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## **Before the Call Selects SAVVIS IT Utility Infrastructure To Host Its On-Demand Sales Intelligence Solution**

**SUNNYVALE, Calif. – January 10, 2006** – Before the Call, the market and technology leader in on-demand sales intelligence solutions, has chosen SAVVIS (NASDAQ: SVVS), a leading global IT utility services provider, to host its on-demand solution on SAVVIS' managed IT utility services platform.

With Before the Call's sales intelligence suite, sales professionals quickly combine external market information and a company's internal content to close the lead-qualification gap, positively impacting conversion rates. Each sales lead is ranked according to criteria such as industry, company size or location. Then the most appropriate internal collateral for each sales call, such as relevant case studies, product brochures or technical whitepapers, are delivered to the user. The integrated solution retains all the information in a sales "portfolio" that is forever associated with records within the user's CRM system.

Before the Call has signed partnership agreements with several leading market intelligence companies, including Factiva, Harte-Hanks, IdExec, LinkedIn and Market Models. This content is available within the user's CRM system, eliminating the time-consuming task of exiting their CRM. The product is available today, and free trials can be downloaded from the company's Web site.

"Before the Call is the first and only multi-tenant platform that gives users seamless access to an array of market intelligence, enterprise content and sales relationships," said Dr. Mark Hale, chief technology officer of Before the Call. "And no one in the industry is better positioned to host our platform than the secure, stable and scalable IT Utility Services than SAVVIS. Their model revolutionizes on-demand hosting."

SAVVIS' IT Utility Service model is the next generation in managed hosting solutions. The solution combines virtualized hosting network, computing and storage services to provide Before the Call with an application platform that delivers better performance and security, higher availability, on-demand growth, and lower total cost than found with traditional IT models.

“Before the Call and its partners are delivering advanced sales intelligence solutions that require a highly flexible and scalable IT infrastructure,” said Michael Tardif, vice president and general manager, Global Hosting Services for SAVVIS. “The scalability, security, and cost benefits of SAVVIS’ utility platform can be a significant advantage in this market, as it directly facilitates Before the Call’s ability to more effectively manage their IT capacity and align their IT expense with the growth of their business.”

#### **ABOUT BEFORE THE CALL**

Before the Call incorporated in March 2005 and is privately funded. Before the Call for AppExchange, the company’s first solution is an on-demand sales intelligence suite sold to salesforce.com’s users. The company is located at 1250 Oakmead Parkway, Suite 210, Sunnyvale, CA 94085. More information and free trials are available at [www.beforethecall.com](http://www.beforethecall.com) or call (408) 501-8886.

#### **ABOUT SAVVIS**

SAVVIS Inc. (NASDAQ: SVVS) is a global IT utility services provider that focuses exclusively on IT solutions for businesses. With an IT services platform that extends to 47 countries, SAVVIS has more than 5,000 enterprise customers and leads the industry in delivering secure, reliable, and scalable hosting, network, and application services. These solutions enable customers to focus on their core business while SAVVIS ensures the quality of their IT systems and operations. SAVVIS’ strategic approach combines virtualization technology, a global network and 25 data centers, and automated management and provisioning systems. More information about SAVVIS is available at: <http://www.savvis.net>.

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