

# BMC SOFTWARE AWARDS DEVOTEAM AS

## TOP ESM EMEA SOLUTION PROVIDER FOR FY 2010

Paris, 16<sup>th</sup> November 2010

Devoteam has received the **TOP ESM EMEA Solution Provider Award for FY2010** from BMC Software at their headquarters in Houston, USA.

This positive recognition from BMC Software helps complement Devoteam's position as a truly Global IT Service Management player in today's competitive environment.

Based on its standardized delivery methodology called SMART methods™, Devoteam has demonstrated its ability to manage global BMC platform roll-outs for a number of international organizations in the field of Service Management, Monitoring and Datacenter Automation solutions.

Devoteam's success can also be attributed to its capability of delivering a high quality support service for its customers' platforms, delivered through Devoteam's Global Service Desk which is now serving the large majority of Devoteam's client base. This industrialisation of 24x7 Support is a key element in Devoteam's profile as an international organization.

Chairman of the Devoteam Group ITSM Board, Sylvain Bernolle had this to say: "Cloud Computing is accelerating the demand for ERP like solutions to provision IT services in a faster and more agile way. BMC software has developed a compelling Dynamic Business Service Management proposition to address this need. Jason Andrew, BMC's World Wide Marketing VP, is convinced that the way to address this unique market opportunity is to rely on ELITE partners such as Devoteam Group who can ensure the coverage on both mature and emerging markets."

### About BMC Software

Business thrives when IT runs smarter, faster and stronger. That's why the most demanding IT organizations in the world rely on BMC Software across distributed, mainframe, virtual and cloud environments. Recognised as the leader in Business Service Management, BMC offers a comprehensive approach and unified platform that helps IT organizations cut cost, reduce risk and drive business profit. For the four fiscal quarters ended September 30, 2010, BMC revenue was approximately \$1.96 billion.

### About Devoteam

Devoteam is an IT consulting group created in 1995. Combining consulting and technical solutions offers enable Devoteam to provide its customers with independent advice and effective solutions that meet their industrial objectives. In 2009, Devoteam achieved a turnover of 460 M€ and an operating margin of 6.2%. The Group consists of 4,440 employees in 23 countries across Europe, North Africa and the Middle East.

Listing: Euronext since October 28, 1999

Part of the indexes: CAC MID & SMALL 190, SBF 250 of Euronext Paris, Gaia index

ISIN : FR 0000073793, Reuters : DVTM.PA, Bloomberg : DEVO FP

[www.devoteam.com](http://www.devoteam.com)

### Press contacts

**Devoteam** : Emilie Brussat, [emilie.brussat@devoteam.com](mailto:emilie.brussat@devoteam.com), ph : + 33 6 62 93 48 11

**Pleon / Ketchum**: Bastien Rousseau & Celia Casabianca, [bastien.rousseau@pleon.com](mailto:bastien.rousseau@pleon.com) / [celia.casabianca@pleon.com](mailto:celia.casabianca@pleon.com)  
ph: + 33 1 56 02 35 05 / + 33 1 53 32 62 06