

## SAFIRA partners with Lombardi

The partnership is based on Lombardi's global leading Business Process Management platform – Teamworks® - and enriches SAFIRA's offer in Portugal and Poland in the process management area. SAFIRA expects to implement two/three projects per year with this technology and already has a team of 10 expert consultants.

Oeiras and Warsaw, April 21, 2010 – SAFIRA, an IT solutions and consulting services provider in the national and international market, and Lombardi (an IBM company), leader in Business Process Management (BPM) software, today announced a strategic partnership for both Portugal and Poland based on the Teamworks® business process management suite.

**Lombardi is positioned as a leader in the Gartner Magic Quadrant**, for its Teamworks product. It is one of the most innovative and advanced BPM suites in the market for designing, executing, managing and improving companies' processes, ensuring continuous business control and visibility.

The partnership is rooted in the **growing importance of Business Process Management Systems for improving an organization's efficiency and productivity, Lombardi's leadership position in the BPM area**, and **SAFIRA's recognized credentials for Teamworks implementations** on several successful projects.

According to Jan Grabski, Manager at SAFIRA, "Much of systems integration work revolves around processes that occur between people. Modern implementations require the ability to deliver fast results and to enable quick change. The Teamworks solution addresses both challenges. We believe that such combination guarantees our customers unprecedented value in process transparency and efficiency."

SAFIRA will work with Lombardi to **develop new business by building a strong sales and consulting team in the Polish market and by strengthening its investment in the Portuguese market**. The sales effort will focus on the Financial and Telecommunications sectors, as these are closest to SAFIRA's core business, but since BPM is a horizontal field, SAFIRA will support customers in other sectors that also wish to realize the benefits made possible by Teamworks.

**SAFIRA already has 10 skilled Teamworks consultants and expects to implement two/three projects per year based on this platform.**

### About SAFIRA

SAFIRA develops business solutions and provides Information Technology services to industry leading companies, national and worldwide. It provides engineering services to advise, audit, architect, design, and manage the information systems that support organization's business. In the market since 1997, SAFIRA has over 40 active customers and a team of 140 highly qualified employees. According to Exame / Heidrick & Struggles' independent study, SAFIRA is the Best Small and Micro Company to work for in Portugal in 2010. This is the 3rd year in a row that SAFIRA is recognized. SAFIRA has its headquarters in Oeiras (Portugal) and an office in Warsaw (Poland). For more information visit [www.safira.pt](http://www.safira.pt)

### About Lombardi, an IBM company

Lombardi, an IBM company, is a market leader in business process management (BPM) for companies, systems integrators and government agencies of all sizes. We help clients optimize performance, increase agility, and reduce costs, by discovering, documenting, automating, and continuously improving business processes. Our solutions are built on open standards, and provide ongoing prioritization, planning, visibility and control of business processes, increasing the speed and flexibility with which organizations can manage their business process activities and decision making.

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