

## OSIATIS ELITE PARTNER OF BMC SOFTWARE

### OSIATIS, ONE OF ONLY TWO SOFTWARE VENDORS WITH THIS STATUS IN FRANCE

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Osiatis is a leading French IT service provider specialised in selective and future-proof IT management with complementary offers in the areas of engineering, support services and infrastructure and applications maintenance.

Osiatis has a workforce of almost 3,000 employees and is established in France, Belgium/Luxembourg, Spain and Austria.

Osiatis is listed on Eurolist of Euronext ParisCompartment C (ISIN code: FR0004044337) and included in the MIDCAC and SBF SM indices.

Code: OSA  
Bloomberg: OSA.FP  
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Osiatis, a leading specialist in engineering and facilities management for information systems, has just been awarded the status of Elite Partner of BMC Software, a leading global provider of enterprise management solutions that empower companies to automate their IT and align it to the needs of the business.

Osiatis is BMC Software's second Elite partner in France. This status is reserved for businesses with significant sales which have trained more than half of their enterprise management specialists in BMC solutions.

*"This new level of partnership with BMC will enable us to conduct joint marketing actions, ensure attractive commercial terms and allow us to invest more resources. We welcome this opportunity, which reflects our shared wish to forge a strong and lasting relationship,"* says Alain Roumillac, Chief Executive of Osiatis.

In turn, BMC will benefit from Osiatis' service management and service desk expertise.

*"Osiatis' value added lies in its capacity to understand user requirements and to respond with solutions with measurable returns",* comments Hervé Timsit, Southern Europe Sales Manager Partners & Growth at BMC Software.

Determined to obtain the status of Elite partner, Osiatis invested in an extensive training programme for its BMC specialists. The sales teams took part in BMC's Sales Foundation programme, specially created for new sales people, while about ten project directors and managers, consultants and technical specialists completed a course in BMC Remedy IT Service Management at the new BMC Academy.

Since becoming partners in 2005, BMC Software and Osiatis have deployed these multi-language solutions at thousands of end users in such business environments as telecommunications, the industry (aviation and space, pharmaceuticals, etc.), the media and local government.



**About BMC Software**

BMC Software, Inc., (NYSE: BMC) is a leading global provider of enterprise management solutions that empower companies to automate their IT and align it to the needs of the business. Delivering Business Service Management, BMC solutions span enterprise systems, applications, databases and service management. BMC Software posted revenue of \$1.58 bn for the fiscal year ended March 31, 2007. For further information: [www.bmc.com/france](http://www.bmc.com/france)

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