



Dexterra Emerging as Major Force in Mobile Business Software According to Leading Analyst Firm

Dexterra is the Fastest-Growing Company in the Leadership Grid Among Mobile Middleware Providers and is Recognized as an Emerging Mobile Company To Watch in 2007

Bothell, WA – February 26, 2007 – IDC, a global leader of IT research and advice, has highlighted Dexterra in two new analyst reports issued in recent weeks, naming Dexterra as the only mobile enterprise company to watch in its annual study “Ten Emerging Mobile Players To Watch in 2007” and ranking the company in the Leadership Grid in its annual “Worldwide Mobile Middleware Forecast and Market Share” report for 2007.

In the first report*, IDC identifies emerging mobile companies that have a unique market vision, strong product concepts, excellent execution and market momentum, and are “worthy of highlighting to the broader wireless industry and have the potential to make substantial impacts in the larger mobile market.”

In the second**, Dexterra is recognized as the only emerging company among large, established companies in the Leadership Grid in a second broader analysis of the mobile enterprise market, “Worldwide Mobile Middleware 2006-2010 Forecast and 2005 Market Share.” The report predicts the mobile middleware market will grow at a compounded annual rate of 17.7 percent to \$1.5 billion (US) in 2010.

“Large companies will continue to expand their market and channel presence in the mobile enterprise software space,” said Stephen Drake, program director - Mobile Enterprise for IDC. “Suppliers delivering dynamic and adaptable mobile software platforms will set themselves apart in this market because they allow the solution to grow with an enterprise and its mobilization deployment plans.”

Further validating Dexterra’s clear market leadership is the number of customer deals won in the last year and the increasing size of those deals worldwide. Dexterra recently announced NRG Group in Europe has selected Dexterra as its mobile business software solution. The company

has also been awarded a contract to mobilize the largest Remedy installation in the world and has established a substantial presence in the Telecom industry with three of the four largest telecommunications companies worldwide selecting Dexterra to enable their own organizations. And in the Life Sciences industry, Dexterra has won the majority of deals among the largest Life Sciences companies in the last year.

Another significant factor contributing to Dexterra's success is its partner eco-system which generates more than 60 percent of total applications revenue for the company. The Dexterra partner eco-system comprises leading system integrators such as Accenture, IBM, and Unisys; enterprise software suppliers such as SAP, Oracle and Microsoft; leading hardware providers such as Motorola, RIM, and Nokia; and industry specialists such as Interloc, Planwell, and AMT Sybex.

"IDC recognizes that forward-thinking companies – the ones who are leading their respective industries – no longer believe that a mobile strategy simply means just extending an enterprise system to a handheld device," said Rob Loughan, Chairman and CEO of Dexterra. "These innovative companies are looking to adopt The Mobile Way of Business™, and it's transforming the way they compete for and win customers, generate ever-increasing business returns, and continually raise the bar for operational excellence."

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About Dexterra

Dexterra is the fastest-growing mobile enterprise platform and applications company in the world. Dexterra Concert™ - the company's flagship product – enables IT professionals to assemble, adapt and evolve mobile composite applications using industry standard-based toolsets for both Windows and Java environments. Supporting field service, field sales, asset management, workforce management, and several other mobile business functions, Dexterra's full suite of industry-specific solutions easily adapt to business process changes, support the largest selection of wireless and mobile devices, and integrate with the greatest number of enterprise back-office systems – all without disrupting companies' existing enterprise IT environments.

Many of the world's premier mobile technology companies and industry leaders rely on Dexterra to power their Mobile Way of Business, including Emirates Airlines, IKON Office Solutions, Motorola, Stanford University and the United States Department of Homeland Security. With offices in Seattle, Toronto, London, Cologne, Dubai, Singapore, and Melbourne, Dexterra also partners with technology leaders such as IBM, Microsoft, Accenture, RIM, Cap Gemini, Telstra, @Road, and Cingular. For more information, visit www.Dexterra.com.

*IDC, Ten Emerging Mobile Players to Watch in 2007, Doc #204820, Dec 2006.

**IDC, Worldwide Mobile Middleware 2006-2010 Forecast and 2005 Vendor Shares, Doc #204829, Dec 2006

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