



CONTACT:

Derek Kober
Neale-May & Partners
650/328-5555 ext. 126
dkober@nealemay.com

Sarah Holliman
A.T. Kearney Procurement Solutions
415/912-5441
sarah.holliman@atkearney.com

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A.T. Kearney Wins Perpetual License Agreement From Volkswagen For Use of eSourcing Tool

Automotive OEM Commits to Permanent License for eSourcing Solution Behind Firewall for First Time Ever; Builds Upon \$60 Billion in Spend

CHICAGO, Illinois – A.T. Kearney Procurement Solutions, the eSourcing technologies and services unit of A.T. Kearney, a global management consulting firm, today announced that Volkswagen signed a perpetual license agreement for A.T. Kearney's leading eBreviate eSourcing auction tool, fully integrated into VW's back-end systems. The agreement ensures that Volkswagen will be able to continue to take advantage of procurement savings and efficiencies from A.T. Kearney Procurement Solutions' eSourcing Solution for the long term.

"Volkswagen's commitment exemplifies A.T. Kearney Procurement Solutions' leadership and expertise in serving the eSourcing and integration needs of major corporations," said Joe Raudabaugh, head of A.T. Kearney Procurement Solutions. "It extends the strong momentum that A.T. Kearney Procurement Solutions and its leading line of eBreviate eSourcing solutions has experienced in recent months."

The long-term agreement marks the first time that an automotive OEM has secured a permanent license for an online negotiation tool behind a firewall. "The licensing agreement with A.T. Kearney is another step in our continued strategy of eSourcing excellence using best-of-breed tools," said Frank Burnautzki, head of eSourcing at Volkswagen. "We have been using the eBreviate

