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Cloud9 Analytics Receives Beagle Research's Inaugural Think*Forward*™ Award for Sustainability
Leading SaaS analyst firm recognizes Cloud9 Analytics' ability to greatly improve sales forecasting that enables customers to drive revenue and maximize sales resources

Redwood City, Calif., May 26, 2010

News Facts

- [Cloud9 Analytics](#) the global leader in SaaS [performance management applications](#) delivered directly to line-of-business managers, today announced it has been selected as a winner of [Beagle Research](#)'s first **Think*Forward*™ Awards** which recognize software companies that enable sustainable business practices.
- According to Beagle Research, this award, which will be presented annually, highlights the practical application of front-office business software that helps companies innovate new business processes to reduce costs, and more fully engage customers as partners in the vendor-customer relationship.
- Winners of the 2010 Think*Forward*™ award were chosen for their ability to provide sustainable support for business in at least one of three dimensions — business processes, cost containment and treating customers as a renewable business resource.
- Other 2010 Think*Forward*™ Award winners include Brainshark, Communispace, Salesforce.com, Unisfair and Zuora.

Supporting Quotes

- "The Think*Forward*™ Sustainability Award was developed to highlight the needs of a new economy - one that demands sustainability in business processes," said Denis Pombriant, managing principal, Beagle Research. "Sales forecasting has always been difficult, but Cloud9 has developed a pipeline management and forecasting solution that replaces guessing with concrete information and analytics for greatly improved results. Cloud9 Analytics enables users to take a dispassionate look at their pipelines so that they can direct resources where they will do the most good, enabling sales organizations to get more out of their limited time and capital."
- "We are honored to be recognized as a leader in sustainability for the enterprise by Beagle Research," said [Swayne Hill](#), president and CEO, Cloud9 Analytics. "Cloud9 Performance Management Solutions for the Front Office are designed to give operational managers the visibility and actionable information they need to become better managers. The efficiencies gained by our customers directly impacts revenue, lowers the cost of doing business and streamlines how they engage with their customers and partners."

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About Cloud9 Analytics

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Cloud9 Analytics is the global leader in SaaS performance management applications delivered directly to line-of-business managers to increase revenue. The Cloud9 Pipeline Accelerator Suite enables sales management and operations to more effectively manage their sales pipeline and forecast. The result is a dramatic increase in forecast accuracy, increased win rates and higher CRM adoption. Powered by patent-pending row-versioning database technology, Cloud9's applications deliver value in just 24 hours and require zero installation, zero maintenance and zero IT support. Cloud9's customers include Covad Communications, Data Domain, Siemens, Thermo-Fisher Scientific, and Thomson Reuters. The company is headquartered in Redwood City, California. For more information, please visit www.cloud9analytics.com.

About Beagle Research
Beagle Research Group, LLC is a seven-year-old CRM analyst firm. It performs market research for vendors and advises end users in CRM selection, deployment and use. It also publishes a steady stream of analysis on many of the industry's most popular topics as well as emerging trends. For example, one of the firm's core pursuits is researching emerging companies to understand current innovation trends. For more information, please visit http://www.beagleresearch.com/.

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