

Seagate acquires British-based software company

By **ROBIN MUSITELLI**

Sentinel staff writer

SCOTTS VALLEY — Seagate Technology Inc. said Tuesday it has purchased privately held Holistic Systems Ltd., for \$84 million. The company is a British-based software company that provides tools for forecasting, statistical analysis and data mining for organizations.

The cash acquisition has been approved by both companies and is effective immediately.

The purchase, one of a dozen

software company deals that Seagate has made in the past several years, is not expected to affect the computer hard drive maker's operations in Scotts Valley, said Matt Dion, spokesman for Seagate Software.

Seagate Technologies has recently merged with San Jose-based Conner Peripherals Inc.

Holistic Systems will join Seagate Software, which markets the Crystal line of leading query and reporting products, including Crystal Reports and Crystal Info.

The combined technologies will

provide corporate customers with information and analysis software systems that include query and reporting, automated report scheduling and distribution, information delivery across the World Wide Web, online analytical processing (OLAP), forecasting, statistical analysis, discovery and data mining.

"They have the high end," Dion said of Holistic's software systems. "We have the low end. Now we're bringing them together."

Steve Luczo, chief operating officer of Seagate Software, said, "We

evaluated a range of companies in the business intelligence market and selected Holistic Systems because of its solid customer base and industry leading technology."

Holistic Systems' principal global and U.S. offices will remain in London and Edison, N.J., respectively. Holistic Systems' chairman and chief executive officer, Derek Taylor, will report to Greg Kerfoot, president of Seagate Software. Kerfoot formerly was president of Crystal Services, which was acquired by Seagate Technology in 1994.

Holistic Systems, with about 200 employees, was founded in 1987. In addition to its North American subsidiary in New Jersey, it has other subsidiaries in Europe, Southeast Asia and Australia.

Holistic Systems' customers include many Global 2000 corporations, such as AT&T, British Telecom, Cisco Systems, Guinness, Gulf Canada, KPMG, MBNA, Nike, PacifiCare, Shell, Subaru and Transamerica. Holistic Systems has established alliances with leading relational database software, server and "Big-Six" consulting

companies.

Seagate Software, headquartered in Scotts Valley, is a wholly owned subsidiary of Seagate Technology, which develops tools and applications in the area of data management, including information management, reporting, network and systems management and storage management. Seagate Software has established strategic relationships with Microsoft, Novell, IBM, Hewlett Packard.

Seagate's stock dipped slightly Tuesday, closing at \$45.58, down 1/4.

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