



**FOR IMMEDIATE RELEASE**

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## **BizRules.com Joins Pegasystems Alliance Program to Design and Implement Solutions Based on PegaRULES Process Commander**

*BizRules.com and Pegasystems to Work Together to Help Organizations Implement Rules-based Applications Faster*

CAMBRIDGE, Mass., May 14, 2003 – Pegasystems Inc. (NASDAQ: PEGA), a leading provider of rules-based, smart business process management (BPM) software, today announced that it has signed BizRules.com, a leading business rules harvesting and management firm, as a services partner to support the sale and implementation of PegaRULES Process Commander. Under the terms of the agreement, both companies will work to rapidly expand the adoption of PegaRULES Process Commander – software that helps enable companies to develop, implement and manage a wide array of BPM applications.

BizRules<sup>®</sup> services and solutions help organizations to uncover, model and document business rules and business processes by enabling business executives to visualize how rules and processes work together and how rules are dynamically linked during rule execution and rule chaining. This critical step will help customers accelerate the speed with which PegaRULES-based business applications can be successfully deployed.

Business rules are the practices and processes that define how an organization works. Businesses rely on thousands of business rules that may be hidden or buried in several computers, subject matter experts, or operational handbooks. In order for a company to operate at peak efficiency and respond to market and regulatory changes, an organization's business rules should be carefully designed and linked together to form a logical decision chain that systems and people follow in order to work according to best practices.

“PegaRULES Process Commander combines business rules with business process management capabilities in one object model. This means that customers can develop a working rules-based application that does more for them, faster,” said Rolando Hernandez, founder and CEO, BizRules.com. “And because we are intimately familiar with PegaRULES Process Commander, we can also correctly document the rules in a manner that best fits PegaRULES' architecture so that customers can go into production faster.”

“We are already working successfully with BizRules.com at one of the world's largest manufacturing companies,” said Paul McNulty, vice president, PegaRULES, Pegasystems. “Our work with BizRules.com helped define the business rules in the customer's contract area clearly and accurately, eliminating the need for further consultation with the business users. This accomplishment has resulted in a new, joint project at the same customer.”

Pegasystems is building an extensive Alliance Program, comprising three types of partnerships: services partners, solution partners and technology partners. Services partners are system integrators and consultants that scope, design, build, deploy, and/or manage client-specific, Pegasystems-based implementations. Solution partners are software development companies that develop repeatable market-specific solutions, based on a combination of partner and Pegasystems technology. Technology partners are companies that interact with, complement, or add value to Pegasystems technology.

#### About BizRules.com

BizRules.com is a thought leader in Business Rules Management (BRM), Knowledge Management (KM), and Business Rules Engine (BRE) Systems Development that has been helping the largest companies and governments in the world manage knowledge and business rules since 1995 – Three of the Fortune 10 use the company's proven, repeatable, BIZRULES® VISION™ Methodology to harvest and manage their business rules. The company is a platform-independent business rules services and solutions firm with the vision to use A.I. Artificial Intelligence and Business Rules to make systems smarter and easier to maintain. Their mission is to help clients build intelligent real-time applications that support mission-critical business functions. BIZRULES® solutions add tremendous value to companies that want to leverage business rules technology by helping them simplify, redesign, and optimize their rules and processes *before* they automate them in the rule engine. For more information, visit [www.bizrules.com](http://www.bizrules.com).

#### About Pegasystems

Pegasystems Inc. (NASDAQ: PEGA) provides rules-based, smart business process management (BPM) software to large organizations, helping to deliver significant ROI and providing them with the flexibility and agility to respond to changing business needs. With annualized revenues of approximately \$100 million and a blue-chip customer base, the company offers applications for the financial services, healthcare, insurance and government markets, as well as a cross-industry BPM application. Pegasystems is headquartered in Cambridge, Mass., and has regional offices in North America, Europe and the Pacific Rim. For more information, visit [www.pegacom](http://www.pegacom).

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#### Forward-Looking Statements

Certain statements contained in this press release may be construed as "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. The words "believe," "expect," "hope," "anticipate," "plan" and similar expressions identify forward-looking statements, which speak only as of the date the statement was made. The company does not undertake and specifically disclaims any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These statements are based on current expectations and assumptions and involve various risks and uncertainties, which could cause the Company's actual results to differ from those expressed in such forward-looking statements. These risks and uncertainties include impact of pending regulatory proceedings, difficulty in predicting the completion of product implementations and consequently the timing of revenue recognition, the inability to attract and retain key employees, reliance on key third-party relationships, management of the Company's growth, and other risks and uncertainties. Further information regarding these and other factors which could cause the Company's actual results to differ materially from any forward-looking statements contained in this press release is contained in the Company's Quarterly Report on Form 10Q for the quarter ended March 31, 2003 on file with the Securities and Exchange Commission. Investors are cautioned not to place undue reliance on such forward-looking statements and there are no assurances that the matters contained in such statements will be achieved.

NOTE: Pegasystems is a registered trademark of Pegasystems Inc. BIZRULES is a registered trademark of BizRules.com. Other product and company names may be trademarks of their respective owners.