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**CLIENT NEWS – For Immediate Release**  
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## **BUSINESS SOFTWARE SOLUTIONS ACQUIRES SENGEN**

**Wilmington, DE**—Gates and Company is pleased to announce that its client, Business Software Solutions (BSS) of Mt. Laurel, New Jersey, has acquired the staffing and solutions business of Bluestone Consulting (d/b/a Sengen, Inc.) of Marlton, New Jersey in a transaction that closed December 31, 2003.

Bluestone Consulting, which does business under the name Sengen, is a privately held Internet and technology consulting, and application integration and development firm. Sengen has helped companies across multiple industries streamline business processes through the use of technology by providing business process management, technology integration, data transaction and management, and IT staff augmentation services.

BSS provides strategic information technology solutions to clients, including many of the world's premier insurance and financial services organizations. The acquired Sengen business will complement and expand BSS' client list and experience base within the mid-Atlantic region.

Vince Hogan, Partner of BSS, said, "Sengen brings to BSS a depth and breadth of skills, clients, and contacts that will enable us to grow our business more rapidly and more competitively." Jack Eldridge, Partner of BSS, said, "Sengen is a proven and respected company whose management team has an impressive track record of success. The combination of the two entities is a win-win."

Mel Baiada, President and CEO of Sengen, said, "Our associates are excited about the opportunity to join the BSS team. Integrating the services and expertise of the two companies will provide both BSS and Sengen customers with more robust solutions."

Gates and Company served as an advisor to BSS in this transaction and helped negotiate the deal. Additional terms of the transaction were not disclosed.

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**FORWARD-LOOKING STATEMENTS**

This press release includes statements that are not historical in nature and that may be characterized as "forward-looking statements," including those related to future financial and operating results, benefits and synergies of the company's brands and strategies, future opportunities, and the growth of the market. Actual results could differ materially from those contained in the forward-looking statements, which are based on current expectations of management and are subject to a number of risks and uncertainties, including, but not limited to: the company's ability to integrate acquired operations and employees; success in executing strategies; ability to take a competitive position in the industry; business conditions and the general economy; market opportunities; potential new business strategies; competitive factors; sales and marketing execution; shifts in technologies or market demand; and other factors. Business Software Solutions (BSS) and Sengen disclaim any intention or obligation to update any forward-looking statements as a result of developments occurring after the date of this press release.

**ABOUT BUSINESS SOFTWARE SOLUTIONS**

Business Software Solutions (BSS), based in Mt. Laurel, New Jersey, has been providing strategic information technology solutions to clients of all sizes, including many of the world's premier insurance and financial services organizations, for over ten years. BSS' reputation for delivering bottom line results has been earned by meeting the demands of a business environment requiring more from technology than ever before. The company helps clients maximize their investment in software through innovative solutions. BSS' professional staff demonstrates both depth and breadth of management and consulting technical skills. These skills include the technologies that are shaping the future by creating the e-business applications that will advance companies to new levels of productivity, efficiency and competitive advantage. For more information, visit [www.bssnj.com](http://www.bssnj.com)

**ABOUT SENGEN. INC.**

Based in Marlton, New Jersey, Sengen is an Internet consulting and development firm that strategizes, builds, and operates Internet technology solutions to deliver measurable business results. Sengen has helped companies across multiple industries, including the utilities and insurance industries, streamline business process through the use of technology by providing business process management, technology integration, data transaction and management, and IT staff augmentation services. For more information, visit [www.sengen.com](http://www.sengen.com)

**ABOUT GATES AND COMPANY**

Gates and Company's investment banking practice has represented companies across a broad range of industries in the sale of their business or the divestiture of selected assets or divisions. In addition, we have advised a variety of companies on strategic acquisitions, mergers, joint ventures, and partnerships. Our investment banking team manages all aspects of selling or acquiring a business, including: Preparing offering memoranda as well as other descriptive materials and presentations ; Identifying and contacting potential acquirers or targets; Structuring the deal; Arranging financing; Negotiating with buyers or sellers; and Closing the transaction.

Some of Gates and Company's investment banking clients include mCom Financial Services, Delta Industries, Advanticom, Wavefront Research, Software Consulting Group, InsuranceBriefcase.com, and Business Software Solutions. For more information on Gates and Company, visit [www.gatesandcompany.com](http://www.gatesandcompany.com).

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