

On-Line AdVentures

The newsletter of
On-Line Ventures,
dedicated to
providing timely
information for
our partners,
friends and
associates

June 2001

2nd Quarter

On-Line
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Metavante to Acquire CyberBills

Metavante

PARTNERSHIP

COMPANIES

401kExchange

www.401kexchange.com

CyberBills/

Metavante

www.cyberbills.com

Daleen

Technologies

www.daleen.com

Exodus

Communications

www.exodus.com

FreeMarkets

www.freemarkets.com

General American

Corporation

gac.com

InterTrade

www.intertrade.com

iSky

www.isky.com

MediaGravity

www.mediagravity.com

NewMarkets

www.newmarkets.com

World Wide Packets

www.worldwidepackets.com

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Visit Our Website:

www.on-lineventures.com

Or call us at:

(904)273-8290

Katie Armstrong is the
editor of On-Line AdVen-
tures, [karmstrong@
on-lineventures.com](mailto:karmstrong@on-lineventures.com)
(904) 273-8296

Marking its second acquisition in less than a month, Metavante Corporation has announced the signing of a definitive agreement to acquire CyberBills, Inc., a leading electronic bill presentment and payment (EBPP) application service provider. CyberBills is a privately held company based in San Jose, Calif., and also has operations in Henderson, Nevada. Terms of the agreement were not disclosed. The transaction, which is subject to regulatory approval, is expected to close in

June 2001.

"The acquisition of CyberBills provides another key piece in the Metavante strategy to become the premier provider of EBPP services," said Joseph L. Delgadillo, Metavante president and chief executive officer. "Combining CyberBills' Total Bill Management (TM) technology with our acquisition of Derivation earlier this month, our online banking capabilities and strong relationships with financial institutions gives Metavante an EBPP solution that's unmatched

cyberbills.

in the marketplace."

CyberBills brings to Metavante relationships with more than 21 financial service providers including Intuit, JP Morgan, Texaco and Patelco Credit Union. "This will be the first and only company to provide a full array of electronic presentment and payment services, offering customers 100 percent bill management capabilities," said John Simpson, chief executive officer and founder of CyberBills. "That's a tremendous competitive advantage for Metavante."

From the Desk of Steve Getsy:

I'm often asked about the difference between on-line and the Internet. Are they the same? No, they are not. The Internet is an **example** of an on-line technology. Other current day examples include: 1) private networks such as those operated by Fortune 1000 companies, 2) shared networks like ATMs, 3) service applications such as iSKY, 4) specific vertical networks such as 401kExchange for the retirement benefits industry.

At On-Line Ventures, we focus on all forms of on-line technologies, not just the Internet. In fact, only about 1/3 of our investments have been Internet-related. Also, since the Internet bubble burst this past year, we have not completed any new Internet deals. Our mission remains the same—to find promising, early stage information technology companies that utilize on-line technologies to provide a solution to a business problem. That



solution usually involves increasing productivity, reducing costs, or facilitating electronic commerce. Please visit our website at www.on-lineventures.com and take a look at our partnership companies. You'll get a better idea for the on-line technologies (including the Internet) that are changing our world.

Daleen Stockholders Approve \$27.5 Million Private Placement

Daleen Technologies Inc. (Nasdaq:DALN), a global provider of software that manages the revenue chain for next-generation service providers, announced that its stockholders approved the private placement of \$27.5 million of convertible preferred stock and warrants. Closing of the private placement will follow promptly.

The net proceeds of approximately \$26 million will support the company's working capital requirements, strengthen its balance sheet and enable its business development efforts in accordance with the company's business plan.

The private placement

was led by HarbourVest Partners and SAIC Venture Capital Corp., with participation by several other existing and new institutional investors including St. Paul Venture Capital, ABS Ventures, BayStar Capital, Palladin Group, Royal Wulff Ventures and the Special Situations Funds. Upon issuance, the preferred stock can be converted into the company's common stock, at the option of the holder, at any time.

"We are delighted with the vote of confidence we received from our stockholders today with the approval of the private placement," said James



Daleen, chairman and chief executive officer for the company. "We look forward to the remainder of the year and the opportunities it will bring."

Daleen Technologies Inc. is a global provider of Internet software solutions that manage the revenue chain for next-generation service providers, enterprise business and technology solutions providers. Additional information is available at www.daleen.com.

FreeMarkets Announces Agreements with oneworld® and Alcoa, Inc.

FreeMarkets, (Nasdaq:FMKT), the leading B2B Global Marketplace and eSourcing solutions provider, announced that it has signed a new agreement with Alcoa Inc. (NYSE:AA), the world's leading producer of aluminum. Under the terms of the agreement, FreeMarkets will continue to provide Alcoa with access to the FreeMarkets® B2B Global Marketplace, which Alcoa will use to source a variety of goods and services. In addition, Alcoa will license FreeMarkets' QuickSource

(TM) solution, a co-branded Application Service Provider (ASP)-based offering, which Alcoa will use across its global operations to create its own eMarkets, with technical and administrative support from FreeMarkets.

"We are very pleased to be extending our relationship with FreeMarkets," said Christie Breves, vice president, Procurement, Alcoa Business Support Services.

FreeMarkets has also signed a one-year agree-



ment with oneworld, a global alliance of 31 airlines. Under the terms of the agreement, FreeMarkets will provide oneworld with access to its eSourcing technology and sourcing expertise, which the alliance will use to source selected goods and services for its member organizations (combined, the airlines generate nearly \$50 billion/year in passenger sales, offering service to 565 destinations in 133 countries).

"Solutions like **World Wide Packets**' will play a key role in enabling integrated service offerings that deliver high return on investment. In today's broadband market, service providers are seeking the optimal approach to leverage their networks and they are moving towards bundled solutions to maximize ROI. We are seeing a distinct shift in the marketplace toward the delivery of converged services."

Amy Helland

(analyst for voice and data communications, **Cahners In-Stat**)

World Wide Packets, the premier solutions provider for optical broadband connectivity, is launching operations in Europe. The company announced it has opened a sales office in London, England, in response to the rapidly expanding number of inquiries for converged broadband services in the UK and the rest of Europe. David Allen, Vice President for Europe, will head the new office.

www.worldwidepackets.com

401kExchange, the nation's only Web-based platform providing objective 401(k) service provider ratings, online plan proposal-analysis and research services, announced a business alliance C.J.M. Planning Cor (CJM), a leading national provider of financial planning services, to provide its online 401(k) resources to their 1000 Registered Representatives.

Under the agreement, **401kExchange.com** will provide its Web-based proposal-analysis services that align CJM Registered Representatives and their employer plan sponsor clients shopping for 401(k) retirement plan services with qualified service providers via a powerful private label Internet platform.

"We are honored to work with an industry leader of this caliber", said **Fred Barstein, Founder and CEO of 401kExchange**, "C.J.M. Planning Corp is a top tier financial services company with professional registered representatives providing services and meeting the needs of thousands of clients across the nation."

www.401kExchange.com

World Wide Packets Receives Best of Breed Award at UTC Expo 2001

World Wide Packets, the premier solutions provider for optical broadband connectivity, has announced that the company's LightningEdge LE-210 Access Concentrator has been awarded the UTC Telecom 2001 - "**Best Telecom Equipment**" product award at the United Telecom Council's conference and trade show held June 24-26 in Milwaukee.

The LE-210 is an integral part of the World Wide Packets' MxU solution to deliver converged services in multi-dwelling unit (MDU) and multi-tenant unit (MTU) markets, including busi-

nesses, homes, school classrooms, hotels, small office-home offices (SOHOs) and to other subscribers at multi-access locations, including airline seats and cruise ship cabins.

"Converged digital services represent the future of the broadband industry," said Bernard Daines, CEO and founder of World Wide Packets. "Customers will demand simultaneous delivery of high-speed Internet access, toll quality voice service, interactive video-on-demand, digital broadcast video, and High Definition TV."

World Wide Packets so-



lutions are ideally suited for any company with access to either fiber optic networks, or the access to rights-of-way to construct fiber optic networks. Specially, that includes communication infrastructure providers from public utilities and municipalities, Investor Owned Utilities, new and existing commercial and residential developments, government and business entities, Competitive Local Exchange Carriers, Telcos, and CATV operators.

General American Rolls Out GATORS Anywhere Technology

General American Corporation, one of the nation's largest real estate settlement service firms specializing in title insurance and closing management services to the mortgage finance and realty industry, has announced the national rollout of its GATORS Anywhere technology, a state-of-the-art title insurance order management and fulfillment system. The technology debuted recently at the ALTA Technology show in Orlando and at Title Tech 2001, The

National Settlement Services Conference in Denver.

"GATORS Anywhere is a comprehensive title insurance and closing production and management system that is user-friendly and highly customizable, and it integrates easily with other existing software applications commonly used in title agencies," said Rich Snedden, General American's president. GATORS, which previously has only been available in a far-reaching, enterprise-wide version to the nation's



largest title insurance and vendor management firms, now allows small and medium title agencies to process, manage, and produce orders from the time they are received to the time the products are delivered to their realtor, builder, and lender customers. GATORS Enterprise customers include Old Republic Title, Intuit's Title Source, SunTrust Mortgage, and American Pioneer Title Company.



151 Sawgrass Corners Drive
Suite 206
Ponte Vedra, FL 32082

On-Line AdVentures is produced and published by Katie Armstrong (karmstrong@on-lineventures.com). Your comments and suggestions are welcome.

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When it came time for Anchor Foods to sink its teeth into a B2B trading system, Anchor settled on **InterTrade's Trade-Links System**. Anchor was seeking a savings on cycle times, transaction costs, data security, and the ability to bring trading partners online quickly. Anchor has saved more than 30% in e-transaction processing costs alone since switching to **InterTrade Systems**.

www.intertrade.com

"The **Media-Gravity** platform addresses all the needs of the media buying community as we move forward. The real time discrepancy alerts will be invaluable in tracking and processing buys for our clients. We are looking forward to a Beta test in one of our west coast markets."

-Brian Perry
Director of Local Broadcast
Publicis & Hal
Riney

www.mediagravity.com

iSKY Unveils SkyMine-New On-Line Information Management Tool

iSKY, a global leader in outsourced, multi-channel customer care, has announced the introduction of SkyMine, an innovative, online data management solution that enables clients to review and analyze customer interaction data. These complex data, ranging from purchase interest and intentions to customer satisfaction with products and service, can,

for example, be quickly compared state-to-state or region-to-region via a secure, iSKY-hosted, Internet connection.

"Customer care is all about building, managing and growing relationships with consumers," said Richard T. Hebert, president and CEO, iSKY. "SkyMine will enable our clients to further customize and personalize their customer interactions. In to-



day's marketplace, personalized customer service can be the key differentiator between our clients and their competitors." SkyMine will aggregate the data onto a color-coded map that shows whether a particular geographic area is behind, meeting or exceeding client-established metrics.

401kShopper, a new search-and-comparison tool, simplifies and speeds employers' 401(k) plan search!

Employee Benefit News, a division of Thomson Financial, and *401kExchange.com* have pooled resources to create **401kShopper** – a one-of-a-kind online service for Employers and their advisors seeking 401(k) Plans and Providers. **401kShopper** simplifies the time-consuming procedure of acquiring an appropriate 401(k) plan and service provider that meets the distinct requirements of any organization.

401kShopper offers a valuable assortment of Free resources, powered by *401kExchange.com*.

- First and foremost is **Smart Compare**, which allows 401(k) plan buyers to conduct an instant

search and comparison of service providers. **Smart Compare** not only gives quick access to key plan information, but also enables apples-to-apples comparisons of 401(k) plans and providers.

- An objective **Service Provider Ratings Report** that is amassed from satisfaction surveys of over 250,000 employer plan sponsors' rating more than 500 service providers nationwide.
- A **Service Provider Directory** that provides access to hundreds of service providers' corporate and product information.
- A **Retirement Advisor Directory**, which aids in locating a specialized 401(k) financial services and benefits professionals nationwide.



401kExchange.com

"Where Buyers and Sellers Meet"

- An **Online Proposal Service** that allows for the anonymous request of customized Requests for Proposal from up to 10 Service Providers nationwide.

"*Employee Benefit News* is a top-tier benefits industry publication and through its Benefitnews.com Web site, the fastest growing online information service for benefits professionals in the U.S.," says Fred Barstein, Founder & CEO of *401kExchange.com*. "We are honored to partner with an industry leader of this caliber as they represent one of the most respected and requested information services in the U.S."