

BUSINESSOBJECTS EDGE STANDARD

Use business intelligence to:

- Get visibility into all aspects of your business operations
- Uncover new opportunities
- Spot and resolve critical issues before it's too late
- Replace "gut-feel" decisions with data-driven decisions
- Improve customer or partner satisfaction through better information sharing
- And much more!

THE PREFERRED CHOICE FOR GROWING COMPANIES

BusinessObjects™ Edge Series is the business intelligence (BI) choice of mid-size companies that want to improve business processes, discover new opportunities, and get an edge on the competition. It includes affordable solutions that can address any BI requirement, from flexible ad hoc reporting and dashboards, to powerful data integration, to insightful performance management.

Easy to deploy, flexible, and affordable, BusinessObjects Edge Standard makes it simple for growing, mid-size companies to get immediate insight into their business data for fast, well-informed decisions. It includes all the essentials you need to get up and running quickly and includes many benefits including:

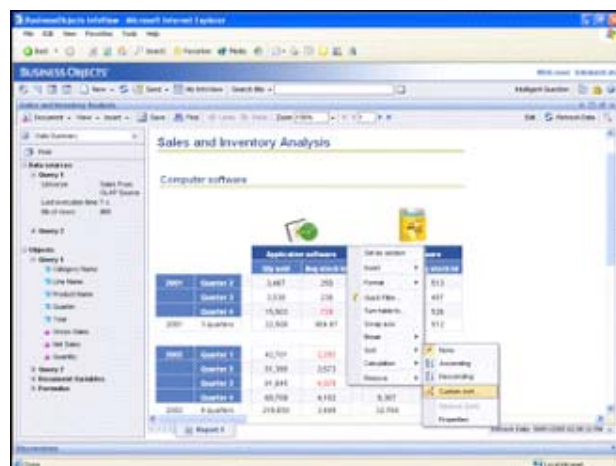
- Flexible BI tailored to your business
- Secure, easy-to-understand data for rapid decisions
- Rapid deployment options for faster time-to-value

FLEXIBLE BI TAILORED TO YOUR BUSINESS

With BusinessObjects Edge Standard, you can deploy and use BI as a complement to the way you do business. Fast, flexible information insight is available in a single, affordable package so you can address diverse user needs within your company and across your external value chain.

Ad Hoc Reporting, Query, and Analysis for Business Professionals

With BusinessObjects Edge Standard, your decision makers benefit from flexible ad hoc reporting, query, and analysis via the web—without relying on IT. Through an intuitive web interface, any business professional can access company data (presented in business-friendly terms), analyze it using simple point and click, and format it to meet personalized requirements. Users have complete flexibility in how they access, format, and interact with their data. "Gut-feel" decisions are replaced by accurate, data-driven decisions!



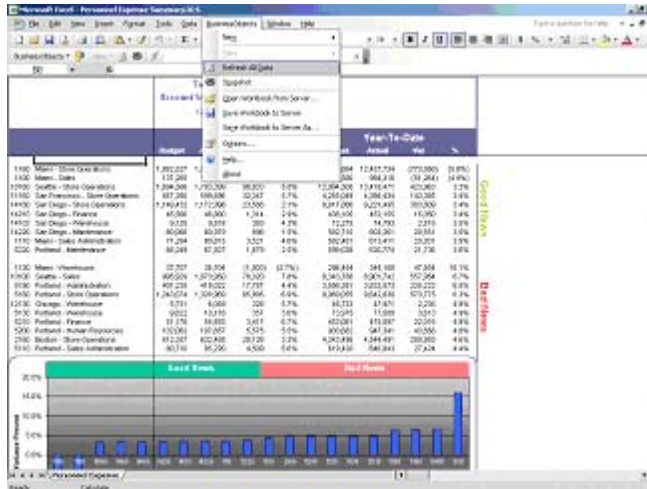
Query, report, and analyze your company information—without relying on IT.

“Live” Data Access within Microsoft Office for Business Analysts

BI that meets diverse user requirements:

- Ad hoc reporting, query and analysis
- “Live” data access in Microsoft Office
- Dashboard viewing and interactive ‘what if’ analysis

Incorporating data into presentations, spreadsheets, and documents is often a time-consuming task—especially when you need updates. With BusinessObjects Edge Standard, users can conveniently access and use “live” company data directly in familiar tools like Microsoft Office and SharePoint. Because the data is “live”, it can be instantly updated while retaining all formatting and calculations in the Office document. Plus, the information is secured to ensure colleagues can only view and access the data they have the rights to access.



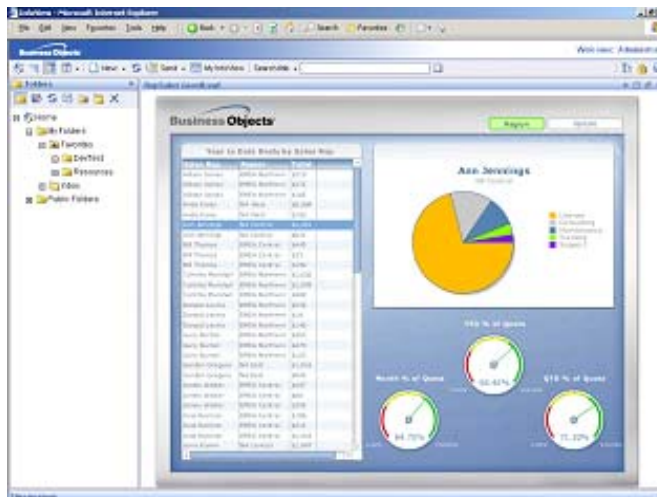
Improve productivity by accessing and refreshing data “live” within Microsoft Office.

Interactive Dashboard Viewing for Executives and Managers

For executives and managers, BusinessObjects Edge Standard lets you deliver personalized business dashboards and visualizations built using Crystal Xcelsius™, an award-winning dashboard design tool. With simple point-and-click, users can interact with visual sliders and gauges to easily identify new opportunities and challenges. Plus, “what if” analysis lets managers proactively understand the impact of their decisions before they are made.

Flexible deployment options:

- Deploy on Linux or Windows systems
- Customize using Java or .NET SDKs
- Access data stored in the applications and data sources you already use



Interact with visual models and dashboards for insight into issues and opportunities.

Flexible Deployment that Leverages Your Current Investments

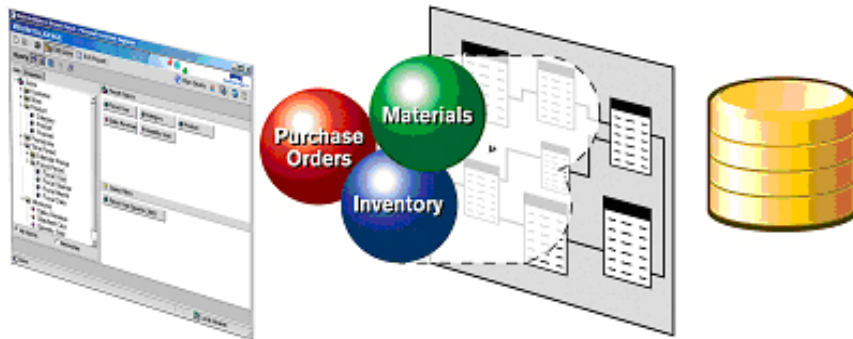
BusinessObjects Edge Standard is designed for flexible deployment on a single Linux or Windows server. Its open architecture lets you leverage the data sources, business applications, and platforms you have already invested in. If your development platform of choice is Java, for example, our solution includes an SDK that allows you to customize your system to meet your specific needs. Or, if your corporate portal is built using SharePoint, you can easily integrate BI from Business Objects and let business users view interactive BI content within a single environment. Regardless of which applications you use today for customer relationship management (CRM), enterprise resource planning (ERP), financial planning, and other operations, BusinessObjects Edge Series gives you the flexibility to leverage and extend these investments.

SECURE, EASY-TO-UNDERSTAND DATA FOR RAPID DECISIONS

Information is useless unless you can access and understand it. With BusinessObjects Edge Series, business users don't have to spend time trying to understand the complexities of their data environment. They can benefit from the robust data abstraction which presents data in standardized business terms that are easy to understand and trust. End users are empowered with self-service reporting and analysis based on relevant, easy-to-understand information.

Secure, easy data for better decision making:

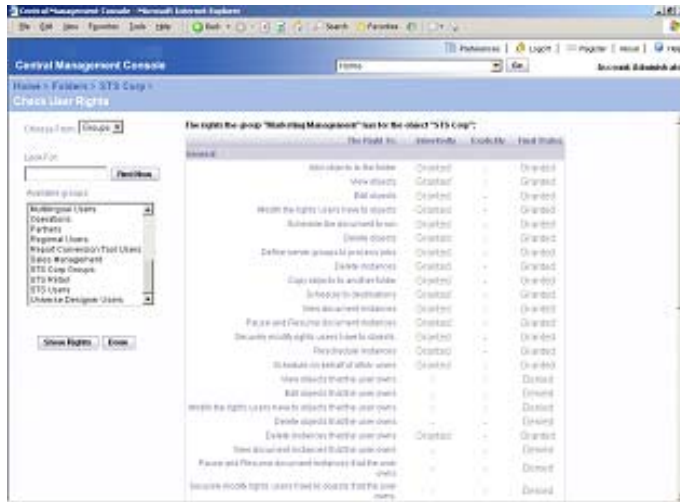
- Data abstraction layer that presents data in business-friendly terms
- Intuitive context panel for greater data context
- Robust security options that leverage your existing authentication protocols



Present data to users in standardized, business-friendly terms.

BusinessObjects Edge Standard includes an intuitive context panel for trusted information analysis. It lets end users understand where the data is from and how it's being used. This ensures greater insight and trust in the data used to make critical business decisions.

Plus, part of a successful BI strategy is ensuring the right user has access to the right information at the right time. BusinessObjects Edge Standard is built using a proven business intelligence platform that enables secure, managed information access for users both inside and outside your organization. You can secure data at the user, group, object, or even row level, while leveraging common security protocols like LDAP, Windows NT, Active Directory, and Kerberos. Your sensitive corporate information is always protected.



Rapid deployment options for assured long-term success:

- Affordable, “all in one” package complete with licenses, support, and maintenance
- QuickStart Packs that help you quickly apply BI to your current applications and industry needs
- Support for existing Crystal reports assets
- Built-in system auditing
- Easy upgrade to other Edge Series editions

Secure data to ensure the right user can perform the right actions on the data they have access to.

RAPID DEPLOYMENT OPTIONS FOR FASTER TIME-TO-VALUE

BusinessObjects Edge Standard is designed for rapid deployment so you can quickly start realizing the benefits of business intelligence. Its affordable “all in one” package gives you everything you need to get started with your BI needs—from software licenses to technical support to software updates and maintenance services.

Choose from a variety of QuickStart Packs for access to a tailored collection of templates and data connections that help you quickly apply BI to your existing line of business applications or industry needs. Built by Business Objects and our experienced BI partners, our QuickStart Packs will help you get up and running with *relevant* BI in no time!

With BusinessObjects Edge Series, you can also extend the value of your existing reporting assets. Edge Series lets you view, schedule, and manage your Crystal reports.

		FY03 Q3	FY03 Q4	FY04 Q1	FY04 Q2	FY04 Q3
Asterisco	Actual	475.97	484.52	529.30	549.08	591.24
	% of Total Revenue	74.82	88.99	79.79	71.24	80.4
	Quarterly Growth	38.38	1.73	9.31	5.88	13.6
	Yearly Growth	9.08	0.08	8.90	60.94	182.2
AstraPac	Actual	28.98	29.57	22.33	29.34	8.26
	% of Total Revenue	4.07	4.21	3.27	3.08	2.6
	Quarterly Growth	4.84	23.78	-25.14	32.34	37.2
	Yearly Growth	9.00	0.08	-4.81	35.48	11.0
ENEA	Actual	135.91	180.73	247.82	182.68	48.27
	% of Total Revenue	23.29	26.88	37.25	24.98	20.9
	Quarterly Growth	18.47	38.88	-22.69	33.83	34.6
	Yearly Growth	9.00	0.08	-4.81	60.08	52.1
Teled	Actual	633.78	762.49	698.46	775.93	209.78
	Quarterly Growth	32.8	18.1	-8.6	10.8	33.8
	Yearly Growth	0.0	0.0	37.4	60.5	89.1

Access Crystal reports within your BI portal for convenient viewing, printing, and scheduling.

ASSURED SUCCESS FROM THE BUSINESS INTELLIGENCE LEADER

BusinessObjects Edge Series is designed to assure your ongoing success. Use it to leverage built-in system auditing capabilities to optimize performance and ensure regulatory compliance. Or contact our customer assurance organization for technical assistance—at no additional charge. As your company evolves and grows, you can easily upgrade to other Edge Series editions for access to additional BI capabilities.

Our solutions for mid-size companies are quickly becoming *the* preferred choice for companies who want to improve business processes, discover opportunities, and get an edge on the competition. By using business intelligence from Business Objects, you can easily gain insight into all aspects of your operations for improved business performance.

To learn more about Business Objects solutions for mid-size companies, visit our website at: www.businessobjects.com/grow.

businessobjects.com

insight.businessobjects.com