

## FREQUENTLY ASKED QUESTIONS

January 23, 2012

### **What's the news?**

Datatel and SunGard Higher Education have combined businesses and are now one company focused exclusively on serving global education. The strategic combination brings together two education industry specialists into one company with increased breadth and scale to meet the needs of institutions worldwide. Datatel+SGHE 3,000 employees help 2,300 colleges, universities, institutions and foundations in 40 countries navigate the changing education environment to achieve success.

As part of the transaction, affiliates of private equity firm Hellman & Friedman LLC acquired the SunGard Higher Education businesses from SunGard Data Systems Inc. and combined the acquired businesses under a new holding company with Datatel, an existing Hellman & Friedman portfolio company.

### **How will clients benefit?**

In today's dynamic environment, Datatel+SGHE is a partner that understands the world of education and has the functional, technical and strategic expertise to help colleges and universities succeed. We help our customers navigate change successfully to achieve their missions and goals. As a combined company, we will do this in four key ways:

- **Committed partnership:** We will continue to support and invest in our clients' solutions and success, today and tomorrow.
- **Choices across a broader portfolio:** We provide the broadest portfolio of education-focused products, services and solutions in the industry, with more choices and flexible options to address clients' evolving needs across the student lifecycle.
- **Power of community:** The immense expertise, creativity and value of our global customer community will equip customers to thrive, now and in the future.
- **Accelerated innovation:** We will invest in creative approaches and faster development to deliver solutions that help clients succeed in a changing education environment.

**What is the name of the new company?**

The combined company will have a new name, which will be launched in the first half of 2012. Until that time, we will refer to the combined organization as Datatel+SGHE.

**Who are the leaders of the combined business?**

John Speer is the combined company's president and chief executive officer. Ron Lang is the vice chairman of the board of directors. Drawing talent from both companies, a management team with decades of higher education experience will lead the company.

**Which administrative systems will the combined company continue to support?**

We will continue to support and invest in the solutions of both companies, including the Banner, Colleague, and PowerCAMPUS administrative systems as well as Advance. We will also continue to develop system-independent solutions that work with our administrative systems as well as those from other vendors. Keeping customers happy is our number one priority. As we listen, collaborate and innovate, we will make decisions that are right for the customer and right for the business. We will continue to deliver on the development plans we have committed to customers.

**Are you planning to cancel any projects or significantly diminish investment in any solution areas?**

We are accelerating innovation and are investing in key areas to address the needs of our customers. We will continue to deliver on the development plans we have committed to customers.

**Where is the company located?**

The new company has offices in a number of locations around the world to support our global operations. Headquarters will be based in Fairfax, Virginia.

---

For more information visit  
[www.datatel.com](http://www.datatel.com) or [www.sungardhe.com](http://www.sungardhe.com)