

2012, December 3rd

## Excentive International Selected by Microsoft Corporation to manage commissions of employees worldwide

Redmond, December 3, 2012: Excentive International announced today that Microsoft Corporation has chosen Excentive International to manage the incentive compensation for all of its direct sales and services employees worldwide.

*“By the very nature of Microsoft’s depth and breadth, Microsoft’s incentive compensation is the definition of complex. After an intense 8 month process in which Microsoft evaluated twelve other solutions, they chose Excentive International as the solution to help them to manage complexity, to make changes easily and quickly and to communicate effectively with the field,”* shared North America GM of Excentive International.

*“This evaluation process allowed Excentive International to communicate its team enthusiasm and commitment and demonstrate its product capability,”* comments Fabio Ronga, CEO of Excentive International. *“This win means a lot to Excentive International not only because Microsoft is one of the companies you really want as a customer when you are a software provider, but because we won this deal using the same global business model and solution we have been using successfully for 3 years in Europe, Middle East and Africa. This moves us closer to our goal of making North America our largest operation,”* concludes Ronga.

Microsoft is joining a customer base including more than 50 large global enterprises such as Saudi Aramco, Total, Turkcell, Vodafone and Veolia.