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NEWS RELEASE

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**For Immediate Release**

**Robert McNeill Joins Saugatuck Technology**

*Experienced researcher, consultant, and competitive intelligence analyst adds to research presence*

**Westport, CT (February 3, 2010)** – Saugatuck Technology Inc., the global leader in strategic research and consulting services on SaaS, Cloud Infrastructure, Social Computing, and other disruptive IT, today announced that Robert McNeill has joined their team as a Vice President of Research.

In late 2008, Robert McNeill joined Saugatuck’s Advisory Board, and has been actively engaged with the company ever since – both in helping to shape the firm’s research agenda, as well as creating and delivering research that has been leveraged to the benefit of Saugatuck’s ongoing research clients.

A native of Scotland, Robert has lived and worked in both Europe and North America. Previously, Robert was VP Strategy for SaaS vendor Service-now.com, and a management consultant with Deloitte Consulting advising organizations across North America on IT and business process sourcing strategies.

Prior to these experiences, Robert was a Principal Analyst with Forrester Research and Giga Information Group for more than six years. There he provided research and consulting services to both end user organizations and high technology vendors focused around technology sourcing strategies and best practices. In addition to the hundreds of articles that he has published over the years, he is a contributing author of a book produced by the Institute of Directors in the UK on software asset management. Robert holds a master's degree in European business and a bachelor's degree in business studies from Cass Business School, City University, London, UK.

Mr. McNeill will be based in Saugatuck’s Westport, CT headquarters office, where he will contribute to Saugatuck’s Continuous Research Service (CRS) subscription research program, as well as support regional and global client research and strategy engagements. His research agenda will continue to concentrate on technology sourcing strategies – a subject area that he has long been a recognized expert in – as well as focusing on Saugatuck’s core competency around disruptive technologies, and what they mean for providers and users alike.

“Robert is a terrific fit with our expanding, global IT provider and user research and consulting services, and we are elated to have someone of his industry stature and experience as part of our team,” stated Saugatuck founder and CEO Bill McNee. “I am delighted to be joining such a dynamic and experienced research team that is so focused on the Cloud,” shared McNeill. “I look forward to working with the company’s established customers, and helping to expand Saugatuck’s growing research and consulting businesses.”

**About Saugatuck Technology**

Saugatuck Technology Inc. provides subscription research and management consulting services focused on the key market trends and disruptive technologies driving change in enterprise IT, including SaaS, Cloud Infrastructure, Open Source and Enterprise Social Computing. Founded in 1999, Saugatuck is headquartered in Westport, CT, with offices in Falmouth, MA, Santa Clara, CA and in Frankfurt, Germany. For more information, please visit [www.saugatech.com](http://www.saugatech.com), or call +1.203.454.3900.

To request a briefing with our analysts, contact Chris MacGregor at [chris.macgregor@saugatech.com](mailto:chris.macgregor@saugatech.com).