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Done Deal

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A roundup of business-related project management news.

Troux Technologies, a provider of IT governance software and solutions, and **Niku Corp.** have announced a partnership that will allow each other's customers to link Niku's Clarity software suite for IT management and governance to Troux's Enterprise Baseline, an information foundation which provides end-to-end visibility into both business and IT architectures. The two companies plan to provide an integrated offering and engage in joint sales and marketing activities.

"We share Troux's vision of IT Management and Governance based on a common information foundation," said David Hurwitz, vice president, marketing and strategy for Niku. "By leveraging our leading portfolio management capabilities with Troux's Enterprise Baseline, our customers will have the complete information foundation they need to maximize their return on IT."

The combined government of **Indianapolis** and **Marion County** have awarded **Northrop Grumman** a five-year, \$46 million contract that covers on-site management, operations and support of the city and county's data center, networks, distributed computing, help desks and application services, FCW.com report.

Officials chose Northrop Grumman over the other finalist, Unisys, "by virtue of the individualized way it crafted its solution and its willingness to explore new options," said David Mockert, interim chief information officer, during a briefing for the government's IT Board. "Northrop Grumman prepared its bundle of services for the city/county from the inside-out. It placed a higher value on and developed a deeper knowledge of the existing IT environment and appeared more flexible in comprehending and adapting to the complexities of the existing environment."

The transition from the current vendor, Systems and Computer Technology (now owned by Affiliated Computer Services), started in September, and full deployment of the Northrop Grumman solution will begin in January.

Private equity investment group Apax Partners has invested \$25 million in enterprise portfolio management solutions provider **PlanView** to help fuel the company's global growth and offer stockholder liquidity.

"We seek to partner with mature organizations that have shown they've reached critical mass within their industry," said Greg Case, partner of Apax Partners. "PlanView has achieved that milestone. In addition, PlanView has demonstrated global business scale, significant year-over-year double-digit revenue growth and proven leadership in this emerging market."

Independently owned since 1989, PlanView offers a fully integrated solution that allows IT departments to efficiently manage and deploy resources and other system assets. "Apax Partners offers powerful relationships throughout the United States, Europe and Israel," said Patrick Durbin, chief executive officer of PlanView. "They

will help us expand our global reach, secure strategic relationships and evaluate acquisition opportunities. Apax Partners offers us access to skills that would be difficult for us to acquire on our own. With 30-plus years of experience helping companies grow their global footprint, we're pleased to have a firm of their stature committed to our success."

Artemis International Solutions Corp., a provider of Investment Planning and Control solutions, reported \$11.0 million in total revenue for the third quarter ended September 30, 2004, with software license revenue of \$2.4 million, at a level comparable to the third quarter of 2003. Software and support revenue increased to 60.7 percent of total revenue, compared to 50.5 percent in the same quarter of 2003.

Artemis reported operating losses, excluding amortization expense and restructuring charges, of \$800,000, compared to losses of \$1.6 million for the third quarter of 2003. The operating loss for last year excludes the positive impact of \$1 million in non-Artemis services revenue that had been previously deferred.

"Our move toward higher margin revenue sources continues with now more than 60 percent of our sales coming from software and support, and more than one-third of our license sales coming from Artemis 7-based Investment Planning & Control solutions," said Patrick Ternier, president and CEO of Artemis. "Executives are looking for better ways to oversee their whole investment mix to improve alignment of business objectives with budgets and execute strategy more effectively. Increasingly we are seeing them choose Artemis to help them achieve these objectives."

Artemis also announced several major new customers in its five main markets, including American International Group, AXA, Credit du Nord, Euriware, HSH Nordbank, Promina Insurance Group, GAD, TJX companies, Total (IT); Alcatel Business Systems, CSK Japan, McData, Nokia, TDC Norway, Sara Lee Branded Apparel (New Product Development; Brisbane City Council, Conseil du Tresor, Italian Ministry of Economy & Finance, Jiangsu Provincial Communication Division (Government); Exelon Nuclear, General Electric Oil and Gas (Fleet Asset Optimization); and Bath Iron Works, Lockheed Martin Space (Aerospace and Defense Program Management).

The company said it expects a positive operating margin for the fourth quarter of 2004 based on the forecasted growth in software revenue coupled with cost savings from recent restructuring actions.

Métier Ltd. has won a one-year, \$2 million contract for software and services for the **Federal Bureau of Investigation's** Enterprise IT Portfolio Management Program. In addition to providing its WorkLenz predictive project portfolio management solution, Métier will deliver its Active Portfolio Services Office services via a multi-tiered service level agreement.

The new FBI initiative is intended to significantly enhance decision support for IT management and staff, including managing, selecting, controlling and evaluating the portfolio of IT systems, applications and assets through the FBI's IT Investment Management and Enterprise IT Life Cycle Management processes.

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