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Contact:

Lisa Tarter, Lisa.tarter@spokesoftware.com , 415.203.2462

Chris Tolles, chris.tolles@spokesoftware.com 650-213-0602

Spoke Software Announces \$9.2 Million Funding Led by US Venture Partners, Sierra Ventures and Partech International *Relationship Advantage Software Moves Companies Beyond CRM to Sales Force Execution*

Palo Alto, CA, April 29, 2003—Spoke Software, an enterprise software company providing solutions to help sales and deal teams win through relationship advantage, announced today its funding to date totaling \$9.2 from US Venture Partners, Sierra Ventures and Partech International. Spoke Software's product line and patent pending technology, which will be announced this fall, enables companies to project relationship equity to increase sales productivity, lower cost of sales and dramatically accelerate sales execution.

The funding includes \$4.2 million in Series A preferred financing, led by US Venture Partners and Sierra Ventures last summer, and \$5 million in Series B financing led by Partech International, which closed during the first quarter of 2003 – an up round, coming in less than six months after series A. Tim Connors of US Venture Partners, who initially incubated Spoke with Ben, Tim Guleri of Sierra Ventures, and Philippe Cases of Partech International have all joined the Spoke Board of directors. In addition, Jeff Loomans of Sierra Ventures, and Nicolas El Baze from Partech International, have been appointed as board observers.

“There is a huge opportunity to provide real value to sales forces, beyond CRM as it is implemented today”, said Tim Guleri of Sierra Ventures. “Ben Smith's prior successes, the experienced team he has put together, and what they're building, have given us great confidence that Spoke is going to make the most of a very real opportunity to move the needle on sales force execution.”

Spoke's executive team is lead by Chief Executive Officer and co-founder Ben T. Smith. Ben brings over 12 years of management consulting and industry experience to the Spoke team. He returned last year from a post-9/11 appointment to the U.S. Government as Senior Advisor, Office of the Secretary of Transportation, helping to create what has been called the start up federal organization since World War II. Prior to his work in Washington, as a Vice President of

EDS' A.T. Kearney subsidiary, Ben most recently led the West Coast operations of the Kearney/EDS Venture Development Group. During his tenure at A.T. Kearney/EDS, Ben worked with numerous global 200 firms in the areas of technology, sales and marketing, stepping in as interim executive multiple times and restructuring account management, channel execution and market positioning. Ben began his career at IBM and Ernst & Young. Ben was named one of the Top 25 consultants in the world by Consulting Magazine in 2002, based on innovation and execution at EDS and with his clients.

“Building a company today is all about being able to get customers value and impact, quickly – and that’s what our investors wanted to see,” said Ben Smith, CEO of Spoke Software, “Having been an investor and board member of several startups over the past few years, and having stepped in to run an Upside 100 company on the eve of the last market downturn, I see today’s course clearly – build a plan, execute, and deliver on that value and impact for tough customers”

About Spoke Software

Spoke was founded by a team of experienced executives and technologists from a variety of top tier companies including EDS, Oracle, Sun, Siebel, Kana, Inktomi, Yahoo, Netscape, Peoplesoft and others. Spoke Software is building software that provides sales and deal teams with the ability to project their relationship equity into every opportunity, increasing sales productivity, deal velocity and win rates – providing solutions that are complementary and additive to conventional CRM solutions, and leverage their impact to the enterprise privately and securely. Spoke is in pilot with a set of industry leading customers in manufacturing, high tech, financial and professional services, who are working with Spoke to improve their sales and deal execution. Investors in Spoke include US Venture Partners, Sierra Ventures and Partech International. For more information, visit www.spokesoftware.com

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