



## **Consilium Software Raises Series A Funding from JAFCO Asia**

*JAFCO's investment will be used to accelerate Consilium Software's UNI™ product development for Unified Communications and contact centers, launch a Managed Services Platform, and expand geographic footprint.*

**Singapore, 21 July 2010:** Consilium Software ("Consilium"), a leading Unified Communications solutions company, today announced a Series A investment of an undisclosed amount from JAFCO Asia.

Consilium Software, headquartered in Singapore with operations in India, S.E. Asia, Taiwan and Canada, develops Unified Communications (UC) software and solutions for enterprises and contact centers. Consilium's UNI™ range of products include Consilium UniAgent™, UniInsight™ and UniQM™. Since inception just over 30 months ago, Consilium has established itself as a powerhouse of UC & contact center specializations, acquired a customer base in more than 30 countries through direct and alliance accounts, developed products and technologies which are Cisco Compatible, and been recognized by Alcatel-Lucent with the Asia Pacific New Market Breakthrough Award. Consilium's managed services initiative will provide a hosted communications and customer contact solution with Consilium technology powered products, UC applications and infrastructure management in a cost-effective platform.

Pramod Ratwani, President and Executive Chairman, Consilium Software, said that, "This investment and backing from JAFCO Asia will enable us to further accelerate IP creation and product development, grow our managed service model into a disruptive technology, and bolster Consilium's position as a dominant player in the Asia Pacific and globally. Consilium's SaaS (Software as a Service) offering backed by our robust support, strong consulting and software professional services, and international reach will offer unique value to customers."

"With customers looking for converged communication solutions together with a flexible, variable cost model, Consilium is well-positioned to capitalize on its UC expertise through a hosted, managed services offering. We look forward to working with the management team and supporting the business growth through our extensive network in Asia", said RJ Sridhar, Associate Director and Deputy-Head (South Asia Investments) of JAFCO Asia.

Consilium plans to launch Unified Communications solutions in a SaaS model on a hosted platform that will save on all the costs attached to developing and deploying solutions by individual providers. The SaaS model will ease the adoption of UC applications, including multi-channel, multi-site contact centers, that were previously associated with high cost and complexity.

### **About Consilium Software ("Consilium") – [www.consiliuminc.com](http://www.consiliuminc.com)**

Consilium Software is the Unified Communications software company which is Enabling Unified Success™ in enterprises and contact centers – with solutions that combine industry-leading products from technology partners, innovative software applications and unmatched services expertise. Powered



by communications convergence, collaboration and customer interaction optimization software, Consilium's solutions enable companies to improve communication flows, transform business processes and increase business efficiency. Consilium professional services uniquely helps clients get business results fast by focusing on their requirements first, creating solutions using the best and most appropriate technologies, and providing the finest technical services. Consilium's own UNI™ range of products minimizes the implementation fees and risk that many Unified Communications applications require. Providing cross-platform compatibility with our alliance products and enhanced feature sets, solutions built on Consilium's UniPresence™, UniAgent™, UniQM™ and UniInsight™ products contain all the elements needed for enterprise unified communications, customer interaction management and business intelligence. Headquartered in Singapore, in the heart of the Asia Pacific region, Consilium has significant presence in India, Greater China and the ASEAN region.

**About Jafco Investment (Asia Pacific) Ltd (“JAFCO Asia”) – [www.jafcoasia.com](http://www.jafcoasia.com)**

JAFCO Asia is one of the leading brands in the venture capital industry in the Asia-Pacific region. Its primary focus is to invest in promising technology enterprises with high-growth potential. Headquartered in Singapore, and with entities in Shanghai, Beijing, Hong Kong, Taipei and Seoul, JAFCO Asia has around US\$650M in aggregate funds under management. It is an operating subsidiary of JAFCO Co. Ltd which is part of the Nomura group of companies and one of the largest private equity firms in Japan with over US\$5B under management and is listed on the Tokyo Stock Exchange.

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