

## Quadrant Risk Management Signs Global Reseller Agreement with MicroStrategy

### Quadrant Develops Risk Management Offering using MicroStrategy Dashboards

McLean, Va., November 20, 2008 – MicroStrategy® Incorporated (Nasdaq: MSTR), a leading worldwide provider of business intelligence (BI) software, today announced that Quadrant Risk Management (International) Ltd (Quadrant) has signed a Global Reseller Agreement with MicroStrategy. Quadrant is a leading supplier of financial business intelligence, enterprise risk, and compliance solutions.

Under the agreement, Quadrant will resell MicroStrategy's technology to its banking and insurance industry customers. Quadrant offers a Financial Services Enterprise Data Model with pre-packaged modules for a broad range of financial sectors, including retail banking, credit cards, mortgages, lending, mutual funds, investment banking, and insurance. By incorporating MicroStrategy's BI software, Quadrant will be able to offer enhanced analytical capabilities such as detailed and ad hoc reporting, advanced and predictive analytics, and exception-based alert and notification capabilities.

Quadrant has developed a range of business intelligence solutions that provide a platform and tools to measure, manage, and understand business performance and risk. Built using MicroStrategy's Dynamic Enterprise Dashboards™ and Quadrant's Financial Information Model, this offering can provide financial institutions with deeper insights into factors that can impact their risk profile, financial performance, and profitability.

Paul Lockyear, CEO of Quadrant stated, "MicroStrategy will enhance our business intelligence capabilities and enable us to offer our customers robust reporting and analytical functionality for data-driven decision making. MicroStrategy's data and user scalability is well-suited for our financial services customers who typically have terabytes of data and very large user populations."

"We are pleased to forge this new relationship with Quadrant," said MicroStrategy's COO, Sanju Bansal. "In today's volatile economic environment, effective risk management is imperative. Quadrant's specialization in enterprise risk and data management solutions for the financial industry will extend MicroStrategy's reach into this important vertical market."

#### **About Quadrant Risk Management**

Quadrant Risk Management (International) Limited was formed in the UK in 1991 as a specialist consultancy by risk management professionals who had previously operated at board level in financial institutions. In 2001 Quadrant diversified by developing its domain expertise into the B<sup>2</sup>, Quadrant's risk and compliance suite, in response to the Bank for International Settlement's Basel II Capital Accord. SAB<sup>2</sup> was introduced in 2006 as a Standardised Approach solution to meeting the requirements of Basel II. In November 2006, with venture capital funding, Quadrant acquired Ecensity Corporation, a specialist in SOA (Service Oriented Architecture) to enhance its technology base and delivery capability. In January 2007 Quadrant announced that it is developing S<sup>2</sup> to address the risk based capital adequacy requirements being introduced with Solvency II for the European insurance industry, currently planned for 2012. More information is available at [www.qrmi-group.com](http://www.qrmi-group.com).

**About MicroStrategy**

Founded in 1989, MicroStrategy is a global leader in business intelligence (BI) technology. MicroStrategy provides integrated reporting, analysis, and monitoring software that helps leading organizations worldwide make better business decisions every day. Companies choose MicroStrategy for its advanced technical capabilities, sophisticated analytics, and superior data and user scalability. More information about MicroStrategy (Nasdaq: MSTR) is available at [www.microstrategy.com](http://www.microstrategy.com).

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**CONTACT MICROSTRATEGY PR****Wende Cover**

Telephone: (703) 770-1646

Email: [wcover@microstrategy.com](mailto:wcover@microstrategy.com)**MicroStrategy®**