

03.11.2011: Telefónica Germany Online Services Selects Callidus' Sales Coaching SaaS Solution to Drive Sales Performance

Cloud-Lösung für Vertriebssteuerung

PLEASANTON, Calif., October 31, 2011

Callidus Software Inc. (NASDAQ: CALD), leader in Sales Performance Management (SPM), announced today that Telefónica Germany Online Services GmbH, subsidiary of Telefónica S.A., one of the largest telecommunications network operators, has selected Callidus' ForceLogix Sales Coaching solution to manage the development needs of its sales organization in Germany and drive higher selling performance. The agreement was signed in the third quarter of 2011.

Telefónica Online Services will also serve as the hosting partner for the Callidus ForceLogix Sales Coaching solutions in Europe, the Middle East and Africa (EMEA) and will partner with MuniConS, Callidus' reseller and implementation partner for Germany, Austria and Switzerland, to offer this solution to customers.

Callidus' Sales Coaching solution is delivered as part of the Callidus Cloud. Callidus Cloud is a comprehensive SaaS suite designed to help businesses drive more effective selling at each stage of the sales talent lifecycle, from improved sales hiring – the foundation of strong sales performance – to improved campaign execution, to high frequency coaching and development. The Callidus Cloud suite includes Callidus' 100% multi-tenant, high-availability SaaS infrastructure; its Sales Selection, Sales Enablement, Sales Performance, and Learning and Development modules; SPMConnect for data management; and Reporting & Analytics. Callidus Software powers more than 2.5 million users across the globe.

About Callidus Software®

Callidus Software (NASDAQ:CALD) is the market and technology leader in Sales Performance Management (SPM). Callidus' award-winning SaaS platform – the Callidus Cloud – is a comprehensive SaaS suite designed to help businesses drive more effective selling at each stage of the sales talent lifecycle, from improved sales hiring – the foundation of strong sales performance – to improved campaign execution, to high frequency coaching and development. The Callidus Cloud suite includes Callidus' 100% multi-tenant, high-availability SaaS infrastructure; its Sales Selection, Sales Effectiveness, Sales Performance, and Learning modules; SPMConnect for data management; and Reporting & Analytics. Callidus Software powers more than 2.5 million users across the globe. For more information, please visit www.callidussoftware.com.

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