



TRANSATEL SELECTS CAPGEMINI AND EPIPHANY FOR NEW CLIENT MANAGEMENT SYSTEM

SAN MATEO, Calif. – June 13, 2005 – Epiphany, Inc. (NASDAQ: EPNY), a leading provider of customer relationship management (CRM) solutions for consumer-oriented businesses, today announced that Transatel, a leading European Mobile Virtual Network Enabler (MVNE), has signed agreements with Epiphany® and Telecom Media & Entertainment*, an industry practice of Capgemini, to implement a new CRM system for client management.

Transatel will use the Epiphany Service solution as the foundation of its CRM system to manage several million users of mobile telephony services, as well as operate CRM systems for multiple Mobile Virtual Network Operators (MVNOs) in different countries. This agreement gives Transatel better capabilities to manage its rapid growth, extend its leadership position as a top-flight player in the MVNO market, and provide its clients with guaranteed support enabled by Capgemini and Epiphany.

MVNOs are mobile operators that do not own their own spectrum or their own network infrastructure. Instead, MVNOs have business arrangements with traditional mobile operators to buy minutes of use for resale to their own customers. MVNEs do not have a direct relationship with end-user customers. Instead, they provide infrastructure and services as a turnkey solution to enable MVNOs to offer services and manage the direct relationship with end-user subscribers.

Jacques Bonifay, Chairman of Transatel's board of directors, said, "We selected Capgemini after reviewing competitive offerings and taking into account the quality and experience with CRM systems that other integrators' teams could provide. We chose Epiphany due to the power and flexibility of its solution and, more specifically, because of its ability to manage multiple offers simultaneously."

Pierre Fournier, President of Telecom, Media & Entertainment in France, said: "Our partnership with Transatel will result in a unique solution for MVNOs that is perfectly suited to satisfy the requirements of this new market. We believe that Transatel can offer every advantage when it comes to launching a

* the legal entity that signed the deal is Capgemini Telecom & Media



powerful white label turnkey MVNO offer rapidly and for the lowest possible cost. Transatel can do this due to its command of all the processes that an MVNO must have and its ability to implement international offers. Capgemini is glad to provide its know-how as an integrator and be part of this development.”

The partnership between Transatel and Capgemini includes sales development operations in Europe and the implementation of increasingly effective solutions for Transatel’s MVNE platform.

“Epiphany is pleased to be working with Transatel today to help address its opportunities as a provider of MVNO solutions. These agreements also extend and strengthen our already dynamic partnership with Capgemini,” said Karen Richardson, CEO, Epiphany. “Epiphany solutions help consumer-oriented companies, such as communication services providers, drive profitability through intelligent customer interactions.”

About Transatel

Transatel is Europe’s leading MVNE (Mobile Virtual Network Enabler), having already accumulated six MVNO client references in Europe (mainly Belgium, the Netherlands, and France). As such, Transatel has developed turnkey MVNO (Mobile Virtual Network Operator) solutions intended for any player interested in launching a mobile telephony offer using its own brand name (see www.transatel-solutions.com).

As a MVNO, Transatel has launched a mobile telephony offer under its own brand name that is intended for frequent travelers. This offer, available in France, Belgium, the Netherlands, and Luxembourg allows a subscriber to enjoy discounts ranging from 30 to 100% on calls when compared with typical roaming rates. This service relies on a type of technology developed by Transatel and on agreements with several mobile operators based in Europe (see www.transatel.com). Transatel is currently holding discussions to expand its operations into Germany, Switzerland, and Spain.

About Capgemini

Capgemini, one of the world’s leaders in consulting, IT services, and outsourcing, achieved sales of 6.3 billion Euros in 2004 and currently employs approximately 60,000 individuals worldwide.

For over 30 years Telecom, Media & Entertainment (TME), a global sector organization of Capgemini, has been helping the telecommunications, media & entertainment industries achieve strategic goals and world-class results. By combining technical expertise and thought leadership with a passion for innovation, TME delivers true value to clients worldwide. For more information visit <http://www.capgemini.com/tme>

About Epiphany

Epiphany® provides CRM software solutions that increase profitability at the largest consumer-oriented companies by making every customer interaction intelligent. With over 475 customers – including nearly 35 percent of the Fortune 100 – Epiphany powers deep customer insights and optimizes each relationship from both a revenue generation and customer retention viewpoint. Built on the industry’s most advanced, service-oriented architecture, Epiphany software solutions address



problems that span business silos, departmental functions and geographic locations, and result in rapid, measurable ROI. With a suite of blended marketing, sales and service solutions, Epiphany enables global organizations to align touchpoints, processes and technologies around the most valuable enterprise asset – the customer. With worldwide headquarters in San Mateo, CA, Epiphany serves customers in more than 40 countries worldwide. For more information please visit www.epiphany.com

Epiphany Safe Harbor Statement

This press release contains forward-looking statements relating to future results that may be achieved by customers using the Epiphany E6 software product and future sales opportunities. Actual results could differ materially from such forward-looking statements. Factors that could cause actual results to differ materially from the forward-looking statements include customers' individual purchasing decisions, competition and the introduction of new products and services by competitors, our ability to hire and retain qualified personnel, and general economic conditions. These factors and others are described in more detail in Epiphany's public reports filed with the Securities and Exchange Commission, such as those discussed in the "Risk Factors" section included in the Epiphany's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and in the Epiphany's prior press releases. Epiphany assumes no duty to update any statements made in this press release.

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