

MetraTech Rated 'Exceptional' in Cloud Billing Solutions Study from Leading Analyst Firm Saugatuck Technology

Study Underscores Need for Advanced Billing Solutions to Monetize SaaS and Cloud Offerings

WALTHAM, Mass. and LONDON, December 1, 2009 – **MetraTech Corp.**, the innovative **charging, billing, settlement** and **customer care** product provider, today announced that the company received the highest ratings in a recent report titled “Monetizing the Cloud: Assessing Billing and Payment Providers” by Saugatuck Technology, a leading analyst firm specializing in enterprise IT, including SaaS, Cloud Infrastructure, Open Source, and Enterprise Social Computing. The Saugatuck study examined eight leading billing systems available to Cloud and SaaS providers via both on- and off-premise delivery models. MetraTech was the only billing provider to receive the highest ranking of ‘exceptional’ in six categories of functionality crucial to successful billing for SaaS and Cloud services providers.

In addition to a review of the leading billing solutions vendors, the study examines important pricing and billing considerations for existing and emerging SaaS and Cloud service providers. It concludes that billing will be a crucial factor in meeting the new operational challenges of SaaS and Cloud businesses, stating that do-it-yourself solutions do not meet the requirements needed to properly monetize offerings in the cloud. The report contends that billing and payments solutions from companies such as MetraTech offer capabilities that homegrown solutions cannot match due to the inadequacies of in-house built metering and rating engines, which lack the ability to track, rate, invoice and monitor transactions in real-time – crucial to preventing revenue leakage.

“Cloud and SaaS are evolving business models with implications for new market entrants and existing participants alike,” said Scott Swartz, CEO, MetraTech. “Either way, monetizing any business in a rapidly changing environment requires an informed approach to the critical decisions of billing, settlement and customer care. We are pleased that Saugatuck’s extensive analysis of the options available in this area has identified MetraTech as an exceptional enabler for Cloud and SaaS providers.”

“Monetizing the Cloud: Assessing Billing and Payment Providers” is now available for purchase from Saugatuck Technology’s web site at <http://www.saugatech.com>.

About MetraTech

MetraTech Corp. offers a new approach to charging, billing, settlement and customer care enabling organizations to embrace change without compromise. MetraNet, our flagship product, is unique in its ability to automate business processes and business models that address rapidly changing, complex or radical business strategies across any industry for an unlimited number of services. MetraNet is deployed globally, enabling diverse customers to build innovative and successful business models, securely collect revenue, and manage their entire customer lifecycle in some 12 languages, 26 currencies and 90 countries. MetraTech offers a variety of delivery options ranging from licensing to outsourcing. Headquartered in Boston, MetraTech has offices in San Francisco, Munich, Paris, Singapore, Rio de Janeiro and London. MetraTech is a venture-backed, privately held company whose investors include Accel Partners, Bessemer Venture Partners, Meritech Capital, and Vesbridge Partners. For more information, please visit www.metratech.com.

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