

# OPEN TEXT CORPORATION

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## Welcome greetings from the Open Text Global Partner Program to Hummingbird Partners

October 9th, 2006

Dear Valued Hummingbird Partner,

On Monday October 2<sup>nd</sup> 2006, Open Text Corporation fully acquired Hummingbird Ltd. and became the largest, independent global vendor in Enterprise Content Management (ECM) and the undisputed leader in the EMEA market. I want to take this opportunity to provide you with an update on what that means, and what the next few weeks will hold for you as an important partner.

First and most importantly, your investment in partnering with Hummingbird is safe with Open Text, as we place partner commitment as core to our strategy. In fact, it is even more valuable now that the acquisition has closed because we will work with you to offer customers an expanded range of innovative ECM solutions.

Open Text will integrate the Hummingbird Enterprise™ product offerings to the Livelink ECM family and is rebranding Hummingbird Enterprise™ to Livelink ECM – eDOCS™. For more information about specific product name changes, please refer to [www.opentext.com/products](http://www.opentext.com/products). We will continue to further develop the combined portfolio to better serve the needs of our joint customers.

There are no plans to discontinue the partnering program begun at Hummingbird; in fact, we plan to enhance it significantly. We will keep you updated and provide new information, including an FAQ by the end of the week of October 9th, and will begin a series of webinars and partner meetings shortly after. These sessions will give us a chance to get acquainted, ask questions, for us to receive your feedback and for you to understand the significant opportunity this acquisition brings for partners with Open Text, as the EMEA leader in ECM solutions.

As part of this commitment, Open Text will proceed with Summit (Huntington Beach, California, February 11 -14th, 2007) and I very much look forward to meeting you in person when you attend. For more information about Summit 2007 and Partner Day, please visit [www.opentext.com/summit](http://www.opentext.com/summit). Equally, given the growing success of Hummingbird's EMEA Summit, we will be merging this with LiveLinkUp Customer Days in Europe in the spring of 2007, bringing together partners and customers from across the organization. We will release detailed information closer to the event date.

In the interim, if you or your customers have any specific concerns or questions, please contact your local Global Partners representative and they will provide you with more information as our strategy unfolds.

Best regards,



Pat Kerrigan  
Senior Vice President,  
Global Channel Fulfillment  
Open Text Corporation