Innovator provides Global 5000 manufacturing companies with an innovation platform to enable sustainable growth, competitive advantage and customer-base expansion. By bringing a structured process to inventive problem-solving, Goldfire Innovator helps Research and Development staff, prod-



uct and process engineers, product marketers and technology strategists to efficiently and systematically analyze, conceive, research and validate concepts for new products and features. The software provides easy-to-use problem-identification, analysis and solution-generating capabilities — enabling users to systematically tackle engineering problems across a product's lifecycle – from new product development to existing product improvement to defect resolution and prevention.

Invention Machine customers span the Global 5000. Marquee cus-

tomers include Boeing, Delphi, Amcor, Honda, HP, Caterpillar, NASA, Northrop Grumman, Procter & Gamble, Samsung, Gillette, Saipem, Dow, Guidant, NEC, Whirlpool and Shell.

Companies using Goldfire Innovator benefit from greater conversion rates of ideas to products; better products, designed with a knowing eye on competitive offerings; streamlined manufacturing processes; and faster time-to-market – all at lower cost.

In addition to the global launch of Goldfire Innovator, Mark E. Atkins has successfully led the company in broadening its Asian and European reseller channels, establishing a stronger direct sales channel, realigning the product roadmap, and strengthening service offerings and customer relations – all while improving revenue growth and achieving break-even bottom line results.

Headquartered in Boston, Invention Machine has a development facility in Minsk, Belarus and sales offices in France and the United Kingdom. For more information on Invention Machine visit

www.invention-machine.com. ❖

TRIDENT INVESTMENT ACTIVITY



In January 2005, Trident Capital led an £8 million preferred stock round in Dublin, Ireland-based **Aran Technologies**. Aran is the world leader in mobile customer experience management (CEM) software for wireless operators allowing for a real time view of a subscriber's experience. Using Aran's technology, mobile operators are able to measure, analyze, proactively report and troubleshoot on behalf of actual customer experiences, 24x7. The Company's products support the entire

ecosystem of customer experience management for wireless companies, covering the end-to-end business processes of collecting business-critical data flows in real time and providing customer data modeling, measuring guaranteed customer revenue growth and recommending actionable options to guarantee optimal customer experiences.

Aran Technologies' product suite, aranAssure™, uses real time data transactions flows, data aggregation and modeling techniques for detailed and ranked analysis that guarantees a measurable upward shift in customer revenue, user productivity and speedier

adoption of data services.

Aran Technologies' products have been proven internationally in real-world implementations by leading mobile operators including Vodafone (Australia, Egypt, Ireland and Spain), Mobilkom (Austria), Orange, Proximus and Swisscom. Aran's products have been deployed by several leading global systems integrators and other technology partners such as Agilent, Capgemini and Ericsson. An international company with offices in the U.S., Europe and Asia, Aran Technologies products, customer and partner information can be viewed at www.arantech.com. ❖



TRIDENT INVESTMENT ACTIVITY (CONT'D)



In May 2005, Trident Capital invested \$5M in **Clarus Systems**, the leading provider of automated testing solutions to certify the installation and assure the ongoing operation of Voice over Internet Protocol (VoIP) Telephony systems for network integrators and Global 2000 companies. Clarus takes a unique approach to testing IP Telephony, going beyond network infrastructure to test the functional performance of all phones on the network. Clarus' solutions are certified by Cisco Systems as part of their AVVID Partner Program and recommended, as the only outside provider, in Cisco's best practices program, 'Steps to Success.'

Network World, the definitive publication in the VoIP arena, recently named Clarus among its "Top Ten Start-ups to Watch." Clarus has been

awarded a patent for its approach to network testing and has three additional patent applications in process. While other testing solutions launch from the network but end at the PBX (Private Branch Exchange), essentially the point of demarcation between an enterprise and outside network, Clarus tests out to the end user device, typically a telephone handset. Eventually, the end user device will be a PC, PDA, mobile telephone or even an iPod.

Clarus Systems' automated testing software product, **ClarusIPC**, allows network engineers and system integrators to reduce the time and effort required to ensure that IP phones are functioning properly and achieve design specifications. Clarus eliminates the need for an installer to physically travel to each handset location to test the phone for basic and enhanced functionality, an expensive, labor-intensive process that is prone to errors.

Don Dixon, Trident Managing Director, notes, "VoIP is essentially a

five year old technology competing with a 100 year old technology. Although VoIP offers substantial cost savings and productivity improvements over legacy networks, many implementation tools, such as testing, have not yet been developed for VoIP. Clarus solves a critical missing component between legacy and VoIP implementations."

Clarus is led by Brendan Reidy who has held numerous senior executive positions in the software and telecommunications industry. He held a variety of senior executive positions at Qwest Communications International/US WEST including Vice President of International Business Development and Vice President of Corporate Strategy, and was co-founder of Software Alliance Corporation. Brendan is also a former Trident Entrepreneur in Residence (EIR). Clarus has established relationships with some of the world's largest system integrators.

www.clarussystems.com ❖



Trident Capital, together with Thoma Cressey Equity Partners, participated in a management buyout of **Datatel, Inc.**, a provider of enterprise resource planning ("ERP") software to the higher education market, in April 2005. The acquisition was financed through a combination of equity and debt. Debt financing was arranged by Credit Suisse First Boston.

Datatel provides ERP software to colleges and universities. Its software applications enable educational institutions to manage their finances and payroll, meet regulatory reporting requirements, communicate with and market to their constituents (students,

alumni, faculty, employees and community members), provide online access to student and employee services, and increase administrative efficiency and cost-effectiveness.

Datatel is the largest ERP provider focused exclusively on the higher education market, with over 650 customers in the U.S. and Canada. Its competitors include Sungard, Oracle and several independent private companies. Datatel was founded in 1968 and entered the market for software targeted at educational institutions in 1979. The Company is headquartered in Fairfax, Virginia and has approximately 500 employees based in the United States and Canada.

Datatel's business model consists of an enterprise software sale coupled with a significant recurring revenue component for annual maintenance.

Datatel's maintenance updates include not only continual software improvements but also frequent updates to continually changing regulatory data and information required for financial aid compliance with the government. Due to the critical nature of these ongoing regulatory updates, the maintenance component of revenues is significant and has allowed the Company to maintain very high renewal rates.

Datatel has a strong track record of consistent financial performance. Datatel has enjoyed strong revenue and EBIT growth over the past decade, with revenues and EBIT growing at CAGRs of 12% and 15%, respectively, since 1992. For the year ended December 31, 2004, the Company generated revenue of \$95.6 million.

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TRIDENT PORTFOLIO COMPANY NEWS



Bytemobile, Inc., the global leader in mobile data optimization, announced that it has acquired ProQuent Systems Corporation in a stock-for-stock exchange. ProQuent, a developer of mobile multiple-services switching platforms, provides scalable, low-latency, 7-layer content inspection solutions that are important components for providing visibility and enforcement of mobile network policies on IP traffic in operator networks. The acquisition expands Bytemobile's offerings to include a broad range of intelligent content optimization, filtering, tracking, ana-

lyzing, authorizing and enforcing solutions that help operators better leverage and monetize their mobile networks.

"Bytemobile's mission is to maximize the performance *and* value of mobile data networks," said Hatim Tyabji, Bytemobile's chief executive officer and board chairman. "The ProQuent acquisition extends our ability to do that, with content management and billing solutions that meet the critical challenges operators face today."

"Bytemobile's optimization solutions are already increasing data subscription and improving network profitability for more than 50 operators," said Rod Randall, ProQuent

board chairman and senior managing director for venture capital firm Vesbridge Partners. "We saw a terrific fit and complementary market timing between our two companies, which was reinforced with some of the deals we won prior to joining together. Content awareness is the next dimension of network intelligence that will be critical to preserving and adding profitability to the network operator business model. The combination of content optimization, content filtering, and content-based billing is tremendous and provides an unmatched platform for valuable new content-based network services." ❖

www.bytemobile.com



Cymfony, Inc., Cymfony, a leader in media measurement, market research and business intelligence, announced that the company was named by KMWorld magazine as one of the 100 companies that matter in knowledge management. KMWorld has recognized companies at the forefront of the knowledge economy and commended Cymfony for demonstrating "velocity of innovation." In the past year, Cymfony has launched two major

new products including a new release of its award-winning Cymfony Dashboard and in January 2005 introduced a new product for analyzing blogs and other forms of consumer-generated media called Digital Consumer Insight.

"As in previous years, the list was conceived as a way to identify some of the organizations leading the way in the knowledge economy. Each company has either helped to create a market, redefine one or enhance one," said Hugh McKellar, editor-in-chief, KMWorld. "Cymfony is clearly among that group of companies, offering innovative market intelligence solutions that

allow its clients to accurately measure and analyze media coverage, market leadership and corporate reputation in real-time."

"Cymfony and its employees are very pleased to be recognized on KMWorld's '100 Companies that Matter in Knowledge Management' list," said Cymfony's CEO Andrew Bernstein. "This acknowledgement strengthens our belief that combining innovative business intelligence with analytic services is the best way to deliver advanced and predictive knowledge management for companies." www.cymfony.com ❖



Epicor Software Corporation (NASDAQ: EPIC), a leading provider of integrated enterprise software solutions for midmarket companies, was named "Company of the Year" by The Software Council of

Southern California in its 2005 Software Industry Awards.

"With the growing number of excellent software companies in Southern California, choosing finalists in this category was an extremely difficult task," said Jon Kraft, Software Council chairman of the board. "Epicor was selected because they exemplify the software industry

of Southern California as a global leader in technology innovation."

The 2005 Software Industry Awards were presented in March at a gala dinner at the Millennium Biltmore Hotel in Los Angeles, honoring individuals and companies that have made outstanding contributions to the industry. George Klaus, presi-

Epicor continued on page 5



TRIDENT INVESTMENT ACTIVITY (CONT'D FROM PAGE 3)

Datatel continued from page 3

Trident Capital has focused on the higher education market sector as an emerging investment area for the firm over the past two years. As we built our

expertise and relationships in the area, we have investigated a large number of potential investment opportunities. We have targeted investments in software and services to the higher educa-

tion customer base, as well as opportunities to invest directly into institutions that provide educational services, particularly those leveraging technology.

www.datatel.com ❖



In February 2005, Trident made a \$6 million Series A investment in **People Business Network, Inc.**, a provider of hosted applications that allow Fortune 1000 companies to automate the workforce alignment process. PBN is the first investment by Trident's recently raised Fund VI.

PBN's Decision Manager, the flagship product of PBN's Workforce

Alignment Platform, is a web-based business process automation solution that helps companies quickly align their workforces with their business strategies. Decision Manager enables organizations to evaluate and determine which employees they would like to retain, to re-deploy and to separate. Once decisions have been made, PBN's platform automates the administrative tracking, reporting and processing of alignment decisions and replaces existing manual processes. The result is dramatically faster deci-

sion making, significant cost savings, reduction in errors and mitigation of legal risk.

PBN's customers include Cingular Wireless, Washington Mutual, Lucent Technologies, BellSouth, Avaya, KPMG, Verizon Wireless and American Airlines.

PBN is based in Somerville, NJ. For more information please visit www.peoplebusinessnetwork.com or email pbn@peoplebusinessnetwork.com ❖

TRIDENT PORTFOLIO COMPANY NEWS (CONT'D)

Epicor continued from page 4

dent, CEO and chairman of the board for Epicor, accepted the award for the company. "While Epicor dramatically expanded its global presence in the past year, the company's roots are in Southern California where it has been headquartered for 20 years," said Klaus. "We are honored to be acknowl-

edged by the Software Council for our financial achievements and technology innovation as well as our involvement in the local community."

The Company of the Year award is presented to the software company headquartered in California that has been in operation more than three years and receives the highest aggregate

ratings for sales/revenue growth, team building, product innovation, positive effect on the technology industry within Southern California, and involvement in industry trade organizations, legislative activities pertinent to the software industry, and other civic and community organizations. ❖

www.epicor.com



SideStep, Inc., the traveler's search engine, announced that the company was named "Best Site for Airfare Deals" as a winner of *Entrepreneur* magazine's 12th Annual Business Travel Awards. SideStep searches more than one hundred trusted travel sites to find flight, hotel and rental car bargains. Consumers can search for travel values on the SideStep Web site or

via the SideStep toolbar, which gives users the added ability to view the search engine's results right alongside those from other popular travel sites.

Created to help cost-conscious entrepreneurs get the most bang for their business travel bucks, each year the *Entrepreneur* Business Travel Awards highlight companies that *Entrepreneur* journalists find to offer the best travel products and services at the most affordable prices.

"Like leisure travelers, entrepre-

neurs are value-conscious, for frequently, the money they are spending is their own," said Brian Barth, founder and CEO of SideStep. "SideStep is the ideal resource for young companies looking to maximize their travel dollars. As the company that both created and leads the travel search category, we're pleased to be recognized by *Entrepreneur* and proud to help small business travelers connect with valued customers and partners." ❖

www.sidestep.com

TRIDENT CAPITAL

Trident Capital was founded in 1993 to invest in information and business outsourcing companies. By consistently helping entrepreneurs build industry leading technology and services businesses, Trident has become one of the most successful venture capital firms in the country. The firm leverages a partnership that has invested in more than 100 companies and has held senior operating, consulting and investment banking roles at organizations such as AT&T, IBM, Dun & Bradstreet, Morgan Stanley and Bain. To date, Trident has raised six funds and manages \$1.5 billion in committed capital. The firm operates out of investment offices in Palo Alto, CA and Westport, CT.

Trident invests principally in the following sectors:

- IT Security
- Payments and Transaction Processing
- IT Services and Outsourcing
- Communications/Wireless
- Internet and Marketing Services
- Enterprise Software
- Healthcare and Insurance Services
- Innovation

Investment Sizes: Up to \$30M

Transaction Types:

- Early Stage Growth Capital
- Expansion Stage Financings
- Management Buyouts
- Spinouts

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