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www.innovex.com

www.forcelogix.com

Contact Information

Charlotte Taylor
Executive Director, Communications, Innovex
(charlotte.taylor@innovex.com)
+44 1344 708386

Steve Potts
Marketing Director, ForceLogix
(spotts@forcelogix.com)
+1 847 281 9307

FORCELOGIX, INNOVEX WINS SALES OPERATIONAL PERFORMANCE AWARD

Innovex's best-in-class sales coaching tool, powered by ForceLogix on-demand technology, wins Ventana Operational Performance Award for Sales

CHICAGO and BRACKNELL, U.K. – Nov. 12, 2007 – ForceLogix and Innovex have received the Ventana Research 2007 Operational Performance Leadership Award for Sales, honoring the companies' combined excellence in orchestrating people, process, information and technology for optimal sales business impact.

Innovex, a leading global commercial solutions provider to the pharmaceutical, biotechnology and medical device industries, relies on ForceLogix technology to provide on-demand access to a custom coaching tool that helps Innovex teams accelerate the sales of customer products.

Using ForceLogix's "SalesForceOptimizer" application, Innovex managers in 14 countries can securely and rapidly share information to coach their field teams and serve customers. Innovex is a unit of Quintiles Transnational Corp., the world's leading pharmaceutical services company.

"ForceLogix's technology allows us to deliver a multilingual coaching process that can be easily and rapidly configured and deployed globally," said Jim Kendall, Senior Director of Innovex Business Solutions. "This promotes the consistent execution of our coaching and enhances our ability to capture, evaluate and rank sales representative performance. Our goal is to help Innovex sales forces deliver higher sales for our customers."

Patrick Stakenas, President and CEO of ForceLogix, said: "Our on-demand delivery model allows ForceLogix to provide value to companies such as Innovex without the time, expense and added risks of having to buy hardware, software and implementation services. Our SalesForceOptimizer product can be easily tailored to meet their individual needs. Traditional sales performance management systems simply cannot deliver the same benefits to capture coaching data and other key information from around the organization."

ForceLogix and Innovex were chosen to receive the award by an expert research team from Ventana Research, which scored submissions based on overall best practices plus alignment of people, process, information and technology and business impact.

About Innovex

Innovex helps pharmaceutical, biotechnology and medical device companies accelerate the commercial success of their products. A unit of Quintiles Transnational Corp., Innovex offers a wide range of innovative sales and marketing solutions and is the only contract sales organization with global capabilities. Innovex's consultative approach ensures high-quality sales solutions delivered wherever the customer needs: locally, regionally or across multiple countries or continents. For more information, visit www.innovex.com.

About Quintiles Transnational

Quintiles Transnational Corp. is powering the next generation of healthcare by providing a broad range of professional services in drug development, financial partnering and commercialization for the biotechnology and healthcare industries. With 19,000 employees and offices in more than 50 countries, it is focused on providing customer-centric solutions that are the gold standard of the industry. For more information, please visit the company's Web site at www.quintiles.com.

About ForceLogix

ForceLogix is becoming a world leader in on-demand software and services for sales performance management, dashboard, measurement and coaching tools. ForceLogix applications and value-added solutions provide clarity as to the actual drivers of revenue performance and enhance the coaching and mentoring processes that drive performance above expectations. ForceLogix offers senior sales management the insights into the health and future success of sales forces with tools to coach and mentor, measure and evaluate. ForceLogix clients include such industry leaders as Service Master, American Home Shield, Knightsbridge, Sysix and Open Text. For more information go to www.forcelogix.com.

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