

FOR IMMEDIATE RELEASE

## APRISMA NAMES MIKE FABIASCHI CEO AND PRESIDENT

**September 23, 2002** – Aprisma Management Technologies, Inc., a Gores Technology Group Company, and a leader in intelligent service assurance software, today announced that Mike Fabiaschi, former CEO of Xelus Inc., has been named CEO and President for Aprisma Management Technologies.

Prior to joining Aprisma, Mr. Fabiaschi was CEO and President of Xelus Inc., where he was credited with transforming Xelus from a service parts planning tool vendor, to its position as a leader in solutions for the service enterprise. During his tenure, Mr. Fabiaschi was praised for raising awareness of the strategic nature of the service organization for equipment manufacturers and operators and was instrumental in popularizing the concept of Enterprise Service Management, which today is recognized as 'a vital piece of an overall customer-centric strategy' by AMR Research and other software industry experts. Mr. Fabiaschi was also responsible for several rounds of private financing and was elected chairman in October 2000.

"Mike Fabiaschi's experience in enterprise services management software and wireless networking applications markets, together with his proven track record of rapidly growing software vendors with high levels of profitability made him an obvious choice to lead Aprisma Management Technologies," stated James Bailey, Group President of Gores Technology Group. "We are confident that Mike's experience and proven ability will enable him to manage Aprisma for growth and profitability. We are extremely pleased that Mike has agreed to join the Aprisma team to evaluate, execute, and help the company get to the next level."

Prior to joining Xelus, Mr. Fabiaschi was President and CEO of Zamba Corporation, a publicly traded consulting company focused on CRM and wireless data solutions. While at Zamba, Mr. Fabiaschi was credited with positioning the company for eight consecutive quarters of increased revenues and profitability. He was also credited with broadening the scope of Zamba's wireless data applications to include integration with several leading industry vendors. Mr. Fabiaschi also negotiated multimillion dollar projects with leading fortune 1000 enterprises and service providers.

Mr. Fabiaschi, who received a Bachelor of Science in Accounting from Fairfield University, will be based at Aprisma's headquarters in Portsmouth, NH, effective October 1, 2002.

### **About Aprisma**

Aprisma Management Technologies is the leader in intelligent service assurance solutions. Aprisma's SPECTRUM suite of integrated applications delivers Service Level Intelligence<sup>SM</sup> across multi-vendor network, system, application, and security infrastructures. SPECTRUM software is deployed by over 2,800 leading enterprises and service providers that are reducing costs while exceeding customers' service delivery expectations. Aprisma proudly acknowledges that over 50 of the Fortune Global 100 rely on SPECTRUM for infrastructure service assurance. Additional information on SPECTRUM and related Aprisma solutions are available at [www.aprisma.com](http://www.aprisma.com) or by contacting Aprisma sales at +1 (877) 468-1448 Domestic U.S, 1(603)-334-2100 International, +44 1635 555 900 EMEA, as well as authorized SPECTRUM resellers worldwide.

## **About Gores Technology Group**

With headquarters in Los Angeles, Gores Technology Group (GTG) is a privately held international acquisition and management firm that pursues an aggressive strategy of acquiring promising high-technology organizations and managing them for growth and profitability. GTG has a proven track record of acquiring and successfully managing companies -- including many divisions acquired from large publicly traded companies -- through its commitment to customers, employees, and continued development of intellectual property. GTG has acquired and managed approximately 40 interrelated but autonomous technology-oriented companies with locations throughout the world. Those companies provide a broad range of technology based products and services to a substantial customer base representing millions of active users worldwide.

### **For more information, please contact:**

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