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**SAPIENT WINS MICROSOFT'S INTERNET BUSINESS SOLUTION  
OF THE YEAR AWARD FOR MIT OPENCOURSEWARE**

*Sapiient Tops Finalists in Worldwide Category for Most Innovative Use of  
Microsoft Platform; Overall Competition Elicited More Than 1,000 Entries*

**CAMBRIDGE, MA** (October 15, 2003) — Sapiient (NASDAQ: SAPE), a leading IT services firm, has been selected as the worldwide winner in the sixth annual Microsoft Certified Partner Awards in the Internet Business Solution of the Year category. Sapiient was recognized for its work with the Massachusetts Institute of Technology to develop MIT OpenCourseWare (MIT OCW), a Web-based publishing initiative that enables free, searchable access to the content from 500 MIT courses to anyone around the world. Providing a scalable platform for managing up to one million resources, MIT OCW is one of the largest Microsoft Content Management Server implementations deployed.

“This year’s award competition was extremely competitive. More than 160 entries were received for the Internet Business Solution category alone,” said David Kiker, general manager for E-Business Servers, Microsoft Corp. “Sapiient demonstrated their vision and leadership in three key areas – strategic impact of the solution; technology innovation; and best use of the Microsoft platform.”

Sapiient was selected from five worldwide finalists in the Internet Business Solution category by a panel of judges consisting of Microsoft international and field partner representatives, E-Business product group managers, and partner program managers. The awards were extremely competitive with more than 1,000 entries considered for 16 different categories.

Said Anne Margulies, MIT OCW’s executive director, “MIT OCW is truly a wonderful accomplishment. When we first realized that we needed a content management system, experts told us it would take a year to implement one. But as a result of Sapiient and Microsoft working so closely together, here we are six months after making our content management server decision, with a smoothly running system supporting our complex publishing process.”

Sapiient helped MIT develop MIT OCW using Microsoft’s .NET framework and the Windows Server System, including Microsoft Content Management Server 2002. “This award is recognition of our ability to leverage Microsoft’s latest technologies and our close working relationship with Microsoft product teams to deliver robust, innovative and exemplary solutions for our customers,” said Sheldon Monteiro, Sapiient’s vice president of alliances.

**About Sapiient**

*Sapiient is a leading IT services firm that plans, designs, implements, and manages information technology to improve business performance for Global 2000 clients. Sapiient*



*was founded in 1991 based on a single promise – to deliver the right business results on time and on budget. Sapien’s fixed price/fixed time model, combined with industry, design, technology and process expertise, provides clients with the highest business value at the lowest total cost of ownership. Sapien’s integrated delivery centers are located across the United States, and in Canada, the United Kingdom, Germany, and India. More information about Sapien can be found at <http://www.sapien.com>.*

**About MIT OpenCourseWare**

*MIT OCW makes the educational materials that are used in the teaching of almost all MIT undergraduate and graduate courses taught in the Institute’s five schools – the Schools of Architecture and Planning; Engineering; Humanities, Arts, and Social Sciences; Science; and the Sloan School of Management – available on the Web, free of charge, to any user anywhere in the world. This venture continues the tradition at MIT, and in American higher education, of open dissemination of educational materials, philosophy, and modes of thought. See MIT OCW on the Web at <http://ocw.mit.edu/>.*

**About the Microsoft Certified Partner Program**

*Microsoft Certified Partners are independent companies that provide Microsoft-based end-to-end solutions and services to corporate, government and small- or medium-sized businesses. All Microsoft Certified Partners maintain a staff of Microsoft Certified Professionals or have certified products that have been tested compatible with Microsoft’s Windows platform. Microsoft Certified Partners have access to a variety of resources to build their business including training, technical support, early access to Microsoft products and peer-networking.*

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