



Unidel Successfully Deploys Compuware Changepoint for Professional Services Automation

Changepoint Enables Greater Billing Clarity and Accuracy When Managing Multiple, Complex Projects

Sydney, 18 November 2011 - Compuware Corporation (Nasdaq:CPWR), the technology performance company, announced today the successful deployment of Compuware Changepoint's Software as a Service (SaaS) solution for professional services automation at Unidel (<http://www.unidel.com.au>).

Headquartered in Brisbane, Unidel is a leading project management and service provider that offers services for energy and infrastructure projects. Unidel's diverse employee base will leverage Changepoint to accurately record and track time, materials and fixed fee costs against the company's extensive 50+ project billing codes. Error-free time records will result in greater clarity and more accuracy in Unidel's billing cycle, which in turn will protect its brand and increase client satisfaction.

In its search for the best solution for its needs, Unidel evaluated Compuware Changepoint and NetSuite OpenAir. The company chose Changepoint based on its SaaS delivery model, its ability to associate time and materials as well as fixed fee costs to a single project, and its ability to support Unidel's extensive library of 50+ project billing codes. Compuware's ability to execute, with services experts committing to begin implementation within hours of a signed business agreement, was also instrumental in Unidel's decision to move ahead with Changepoint.

"Beyond the solution's functionality, which satisfied all of our criteria, we were absolutely thrilled with the Changepoint team's sense of urgency. Within hours of signing the agreement to purchase, the implementation team was at work, and within just five days our team was realising value out of the Changepoint solution," said James Moss, Project Delivery Coordinator, Unidel.

"We are seeing increased customer adoption of Changepoint's professional services automation solution in Australia's booming consulting sector, where organisations such as Unidel are managing complex and long-running infrastructure and energy sector projects across vast geographic territories," said Lori Ellsworth, Senior Vice President and General Manager of Compuware's Changepoint business unit.

"Changepoint plays an instrumental role in streamlining operations for far-flung project management teams, allowing consultants in the field to maintain detailed records and sustain a high level of billing accuracy even when dealing with a large number of distributed and diverse projects." Compuware's Solution Delivery Group is now working with Unidel to develop a phased implementation plan to deploy additional Changepoint functionality to the company's user base.

Compuware Changepoint

Compuware Changepoint allows technology companies to maximise professional services profitability while maintaining a focus on effective product decisions and delivery. Changepoint's integrated solution marries PSA with PPM to provide total operational visibility allowing product-centric technology companies to drive services growth with strong margins, deliver a competitive product and services mix for high ROI, and maintain top-line revenues and bottom-line profitability. Visit us <http://www.compuware.com/changepoint> or tune into our blog at <http://www.changepoint-blog.net>

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