



**FOR IMMEDIATE RELEASE**

**VMT and Decipher Tech Partner to Deliver  
On-Demand Business Intelligence Solutions**

Alpharetta, GA., November 8, 2006 -- Virtual Management Technologies (VMT), a leading provider of managed IT services, and Decipher Tech, Inc., an expert in Business Intelligence (BI) technologies, have partnered to deliver on-demand BI solutions for mid-sized organizations.

Through the partnership, Decipher Tech will bring the BI expertise and a pre-configured product solution while VMT will provide the technical and operational hosting expertise.

An on-demand BI solution provides a web-based dashboard or analytical scorecard tailored to meet the needs of an organization and each user. Users access a secure web site, provide security authentication and are ready to use the system. As a full service solution, all of the maintenance of the BI system is handled for the organization and its users. Their data can be refreshed as frequently as needed – real time, hourly, daily or weekly.

“Business Intelligence (BI) solutions have typically been used by very large organizations to review and manage operational metrics,” said Don Campbell, President and CEO of Virtual Management Technologies. “The true value of BI tools, though, is found in the analytical capabilities of this technology. BI tools can provide the ‘what if’ analysis needed to help problem-solve or shape the direction of an organization.

“There is an increasing demand for BI solutions for mid-sized organizations,” noted Campbell. “Their requirement for ‘actionable data’ is no different than a large enterprise. In fact, a mid-size organization can oftentimes use its more mobile size to take advantage of the power of BI solutions to drive their business.

“The key requirement in delivering BI solutions to the mid-market is the ease of use and ease of maintenance of the finished tool,” explained Campbell. “Midsized organizations generally do not have the resources needed to build and maintain a BI solution. Our solution delivers a BI tool that is responsive to constant data updates and flexible to meet the changing dynamics of the business. To make this possible we have had to redefine the delivery platform and upkeep of the technology.”

The platform is built on a BI technology architecture and product called Decipher™ from Decipher Tech. Decipher is a ready-to-implement solution comprising more than 150

metrics. As a pre-configured product, Decipher enables mid-market organizations to bring their BI solution live quickly. VMT manages the operational environment while Decipher Tech manages the day-to-day maintenance of the solution.

“The single largest challenge of a BI solution is relieving the organization of the day-to-day upkeep of the solution,” noted Amit Kesarwani, President, Decipher Tech, Inc. “We manage this upkeep on a daily basis for our clients. They don’t need to worry about whether the data is refreshing properly, or how to add a metric to the system, or how to reconfigure a user interface. This is all handled for the client for a reasonable monthly fee.”

### **Decipher™ – Actionable Data**

Decipher provides graphical dashboards and scorecards customized to the needs of each user. Using a dashboard format, the data is presented in a graphical format such as pie charts, bar graphs, or scatter diagrams. With a scorecard, the information is displayed as a listing of key corporate metrics and the status against those metrics. In either environment, users can drill down to the underlying data to determine the cause of metrics that are out-of-sync with established standards.

“Our metrics track business functions such as Accounting and Finance, Supply Chain, Sales, Marketing, Human Resources and Information Technology,” explains Kesarwani. “Each user can see the data pertinent to their responsibilities in the graphical format that communicates best to them. This helps ensure the data is packaged in a way that makes the most sense to a user.

“For example, a marketing executive may prefer to see his/her graphical dashboard in six quadrants to allow the most amount of functional data while a CFO may want a combination of a scorecard and dashboard to combine a complete metrics overview with trending data,” noted Kesarwani.

To learn more about Decipher, please contact Virtual Management Technologies at 770-751-1110, ext 111, or visit the VMT web site at [www.vmtech.net](http://www.vmtech.net). Decipher Tech is available at 770-757-1512, or visit their website at [www.deciphertech.com](http://www.deciphertech.com).

### About VMT

Virtual Management Technologies (VMT) provides advanced virtual data center management for midsize organizations. The company’s services help organizations manage their complex information system infrastructure including: servers, networks, email systems, security, virus management and spam, data backup and recovery, and desktop management. VMT also provides hosting, co-location and replication services. VMT’s line of document management software helps organizations manage both structured and unstructured data. Its on-demand Business Intelligence software helps midsize organizations improve the use of mission critical data.

## About Decipher Tech

Decipher Tech, Inc. provides innovative and leading solutions for Business Intelligence (BI) and Business Performance Management (BPM). The company's technology converts organizations' vast amount of data into actionable data and provides insights to improve business performance. Decipher Tech provides expertise in Business Intelligence, Data Warehousing, OLAP, Business Performance Management (BPM), Corporate Performance Management (CPM) and Enterprise Performance Management (EPM). Please visit their website at [www.deciphertech.com](http://www.deciphertech.com).

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